

# CORPORATE BROCHURE 2014

## IME DEPARTMENT, IIT KANPUR

SCALING THE HEIGHTS



# MBA PLACEMENT

INDIAN INSTITUTE OF TECHNOLOGY, KANPUR

# VISION

To transform today's  
professionals in technology  
into tomorrow's  
**world class leaders.**

The emphasis of MBA program  
at IIT Kanpur is  
to prepare future leaders by  
**imparting**  
**experiential learning**  
in the dynamic world of business.

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# भारतीय प्रौद्योगिकी संस्थान कानपुर Indian Institute of Technology Kanpur

प्रो. इन्द्रनील मन्ना  
निदेशक

**Prof. Indranil Manna**  
Director



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## DIRECTOR'S MESSAGE

Innovation in management is as important as the science and technology of any engineering practice. MBA students of IIT Kanpur have been exhibiting leadership qualities and passion to serve the society as responsible managers of the corporate world, true to the IIT tradition.

The MBA programme at IIT Kanpur was initiated with the guiding principle that a sound technical expertise coupled with right management acumen, is the key to survival in a contemporary competitive environment. In fact, the programme is a testimony to one of the key strengths of IIT Kanpur, which is its articulate understanding of the existing and future needs of the corporate world. This inherent dynamism is expressed through path-breaking innovations in both its programmes and its research to keep abreast with the latest.

Globally accepted as a vibrant seat of academic and professional excellence, IIT Kanpur is known for its innovative approach, participative culture and academic rigour. Over eighteen thousand engineers, technologists, scientists, managers and entrepreneurs from IIT Kanpur are today active across the globe.

Though the MBA programme offered by the IME department is still relatively, nascent, it retains a strong interaction with the industry on account of its courses in Industrial Management. The strong industry linkages ultimately go a long way in providing a holistic approach to research and education. Special efforts to recruit talented faculty on a global basis and stringent admission procedures to select brilliant students across the country, ensures a pool of formidable intellectual capital at any given time in the campus. This helps in a healthy and dynamic exchange of ideas which incubates leaders for the corporate world. No wonder that IIT is perhaps India's most recognized brand the world over.

Needless to say that the MBA students of IIT Kanpur have been exhibiting leadership qualities and passion to serve the society as responsible managers of the corporate world, true to IIT tradition. Students of the earlier batches have carved out a niche for themselves as assets to the organizations. This fact is reinforced by enthusiastic response from the corporate world in the form of placements. I feel confident that this pool of professionals will be another feather in the glorious crown of IIT Kanpur. I wish them all the very best in all their future endeavours.

*Indranil Manna*  
12.12.12  
(Indranil Manna)

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**Prof. Rahul Varman**

Head,  
Industrial & Management  
Engineering, IIT Kanpur




The engine of today's economy - the business world is increasingly becoming demanding and dynamic. In such a challenging scenario managing people, information and technology in an integrated fashion is going to be the mantra for a successful manager. The MBA programme at IIT Kanpur is an attempt to address this concern in a scientific spirit. Being an integral part of an institution of the stature of IIT Kanpur naturally helps the budding spark to imbibe all the values and ethos that have made it an epitome of excellence.

Our tryst with management started way back in 1974, when the Industrial and Management Engineering (IME) programme was initiated to teach methods to plan, design, implement and manage production and services. The MBA programme introduced in the year 2001, was thus a structured culmination of the process of dissemination of knowledge that had been gathered over the years

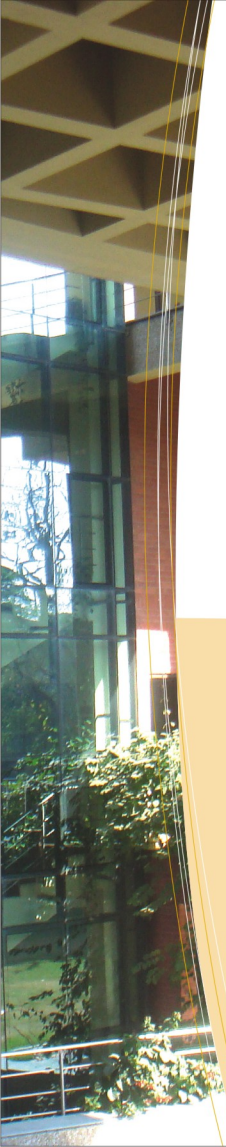
The rising complexity of the business environment has made it mandatory for an engineer to unshackle himself from the confines of mere technical competencies and assume the role of a complete manager. The course of MBA at IIT Kanpur is uniquely designed to train engineers into managers with a holistic outlook. The course is rooted in the Indian environment, along with the required international perspective. With a carefully designed syllabus, we keep up to the true IIT Kanpur tradition of sensitizing ourselves with the latest in the industry. The emphasis is on building people skills, with focus on team skills, indispensable to any organization. The class being a heterogeneous mix of engineers from diverse fields naturally enriches the learning environment, turning it into a fountainhead of vibrant ideas.

The response from the industry has been very enthusiastic and encouraging. This bears testimony to the value adding output that the students of MBA at IIT Kanpur have been giving to the industry and the society. I am sure that the encouragement from the industry will continue in the coming years, as an enforcement of the esteem in which IIT Kanpur is held.





INDIAN INSTITUTE OF TECHNOLOGY  
KANPUR



IIT Kanpur is one of the premier institutes established by the Government of India in 1959. Since its inception, IIT Kanpur has been striving to develop into an institution of excellence in education and research in consonance with the contemporary and future needs of India. The combined record of its faculty and students along with the alumni spread across the world is awe inspiring. With path-breaking innovations in both curriculum and research, the institute has carved an exclusive name for itself.

The Institute offers its students an outstanding academic environment coupled with world-class infrastructure. Not only does it celebrate freedom of thought, cultivate vision and encourage growth, but it also inculcates human values and concern for the environment and the society.

The special efforts to recruit talented faculty on a global basis and stringent admission procedures to select brilliant students across the country, ensures a pool of formidable intellectual capital at any given time in the campus. This helps in healthy and dynamic exchange of ideas which incubates leaders for the corporate world.

## IME Department

With the establishment of the Department of Industrial and Management Engineering (IME) in 1974, IIT Kanpur extended its technical supremacy to managerial disciplines. The IME department was established with the aim of combining the strength of technology and management. This synergy is the foundational bedrock of all IME programs – MBA, M.Tech, and PhD.

Keeping up with the tradition of innovation, the 2-year MBA programme aims at creating business leaders and entrepreneurs by leveraging on its strengths in technology, computing and social sciences. The department is currently engaged in a diverse set of activities including teaching, academic research, industry consulting, management development programmes, and public sector projects. The curriculum of the department is constantly updated based on the changing needs of the industry. Emphasis is given to industry interaction by means of academic projects, internships and special studies.



## INFRASTRUCTURE

### **Infrastructure:**

#### **Computational Facilities:**

The department has been endowed with enviable computational facilities. The IME department has the following labs:

- Smart Systems and Operations Lab
- Product Lifecycle Management Lab
- Management Simulation Lab
- Management Computing Lab
- Virtual Lab – Production Shop Simulation Lab of MHRD

#### **Finance Software:**

- Primavera, Project Finance International, Risk Simulator

#### **Operations Software:**

- DEASolver Pro 8.0, Product Lifecycle Management Software

#### **Automation and Strategy:**

- Arena 13, Stella 9.1, Data Transformation Services

#### **Statistics Software:**

- SPSS, SAS, MATlab, MINITab, R

#### **Others:**

- NX Unigraphics, ArgoUM

#### **Knowledge Resources:**

The P.K. Kelkar library, rated among the best libraries in the country, has about 3,80,000 books that deal with various aspects and intricacies of science and management in addition to about 1500 periodicals and journals. Each year, on an average 4500 books and journal volumes are added to the collection. E-resources like online databases and archives of journals are also provided to facilitate easier access to knowledge. The IME department subscribes to online databases like:

#### **Proquest, Alpha, EBSCO, EMERALD, Indiastat, Proquest, Capitaline, INDEST**

Besides this, there are regular subscriptions to a gamut of reputed management journals and magazines like Journals on Marketing, Strategic Management, Manufacturing Systems and Financial Economics apart from the Harvard Business Review and Sloan Management Review etc.



# CURRICULUM

The curriculum comprises of course work imparting state-of-art business knowledge coupled with emphasis on experiential learning achieved through summer internship and special studies research projects.

## SUMMER INTERNSHIP

The two year MBA program requires students to do summer internship at the end of first year between May-July for a period of two months. To assimilate the business concepts summer internship are encouraged in a wide array of business setting that include private industries, government institutions, start ups and NGOs.

## WINTER INTERNSHIP

As engineers, it is important for students to develop relevant work experience in the business domain of their interest. To facilitate learning from gaining practical experience, the students can go for an optional one month internship in the month of December.

## SPECIAL STUDIES RESEARCH PROJECT

Special Studies is a unique course work offered by IME Department wherein a student gets an opportunity to explore, research and do an industrial project in a business sector of his choice. A student has to complete two special studies in third and fourth semester under the guidance of a dedicated faculty. The one to one interaction with the faculty and the industrial exposure gives the student in-depth practical knowledge about the business domain and its recent developments.

## COURSE WORK

### CORE SUBJECTS

- Accounting for Management
- Computing for management
- Economic Analysis for Management
- Financial Management
- Human Resource Management
- Managerial Communication
- Marketing Management
- Organizational Structure & Design
- Probability & Statistics
- Production & Operations Management
- Quantitative Methods for Decision Making
- Social, Political & Legal Environment of Business

### SPECIALIZATIONS

#### Innovation and entrepreneurship :

- Management of Technology
- Innovation Management
- Intellectual Property Management
- Strategic Management
- International Business Management
- Project Financing and Management

#### Operations :

- Advanced Manufacturing Systems
- Computer Aided Decision Systems
- Computer Integrated Manufacturing Systems
- Managerial Decision Analysis
- Managing Service Operations
- Manufacturing Planning & Control
- Manufacturing Strategy
- Supply Chain Management
- Total Quality Management

#### Finance :

- Commercialization Banking, Risk Modeling & Risk Management
- Security Analysis Derivatives & Portfolio Management
- Finance Intermediaries, Financial Institutions & Regulators
- Infrastructure Regulation, Policy & Finance
- Measuring & Driving Corporate Performance

#### Marketing:

- Business to Business Marketing
- Consumer Behavior
- Advertising & Marketing Strategy
- Decision Models for Marketing
- E-Marketing
- Marketing Research
- Marketing of Services

#### IT & Systems:

- Database Management
- Enterprise Integration with IT
- Knowledge Strategies & knowledge Systems
- Management Information Systems

#### Analytics:

- Quantitative Methods for Decision Making
- Statistical Modeling for Business Analytics
- Advanced Statistical Methods for Business Analytics
- Introduction to Stochastic process and its Application
- Management Decision Analysis

# FACULTY DIRECTORY

## Anoop Singh

### Associate Professor

#### Fellow in Management (IGDR Mumbai)

**Areas of Interest:** • Power Sector Regulation, Policy & Finance, Energy Economics, Energy Pricing, Energy Efficiency. • Former Deputy Director(Economics), Haryana Electricity Regulatory • Member of the Working Group on Power for the 12th Five-Year Plan, Planning Commission • Member of Core Group on Next Generation Networks (Licensing Issues), Telecom Regulatory Authority of India (TRAI) and Member, Electricity Contract Advisory Board of Multi Commodity Exchange of India (MCX), Mumbai. • Consultant to The World Bank, UNIDO, and UNU/IAS

## Arun. P. Sinha

### Professor

#### Fellow in Management (IIM Ahmedabad)

**Areas of Interest:** • Strategy, Policy, Technology Management, small business management, business economics, marketing. • Consultant DFID, UK project on SME Development and Pro-Poor Economic Growth • Consultant on financial service markets in Asia

## B. V. Phani

### Associate Professor

#### Fellow in management (IIM Calcutta)

**Areas of Interest:** • Financial Intermediation, Credit Risk Modelling, Market Microstructure, Corporate Finance, Valuation & Real Options, Entrepreneurial Finance, Security Analysis, Derivatives • Assistant Professor, Finance and control, Indian Institute of Management, Calcutta. • Consultant, Department of International Development(DFID), U.K • Chief Executive officer, Blue Chip Info Tech Ltd, Hyderabad • Coordinator Syndicate Bank Entrepreneurship Research and Training Center

## Deepu Phillip

### Assistant Professor

#### Ph.D. (MSU Bozeman, USA)

**Areas of Interest:** • Decision Support Systems, Robust planning & scheduling with local searches, Systems simulation, Smart systems, AI based searches, Experimental design. • Decision Support Systems • Total Quality Management • Simulation

## Devlina Chatterjee

### Assistant Professor

#### Ph.D. (Indian Institute of Science, Bangalore)

**Areas of Interest:** • Managerial Economics, Applied Econometrics, Rural Economics, Empirical Finance. • Dual masters from US at Penn State University and earned two masters degrees – one in Agricultural Engineering and one in Agricultural Economics • Worked with IFCI (New Delhi), GE Capital (Bangalore) and Antrix Corporation (Bangalore) • Specialization areas: Applied Economics, Statistical Modeling, Rural and Agricultural Markets

## Jayanta Chatterjee

### Professor

#### Ph.D. (IIT Delhi)

**Areas of Interest:** • eMarketing, Knowledge Management, IPR, Intelligent Business Decisions • Co-Founder and director - Strategy Innovation Inc, Softedge International, Vi ePlex • Executive director and V.P. Rockwell International- Asia Region President and CEO, Allen Bradley India Ltd. • Visiting Professor, Design Factory, Aalto University, Finland • Adjunct Professor Hong Kong PolyU

## Kripa Shanker

### Professor

#### Ph.D. (Cornell University, USA)

**Areas of Interest:** • Production/Operations Management, Manufacturing Systems Engineering and Management, Supply Chain and Logistical Management, Quantitative and Statistical Decision Models • Visiting Faculty Asian Institute of Technology, Bangkok; Cornell University • Member, AICTE National Board of Accreditation of Management Institutions • Member, All India Board of Management Studies Chairman, Board of Apprentice and Training, Northern Region • Vice Chancellor, UP Technical University (since July 2009)

## N. K. Sharma

### Professor

#### Ph.D.(Delhi University)

**Areas of Interest:** • Marketing Management, Marketing Research, Marketing of Services (PG), Managerial Communication (PG) • Association with Educational Film: "Communicating Through Blackboard" • Conducted several seminars/courses/workshops • Published several papers in leading journals like quarterly journal of Experimental Psychology, behavioral scientist, Psychological studies, journal of Technical and vocational Education

## Puneet Prakash

### Associate Professor

#### PhD(Georgia State University, Georgia), MBA(Indian Institute of Foreign Trade, India)

**Areas of Interest:** • Finance, Insurance & Real Estate • Member of professional organizations ARIA, FMA, AFA, EFA and VASUG. • Published several papers in leading journals like "Journal of International Money and Finance", "Journal of Risk and Insurance"

## R. R. K. Sharma

### Professor

#### Fellow in Management (IIM Ahmedabad)

**Areas of Interest:** • Computers and Information Systems, Operations Research, Production and Operations Management, Strategic Management, Manufacturing Policy • Marketing Executive and MIS In charge TVS Suzuki • Principal Investigator, Food distribution in Indian Context Development of Optimal Network of Freight Terminals and designing • Developed the fastest known algorithm for preparing Pert networks (that runs in  $O(n^2 \log(n))$  time) • Written many international papers in the field of warehouse location theory and transportation problems.

## Raghu Nandan Sengupta

### Associate Professor

#### Fellow in Management (IIM Calcutta)

**Areas of Interest:** • Statistical Inference Problems, Data Envelopment Analysis (DEA), Multicriteria Decision Making, Network Flows, ops in Finance Econometrics methods in Finance • Senior Engineer(Projects) and Engineer, quality Control , Alcatel Aisthom, India • Visiting Researcher Scholar, Operations Research and Financial Engineering, Princeton University, USA • Dissertation Application of LINEX loss function and Multistage Sampling in Management Science.

## Rahul Varman

### Professor and Head of Department

#### Fellow in Management (IIM Ahmedabad)

**Areas of Interest:** • Personnel Management & Industrial Relations, Organizational Behavior. • Consulting with UNIDO, Govt., and industry, especially SME's in the area of organization development, change and restructuring as well as HR issues • Founding head of the incubation center at IIT Kanpur • Advisor to Shramik Vikas Sahkari Shram Samvidya Samiti Ltd. Kanpur, a workers' co-operative, 1994-2003 • Facilitator, Stakeholder analysis, UP Health Systems Development Project • Provided advice to PICUP, UP on their VC scheme for IT projects, 2001

**Shashi Shekhar Mishra**

Assistant Professor

Fellow in Management (IIM Lucknow)

**Areas of Interest:** • Marketing Strategy, New Product Development, Marketing Research. • Paper presented at the ISBM- Penn State University Conference held at Harvard Business School (USA) • Published several papers in leading journals like "Journal of Product & Brand Management", "Journal of Strategic Marketing"

**Subhas C. Misra**

Assistant Professor

Ph D (Carleton University, Canada)

**Areas of Interest:** • Business Process Management, Enterprise Resource Planning (ERP), ERP and Supply Chain Management.

• Worked at Harvard University, USA • Won over 15 awards including Research Excellence Award (USA), Achievement Award(USA), NSERC Award and OGS Award (Canada) • Keynote Speaker in international conferences

**Uday S. Racherla**

Professor

PhD (Purdue University, USA)

MBA (Kellogg School of Management, USA)

**Areas of Interest:** • Innovation, Intellectual Property Management, Technology Management, Technology Transfer and Sustainability • Taught at Johns Hopkins Carey School of Business, USA • Over 25 years of leadership and management experience in Fortune 500 Companies in USA: Senior Director R&D Innovation (PepsiCo), Worldwide Director R&D (S. C. Johnson), Global Director R&D (Nu Skin Enterprises), Senior R&D Executive Positions (Unilever) • Invented and commercialized many new technologies worldwide • Published over 120 research papers and 9 patents

**Vanamalia V**

Assistant Professor

Ph.D. IISc, Bangalore 2010

**Areas of Interest:** • Applied Operations Research, Optimization and Game Theory. • Awarded Prof M.N. Gopalan award for best PhD thesis on OR at Operational Research Society of India (ORSI)-2010.

**Veena Bansal**

Associate Professor

Ph.D. (IIT Kanpur)

**Areas of Interest:** • Document and Image Analysis and Information Technology • Adjunct Faculty, IIM Lucknow • Visiting Faculty, Tribhuvan University, Kathmandu, Nepal • Consultant at ITC Infotech • Conducted several SAP faculty workshops -Text and Image based Tools for Technology Mapping from Patents Literature MCIT sponsored project

**Dipankar Ganguly**

(Adjunct Faculty) FCA

• Finance and Taxation Consultant for Development Authorities, State Government Industrial Units, Manufacturing and Trading Companies • Teaching Roles with Institute of Chartered Accountants

**Jayant Krishna**

(Adjunct Faculty)

Principal Consultant - TCS

• 20 years experience in Project Management, Software Engineering, Information Systems and sales and Marketing • Regional Director(UK and Ireland), Delivery Centre Head, Group Leader, Global Relationship manager and Regional Manager during TCS tenure • President - Lucknow Management Association, Convener CEO Forum and Chairman - CSI, Lucknow chapter • Visiting faculty at IIM-Lucknow, IIT Roorkee, ISB Hyderabad, University of Leeds-UK and University of South London, UK

**B. Chandra**

(Visiting Faculty)

Ph.D. (Delhi)

• Statically Classification and clustering for data mining • Neural networks for Statistical Pattern Recognition • NLP, databases, Adaptive Control Models

**ALUMNI****2003****Ajay Pal Singh**

VP, ABS Research, Nomura

**Lalan Prasad Gupta**

VP, PeopleTree HR Services Pvt. Ltd.

**Sudhakar Mishra**

Co-Founder, Binary Mantra Systems

**2004****Ashish Sethia**

Head of Research, Bloomberg New Energy Finance

**Bhagat Parag**

Consultant, Wipro Technology

**JVS Kishore**

AVP, Barclays

**Sanket Kheria**

Director, Shanti Surgicals Pvt. Ltd.

**Upendra Kumar Earle**

Assistant Vice President, HSBC

**2005****Arunraj Solomon C**

Partner, Solomon Salt Refineries

**Gagandeep Malhotra**

Asst. Vice President, Citibank

**Rupesh Mor**

Co-Founder &amp; Director, Sales Analytics, Value Edge Research

**2006****Ajit Singh Doherey**

Sr. Risk Analyst, JP Morgan Chase

**Manzil Kohli**

Senior Associate, PWC

**Sandeep Kumar**

Sector Specialist - Equity Research, Fidelity Investment

**2007****Anshul Raj Garg**

VP, IIFL Wealth Mgmt Ltd.

**Himanshu Asopa**

Manager, Maruti Suzuki India Ltd

**Vivek Shukla**

Head, Production Ops, Triumph International AG

**2008****Akhil Aggarwal**

Director, Alpha Slicing

**Harish Yadav**

Sr. Analyst, McKinsey Knowledge Center

**Vaibhav Vijay**

Assistant Vice President, SBI Capital Markets Limited

**2009****Amit Arora**

Analyst Investment Banking Division, Goldman Sachs

**Neha Bhardwaj Upadhyay**

Manager, Reliance Power

**2010****Aditi Makol**

Sr. Associate Consultant, Infosys Technologies Ltd.

**Siddharth Chawla**

ATL Manager, LAVA International Ltd.

**Sumit Singh**

Consultant, Deloitte

**2011****Akshaya Pandey**

Senior Consultant, Sapient Consulting

**Chandan Jha**

Associate Manager, Procter &amp; Gamble



# STUDENT ACTIVITIES

## Marking presence



Buizkriti is an integral part of the annual technical festival of IIT Kanpur, Techkriti and it captures a number of business events covering various aspects of management. MBA students actively take part in organizing these events with an immense participation from the students of prestigious B-Schools of India. Various events which come under its purview are:

**Battlefield** – A national level case study competition

**Richie Rich** – A portfolio optimization competition

**Marketing Villa** – A marketing competition

**Stock Sim** – An online simulation stock trading competition

**Operations Villa** – Internationally acclaimed board games competition



Antaragni is an all-India intercollege cultural festival hosted by the students' gymkhana. Notwithstanding the academic rigour at IIT Kanpur, Antaragni serves to fuel the mettle in students. Over the years the festival has earned a reputation of being a complete "cult-fest" as it offers the participants a plethora of contests and professional performances by artists renowned worldwide.



**Avant Garde** - a monthly business e newsletter was started by the mba students at IIT Kanpur to serve as a platform for them to express their views on the major business events happening around the world. From the latest disruptive startup to IPOs, to M&As, to new legislation, the students give their point of view on how these affect the global business environment.



**EK KHAISH** : A social initiative started by students of IIT Kanpur MBA where we fulfil one wish of the underprivileged children.

## Department Clubs & Events



**Vishleshan** - The MBA students at business analytics club extend their comfort at numbers to handle tough business problems. The club also hosts Analytics case competition and symposium - ACCS the marquee event of the club which welcomes top professionals to campus to sponsor the case study and symposium. The club also engages in various case study and business analytics consultancy from various industries



The Marketing Club of MBA IIT Kanpur aims at imbibing the marketing skills, sharing of ideas, developing concepts, solving cases, conducting events and finally targeting companies for the student placements



Before we do something astonishing and amazing, we need to plan, discuss, optimize, visualise, simulate and finally test our approach in real world scenario. The Strategy, Operations and Supply Chain Club actually works on these very instruments of success where MBA grads interact and come up with feasible solutions that are further refined through brainstorming sessions, Case discussions, Knowledge sharing, Group Tasks etc.



**CON - IT CLUB** at MBA IIT Kanpur meets, discusses and keeps itself up-to date by understanding and analysing the happenings of the industry through case studies, discussions and events. Given that majority of the students have an IT experience, the members of this club are constantly aiming to learn from each other and there by become better consultants.

# Industry Interaction & Seminars

## Achievers in Business Interactive Seminar Series

Name of Speaker	Designation	Organization	Topic
Mr Venkatesh Valluri	CEO	Ingersoll Rand India	Leadership
Mr. Sameer Chaturvedi	CEO	Jaipur Rugs Foundation	The Role of Social Enterprises in Grassroot Development
Dr. Ashish Gupta	Founder	Helion Ventures	No Risk in Taking Risk
Mr. Sandeep Juneja	Business Development Director	UNITAID	Branding of self vs. Institute brand
Mr Hemant Shah	Partner	Priority Jewellers	Need for shift-Innovation and Leadership
Mr. Vinay Mishra	Country HR Manager	Lexmark	How to be Industry-Savvy and adapt oneself to the fast-paced Business Environment
Mr. Akhilesh Awasthy	Director (Market Operations)	Indian Energy Exchange Ltd.	Indian Power Market and Operation of Power Exchanges
Mr Rajesh Jain	Head HR	SREI Infrastructure Finance	Project Finance
Mr. Santosh Mishra	Human Resource Director, Innovation Labs	247-Inc.com	Big Data Analytics, Challenges faced by an analyst, Predictive Analytics(ACCS)
Mr. Subhro Dutta	Advisor	Dell Global Analytics	Big Data Analytics, Challenges faced by an analyst, Predictive Analytics(ACCS)
Mr. Bhaskar Kumar	National Head - Risk & Business Analytics	Bajaj Finance Ltd	Big Data Analytics, Challenges faced by an analyst, Predictive Analytics(ACCS)

## Academic Interactive Seminar Series

Name of Speaker	Designation	Organization	Topic
Dr. Jagadeesh Sivadasan	Associate Professor	Stephen M. Ross School of Business	Gains from Offshoring ? Evidence from US Microdata
DR SK Chaudhuri	Outstanding Scientist & Former Director RCI	DRDO	Management of High Tech Technology & Product Innovationthrough SAP ERP
Dr. Amir Bazaz	Outstanding Scientist & Former Director RCI	United Nations, Convention on Climate Change	Energy system changes for India
Mr. Hari Parmeshwar	Visiting Faculty	IIM Indore	Maruti Suzuki Case of Workers Union
Mr. Sanjoy Mohapatra	Professor	XIM Bhubaneswar	Process Management
Mr. R K Amit	Professor	DMS, IIT Madras	Some Results in Coalitional Game Theory
Dr. Yamini Prakash Sahay	Assistant Professor	IIM Lucknow	Relationship between Organization Structure and Innovation
Dr. Sweta Srivastava Malla	Assistant Professor	Indian Institute of Foreign Trade-New Delhi	Organizational Justice and Psychological Well-being



## RECRUITMENT

### Final Recruitment Process

The placement process for MBA programme at IIT Kanpur commences from the first week of December 2014. The batch of 2015 consists of 55 students, with 96 % possessing rich work experience across industry sectors. The academic rigor combined with the cultural vibrancy of the campus makes them prime assets for any organization.

### Pre Placement Talk (PPT)

Pre - Placement talks provide opportunities for students to know more about a prospective employer along with the job profiles and career growth opportunities available. As a standard practice, prospective recruiters have shown interest in conducting formal presentations followed by an interactive discussion.

### Selection Process

The selection process is designed to be in tune with the rules and regulations of the institute as well as catering to the unique requirements of each participating company.

### Campus Recruitment 2014

A company is provided a slot on a given day during the placement week. The slot scheduling is based on following criteria:

- Job Profile
- Career Growth Opportunities
- Remuneration
- Past relationship with IIT Kanpur

### Lateral Recruitment

Through lateral recruitments, companies can hand pick students who would be match up for their organization. For more information about the lateral process, kindly get in touch with placement coordinators.

### Placement Guidelines

- Companies need to fill up and submit a recruitment form.
- A date of mutual convenience will be decided for PPT, campus recruitment and laterals.
- It is expected that final results will be declared immediately after the interview.
- Please mail to [mba@iitk.ac.in](mailto:mba@iitk.ac.in) for any query.

### Summer Internship Duration:

8-10 weeks  
From Month of May

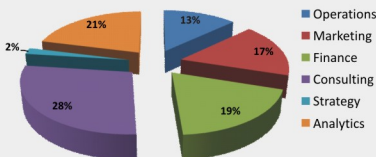
### IMPORTANT DATES

PLACEMENTS	DATES
Summer	1st Oct 2014 Onwards
Final	1st Dec 2014 Onwards

# PLACEMENT STATISTICS 2014

IIT Kanpur this year has seen host of companies from variety of domains. Majority of companies offered consulting profiles followed by Analytics, Marketing and Operations. The students of MBA, IME department IIT Kanpur were offered various roles and profiles based on their chosen area of interest. The profiles were from the domains such as Marketing, Sales, Consulting, Strategy, Finance, Information Technology, Manufacturing and Supply chain as well as Analytics. The sector wise distribution of data is shown below:

## Profiles Offered



Placement Statistics	
Number of Companies Participated	45
Total number of students Participated	48
Total number of offers	48
Number of PPO's offered	3
Highest Offer Accepted (lpa)	55
Median Salary (lpa)	9
Average Salary (lpa)	9.34

The companies that visited the campus for recruitment and the myriad of profiles are described in detail subsequently.

### IT, Consulting & Strategy

Owing to the vast amount of students having work - experience many IT & Consulting companies visited the campus. Profiles like Associate consultant, Senior associate consultant, etc. were offered to students of IIT Kanpur MBA programme. Deloitte consulting, Deloitte AERS, Infosys and Infosys BPO are our regular recruiters for these profiles.

### Marketing

Students were offered myriad of profiles by a host of companies visiting the campus for placements. Profiles such as Brand manager, Central marketing manager, Engagement manager, business development manager were offered among others. Companies such as Mitsui chemicals, Lava mobiles, ICICI Bank, BFC capital are some of the major recruiters who offered Marketing profiles.

### Analytics

This year IIT Kanpur saw a host of analytics companies offering various coveted profiles like business analysts. Our major recruiters include HP analytics, HSBC analytics, ITC Infotech, Infinity Research and Bridgei2i.

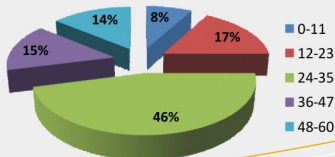
### Operations

IIT Kanpur is well known for its operations management. Operations management is the forte for the IITK MBA programme. Various operations companies visited the campus and offered varied profiles to our MBA students like logistics manager, supply chain manager, production manager etc. Anand Group, Lava mobiles, RSPL were the major recruiters that offered these profiles.

### Finance

Finance placements saw a high at IIT Kanpur this year with students bagging offers from multinational financial institutions. ICICI bank, HSBC offered Risk, wealth management, Relationship management profiles to our students.

## Work Experience(Months)

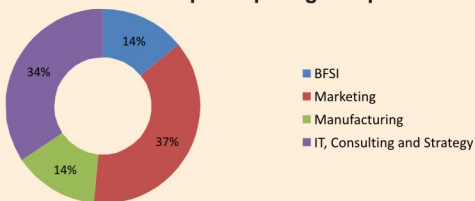


# SUMMER INTERNSHIP STATISTICS 2014

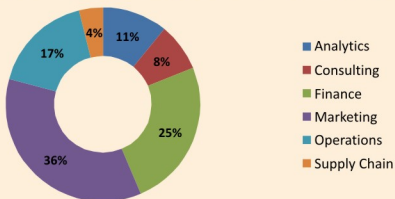
The Summer Placement season for the IIT Kanpur MBA program commenced in October 2013 and continued till the conclusion of semester in April 2014 to align the placements with the recruiting time-windows of various organizations. This season summer placement saw a surfeit of companies visiting IIT Kanpur MBA, offering various niche profiles to our highly talented students. The IME MBA department of IIT Kanpur witnessed another successful summer placement season despite the fears of economic slowdown. A plethora of profiles were offered in all major streams of management – Marketing, Analytics, IT – Consulting, Operations and Finance profiles. More than 30 organizations participated in the placement process for the 2014 batch of 55 students. Few students have had multiple offers from different companies. Some of them have also been offered niche roles in their preferred domains. The number of profiles being offered by the companies visiting the campus has been increasing over the years.

Number of Companies Participated	40
Total number of Students	55
Highest Domestic Stipend Offered(INR)	70,000
Highest International Stipend Offered(INR)	97,200
Average Stipend Offered (INR)	21,600

## Sector wise distribution of participating companies

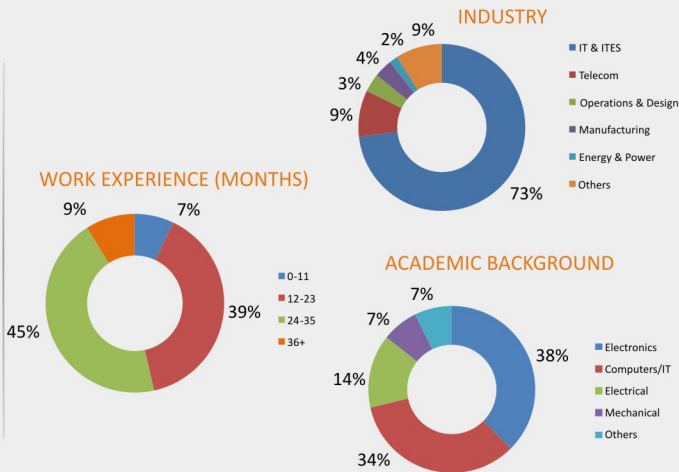


## Sector wise distribution of Profiles Offered



The Summer internship program of IIT Kanpur MBA is another means to provide the MBA students an opportunity to interact with and learn from organizations and in return, add value to organizational operations and functions. The students of MBA, IME department IIT Kanpur were offered various roles and profiles based on their chosen area of interest. Some of our major recruiters are Deloitte, Anand Group, Mitsui Chemicals, Schneider Electric, Schlumberger, Berger paints, State Bank of India, Bharat Petroleum, Capgemini, Coca Cola, Tata Steel, IOCL, National Instruments, IDRBT, Taylor & Francis, RSPL and Kotak Mahindra bank etc.

# BATCH PROFILE 2015



## BATCH HIGHLIGHTS

- Winners of various competitions like Kartavya IIM Raipur, Madvertize IMI Delhi, ADSENSE XIMB, Battle Field(National Level Case Study Competition) IIT Kanpur, Marketing Villa IIT Kanpur, Stocksim IIT Kanpur, ACCS(Analytics Case Competition) IIT Kanpur and many others.
- Thirty Eight Students have been certified as Green Belt in Six Sigma by KPMG.
- Students have qualified basic and advanced level FLIP certifications, NSE NCFM Financial Market Beginner and Advanced Module, NSE Equity Derivative Beginner module. Many students are doing live projects in finance, approved by CFA institute, USA
- Students have qualified APICS Certified Supply Chain Professional Certification, ITIL V.3 Certification, Siebel Professional Certification and many others.
- One student from the current batch has visited Japan as a delegate to represent IIT Kanpur in the JENESYS 2.0 Exchange Program.
- Student has been selected nationally and participated in Jagriti Yatra'13 sponsored by Google for Entrepreneurs.

Students have done their engineering from prestigious institutions like ISM, NIT's, State Govt. Engineering Colleges and reputed private colleges. The average work experience of batch is 25 months and the average CAT Percentile of students is 96. The students come with rich experience in sectors from IT&ITES, Telecom, Manufacturing, Energy and Power and other domains. Many students have received outstanding performance awards while working with their organizations.





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Internship : IDRBT



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Internship : State Bank of India



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Internship : State Bank of India,  
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Internship : State Bank of India



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**WELSPUN**



Dare to Commit

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