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### **History of the Institute**

I.T.S The Education Group is a fast growing educational group in Northern India. Established in 1995 with its first campus at Ghaziabad, the Group has more than 700 faculty members and 9000 students in 8 Institutions located at 4 campuses. With the prime objective of providing quality education and building on its reputation, the I.T.S Group has evolved as a brand amongst the premier educational institutions in the field of Management, Information Technology, Engineering, Dental, Biotechnology, Pharmacy, Paramedical Sciences and related vocational courses. The vision of I.T.S Group of Institutions is "Creating a Thinking Professional Order", and the group makes incessant endeavours to create learning processes in response to the changing Managerial paradigms.

### **About the Institute**

Institute of Technology & Science, Mohan Nagar, Ghaziabad established in 1995 is NAAC "A" Grade, Accredited, an ISO 9001:2008 certified and NBA accredited institute. The institute offers PGDM (equivalent to MBA), MCA, and MBA courses approved by AICTE/ affiliated to U. P. Technical University, Lucknow. The UG campus of institute offers BBA and BCA programmes affiliated to CCS University, Meerut. The institute has taken long stride to be counted amongst the best B Schools in Northern India. The institute has a team of about 70 full time highly competent faculty members having rich experience in academics and industry. The conference is a part of series of activities undertaken to bring academia and industry to a common platform to discuss issues of mutual importance.

## Programme Description

## I.T.S MOHAN NAGAR MBA &amp; MCA

Programme	Year	No. of Seats	Intake Increase	NBA Accreditation
<b>MCA</b>	1997-1998	30	—	15.03.2012 for 3 year
	1998-1999	30	—	
	1999-2000	40	10	
	2000-2001	60	20	
	2001-2002	90	30	
	2002-2003	120	30	
	2003-2004	120	—	
	2004-2005	120	—	
	2005-2006	120	—	
	2006-2007	120	—	
	2007-2008	120	—	
	2008-2009	120	—	
	2009-2010	120	—	
	2010-2011	120	—	
	2011-2012	120	—	
	2012-2013	120	—	
	2013-2014	120	—	
	2014-2015	120	—	
<b>PGDM</b>	1996-1997	60	—	13.12.2011 for 3 year
	1997-1998	60	—	
	1998-1999	60	—	
	1999-2000	90	30	
	2000-2001	90	—	
	2001-2002	90	—	
	2002-2003	120	30	
	2003-2004	120	—	
	2004-2005	120	—	
	2005-2006	120	—	
	2006-2007	120	—	
	2007-2008	180	60	
	2008-2009	180	-	
	2009-2010	180	-	
	2010-2011	180	-	
	2011-2012	240	60	
	2012-2013	240	—	
	2013-2014	240	—	
	2014-2015	180	<b>-60</b>	
<b>MBA</b>	2004-2005	60	—	NO
	2005-2006	60	—	
	2006-2007	60	—	

2007-2008	60	—
2008-2009	60	—
2009-2010	60	—
2010-2011	120	60
2011-2012	120	—
2012-2013	180	60
2013-2014	240	60
2014-2015	240	—

## **Annexure under 1.1**

### **Institution's Mission, Governance and Leadership Patterns**

#### **ANNEXURE1: SAMPLE COPY OF MINUTES OF MEETING**

#### **MINUTES OF THE MEETING OF I.T.S ACADEMIC COUNCIL AND ADVISORY BOARD HELD ON SUNDAY, THE 3<sup>RD</sup> OF MARCH 2013**

A meeting of the I.T.S Academic Council & I.T.S Advisory Board was held on Sunday, 3<sup>rd</sup> of March 2013 at I.T.S Mohan Nagar, Ghaziabad.

Following members were present:

1. Dr. D. V. Singh, Chairman
2. Dr. Abad Ahmad
3. Dr. M. P. Gupta
4. Mr. Manoj Tandon
5. Prof. Atmanand
6. Dr. Ajay Pandit
7. Dr. R.P. Chadha
8. Sh. B. K. Arora
9. Sh. Arpit Chadha
10. Dr. A K Puri
11. Prof. Sujata Khandai

Leave of absence was granted to the members not present.

#### **ITEM NO. 1- CONFIRMATION OF THE MINUTES OF THE MEETING**

The minutes of last meeting held on October 7, 2012 were confirmed.

#### **ITEM NO. 2- INTRODUCTION OF THE NEW BOARD MEMBER**

The Director General introduced and welcomed Dr. Ajay Pandit, Professor FMS as a new board member and presenting his brief profile. The Academic Council welcomed him.

#### **ITEM NO. 3 - TO APPRISE THE MEMBERS ABOUT THE PROGRESS AT THE INSTITUTE**

The Director General made a presentation giving details of the progress made since the last meeting (copy of presentation enclosed).

#### **ITEM NO. 4 - RATIFICATION OF APPOINTMENT OF FACULTY**

The Director General apprised the members about the appointments of 5 faculty members. The Council meeting ratified the selections and & appointments.

#### **ITEM NO. 5 - REVIEW OF PGDM EVALUATION SYSTEM IN LIGHT OF AIU TEAM OBSERVATION.**

#### **ITEM NO. 6 – I.T.S AS RESEARCH CENTRE OF MTU**

The Director General informed the Board about I.T.S having been approved as a Research Centre by Mahamaya Technical University (MTU), Noida. The members congratulated and appreciated the development.

#### **ITEM No. 7 – INCREASE IN SEATS**

The Director General apprised the Academic Council about the increase in MBA seats from 120 to 180 from academic session 2012- 13 and its approval by AICTE.

#### **ITEM NO. 8 - NEW SCHOLARSHIP SCHEME INTRODUCED FOR STUDENTS**

A copy of the scholarship scheme for students for the academic year 2012-13 was presented at the meeting. The same was approved.

#### **ITEM NO. 13 To Seek Suggestions/ Guidance to Strengthen Existing Academic Programmes and Activities**

**Dr. D V Singh:**

1. He informed the Board members about the National Innovation Council (NInC), which was established in August 2012. NInC submitted its report in November 2011. NInC will establish Sectoral Innovation Council aligned to the Ministries of the Government of India, including MHRD. I.T.S may derive benefits of this initiative of NInC.
2. He emphasized that the agenda of the meeting may be sent to Board members preferably one week in advance of the scheduled meeting. The agenda should include ATR on the decisions taken in the preceding meeting.
3. He suggested that the outcomes of the seminars, conferences and workshops organized at I.T.S may be documented and salient recommendations be extracted, which may be submitted to the Government authorities for policy making.
4. Identify the strategy and process for I.T.S to become an autonomous Institution.

**Mr. Manoj Tandon**

Suggested setting up of Toastmaster Club at I.T.S Mohan Nagar for promotion of verbal communication skills among students.

**Prof. M.P. Gupta:**

Suggested for creation of MSA (Management Students Association) on the lines of FMS, Delhi University.

**Mr. Shyam Malhotra**

1. Advised to put more contents on Youtube, electronic media and encourage conduct of webinars.
2. Suggested the Institute to organize Orientation- Culture Workshops for awareness of International Environment for IT students so as to make them comfortable to work in global scenario.

The meeting ended with a Vote of Thanks to the Chair.

<div>Dr. D.V.Singh Former Vice Chairman, AICTE, New Delhi Director, IIT, Roorkee Chairman</div> <div>Annexure-2</div>		
Prof. Atmanand Professor Management Development Institute Director, Steel Authority of India Ltd.		Nominee of State Govt. Director Technical Education, (Ex-Officio)
Dr. Pritam Singh Former Director-MDI, Gurgaon Former Director-IIM Lucknow Director General-IMI, Delhi		Dr. A. K. Mishra Professor IIM, Lucknow
Dr. M.P. Gupta Former Professor & Dean, FMS Delhi University, Delhi, Advisor at Sharda University		Nominee of the Council, approved by the Chairman of the Council from the panel of the Region to be nominated by the Regional Committee
Mr. Manoj Tandon Head, Banking & Finance Division CSC India Pvt. Ltd., Noida		Dr. R.P. Chadha Chairman I.T.S –The Education Group
Dr. Abad Ahmed Former Pro Vice Chancellor Delhi University, Delhi		Sh. Sohil Chadha Vice Chairman I.T.S –The Education Group
Mr. Shyam Malhotra Executive Director Cyber Media India Ltd., Gurgaon		Sh. Arpit Chadha Vice Chairman I.T.S –The Education Group
Dr. Sunil Kr. Pandey Professor Institute of Technology & Science		Sh. B.K. Arora Secretary I.T.S –The Education Group
Nominee of the Affiliating Body/University/.State Board of Technical Education		Sh. Surinder Sood Chief Administrator I.T.S –The Education Group
Nominee of the State Government from the Region (Industrialist/Technologist/Educationist		Dr. Ajay Pandit Professor FMS
		Prof. D K Pandey Associate Professor Institute of Technology & Science
<div>Dr. Sapna Rakesh Director-Management Institute of Technology and Science</div>		

S.No.	Date of Guest Lecture	Name of the Guest Speaker	Designation	Company	Topic
<b>Details of Corporate Guest Lectures: PGDM 2012-13</b>					
1	03.07.2012	Mr. Sandeep Sethi	-	Deloitte	The foundation requirements to be a successful leader
2	03.07.2012	Mr. Rajeev Gupta	Conucil Mamber - European Business Group and MD - Resource Development International India	Address: V-12/1a, DLF III, Gurgaon- 122002	Issues in management
3	05.07.2012	Mr. Mohan Bajikar	Consultant	Sesvanderhave N.V.S.A & DeSesmet, Belgium	Change & Challenge - Challenging the change
4	07.07.2012	Mr Prashant Sharma	Sr. Manager HRD	GAIL	Right to achieve Professionalism
5	09.07.2012	Mr Pankaj Malhotra	VP	Ceasefire Industries	Dynamic management
6	11.07.2012	Mr Sudhakar Yadav	Manager	Global Enterprise - Reliance Communication Address: 2nd Floor, 'B' wing, Ranjeet Singh Marg, Opposite Gurunanak Eye hospital, New Delhi	What Makes a Good Marketing person
7	13.07.2012	Mr. Sumit Narang	Director Marketing	Samsung	Management in International Perspective
8	13.07.2012	Mr Raymond Jordan	Director miHubb	Entrepreneur from Australia	Management in International Perspective
9	19.07.2012	Mr. Abhishek Sinha	Co-founder	Eko India Financial Services New Delhi	terms of learning & performing in group environment
10	31.07.2012	Mr. V. K. Jaitly	Owner cum Director	C- Cube	various important aspects to become an effective leader
11	16.08.2012	Ms Neha	-	LA's Finishing Academy, Ghaziabad	importance of etiquette and mannerism in professional and personal life.
12	18.08.2012	Mr Shiv Kumar Agarwal	Senior Business Analyst (Investment Banking)	Genpact	investment banking
13	23.08.2012	Shri S. Ravichandran, Manager Purchase, Daurala Sugar, A DCM enterprise	Manager Purchase	Daurala Sugar, A DCM enterprise	purchase management processes used by Indian Industry
14	24.08.2012	Mr. Pankaj K P Shreyaskar	Director	Central Information Commission, GOI, New Delhi	"Need for transparency in governance"



15	01.09.2012	Mr.J.B.Koul	GM	Xerox India, Gurgaon	Cultural Differences in Motivation'
16	01.09.2012	Dr R S Chalapathi	Certified Six Sigma Master Black Belt,Adjunct Professor, Hyderabad (AP)	Administrative Staff College of India (ASCI)	Seven Qualities of Effective students
17	11.09.2012	Mr. Kirpal Singh	Ex-President	ISABS	"Sensitivity Training" for "Training & Development"
18	15.09.2012	Shri D. Bhattacharya	Advisor (Learning & Development)	Corporate Office of Indian Farmers Fertiliser Cooperative Limited (IFFCO) , Gurgaon	HR Conference on "Emerging Trends in HR"
19	15.09.2012	Dr Aquil Busrai	CEO	Ex-Executive Director, Human Resources-IBM & now CEO of Aquil Busrai consulting , ND	HR Conference on "Emerging Trends in HR"
20	15.09.2012	Mr. Murli Dhar Shyam	Head – Human Resources - India	ATC India (A wholly owned subsidiary of American Tower Corporation M.A. USA), New Delhi	"STRATEGIC ALIGNMENT IN HUMAN CAPITAL"
21	15.09.2012	Mr. Sharad Aggarwal	Sr. Vice President – (Mfg.)	Godfrey Phillips India Limited, New Delhi	"STRATEGIC ALIGNMENT IN HUMAN CAPITAL"
22	15.09.2012	Ms. Harpreet Dutta	Executive Director & Chief People Officer	ABC Consultants, New Delhi	"STRATEGIC ALIGNMENT IN HUMAN CAPITAL"
23	15.09.2012	Mr. Subhash Jagota	International corporate trainer and Managing Director	Jabro Advertising & Marketing Pvt. Limited, New Delhi	"INNOVATIVE HR FRAMEWORKS"
24	15.09.2012	Mr. Arunav Banerjee	Executive Director	Rubicon Learning Systems (P) Ltd. , New Delhi	"INNOVATIVE HR FRAMEWORKS"
25	15.09.2012	Mr. Rajneesh Singh	Managing Partner	Simply HR Solutions, New Delhi	"INNOVATIVE HR FRAMEWORKS"
26	18.09.2012	Mr Pijush Dutta	Manager	Strategy & Marketing (real estate company)	Issues in strategy implementation and control
27	19.09.2012	Dr Mayank Joshipura	Adjunct Professor	Finance Area, IIM Bangalore	Analytics in Financial transaction: A system Approach
28	21.09.2012	Ms. Rolli Saxena	Chief Manager, Human Resource Management	Max Bupa Health Insurance Co. Ltd, New Delhi	"Insurance is the subject matter of solicitation".
29	21.09.2012	Mr Soumya De	SAP Functional module Consultant	Everest Industries Ltd, New Delhi	ERP Project Scheduling and User training – SAP PS Module
30	28.09.2012	Mr. Vibhore Gupta	Team Manager	Derivative Analysis and Fund Mgmt, New Delhi	Technical Analysis
31	28.09.2012	Mr. Vivek Nanda	Head – Direct & institutional Sales	Sharp India Pvt. Ltd , New Delhi	"Expectation of young professionals by Corporate World"

32	19.10.2012	Mr. Rahul Rai	Head – Human Resource Competency Centre	ST Microelectronics, Greater Noida	“Coaching and Mentoring: organizational viewpoint”
33	02.11.2012	Dr. D. K. Batra	Director	Asia Pacific Institute of Management, New Delhi	‘Marketing Innovations & Challenges in Turbulent Times’
34	02.11.2012	Mr Debrishi	Business Head	Max Retail, Landmark Group, Noida	‘Marketing Innovations & Challenges in Turbulent Times’
35	03.11.2012	Mr. Amit Doshi	Executive Director,	Hitachi Home Solutions India Ltd, Ahmedabad	‘Marketing Innovations & Challenges in Turbulent Times’
36	03.11.2012	Mr George Paul	Director-Marketing & Strategy	Ericsson India, New Delhi	‘Marketing Innovations & Challenges in Turbulent Times’
37	03.11.2012	Mr. Subhash Mohindru	Vice President,	Usha International, Gurgaon	“Product & Brand Management in Competitive & Difficult Markets”
38	03.11.2012	Mr. Tushar Pandey	Country Head & President	Yes Bank, gurgaon	“Product & Brand Management in Competitive & Difficult Markets”
39	03.11.2012	Mr. Sandeep Kapoor	Managing Director,	Relio Quick India Pvt. Ltd., New delhi	“Product & Brand Management in Competitive & Difficult Markets”
40	03.11.2012	Mr. Sanjeev Shukla	General Manager & Head	Bharat Hero Moto Corp, Noida	“Managing Distribution Penetration Challenges in Urban & Rural Markets”
41	03.11.2012	Mr Arun Malik	Executive Director	India Hub at Quest Forum	“Managing Distribution Penetration Challenges in Urban & Rural Markets”
42	03.11.2012	Mr Debashish Das	Head-Marketing	Pest Control S C Johnson, New Delhi	“Marketing Mantras for Growth Sectors in Current Times: Auto, Infrastructure, FMCG Durables, Telecom, Hospitality & Services”
43	03.11.2012	Mr. H. L. Passi	Vice President	Habital Infrastructure Ltd., Ghaziabad	“Marketing Mantras for Growth Sectors in Current Times: Auto, Infrastructure, FMCG Durables, Telecom, Hospitality & Services”
44	03.11.2012	Dr. Holger Seimons	Head	Incubator and Global Employability Strategy	Employability challenges in today's scenario
45	03.11.2012	Mr. Vijay G Pande	Founder	Vijoti Management and Learning Foundation , UK	Employability challenges in today's scenario
46	27.11.2012	Sister Shivika & Sujata	-	Brahmakumaris	“Winning Mantras For Relieving Stress”
47	05.12.2012	Mr. Jiten Mahendra	Head	Max Retail, Bangalore	“Sales Channel Management”

48	06.12.2012	Mr. Amit Srivastava	Key Account Manager	Scandic Food India Pvt. Ltd, New Delhi	"Sales & Distribution Manageemtn"
49	15.12.2012	Dr. A.K. Mishra	Professor	IIM, Lucknow	Cost Accounty on "activity Based Costing"
50	24.12.2012	Mr. Dheerendhar Singh	GM	TV Today Networks	Organistion Change'
51	27.12.2012	Mr. Sarvesh Gupta	Executive– Operations	UFLX group,UP	Industry Interface in Course ware of ITM i.e. Innovation and Technology Management
52	31.12.2012	Dr. Justin Paul	Professor and Author	University of Washington Foster school of Business, USA	"Japanese Management Practices and Strategies- Insights for Indians"
53	02.01.2013	Dr. Binod Kumar	Ex-Professor	IIM, Calcutta	"Building Professional Teams"
54	13.01.2013	Mr. Vaibhav Chandak	Manager (Credit)	Punjab National Bank, New Delhi	"Project Appraisal with Special Emphasis on Infrastructure Financing".
55	14.01.2013	Mr. Ajit Mishra	Senior Research Analyst.	Religare Securities Ltd (subsidiary of Religare enterprise), Noida	"Option Strategies and its practical implications"
56	18.01.2013	Mr.S.K. Jain	HOD	IIT, Delhi	"Emerging Challenges in Finance"
57	19.01.2013	Mr. Yogesh Agarwal	Chairman	PFRDA, New Delhi	"Emerging Challenges in Finance"
58	19.01.2013	Dr. Soumya Kanti Ghosh	Director- Economics & Research	FICCI, New Delhi	"Emerging Challenges in Finance"
59	19.01.2013	Mr. Saurabh Saxena	Senior Vice President	Kotak Security, New Delhi	"Financial Market- Turbulence & Impact"
60	19.01.2013	Mr. D.Prasad	Partner	Equity Strategists, Noida	"Financial Market- Turbulence & Impact"
61	19.01.2013	Mr. Vikas Gupta	Head Finance Technology	RBS India, delhi	"Financial Market- Turbulence & Impact"
62	19.01.2013	Mr.Deepak Jain	Country Head	American Academy Of Financial Management, Delhi	"Emerging Issues & Challenges in Financial Services"
63	19.01.2013	Mr. Ajay Chauhan	Assistant Vice President	M/s Master Capital Services Ltd., New Delhi	"Emerging Issues & Challenges in Financial Services"
64	19.01.2013	Lalit Taneja	Director – Delhi GARP		"Emerging Issues & Challenges in Financial Services"
65	19.01.2013	Sanjeev Newar	Regional Co-Director	PRMIA (Professional Risk Managers' International Association), Delhi	"Emerging Issues & Challenges in Financial Services"
66	19.01.2013	Mr. Rajnish Kataria (Moderator)	Director & CEO	NIBSCOM, Noida	"Financial Crisis & Growth"
67	19.01.2013	Mr. Gursharan Bansal	Sr. VP	UTI Asset Management Ltd.,Delhi	"Financial Crisis & Growth"

68	19.01.2013	Mr. S.P. Singh	Dy. General Manager	Punjab National Bank, Merrut	"Financial Crisis & Growth"
69	19.01.2013	CA Aman Chugh	Regional Head (North Region)	FX Channels In Global Markets Group Of ICICI Bank Ltd, Delhi	"Financial Crisis & Growth"
70	19.01.2013	Mr. Sunil Pandey	Regional Manager	Bonanza Capital, Gurgaon	"Financial Crisis & Growth"
71	14.02.2013	Ms Archna Goyal	Ch. Devi Lal University, Sirsa (Haryana)	-	'Risk & Return'
72	18.02.2013	Ms. Niharika Sethi	Asst. Manager- MARKETING & Communications	RED Solutions Pvt. Ltd., Ghaziabad	"Job prospects for PGDM students in Real Estate sector"
73	27.02.2013	Dr. Kanhiya Singh,	Senior Fellow & Chief Economist	National Council of Applied Economic Research (NCARE), New Delhi	Pre - BuDG/ Secretaryet Discussion
74	08.03.2013	C.A. Ankit Jain	Manager	NSE of India; New Delhi	"Challenges and Opportunities in capital Market of India in Association with Nation Stock Exchange (NSE)of India Limited
75	15.03.2013	Mr. Rishi Kapoor	Founder and CEO	Justbrands.in and OffSite.com, two portal dedicated to brand selling online	"SEARCH ENGINE MARKETING"
76	20.03.2013	Dr. Mudit Saxena	Asistant Director	G-20 secretariats dept of, Economics Affairs, Ministry of Finance, Govt of India	"Macroeconomics Perspective; Special Reference to India"
77	21.03.2013	Mr. Manoj Tandon	Head, Banking and Finance Division	CSC India Pvt. Ltd, Noida	"What B-School Courses Lack?"
78	03.04.2013	Mr. Indranil Gupta	MD	Meritt HR Consultants, New Delhi	Compensation & Reward Management

### Details of Corporate Guest Lectures: PGDM 2013-14

1	02.07.2013	Mr Shivakumar	President	All India Management Association	How to focus on career of PGDM students in the orientation programme
2	02.07.2013	Mr Suresh Jain,	Head	Airtel	Expectations of Industry from students
3	02.07.2013	Mr. Anurag Kaul	MD	Mr. Anurag Kaul, MD, JK Insurance (02.07.2013)	Expectations of Industry from students
4	03.07.2013	Mr Harbinder Singh Sokhi	Regional Manager	Bombay stock exchange	BSE and Investor awareness program
5	03.07.2013	Mr Shantnu choudhary	General Manager	Business Standard	Innovations in media industry
6	04.07.2013	Mr. Pawan Duggal	Cyber crime expert in India	-	Cyber security & cyber law

7	06.07.2013	Mr. Gagan Kochar	Senior Manager	American express and Ex director- Visa International, Gurgaon (Haryana)	General Management
8	08.07.2013	Mr Abhijit Saxena	CEO & EX CEO ZEE TV	Mobilox	General Management
9	09.07.2013	Mr. David Wittenberg	CEO	The Innovation Workgroup	Innovation Mantras & Ethics
10	09.07.2013	Mr. Somit Makar	Director	Mirus Solutions	Industry expectations & employability
11	09.07.2013	Mr. Harpreet Datta	Executive Director & Chief People Officer	ABC Consultants	Industry expectations & employability
12	10.07.2013	Ms Tina Makhija	Sr. Vice President,	L&T General Insurance	Expectation from Young Manager
13	11.07.2013	Mr. Divyankar Goyal, DG/ SECRETARYM, Grasim Industries (11.07.2013)	Mr. Divyankar Goyal, DG/ SECRETARYM, Grasim Industries (11.07.2013)	Mr. Divyankar Goyal, DG/ SECRETARYM, Grasim Industries (11.07.2013)	Importance of summer internship
14	17.07.2013	Prof N.K. Gupta	Professor	IIM, Lucknow	Quantitative techniques in Management(Business Statistics and Operations Research)
15	13.08.2013	Dr. Vinay K. Garg	Associate Professor of Strategic Management	Missouri State University (USA)	Strategy
16	16.08.2013	Mr. Sarvesh Saxena	Executive – Operations	UFLX group, USA Div	“Industry Interface in Course ware of MM-I i.e. Marketing Management – I”
17	17.08.2013	Prof N.K. Gupta	Professor	IIM, Lucknow	Quantitative techniques in Management(Business Statistics and Operations Research)
18	23.08.2013	Mr. Kunal Chaudhary	Director	Acme wealth Advisory, Delhi	“Scope in Financial Services Industry”
19	24.08.2013	Mr. Anand Kumar	Area Manager	AEGON RELIGARE, New Delhi Area	Insurance
20	24.08.2013	Mr. Shiv Kumar	Senior Analyst	Evalueserve, Gurgaon	Valuation Model
21	27.08.2013	Ms. Savita Wakhlu	Managing Director	M/s Jagriti Communications	“Learning & Development”
22	30.08.2013	Mr. Sarvesh Gupta	Executive Officer	Uflex Ltd. Noida	KnowleDG/ Secretarye management & Technology Transfer
23	04.09.2013	Mr.Vijay Kaushik	Institutional, Govt. & PSU, Manager	Tickerplant, Financial Technologies	Technical Anaylsis”
24	04.09.2013	Prof N.K. Gupta	Professor	IIM, Lucknow	Quantitative techniques in Management(Business Statistics and Operations Research)
25	07.09.2013	Prof. Anil Anand Pathak,	Professor	MDI, Guragoan	“Organization Behaviour”

26	07.09.2013	Mr. Navin Pratap Singh	Consulting Analyst	AON Hewitt, Gurgaon	Learning & Development Analysis and Gap Analysis
27	08.09.2013	Mr. Hari Parmeshwar	Visiting Faculty and IR Expert		"Industrial Relation Scenario in India"
28	12.09.2013	Mr. Wu Qiang	Editorial Section	Xinhua; China	"Cultural Implications on Business Perspective: India Vs. China"
29	13.09.2013	Mr. Ashish Jha	Sr Manager	Bank of India , Delhi	Insurance
30	13.09.2013	Dr Amarendra Kumar	AGM	HCL Technology Ltd, Noida	"Scope of IT and ITES industry for Management Graduates"
31	18.09.2013	Mr. Indraneel Gupta	MD	Meritt HR consultancy, New Delhi	PERFORMANCE MANAGEMENT LINKED REWARD SYSTEM"
32	21.09.2013	Mr. R. P. Singh	Director – HR & Legal,	IFFCO	Responsive HR
33	21.09.2013	Mr. Pankaj Bansal	CEO	People Strong	Responsive HR
34	21.09.2013	Ms. Harpreet Dutta	Executive Director & Chief People officer	ABC Consultant, 909, Hemkunt Towe, 98, Nehru Place, New Delhi	Current Scenario of HR'
35	21.09.2013	Mr. Manish Srivastava	Director of Emserve	307, 3rd Floor , P-27, Malviya Nagar, New Delhi – 17	Current Scenario of HR'
36	21.09.2013	Mr. Rup Kumar Sengupta	Director HR	PSI, 803, Hemkunt House, 6 Rajendra Place, New Delhi – 110008	'Difference in HR functions: Traditional v/s Services'
37	21.09.2013	Mr. K R Kaushik	Head – Corporate Affair	Gujrat Fertilizers Ltd., Lajpat Nagar, New Delhi	'Difference in HR functions: Traditional v/s Services'
38	21.09.2013	Prof. R P Ojha	Professor	IMI, Delhi	'Nature of HR Function in 2020'
39	21.09.2013	Dr. Subhash Masters	Adviser Human Capital		'Nature of HR Function in 2020'
40	21.09.2013	Dr. MS Rau	Executive Director	ISTD, ND	'Nature of HR Function in 2020'
41	21.09.2013	Mr. N C Sharma	Head-HR	County Inn, Ghaziabad	'Nature of HR Function in 2020'
42	21.09.2013	Dr. Yogini Jogelkar	Director	Asia Pacific of Mountbatten Institute, USA	"Globalization and Work Cultures in the West"
43	25.09.2013	Mr. R K Mittal	Retd. IAS Officer		" Swami Vivekananda and Youth"
44	25.09.2013	Ms Suchitra Samom	HR Manager	Saket City Hospital, New Delhi	"Talent Acquisition"
45	27.09.2013	Mr Kapil Saraswat,		Gurgaon	"Data Analytics and Cloud Computing"
46	27.09.2013	Mr.Himanshu Sharma	Senior Manager	HDFC Bank Ltd, Delhi	"Wealth Management"
47	29.11.2013	Mr. Rajiv Mishra	Head -Business Development	Aditya Birla Group	"The Future of Marketing: Opportunities & Challenges"
48	29.11.2013	Mr. Piyush Srivastava	VP	NIIT Technologies	"The Future of Marketing: Opportunities & Challenges"

49	30.11.2013	Mr Amit Doshi	Executive Director Corporate Affairs	Hitachi	"The Future of Marketing: Opportunities & Challenges"
50	30.11.2013	Mr Sumeet Narang	Director Marketing (Mobile & IT)	Samsung	"The Future of Marketing: Opportunities & Challenges"
51	30.11.2013	Mr Debashis Das		Jhonson & Co.	The Changing Communication & Brand Management Strategy
52	30.11.2013	Mr. Ramarao Dhamija	Category Head	Dabur	The Changing Communication & Brand Management Strategy
53	30.11.2013	Dr Ashis Sadh	Professor	IIM Indore	The Changing Communication & Brand Management Strategy
54	30.11.2013	Dr M L Agrawal	Professor	IMT Dubai	Revolution through Technology
55	30.11.2013	Mr Sarvesh Gupta		U Flex Noida	Revolution through Technology
56	30.11.2013	Mr Vikas Gupta		Compark solutions	Revolution through Technology
57	30.11.2013	Ms Aditi Mishra	VP	Lodestar	Sales & Distribution Strategy: Traditional Vs. Contemporary
58	30.11.2013	Mr Sanjeev Shukla	GM & Head	Hero- Bharat	Sales & Distribution Strategy: Traditional Vs. Contemporary
59	30.11.2013	Ms. Shreyoshi Saha	Market Analyst	Asia Pacific Aviation	Sales & Distribution Strategy: Traditional Vs. Contemporary
60	30.11.2013	Mr Darpan Majoomdar	Systematic	Infotech	Sales & Distribution Strategy: Traditional Vs. Contemporary
61	24.12.2013	Mr Amit Kumar Srivastava	Key Account Manager	Scandic Food Pvt. Ltd., New Delhi	sales reports and their analysis
62	10.01.2014	Ms. Kyi Kyi Win Shwe	Managing Director	RIGHT AND BRIGHT INTERNATIONAL Co LTD, Myanmar	Sales tips for becoming effective sales professionals
63	18.01.2014	Ms Bentrix Hartmann	Managing Director	Zimt Indien Reisen, Germany	Cross Cultural Interaction
64	23.01.2014	Mr. Sensei Rajen	Consultant & Trainer	Kaizen Institute of Japan	"Lean Management"
65	07.02.2014	Dr. Alok Pandey	Professor	Lal Bahadur Shastri Institute of Management, New Delhi	"Managing Finance during Crisis"
66	08.02.2014	Mr. Rajesh Gulati	President	Hero Motors, Delhi	"Managing Finance during Crisis"
67	08.02.2014	Mr. Ravi Prasad	Director	NHAI, Central Govt.	"Managing Finance during Crisis"
68	08.02.2014	Dr. Rishi Raj Singh	Director	NIESBUD, Noida	"Managing Finance during Crisis"

69	08.02.2014	Mr. Gursharan Rai Bansal	Sr. VP	UTI Asset Management Ltd.	"Managing Crisis in Financial Services"
70	08.02.2014	Mr. Ashutosh Chaturvedi	VP	Bonanza Capital	"Managing Crisis in Financial Services"
71	08.02.2014	Mr. Dyananad Kaushik	Administrative Officer	Agra Region, LIC	"Managing Crisis in Financial Services"
72	08.02.2014	Mr, Amrendra Kumar	,Senior Manager	PNB Housing	"Managing Crisis in Financial Services"
73	08.02.2014	Mr. Vikas Gupta	Regional Head	Axis Bank	"Managing Crisis in the Real Estate Sector"
74	08.02.2014	Mr. Zafar	Sr. VP	Uppal Group	"Managing Crisis in the Real Estate Sector"
75	08.02.2014	Mr. Bhupender Bhariya	North Head	Avanse Financial Services Ltd.DHFL	"Managing Crisis in the Real Estate Sector"
76	08.02.2014	Prof. Shrikant Asthana	Editor	Dainik Jagran	"Indian Financial System in Global Scenario"
77	08.02.2014	Mr. Vikas Gupta	Delivery Head	Banking Services, RBS	"Indian Financial System in Global Scenario"
78	08.02.2014	Mr. Vikas Arora	VP	Yes Bank	"Indian Financial System in Global Scenario"
79	08.02.2014	Mr. Manoj Kumar Sabat	AVP	IL & FS Energy	"Indian Financial System in Global Scenario"
80	08.02.2014	CA Aman Chugh	Regional Head (North Region)	FX Channels In Global Markets Group Of ICICI Bank Ltd	"Indian Financial System in Global Scenario"
81	08.02.2014	Prof. Dinesh Jaisinghani	Professor	IMI, New Delhi	Paradigms of Risk Management in Indian Banks: Impact of Basel III Accord
82	08.02.2014	Mr, Amrendra Kumar	Senior Manager	PNB Housing	"Indian Financial System in Global Scenario"
83	30.03.2014	Mr. Puneet Agarwal	National Solution Sales Manager	Microsoft Corporation	`1

### Details of Corporate Guest Lectures: PGDM 2014-15 (till Dec, 2014)

1	08.07.2014	Dr. Aquil Busrai	CEO	Aquil Busrai Consulting E44 greenwoods City, Sector 45, Gurgaon, Haryana – 122001	Towards A Sustainable HR Profession'
2	09.07.2014	Dr Kamal Singh	Director General	NHRD Network, Delhi	Expectations of the corporate world in changing business scenario



3	10.07.2014	Mr. Paramjit S. Lamba	Mr. Paramjit S. Lamba, AVP & Head – HR, Orient Craft Ltd	Mr. Paramjit S. Lamba, AVP & Head – HR, Orient Craft Ltd	Objectives of pursuing the PGDM Programme viz a viz the preparations required at the students' end.
4	15.07.2014	Mr Arun Kumar Aggarawal	President	Vimal Organics Ltd. & Ghaziabad Management Association (GMA)	"These Two Years: Turning Point of Life"
5	19.09.2014	Dr. Nanditesh Nilay	Chairman	ISTD Diploma Board and NCR Chapter	Towards A Sustainable HR Profession'
6	19.09.2014	Mr. T.K. Mandal	Vice President	HR, J.K. Paper Ltd.	Towards A Sustainable HR Profession'
7	20.09.2014	Mr. O.P. Sharma	Deputy Secretary	INTUC	Towards A Sustainable HR Profession'
8	20.09.2014	Dr. J.K. Mitra	Senior Professor and Ex-Dean	FMS, Delhi	'Setting Benchmark for HR Deliverables'
9	20.09.2014	Mr. Abhay Kapoor	Associate Vice President – Corporate HR & ER	Escorts Limited	'Setting Benchmark for HR Deliverables'
10	20.09.2014	Dr. Subhash Masters	Advisor – Human Capital		'Organizational Focus on Human Resources from Group to Individual and Vice-versa in manufacturing and Service Industries'
11	20.09.2014	Dr. Debi S. Saini	Professor	MDI, Gurgaon	'Organizational Focus on Human Resources from Group to Individual and Vice-versa in manufacturing and Service Industries'
12	20.09.2014	Dr. Deepak Malhotra	Vice President – HR	IL & FS	'The Role of B-Schools & Industry in Revitalizing the HR Domain'
13	20.09.2014	Dr. M.S. Rau	Former Executive Director	ISTD	'The Role of B-Schools & Industry in Revitalizing the HR Domain'
14	20.09.2014	Ms. Pritha Dutt	Director	Empower Pragati	'The Role of B-Schools & Industry in Revitalizing the HR Domain'
15	20.09.2014	Dr. Sunita Chug	Director	On Last Mile	'The Role of B-Schools & Industry in Revitalizing the HR Domain'
16	20.09.2014	Mr. G.P. Rao	Management Advisor		'The Role of B-Schools & Industry in Revitalizing the HR Domain'
17	25.09.2014	Mr. Avadhesh Chundawat	Associate Head – Trade Marketing	North at SABMiller	Advance Practices in Marketing with special reference to Product, Price, Promotion & Place "
18	01.11.2014	Mr. Anurag Kaul	Whole Time Director & CEO	J K Risk Manager & Insurance	India 2020: Readiness for Cutting EDG/ Secretarye Marketing
19	01.11.2014	Mr. Prasun Banerjee	MD	True Blue Marketing Ventures	India 2020: Readiness for Cutting EDG/ Secretarye

					Marketing
20	01.11.2014	Mr. Harish Mehta	DSCL/ Dhanuka	DSCL/ Dhanuka	Marketing Challenges & Opportunities from Demographic Dividend
21	01.11.2014	Dr. R K Singh	Ex Head, Agro Division	Chambal Fertilizer	Marketing Challenges & Opportunities from Demographic Dividend
22	01.11.2014	Ms. Shreyoshi Saha	Chief Advisor	CAPA	Marketing Challenges & Opportunities from Demographic Dividend
23	01.11.2014	Ms. Oxana Okhrimenko		Russia	Marketing Challenges & Opportunities from Demographic Dividend
24	01.11.2014	Mr. Darpan Majumdar	Founder	Zogambo .com	Marketing in Digital Times
25	01.11.2014	Mr. Sandeep Kaul	Sr Manager Marketing	Prognosys	Marketing in Digital Times
26	01.11.2014	Ms. Aditi Mishra	VP	Lodestar	Marketing in Digital Times
27	01.11.2014	Mr. Sikander Safi		Afganistan	Marketing in Digital Times
28	01.11.2014	Mr. Ajoy Das Gupta	CEO	PARSEC Telesystems Ltd	Marketing Inclusion Strategies in Emerging Markets
29	01.11.2014	Dr. Saurav Mohan	Country Manager & CEO	Hero Motors	Marketing Inclusion Strategies in Emerging Markets
30	01.11.2014	Mr. Arindam Bose	ZSM	Amira Foods	Marketing Inclusion Strategies in Emerging Markets
31	01.11.2014	Mr. Arun Saxena	Vice President	Genus Power Infrastructures Limited	Marketing Inclusion Strategies in Emerging Markets
32	01.11.2014	Mr. Jealous Sikayi	Bank Analyst	Zimbabwe	Marketing Inclusion Strategies in Emerging Markets
33	02.11.2014	Prof S K Sachdeva		IMT Ghaziabad (CDL)	
34	05.11.2014	Ms. Namita Ahlawat	Consultant	Envisage Image Consulting, Delhi	Personal Grooming
35	13.11.2014	Mr. Rohin Ralhan		BSE Limited, 15th Floor Dr. GopalDas Bhawan, 28 Barakhamba Road, New Delhi - 110001, India	"Investor Awareness Programme"
36	15.11.2014	Mr. Amit K. Rajvanshi	Manager - Supply Chain Manager	Akso Nobel India Ltd., Kanpur	Import and Export Procedures and Overseas Procurement
37	15.11.2014	Ms. Servjaeta Verma	Sr. Product Manager	CIPLA, Delhi	Import and Export Procedures and Overseas Procurement
38	15.11.2014	Mr. Avinash Srivastava	DG/ SECRETARYM: Brand Management and Public Affairs Professional	DLF Ltd, New Delhi	Communication Mix Development

39	18.11.2014	Dr. G. P. Rao	Management Advisor		OD Interventions
40	22.11.2014	Mr. Rajeev Mishra	Head National Sales	Archies India Pvt, Delhi	Brand Management: Advance Practices & Learning
41	06.12.2014	Mr. Shrikant Bhande	DG/ SECRETARYM-HR I	Indian Oil corporation Limited (IOCL)	Mr. Shrikant Bhande, DG/ SECRETARYM-HR, Indian Oil corporation Limited (IOCL) (M) 8447045500, email - SBHANDE@indianoil.in
42	06.12.2014	Mr. Bhaskar Dasgupta	General Manager	Global Infrastructure Management at HCL Technologies Limited	Corporate Governance
43	12.12.2014	Mr. V. B. Joshi	Vice President	Express KCS, Delhi	Product & Brand: Contemporary Strategies in Dynamic Market
44	17.12.2014	Dr. Ravindra K Singh	Head Chembal Agrochem Division, and Consultant	-	Rural Marketing
45	20.12.2014	Mr. Sateesh Rai,	Senior Technical Manager	Tata Consultancy Services, Delhi	'Innovation & Technology Management'
46	25.12.2014	Dr. Amarendra Kumar	General Manager ( Finance )	Pyramid IT Consulting Inc. Noida	Cost Accounting
47	26.12.2014	Dr.Nikhil Agarwal	President	CambriDG/ Secretarye Global Partners (CGP)	MIS in Digital Firms

## Industrial Visits for PGDM Students over last three years

Sr.No.	Date	Course	Company	Coordinator
1	29 <sup>th</sup> March to 01 <sup>st</sup> April 2012	PGDM III Trimester students (2011-13)	Himalaya TMT Saria, Uttanchal	Prof Vikas Saxena, Prof Roopsi Bharadwaj and Prof D. K. Tripathi
2	08 <sup>th</sup> September, 2012	PGDM students of (2012-14) batch	Relaxo footwear Ltd. Bhadurgarh	Prof Dushyant Tyagi and Prof. Vikas Saxena
3	25 <sup>th</sup> September, 2012	PGDM students of (2012-14)	Hindustan National Glass And Industries Ltd Bhadurgarh	Prof. Vijesh Jain and Prof. Sumit Gulati
4	17 <sup>th</sup> October, 2013	PGDM students of (2011-13)	Malaysian Chocolate Factory	Prof. Lalit Kumar Sharma, Prof. Sumit Gulati and Prof. Vinita Srivastava.
5	19 <sup>th</sup> October, 2012	PGDM students of (2012-14) batch	Bisleri International India Pvt. Ltd., Sahibabad	Prof Vijesh Jain and Dr V N Bajpai
6	25 <sup>th</sup> November, 2012	PGDM-II Trimester Students (Batch-2012-14)	India International Trade Fair	Prof. Mukesh Porwal & Prof. G. N. Srivastava
7	23 <sup>rd</sup> January, 2013	PGDM – III Trimester (2012-14) and Four foreign students namely Yuva Maruyama, Dayyдова Evgenya, Agata Bielezewska and Krzysztof Remingiusz Kubiak	Yakult Danone India Pvt Ltd, 402-405 Food Park, Rai Industrial Area, HSIIDC, Sonapat, Haryana.	Prof. Neetu Purohit and Prof. Gopal Krishna Dwivedi
8	24th February 2013	PGDM (2012-14)	Kashi Vishwanath Textiles Ltd. at Kashipur	Dr. Vikas Saxena, Dr Satish Kumar
9	11th September, 2013	PGDM (2012-14) IB/ Mkt students (Section A + B)	Reliance Retail Ltd, CWC Warehousing Complex.	Prof. Abhinav P. Tripathi
10	12th September, 2013	PGDM (2012-14) IB/ Mkt students (Section B)	Reliance Retail Ltd, CWC Warehousing Complex.	Prof. Vijesh Jain
11	18th September, 2013	PGDM (2012-14) IB/ Mkt students (Section C)	Reliance Retail Ltd, CWC Warehousing Complex,	Dr. V. N. Bajpai

12	24th October, 2013	PGDM(2012-14 batch)	Eternity Technologies, Dubai	Dr. Anusha Agarwal & Dr. Satish Kumar
13	19.02.2014	PGDM 1st year (2013-15) section 'B'	National Dairy Research Institute, Karnal, Haryana (India)	Dr. Puneet Mohan & Dr. V. K. Arora
14	10.03.2014	PGDM 1st year students (2013-15) batch	Yakult Danone India Pvt Ltd, 402-405 Food Park, Rai Industrial Area, HSIIDC, Sonapat, Haryana	Prof. D. K.Pandey & Prof. Dushyant Tyagi
15	20.11.2014	PGDM 2 <sup>nd</sup> year students (2013-15) batch	NSIC, Okhla, New Delhi	Dr. Mukesh Porwal & Prof. Lalit Sharma

### Research Work Carried out by Students in following Companies

PGDM 2011-12		
S. No	Student's Name	Company (SIP)
1	Abdul Mujeeb	Edelweiss
2	Abhay Singh ( C )	Ahluwalia Contractors
3	Abhay Singh ( D )	Hindustan Coco Cola Beverages Pvt. Ltd.
4	Abhishek Ghosal	Dexter Consultancy Pvt. Ltd.
5	Abhijeet Srivastava	Outlook Group
6	Abhijit Mahato	Dexter Consultancy Pvt. Ltd.
7	Abhishek Kumar Singh	Godfrey Philips
8	Aditya Sewal	JSL Hissar
9	Ajay Kumar Sah	Span House Marketing Solution Pvt. Ltd.
10	Ajay Kumar Singh	Future Capital Securities Ltd.
11	Akash Gaurav	ACL Ltd.
12	Akshay Agarwal	Matrix Cellular International Services Pvt. Ltd.
13	Alok Pandey	Alp Overseas Pvt. Ltd.
14	Amandeep Singh Kohli	Brand Kraft Marketing
15	Amit Kumar ( A )	Tata Motors Pvt. Ltd.
16	Amit Kumar ( B )	Prognosys Direct
17	Amrita Srivastava	Times Business Solutions Ltd.
18	Angad Kumar Singh	Dexter Consultancy Pvt. Ltd.
19	Anjali Bharti	Uttara Infomatics
20	Ankit Gautam	Edelweiss
21	Ankit Kumar Tripathi	Lupin Ltd.
22	Ankit Vashishth	Shriram Pistons & Rings Ltd
23	Ankita Tiwari	Edelweiss
24	Ankur Agnihotri	Blanchard Research & Training India
25	Ankur Gupta	IFIN Financial Services Ltd.
26	Ankur Saini	CEAT Tyres
27	Anoop Singh	Lupin Ltd.
28	Anurag Pandey	Lupin Ltd.
29	Archana Singh	Ximus Technologies
30	Archana Yadav	Times Business Solutions Ltd.
31	Arshi Khan	Group Concord, Town School Education
32	Arvind Kumar	Tata Motors Pvt. Ltd.
33	Ashish Shandilya	Blanchard Research & Training India
34	Ashutosh Choudhary	Future Capital Securities Ltd.
35	Ashutosh Rastogi	SIL India Pvt Ltd
36	Atul Srivastava	Bajaj Hindustan Ltd.
37	Avinash Gupta	IFIN Financial Services Ltd.
38	Avinash Kumar	Future Capital Securities Ltd.

39	Bakul Chalana	ZF Hero Chassis System Pvt. Ltd.
40	Bhagyashree Nigam	Blanchard Research & Training India
41	Bhawna Sharma	Sahara India Complex
42	Bikram Kumar	Ernst & Young Pvt. Ltd.
43	Bipin Kumar Chaubey	Inter World Cargo Care (P) Ltd.
44	Chanchal Chaudhary	Ximus Technologies
45	Chandra Bhushan Mani	Dexter Consultancy Pvt. Ltd.
46	Chanima Bhattacharya	Times Business Solutions Ltd.
47	Debanjan Banerjee	Matrix Cellular International Services Pvt. Ltd.
48	Debashish Shome	Godfrey Philips
49	Debjit Basu	N J India Invest
50	Deepak Nagar	Tata Motors Pvt. Ltd.
51	Devendra Singh	Outlook Group
52	Dheeraj Kumar Singh	Gizme UP.com
53	Dhiraj Kumar	TSPL
54	Dinesh Chandra Tripathi	Future Capital Securities Ltd.
55	Dinesh Kumar Patel	Paksons Pharmaceuticals Pvt. Ltd.
56	Ekta Bhardwaj	Bislery
57	Faiz Zeeshan	Moser Baer
58	Faizan Ahmed	Ximus Technologies
59	Gagandeep Singh	Dexter Consultancy Pvt. Ltd.
60	Ganesh Tiwary	Tata Motors Pvt. Ltd.
61	Garima Singh	Transweb Education
62	Gaurav Varma	HDFC Bank
63	Giriraj Chandak	SREI Equipment Finance Pvt. Ltd.
64	Gourav Kumar Dubey	ACL Mobile Ltd.
65	Gourav Rajpal	Span House Marketing Solution Pvt. Ltd.
66	Haresh Yadav	Outlook Group
67	Himanshu Kumar	Edelweiss
68	Isha Rampal	Transweb Education
69	Jitendra Tiwari	Danone India Pvt Ltd
70	Karishma Singh	Span House Marketing Solution Pvt. Ltd.
71	Kaushal Kishore	Edelweiss
72	Kishlay Kumar	Edelweiss
73	Km. Priti	Idea Cellular
74	Km. Rashmi Singh	Go-bindas
75	Krishna Kumar	Inter World Cargo Care (P) Ltd.
76	Kriti Kesari	IFIN Financial Services Ltd.
77	Kritika Kumari	Outlook Group
78	Kuldeep Singh	Tata Motors Pvt. Ltd.
79	M Arif Khan	Future Capital Securities Ltd.
80	Mahak Bhat	SIL India Pvt Ltd
81	Mahasweta Das	Aurelius
82	Maneesh Singh	Future Capital Securities Ltd.
83	Maninder Singh Johal	Tata Motors Pvt. Ltd.

84	Manish Kumar Mishra	Future Capital Securities Ltd. / Tata Motors
85	Mayank Trivedi	Matrix Cellular International Services Pvt. Ltd.
86	MD Tabrez	Span House Marketing Solution Pvt. Ltd.
87	Md. Shahjahan Khan	Tata Motors Pvt. Ltd.
88	Mitali Gupta	HDFC Life Insurance Co. Ltd
89	Mohammad Fahad Ansari	SIL India Pvt Ltd
90	Mohammad Shahnawaz Ansari	Relaince Capital
91	Mohammed Ilyas	Prognosys Direct
92	Mohit Goyal	Lupin Ltd.
93	Mudit Dhawan	Anand Rathi Stock Broking Ltd.
94	Nandini Srivastava	IFIN Financial Services Ltd.
95	Navank Vashishtha	Outlook Group
96	Naveen Khatri	IFIN Financial Services Ltd.
97	Neelam Verma	Midas IT Services Pvt. Ltd.
98	Neelima Ganju	Nimaiyar Udyog Pvt. Ltd.
99	Neeraj Singh	Outlook Group
100	Neha Siinha	Steel Authority of India Ltd. (SAIL)
101	Nilanjan Pramanik	Tata Motors Pvt. Ltd.
102	Nilotpol Roy	Outlook Group
103	Nitin Garg	Aurelius
104	Nitin Kumar	Tata Motors Pvt. Ltd.
105	Pallavi Das	Times Business Solutions Ltd.
106	Pankaj Giri	Outlook Group
107	Pankaj Kandpal	Edelweiss
108	Pankaj Kumar Maurya	Dexter Consultancy Pvt. Ltd.
109	Partha Sarathi Majumder	Edelweiss
110	Piyush Rathaur	Dexter Consultancy Pvt. Ltd.
111	Piyush Srivastava	Bajaj Hindustan Ltd.
112	Poornima Singh	Big Aims- Reliance
113	Prabin Khadka	Tata Motors Pvt. Ltd.
114	Pradeep Choudhary	Span House Marketing Solution Pvt. Ltd.
115	Pradeep Kumar Yadav	Blanchard Research & Training India
116	Prakash Chandra	Matrix Cellular International Services Pvt. Ltd.
117	Prashant Agarwal	Edelweiss
118	Prashant Kumar Rai	Tata Motors Pvt. Ltd.
119	Prashant Singh	Future Capital Securities Ltd.
120	Pratyush Srivastava	Future Capital Securities Ltd.
121	Praveen Kumar Ojha	Ximus Technologies
122	Preeti Malik	Madura Life Style
123	Prerna Mathur	Town School Education
124	Pritthi Modak	Outlook Group
125	Priya Sharma	Nice Guidance
126	Priya Shiwani	IFIN Financial Services Ltd.
127	Priyam Mathur	Map My India
128	Priyank Bajpai	Gizme UP.com



129	Puneet Srivastava	Anand Rathi Stock Broking Ltd.
130	Punit Mohan	Outlook Group
131	Pushpa Kumari	Megtech Solutions
132	Rahul Kumar	Edelweiss
133	Raj Kumar Tiwari	IFIN Financial Services Ltd.
134	Rajesh Singh	Edelweiss
135	Rajni Kant Mishra	Tata Motors Pvt. Ltd.
136	Rakesh Kumar Gupta	Future Capital Securities Ltd.
137	Ram Naresh Singh	ACL Ltd.
138	Ram Pratap Singh	Tata Motors Pvt. Ltd.
139	Ramesh Tiwari	Future Capital Securities Ltd.
140	Ramesh Yadav	Future Capital Securities Ltd.
141	Ravi Ranjan	SPA Group
142	Reena Singh	Times Business Solutions Ltd.
143	Richa Chauhan	Manpower Services
144	Rimanki Jindal	Prognosys Direct
145	Ritesh Ashok Kumar Shukla	Span House Marketing Solution Pvt. Ltd.
146	Riyajuddin	Midas IT Services Pvt. Ltd.
147	Rohit Singh	Future Capital Securities Ltd.
148	Sachendra Patel	Future Capital Securities Ltd.
149	Sachin Kumar ( B )	Gizme UP.com
150	Sachin Kumar ( D )	Deffodil Software Pvt. Ltd.
151	Sachin Kumar Kesharwani	Midas IT Services Pvt. Ltd.
152	Samarth Sharma	ZF Hero Chassis System Pvt. Ltd.
153	Sanchita Banik	BHEL – HRD
154	Sanjay Kr. Saha	N J India Invest
155	Saroj Singh	N J India Invest
156	Satendra Kumar	SPA Group
157	Satish Kumar	Outlook Group
158	Saurabh Shukla	ACL Ltd.
159	Saurv Nigam	Samsung India Pvt. Ltd.
160	Savita Tomar	Kalayani Alstom
161	Seema Kumari	Span House Marketing Solution Pvt. Ltd.
162	Shahid Ansari	Tata Motors Pvt. Ltd.
163	Shailendra Kumar Dwivedi	Future Capital Securities Ltd.
164	Shaiwal Saran	Inter World Cargo Care (P) Ltd.
165	Shalini Mishra	ILTL
166	Shalu Singh	Lloyd Electric & Engeeneering Ltd.
167	Shashwat Yadav	Matrix Cellular International Services Pvt. Ltd.
168	Shipra Rajput	Mtouch Technologies
169	Shiv Kumar	ICICI Bank
170	Shiv Pratap Singh	Future Capital Securities Ltd.
171	Shivani Gupta	Times Business Solutions Ltd.
172	Shiwani Gupta	Times Business Solutions Ltd.
173	Shrasta Saxena	HCL Infosystems

174	Shreya Singh Tomar	Times Business Solutions Ltd.
175	Shweta Chatterjee	Manpower Services
176	Shyam Singh Verma	Paksons Pharmaceuticals Pvt. Ltd.
177	Sourav Das	Tata Steel
178	Sourav Sharma	TSPL
179	Sourav Shrivastava	Tata Motors Pvt. Ltd.
180	Sudha Kumari	Idea Cellular
181	Sulekha Kumari	N J India Invest
182	Sumit Gupta	Danone India Pvt Ltd
183	Sumit Kumar Maurya	ACL Ltd.
184	Sunil Kumar	Danone India Pvt Ltd
185	Sunil Kumar Gupta	Span House Marketing Solution Pvt. Ltd.
186	Surajeet Singh	ACL Ltd.
187	Surendra Kumar	Edelweiss
188	Suvojit Ghosh	SPA Group
189	Swati Gupta	Onicra
190	Swati Paliwal	Times Business Solutions Ltd.
191	Swati Rathore	Alp Overseas Pvt. Ltd.
192	Swati Shrivastava	Nimaiyar Udyog Pvt. Ltd.
193	Swati Singh	Midas IT Services Pvt. Ltd.
194	Syed Asif Hussain	TSPL
195	Tariq Mohammad	Matrix Cellular International Services Pvt. Ltd.
196	Tulsi Prasad Mahato	IFIN Financial Services Ltd.
197	Tushar Karmakar	Godfrey Philips
198	Utkarsh Gupta	Unitech Group
199	Vikash Singh	Span House Marketing Solution Pvt. Ltd.
200	Vikram Kumar Jaiswal	IFIN Financial Services Ltd.
201	Vineet Singh	Prognosys Direct
202	Vishal Chauhan	IFIN Financial Services Ltd.
203	Vivek Kumar	Aditya Infotech Ltd.
204	Vivek Kumar Agnihotri	Outlook Group
205	Vivek Kumar Malviya	Outlook Group
206	Vivek Kumar Singh	Future Capital Securities Ltd.
207	Waseem Ahmad	Span House Marketing Solution Pvt. Ltd.
208	Yogesh Kumar	ACL Ltd.

PGDM (2012-13)		
S. No.	Student's Name	Company (SIP)
1	Aakarshita Arora	NJ India Invest Pvt. Ltd.
2	Aakriti Nigam	Services International
3	Abhijeet kumar	Airtel Bharti
4	Abhishek Chatterjee	Aditya Birla-Grasim Industries Ltd.
5	Abhishek Kr. Ray	An Infiniti Connect (India) Ltd.
6	Abhishek Kumar Raj	Bisleri International Pvt Ltd

7	Ajay Verma	Matrix Cellular
8	Ajeya Dixit	HAL
9	Akash Chaudhary	Samsung India Pvt. Ltd.
10	Amir Ashraf	First Cry.com
11	Amit Kumar Nag	Aditya Birla-Grasim Industries Ltd.
12	Amrita Ravi	Havells India Ltd
13	Amul Kumar	HCL Infosystems Ltd.
14	Anand Vikram Singh	Honda CL
15	Anasua Dutta	Comparex India Pvt. Ltd.
16	Anish Kumar	First Cry.com
17	Ankit Kumar Singh	Aditya Birla-Grasim Industries Ltd.
18	Ankit Singh	Grasim Bhiwani Textiles Ltd.
19	Ankur Dixit	Aditya Birla-Grasim Industries Ltd.
20	Ankur Singh	Aditya Birla-Grasim Industries Ltd.
21	Anshu Mishra	Madhya Bihar Gramin Bank
22	Anshul Martolia	Safexpress Pvt. Ltd.
23	Anshul Tyagi	Acme Wealth Advisory
24	Anupam Maity	Aditya Birla-Grasim Industries Ltd.
25	Anuradha Gaur	Acme Wealth Advisory
26	Arbind Kumar Singh	Acme Wealth Advisory
27	Arun Kumar	Aditya Birla-Grasim Industries Ltd.
28	Ashish Kumar	Tata Motors
29	Avijit Maji	Aditya Birla-Grasim Industries Ltd.
30	Bhagya Shree	Ripples Consultancy/Luminous Power (Own)
31	Bhupendra Tiwari	Aditya Birla-Grasim Industries Ltd.
32	Chanchal Dey	Jk Tyre & Industries Ltd
33	Chand Khan	Airtel Bharti
34	Chandra Sekhar Das	Acme Wealth Advisory
35	Deepank Maurya	Matrix Cellular
36	Deepika Seal	SAIL
37	Desh Deepak Singh	Idea Cellular Ltd.
38	Devesh Kumar	A G Poly Packs
39	Devesh Kumar Singh Chauhan	Aditya Birla-Grasim Industries Ltd.
40	Dinesh Kumar Gupta	Acme Wealth Advisory
41	Dushyant Kumar	Aditya Birla-Grasim Industries Ltd.
42	Gaurav Sharma	Aditya Birla-Grasim Industries Ltd.
43	Gopal Shaw	Kotak Securities
44	Gulshan Kumar	Tata Motors
45	Harisharan Tripathi	Tata Motors
46	Harshit Agarwal	Aditya Birla-Grasim Industries Ltd.
47	Himanshu Tripathi	IFFCO
48	Ishan Kaushik	First Cry.com
49	Janmejay Kumar Singh	First Cry.com
50	Karishma Jakhar	Recron (Reliance Industry)

51	Karm Veer Singh	Pepsico
52	Kaustuv Kumar Hazra	First Cry.com
53	Koushik Biswas	Matrix Cellular
54	Kritika Anand	Self
55	Kumari Mansh Mani	Steel Autorit of India Ltd.
56	Kumari Priyanka	Comparex India Pvt Ltd (Tata Steel Own)
57	Kundan Kumar	First Cry.com
58	Kundan Kumar Singh	Matrix Cellular
59	Kuntal Banerjee	Aditya Birla-Grasim Industries Ltd.
60	Lalit Yadav	Tata Motors
61	Lokesh Kumar	HCL Infosystems Ltd.
62	Manali Srivastava	Jay Ushin Ltd.
63	Manish Kumar	Aditya Birla-Grasim Industries Ltd.
64	Manjeet Kaur	JK Risk Managers
65	Manjusha Vishwakarma	NCL Singrauli
66	MD Aftab Ansari	First Cry.com
67	MD Ayaz	Lupin India
68	Md. Nehal Khan	First Cry.com
69	Md. Saddam Hussain	Matrix Cellular
70	Meenu Vishukarma	People Strong
71	Meghali Das Gupta	TCS
72	Meraj Akhtar	First Cry.com
73	Mohd. Danish	Matrix Cellular
74	Mohd. Faisal Khan	Airtel Bharti
75	Mohd. Shahnawaz Khan	A G Poly Packs
76	Monika Chauhan	Aditya Birla-Grasim Industries Ltd.
77	Moumita M Menon	Ripples Consultancy
78	Mukesh Kumar	Amazon Automation
79	Mukesh Kumar Singh	Tata Motors
80	Neel Shyam	Tata Motors
81	Neeraj Kumar Pandey	Matrix Cellular
82	Neetika Arora	Continental Carbon
83	Neha Singh	JK Risk Managers
84	Nitin Kumar	Aditya Birla-Grasim Industries Ltd.
85	Om Prakash Singh	Tata Motors
86	Pankaj Kumar	First Cry.com
87	Paramveer Singh	Mother Dairy
88	Paritosh Garg	JK Risk Managers
89	Piyush Patel	An Infiniti Connect (India) Ltd.
90	Pooja Bhateja	Bajaj Finserve
91	Poonam Pandey	Ripples Consultancy/Jay Ushin Ltd. (Own)
92	Prabhat Kumar Shukla	Tata Motors
93	Prachi Tyagi	ING Vysya Bank
94	Pradeep Kumar Mishra	Aditya Birla-Grasim Industries Ltd.
95	Pranav Chakraborty	First Cry.com

96	Prashant Kr Choudhary	Airtel Bharti
97	Prashant Thakur	Aditya Birla-Grasim Industries Ltd.
98	Prashasti Chittranshi	Tata Motors
99	Pratiksha	Clicue IT Solutions Pvt. Ltd.
100	Pratyush Kumar Dubey	Hindalco Industries Ltd.
101	Preet Kaur Gulsin	NJ India Invest Pvt. Ltd.
102	Preeti Vishwakarma	Comparex India Pvt. Ltd.
103	Prerna	Continental Inda Ltd.
104	Puja Kumari	Aditya Birla-Grasim Industries Ltd.
105	Raghavendra Shukla	Aditya Birla-Grasim Industries Ltd.
106	Raghvendra Narayan Bhardwaj	Bajaj Finserve
107	Rahul Gaur	Airtel Bharti
108	Rahul Kumar Singh	Religare Finvest Ltd.
109	Rahul Mehrotra	Aditya Birla-Grasim Industries Ltd.
110	Rahul Rana	First Cry.com
111	Raja Kumar	Aditya Birla-Grasim Industries Ltd.
112	Raju Panchal	NJ India Invest Pvt. Ltd.
113	Ramayan Prakash Singh	First Cry.com
114	Ramneet Kaur	Acme Wealth Advisory
115	Ranjit Kumar	Aditya Birla-Grasim Industries Ltd.
116	Ravi Kumar	Aditya Birla-Grasim Industries Ltd.
117	Ravi Ranjan Singh	Acme Wealth Advisory
118	Ridhima Tiwari	Sahara India
119	Rishabh Srivastava	Pepsico
120	Rohit Sharma	Aditya Birla-Grasim Industries Ltd.
121	Saikat Chakraborty	Aditya Birla-Grasim Industries Ltd.
122	Salman Khan	Jk Tyre & Industries Ltd
123	Santosh Kumar Singh	Alliance Advertising
124	Sarfaraj Ansari	Aditya Birla-Grasim Industries Ltd.
125	Satish Kumar	First Cry.com
126	Satya Narayan Kumar	An Infiniti Connect (India) Ltd.
127	Saurabh Kumar Yadav	First Cry.com
128	Saurabh Singh	Aditya Birla-Grasim Industries Ltd.
129	Saurav Kumar	Jk Tyre & Industries Ltd
130	Shailendra Kushwaha	First Cry.com
131	Shama Perween	Max Healthcare
132	Sharad Yadav	Aditya Birla-Grasim Industries Ltd.
133	Shashi Bhushan	Bisleri International Pvt Ltd
134	Shivam Rath	Safexpress Pvt. Ltd.
135	Shoeb Khan	Safexpress Pvt. Ltd.
136	Shubham Agrawal	Aditya Birla-Grasim Industries Ltd.
137	Sohan Dhar	A G Poly Packs
138	Sonia Tuteja	Thomas Assessments
139	Sonu Agnihotri	An Infiniti Connect (India) Ltd.

140	Sonu Keserwani	Moser Baer
141	Stuti Srivasatava	Punjab National Bank
142	Subhamay Paul	Kotak Securities
143	Sudhanshu Kumar Jha	HCL Infosystems Ltd.
144	Sunil Kr. Rai	Parle - G (Own)
145	Suraj Singh	An Infiniti Connect (India) Ltd.
146	Surojit Saha	Aditya Birla-Grasim Industries Ltd.
147	Sushmita Srivastava	Self
148	Swati Gupta	Punjab National Bank
149	Sweta Swarna	Sahara India
150	Taniya Bhandari	Shriram Piston
151	Tripty Mani	BSNS
152	Tushar Vivek	First Cry.com
153	Uday Pratap	First Cry.com
154	Udit Pratap Chauhan	Aditya Birla-Grasim Industries Ltd.
155	Vaibhav Singh	Safexpress Pvt. Ltd./ BSNL (Own)
156	Vaishali Porwal	Essel Shyam
157	Vandana Tomar	HCL Infosystems Ltd.
158	Vartika Gupta	Acme Wealth Advisory
159	Vijay Kumar Choubey	Aditya Birla-Grasim Industries Ltd.
160	Vijay Kumar Gorai	First Cry.com
161	Vijaya Bharti	Grasim Industries Ltd.
162	Vikash Kumar Tiwari	Acme Wealth Advisory
163	Vikram Singh Yadav	Aditya Birla-Grasim Industries Ltd.
164	Vivek Gupta	Jk Tyre & Industries Ltd
165	Vivek Jaiswal	First Cry.com

#### PGDM (2013-14)

S. No.	Student's Name	Company (SIP)	Title of the project
1	Abhishek	Sharekhan Ltd.	Impact of FIIS on indian stock market with reference to NSE sharekhan ltd
2	Aditya Prakash	Matrix Cellular International Services Pvt. Ltd.	A study of customer perception of matrix cellular services
3	Ajeet Singh Yadav	Aditya Birla Group	Market coverage strategy of kara wipes in north delhi
4	Akash Kumar	NCC (Digital Drems)	Market research on home automation and security systems
5	Akash Verma	HT Media Ltd.	A study of the Readers' perception for mint newspaper
6	Akhilesh Upadhyaya	Sharekhan Ltd.	Investor perception towards mutual fund(with sharekhan)

7	Akshat Jain	Future Group - Big Bazaar	A Study on customer satisfaction with reference to big bazaar (Future retail ltd)
8	Alok Biswas	Rasna Beverages Pvt. Ltd.	A study of consumption pattern and consumer preference for fruit juices with special reference to rasna JU- C "
9	Aman Bhardwaj	Future Group - Pantaloons	Customer Satisfaction towards Pantaloons Retail Store
10	Aman Singhal	GetIT Infomedia	Analysing the market trends and customers research for Getit infomedia products
11	Amar Singh	Rasna Beverages Pvt. Ltd.	A study of consumption pattern and consumer preference for Fruit Juices
12	Amit Kumar Singh	Reliance Dairy Foods Ltd.	Retailer satisfaction level regarding daily products with special referen ce to reliance dairy food products ltd
13	Anamika Raj	Punjab National Bank	Non performing assests and its resolution process at punjab national bank
14	Anchal Ganjoo	Sharekhan Ltd.	Effects of quartely result on share price with reference to NSE
15	Anjana Trivedi	Air India	The merger and its effect on air indian employee
16	Ankit Agarwal	Adani Enterprises Ltd.	Business strategy models of coal trading with reference to ratio analysis
17	Ankit Srivastav	GetIT Infomedia	A study on preference of customer with special reference to yellow pages
18	Ankit Srivastava	Reliance Dairy Foods Ltd./ Bajaj Capital Ltd.	Consumers perception towards product of bajaj capital
19	Anshul Verma	Matrix Cellular International Services Pvt. Ltd.	A Study on market potential of international Sim in Delhi/Ncr matrix cellular international private limited
20	Antriksh Kapoor	HT Media Ltd.	Analysis of subscript behaviour of readers of HT mint with special reference to ht meida
21	Anu Verma	Sharekhan Ltd.	Investor perception towards services of sharekhan ltd
22	Anuj	Sharekhan Ltd.	Comparative study on financial performance of HDFC & ICICI Bank
23	Anurag Kumar Tiwary	Airtel	Wallet share of airtel in patna market
24	Anuska Singh	Bank of Baroda	A Study of credit procedure and performance of bank of baroda in MSME
25	Arpan Adhikary	Bank of Baroda	A Study on customer satisfaction with the special reference to bank of baroda.
26	Arpit Garg	Sharekhan Ltd.	Comparative analysis between equity and derivatives option with reference top sharekhan ltd

27	Ashish Joshi	U-Flex Ltd.	Pontential customer for flexible packaging in middle east
28	Ashwani Shastri	Matrix Cellular International Services Pvt. Ltd.	Customer satisfaction about product services at matrix cellular
29	Aszad Khan	Moser Baer India Ltd.	Study on moserbear led lighting products in electrical channels ranchi
30	Avinash Gupta	Future Group - Big Bazaar	Retail service quality and catchment analysis of big bazaar inderlok, new delhi
31	Avishek Das	Columbia Asia Hospital	Report on financial statement analysis
32	Avishek Kumar Pandey	D. V. C. Maithon	A study on the working capital management in damodar valley corporation
33	Ayan Maiti	Sharekhan Ltd.	Investment behaviour and the clients perception towards products and services of sharekhan limited
34	Ayushi Jain	ICICI Securities Ltd.	Mutual funds is a better investment plan
35	Bhawan Singh	GetIT Infomedia	To study of Getit infomedia Pvt Ltd yellow pages and its market coverage in delhi ncr region
36	Bhupesh Mohan	Reliance Dairy Foods Ltd.	Retailers satisfaction survey regarding dairy products
37	Chhatoi Rakesh Taunk	Sharekhan Ltd.	Perception of investor & non investor towards share market
38	Dayanand Verma	GetIT Infomedia	Study of responses of SMEs towards space selling in yellow pages with special reference to getit info media
39	Debabrata Ghosh	Sharekhan Ltd.	investment behaviour and customer satisfaction of the clients towards share market with reference to sharekhan
40	Devendra Patel	Sudha Dairy	To study the promotion strategies increasing sales of sudha dairy milk, with special reference to retailer and distribution in ncr
41	Devesh Mishra	Aditya Birla Group	To increase distribution and sales volume of kara skin care wipes in jammu
42	Dipak Rajak	Sudha Dairy	Consumer perception on purchase behaviour of milk with special reference to sudha dairy
43	Divyaprakash Mishra	Reliance Dairy Foods Ltd.	To study the promotional activities of retailers in dairy industry
44	Gargi	Resonance Technologies (Gold VIP)	To study the need of crown it app (Mobile marketing programme)In gurgaon region "Resonance Technology"
45	Gaurav Singh	ICICI Securities Ltd.	To study the customer perception about mutual fund



46	Gauri Gupta	I3C	Intoduction of Ro as a valur added proposition in real estate sector and identifying the variables for determining the choice
47	Ghulam Qadir	ICICI Securities Ltd.	A study on the perception and performance of the mutual funds with reference to ICICI direct
48	Goutam Choudhary	Resonance Technologies (Gold VIP)	Consumer perception on the relevance of smart phone and internet and their importance intheir daily life
49	Harshita Solanki	Sulekha.com	Employee engagement in sulekha
50	Indraneel Chakraborty	Future Group - Big Bazaar	A study of customer satisfaction at Big Bazar (Future Group)
51	Irfan Nasim	Rasna Beverages Pvt. Ltd.	Retailer perception of Rasna JU C
52	Jay Prakash Prajapati	Moser Baer India Ltd.	Market survey and comparative study on moserbaer led lighting in electrical channels
53	K Balakrishna Rao	Reckitt Benckiser	Outlet coverage expansion
54	Kalpana Singh	Air India	Employee engagement
55	Kanchan Kumari	Sharekhan Ltd.	Comparative analysis of the various investment options and customer buying preference with reference to sharekhan ltd
56	Kapil Joshi	Saviours Group	Dealer,s perception toward real estate companies
57	Km. Trapti Singh	Future Group	A study of on customer satisfaction at big bazaar choudhary mall
58	Koushik Santra	Embee Software Pvt. Ltd.	High productivity and collaboration with MSDN embee software pvt ltd india pvt ltd
59	Kriti Chakraborty	Saviours Group	Online promotions of housing societies a study of a savfab developers in national capital region
60	Kumar Saurabh	Resonance Technologies (Gold VIP)/ Dabur Ltd.	A Study on satisfaction survey of distribution channel of dabur health care segment
61	Madhu Chauhan		
62	Mahima Ranjan Dutta	Embee Software Pvt. Ltd.	High value productivity and collaboration with MSDN the market indore and pune
63	Manish Francis Tirkey	GetIT Infomedia	Market potential of getit infomedia in delhi ncr region
64	Manoj Kr Bera	Sudha Dairy	Market analysis of sudha milk product ghaziabad region a comparative study
65	Mashooq Ahmad Malik	Rasna Beverages Pvt. Ltd.	To study the consumer behaviour and promotional strategies of rasna JU-C
66	Mayank Chakraborty	ICICI Securities Ltd.	Analysis of investors behaviour towards mutual funds in icici securities limited

67	Mayank Tripathi	HT Media Ltd.	Analysis of customer perception towards various aspects of newspaper in delhi NCR area
68	Mayukh Jana	Embee Software Pvt. Ltd.	IT infrastructure penetration of microsoft in small and medium enterprises with speical reference to ahmedabad
69	Meethu M Thankachan	Sudha Dairy	
70	Mohit Chauhan	HT Media Ltd.	Analysis of customer perception towards various aspects of newspaper in noida area
71	Mohit Singh	NTPC	Study the training & development process of the organization
72	Musharraf Adil	Rourkela Steel Plant Ltd.	To study the industrial buyer behaviour for secondary product of RSP (sail) rourkela steel plant
73	Naman Gupta	Sharekhan Ltd.	Investor awarness regarding product and services offered by various broking firms
74	Nandan Kumar Dubey	Sharekhan Ltd.	Working capital management of bokaro steel ltd
75	Naveen Kumar	HT Media Ltd.	Consumer reading pattern on daily paper with reference to business paper
76	Naveen Srivastava	Resonance Technologies (Gold VIP)	Dining behaviour of consumers with reference to delhi region
77	Neha Agarwal	Saviours Group	A Study of the various aspects on housing loan
78	Neha Shrivastava	BHEL Jhansi	Job satisfaction bharat heavy electricals limited Jhansi
79	Nitesh Kumar Srivastava	Sharekhan Ltd.	Consumer reading pattern on daily paper with reference to business paper
80	Nitin Kumar Srivastava	HT Media Ltd.	Investers perception towards mutual in delhi ncr region
81	Nitin Mukesh Kumar Gupta	Sharekhan Ltd.	Scopes and hurdles of online trading system with references to delhi ncr sharekhan ltd
82	Pallav Prakash	Rasna Baverages Pvt. Ltd.	Analysis of consumer behaviour with a special reference to ready to drink juice market
83	Pankaj Kumar	GetIT Infomedia	Study of sales process through soco scale for getit info media services in delhi
84	Parika Saxena	Fast Booking Pvt. Ltd.	Study on perfomance management system at Cooper standard
85	Piyush Sharma	GetIT Infomedia	Study of factors influencing the behaviour mix of enterpreneur towards use of virtual interfac for their business promotion

86	Pooja Singh	Resonance Technologies (Gold VIP)	A study of consumer behaviour and satisfaction about the product and services gold VIP
87	Pooja Verma	Columbia Asia Hospital	Induction an insight to an organisation
88	Prakash Kumar	HT Media Ltd.	To study the perception of consumer with references to mint business daily newspaper
89	Prashant Dixit	Columbia Asia Hospital	Account payable and vendor management
90	Prashant Kr. Singh	U-Flex Ltd.	To study the performance measure of sales people
91	Preeti Kumari Yadav	Sharekhan Ltd.	A Study of investors awareness about e-trading
92	Priya Johri	Sharekhan Ltd.	Study of investors perception about online V/S offline trading in equity market
93	Priya Singh	ICICI Securities Ltd.	Study of stock split and its impact on stock price
94	Pushkar Srivastava	Embee Software Pvt. Ltd.	High productivity and collaboration with MSDN
95	Radhika Maheshwari	Moser Baer India Ltd.	
96	Rajan Kumar	GetIT Infomedia	Market potential of online and offline infomedia speical reference to getit infomedia private limited
97	Rana Vishwa Pratap Singh	Sharekhan Ltd.	A Study to understand and the relationship between awareness of investor, perceived risk attitude and behaviour of investor on indian stock market
98	Rashid Jamal	GetIT Infomedia	Study of sales process by soco scale
99	Ravi Prasad	Reckitt Benckiser	Coverage expansion in delhi and NCR
100	Ravindra Nath Jha	Future Group - Big Bazaar	Consumer perception a case of big bazaar
101	Rishav Jain	Rasna Beverages Pvt. Ltd.	A study of consumption pattern and consumer preference for fruit juices with special reference to rasna JU- C "
102	Ritesh Pandey	Sharekhan Ltd.	
103	Rohit Shrivastava	Rasna Beverages Pvt. Ltd.	A comparative study of rasna JU.C in relation to other competitors understanding consumer behaviour arpach
104	Rupesh Kumar	Sharekhan Ltd.	To study the impact of quarterly result on market price of share with reference to
105	S. K. Moslem	GetIT Infomedia	Acceptance of digital media marketing tool by SMBs"
106	Sachin Kumar	GetIT Infomedia	Customer awerness and preference for getit infomeida

107	Sachin Saxena	Embee Software Pvt. Ltd.	The study of effectiveness of distribution channel of rasna JU-C
108	Saddam Hussain	Sharekhan Ltd.	Price performance of IPOs in indian stock market in comparison to national stock exchange of india (NIFTY)
109	Sakib Wazid Ali	Vodafone	Consumers and retailers perception towards mobile operators in guwahati (assa) an analytical study
110	Sanjay Kr Gantait	Columbia Asia Hospital	Study of working capital mgmt of columbia asia hospital
111	Santosh Kumar	GetIT Infomedia	Study on customer perception toward the yellow pages
112	Saurabh Chaudhary	Matrix Cellular International Services Pvt. Ltd.	Customer satisfaction about martix cellular services
113	Savender Singh Rana	Reckitt Benckiser	An empirical study to analyse the retailers satisfaction in reckitt benckiser for the market coverage expansion with special reference t delhi region
114	Sayan Sarkar	Rasna Beverages Pvt. Ltd.	Study on consumption pattern with special reference to rasna
115	Shalabh Bhardwaj	Moser Baer India Ltd.	Analysis on the launch of a new product with the special reference to moserbear in ghaziabad region
116	Shayan Dasgupta	Rasna Beverages Pvt. Ltd.	A Study on consumer buying behaviour of urban and sub urban consumers and their preferences
117	Shipra Rai	Mahindra & Mahindra Ltd.	Working capital management in mahindra and mahindra ltd
118	Shiv Kumar	Matrix Cellular International Services Pvt. Ltd.	A Study of customer satisfaction level for matrix cellular in NCR region
119	Shiv Kumar Pandey	Sharekhan Ltd.	A study about perception of investor towards online trading
120	Shrabana Bhatta	Rasna Beverages Pvt. Ltd.	To study the consumer behaviour and promotional strategies of rasna JU-C
121	Shreesh Mani Tiwari	Saviours Group	To analyse the consumer buying behaviour towards the real estate
122	Shreesh Pandey	Jakson Ltd.	
123	Sourav Dey	GetIT Infomedia	To study the accpetance of digital media as advertising tool by SME,s special reference to Getit infomedia
124	Subhajit Bangal	Rasna Beverages Pvt. Ltd.	To study the behaviour of consumers for buying beverage with respect to rasna Ju-C

125	Subhajit Mitra	Reliance Dairy Foods Ltd.	A study of retailers preferences for RDFL products and market research
126	Sudarsana Konwar	Rasna Beverages Pvt. Ltd.	Marketing strategies and distribution channel of rasna beverages division
127	Sudhir Singh	Dabur Ltd.	Perception on purchase behaviour of retail medicine shops stocking dabur products
128	Sugandha Priya	Columbia Asia Hospital	Role of Health Insurance in cost of admitting and discharge of pateint
129	Sukhjinder Singh	Sharekhan Ltd.	Impact of flls on indian stock market with reference to BSE sharekhan ltd
130	Sumati Garg	Aditya Birla Group	Placement and promotional strategies for kara wet wipes from customers point of view
131	Sumit Shukla	Reliance Dairy Foods Ltd.	Consumer Perception of reliance dairy product as percived by retailers
132	Sweta Srivastava	Sharekhan Ltd.	Impact of FIIs on indian stock market with reference to NSE
133	Syed Md.Tabish	D & B	The indian banking industry in modern scenario
134	Tana Bhalla	Columbia Asia Hospital	Attrition rate, how to control and how to measure it
135	Tapesh Kumar	Hindustan Coca Cola Beverage Pvt. Ltd.	retailers perception about coca cola product
136	Taqui Haider	Trade Zone Pvt. Ltd.	Multi brand retail outlet of disney kids footwear and its competitor
137	Utkarsh Shrivastava	Kotak Mahindra Life Insurance	Comparative analysis of insurance plans of kotak mahindra and other insurance companies
138	Utpal Kumar Anal	GetIT Infomedia	To study on the demand of WSP and uses of yellow pages in delhi and ncr for get infomedia pvt ltd.
139	Vaibhav Gangwar	Aditya Birla Group	How to increase the sales of kara in Ghaziabad
140	Varun Joshi	Matrix Cellular International Services Pvt. Ltd.	An empirical study to analysis the customer perception of matrix cellular calling cards with special reference to national capital region
141	Vicky Kumar Nishad	Sharekhan Ltd.	Comparative analysis of sharekhan Ltd with other broking firms
142	Vikas Goad	Columbia Asia Hospital	Analysis of inventory management and accounts payable
143	Vinay Gupta	ICICI Securities Ltd.	A Study on customer perception towards online investments in ICICI mutual fund with special reference to delhi ncr region

144	Vinod Kumar	HT Media Ltd.	An empirical study to identify the corporate reach of min business daily with special reference to nodia region
145	Vishal Babu Gangwar	GetIT Infomedia	Analysing the user perception towards online yellow pages in india with special reference in NCR region

### Sample copy of Peer to peer interaction (Friday Club) Reports

Sr. No.	Date	Presented by	Topic
1	20.07.2012	Prof. Anusha Agarwal & Prof. Charu Chaudhry	AIMA Report
2	18.08.2012 & 24.08.2012	Dr. A. K. Puri	Survival of fittest
3	09.11.2012	Prof. Rakesh Roshan	Website development
4	17.11.2012	Prof. G. N. Srivastava	Emotional influence as a predictor of consumer decision making with special reference to shopping mall
5	19.04.2013	Prof. Govind Nath Srivastava	Emerging Trade Area Analysis Model: An Empirical Analysis
6	26.04.2013	Prof. Govind Nath Srivastva	Are MSMEs indispensable to Indian Economy
7	03.05.2013	Prof. Vijesh jain	Comfort in Foreign Culture
8	19.07.2013	Dr. Pankaj Kumar	Drivers of Employment in SME – An Empirical Analysis
9	02.08.2013	Prof. Vijesh Jain	Globalization & India
10	30.08.2013	Dr. Pankaj Kumar	Devaluation of currency (INR Vs USD) : cause, effect & remedies
11	06.09.2013	Dr. V. K. Arora	Entrepreneurship
12	13.09.2013	Prof. D.K.Pandey	Klout
13	27.09.2013	Prof. C. K. Sabharwal	Capacity building for inclusive growth – a corporate prospective
14	23st April, 2014	Prof. Gopal Krishna Dwivedi,	ITS Research Club (IRC) organized a discussion session on the topic “Human Values & Professional Ethics”,
15	01st April, 2014	Prof. Lalit Kr. Sharma	ITS Research Club (IRC) organized a discussion session on the topic “Women Empowerment through Microenterprises Development in India”, paper presented in NIESBUD (MSME Training Institute) at Noida

## Student Clubs at I.T.S

### 1. IT- THE BINARY CLUB

The ITS Information Technology Club, i.e., THE BINARY CLUB serves as a place where all students, who have an interest in IT — not just computing students — gather to discuss topic of professional interest, exchange experiences they have gathered at their workplace, and review the current development in the global IT job market.

#### **Purpose of the IT Club**

The major goals of the IT Club focus on the following:

- Providing insight to the members on the current status and forecasts of the computing profession.
- Helping members understand the current trends and needs of the IT job market.
- Assisting members in defining their personal career paths.

#### **Activities**

To obtain those goals, the IT Club engages in the following activities:

- Organizing sessions within a seminar series with IT professionals from the industry.
- Identifying and setting up events where students, faculty, and IT professionals socialize.
- Producing and distributing a newsletter to the ITS student community.

### 2. MARKETING CLUB-MARRECUS

#### **Objective: “Learning by fun”**

The chief objective of the club is learning by fun. This club provides the platform to the students to develop their convincing ability and showcasing demonstrating behavior.

#### **Activities:**

All Club activities are driven by students. The 2<sup>nd</sup> year students organize these activities for their 1<sup>st</sup> year students. The Marketing club organizes following events for all management students:

- A. Innovative Idea Exhibition
- B. Business Plan Competition
- C. Best out of Waste Competition
- D. Ad-Mad Show

### 3. FINANCE CLUB

#### **Objective:**

The purpose of the club is to promote interest in and knowleDG/ Secretarye in the area of Finance. The objectives of the club are:

1. To increase interest in Finance students by relating the experiences of students, professors & alumni.
2. To provide a comprehensive understanding of the Finance Industry.
3. To help the students in grooming by arranging different activities related to the finance area.
4. To help the members to improve their interpersonal skills.



**Activities:**

An important agenda of the club is to facilitate communication between students on various financial issues & queries. It achieves this by hosting numerous quizzes, finance paper presentation, case study competition, speech competition, debate competition, business plan competition, virtual stock trading competition and workshops.

**4. IB CLUB**

IB club is an exclusive club for PGDM students which aims at - To generate skills, knowledge/Secretary and interest in different aspects of IB and IB enabled services.

**OBJECTIVES**

To involve a large number of PGDM students to IB related activities; To sensitize PGDM students at large with the concepts and scope of IB area and career prospects in IB; To attempt and carry out certain IB related activities which is appreciated by ITS community.

**ACTIVITIES**

Since its inception IB club 2014, has carried out 4 meetings of the IB club members. During these meetings most students echoed a strong need for an intensive training in IB activities and IB area.

**5. CULTURAL CLUB****Objectives**

To organize cultural activities for students which motivates them and also teaches lesson for the corporate world as well as life.

**Activities**

Debate and case writing competition will be held. Students are also provided information and encouraged to participate in various external contests and events.

**6. LIBRARY CLUB**

Library club has been constituted for the students of management program of Institute of Technology and Science, Mohan Nagar, Ghaziabad. The club is responsible creating an environment which is conducive for learning and developing the research skills. The key activities that the club undertakes are : awareness activity for the e-journal database, book summary competition and quiz. The club is being run by the students.

**7. 5'S CLUB**

5 S is very innovative club formed to improve physical hygiene and operational efficiency in the organization. Followings are the main objectives of 5S Club.

**Objectives**

- 1- To sensitize students about importance of physical hygiene, health and environment.
- 2- To increase the productivity of organization through sequential coordination between various activities.
- 3- To develop effective monitoring system to ensure proper execution of work on time.
- 4- To motivate the employees to work in conducive working environment.
- 5- To execute red tag techniques in the organization.

**Activities**

- Survey of Faculty cabins to identify discrepancies.
- Poster and quiz competition among the students.
- Implementation of concepts of 5S among different departments of the Institute.

- 5S march driven by the students along with the slogan and symbols.

## **8. HR CLUB**

### **Objectives of the Club:**

1. To keep students updated with the latest concepts and happenings in the area of Human Resource Management and Organizational Behaviour.
2. To enhance the learning and hone the skills of students in the area of HRM by encouraging them to take lead in arranging various activities and events in the HR Domain.
3. To facilitate the out of the classroom learning by bringing students closer to the real world situations and nurture their creative skills and abilities.

### **Activities undertaken by the Club:**

- Quiz Competition
- Debates
- Extempore
- Role-plays
- Management Games
- Team building games and leadership exercises
- HR Case studies etc.

## **5. RESEARCH CLUB**

### **Objectives :**

1. To provide research resources and financial assistance to faculty members for writing a research papers and Case development.
2. To provide research resources and financial assistance for research paper presentation / company specific case development & presentation / workshop participation / FDP participation.
3. To provide research discussion forum to faculty members for critical discussion on research paper published or paper presented by faculty members.

### **ACTIVITIES**

- Refinement of research paper.
- Continuous workshop on Advance Excel and SPSS for Research Data Analysis.
- Regular research paper presentation, participation in workshop and FDP.
- Continuous discussion on research paper published and paper presented in the conferences / seminars.

**Minutes of Meeting of the governing body with the agenda to discuss the progress towards the achievement of thoughtful changes and objectives.**

**MINUTES OF THE MEETING OF I.T.S ACADEMIC COUNCIL AND ADVISORY BOARD HELD ON SUNDAY, 3<sup>RD</sup> OF MARCH 2013**

Following members were present:

1. Dr. D. V. Singh, Chairman
2. Dr. Abad Ahmad
3. Dr. M. P. Gupta
4. Mr. Manoj Tandon
5. Prof. Atmanand
6. Dr. Ajay Pandit
7. Dr. R.P. Chadha
8. Sh. B. K. Arora
9. Sh. Arpit Chadha
10. Dr. A K Puri
11. Prof. Sujata Khandai

Leave of absence was granted to the members not present.

**ITEM NO. 1- CONFIRMATION OF THE MINUTES OF THE MEETING**

The minutes of last meeting held on October 7, 2012 were confirmed.

**ITEM NO. 2- INTRODUCTION OF THE NEW BOARD MEMBER**

The Director General introduced and welcomed Dr. Ajay Pandit, Professor FMS as a new board member and presenting his brief profile. The Academic Council welcomed him.

**ITEM NO. 3 - TO APPRISE THE MEMBERS ABOUT THE PROGRESS AT THE INSTITUTE**

The Director General made a presentation giving details of the progress made since the last meeting (copy of presentation enclosed).

**ITEM NO. 4 - RATIFICATION OF APPOINTMENT OF FACULTY**

The Director General apprised the members about the appointments of 5 faculty members. The Council meeting ratified the selections and & appointments.

**ITEM NO. 5 - REVIEW OF PGDM EVALUATION SYSTEM IN LIGHT OF AIU TEAM OBSERVATION.**

**ITEM NO. 6 – I.T.S AS RESEARCH CENTRE OF MTU**

The Director General informed the Board about I.T.S having been approved as a Research Centre by Mahamaya Technical University (MTU), Noida. The members congratulated and appreciated the development.

**ITEM No. 7 – INCREASE IN SEATS**

The Director General apprised the Academic Council about the increase in MBA seats from 120 to 180 from academic session 2012- 13 and its approval by AICTE.

**ITEM NO. 8 - NEW SCHOLARSHIP SCHEME INTRODUCED FOR STUDENTS**

A copy of the scholarship scheme for students for the academic year 2012-13 was presented at the meeting. The same was approved.

**ITEM NO. 13 To Seek Suggestions/ Guidance to Strengthen Existing Academic Programmes and Activities**

**Dr. D V Singh:**

6. He informed the Board members about the National Innovation Council (NInC), which was established in August 2012. NInC submitted its report in November 2011. NInC will establish Sectoral Innovation Council aligned to the Ministries of the Government of India, including MHRD. I.T.S may derive benefits of this initiative of NInC.
7. He emphasized that the agenda of the meeting may be sent to Board members preferably one week in advance of the scheduled meeting. The agenda should include ATR on the decisions taken in the preceding meeting.
8. He suggested that the outcomes of the seminars, conferences and workshops organized at I.T.S may be documented and salient recommendations be extracted, which may be submitted to the Government authorities for policy making.
9. Identify the strategy and process for I.T.S to become an autonomous Institution.

**Mr. Manoj Tandon**

Suggested setting up of Toastmaster Club at I.T.S Mohan Nagar for promotion of verbal communication skills among students.

**Prof. M.P. Gupta:**

Suggested for creation of MSA (Management Students Association) on the lines of FMS, Delhi University.

**Mr. Shyam Malhotra**

1. Advised to put more contents on Youtube, electronic media and encourage conduct of webinars.
2. Suggested the Institute to organize Orientation- Culture Workshops for awareness of International Environment for IT students so as to make them comfortable to work in global scenario.

The meeting ended with a Vote of Thanks to the Chair.

### Various Periodic meetings between the stake holders

Name of the meeting	Periodicity	Purpose/ Objective	Participants
Faculty Student open forums, Student feedbacks meetings, Mentor mentee meetings	Monthly	Discuss the New programs and opportunities- to enhance the learning opportunities.	Faculty and students
Academic Council meeting Industry expert and faculty discussion	Biannual	Discuss the possible additions in the curriculum through lectures by industry experts or visits to the industry.	Faculty, Governing Body and Academic Experts
Faculty meeting with the Director and senior faculty members	Monthly	To discuss the various outcomes of the above meetings. To discuss the implementation strategy of the desired amendment while charting the responsibilities and milestones.	Faculty members, DM and DG/ Secretary

## International Academic Exposure

Workshop organized jointly by ITS and NIESBUD, Noida on 24 <sup>th</sup> August 2012. 36 delegates from 16 countries viz Nigeria, Mauritius, Zimbabwe, Ethiopia, Laos, Bhutan etc, participated. Guest Lecture by Mr. Raymond Jourdan, business person from Australia.
Dr. Sartaj Sahni, Renowned Author, Researcher and Academician from University of Florida, USA.
Dr. Sanjay Madria, Professor & Director Missouri Univ. of Science and Technology, USA
David Wittenberg, CEO, The Innovation Group Interactive Talk on “ <i>Keys to Success</i> ” on 28 August 12.
Case Teaching and Writing Workshop conducted on 4 <sup>th</sup> - 5 <sup>th</sup> June '2012 for Faculty of Kathmandu University School of Management, in Kathmandu by Dr A K Puri.
Foreign Students on six weeks internship at the Institute. <ul style="list-style-type: none"> <li>❖ Yuta Maruyama from Japan.</li> <li>❖ Dayydova Evgenya from Russia.</li> <li>❖ Agata Bielezewska from Poland.</li> <li>❖ Krzysz Remigiusz Kubiak from Poland</li> </ul>
Dr. Justin Paul Professor, Foster Business School, University of Washington, USA on 31 <sup>st</sup> December 2012
Dr. Holger Siemons, Head, Incubator and Global Employability Strategy from Northampton Business School Talk on Employability on 3 <sup>rd</sup> November 2012
Dr. Vinay K. Garg, Associate Professor of Strategic Management, Missouri State University (USA) Talk on Strategy dated 13 <sup>th</sup> August, 2013
Mr. Wu Qiang, Editorial Section, Xinhua; China Talk on “Cultural Implications on Business Perspective: India Vs. China” dated 12 <sup>th</sup> September, 2013
Ms. Kyi Kyi Win Shwe, Managing Director, RIGHT AND BRIGHT INTERNATIONAL Co LTD, Myanmar Talk on Sales tips for becoming effective sales professionals dated 10 <sup>th</sup> January , 2014
Ms Bentrax Hartmann, Managing Director, Zimt Indien Reisen, Germany Talk on Cross Cultural Interaction dated 18 <sup>th</sup> January, 2014
Mr. Sensei Rajen Consultant & Trainer, Kaizen Institute of Japan Talk on “Lean Management” dated 23 <sup>rd</sup> January, 2014
Mr. Shreejesh Ghimire, CEO, NMB Capital Ltd. Kathmandu, Nepal Talk on Global Banking scenario on 8 <sup>th</sup> September, 2014.
Ms. Oxana Okhrimenko, Senior Expert on International Cooperation Department of Chamber of Commerce and Industry of Rostov region, Russia Talk on marketing challenges and opportunities from demographic dividend on 1 <sup>st</sup> November, 2014.
Mr Sinkander Safi, General Manager, Ministry of Education, Afganistan Talk on Marketing in digital times on 1 <sup>st</sup> November, 2014
Mr Jealous Sikayi, Business Analyst with a Government Agency, Zimbabwe Talk on marketing inclusion strategies in emerging markets on 1 <sup>st</sup> November, 2014

## **Copies of MOU**

2. Schedules for the specific activities;
3. Budgets and sources of financing of each activity;
4. Any other item necessary for the smooth and efficient conduct of the activity.

Acceptance of Proposals will be approved at each organization according to the normal procedures, monitoring and controlling the types of activities proposed herein.

## ARTICLE III

This MOU shall be identified as the parent document of any program agreement executed between the parties. Further proposals concerning any program shall provide details concerning the specific commitments made by each party and shall not become effective until they have been submitted in writing, signed by the duly authorized representatives of the parties, and approved in writing by MDC and ITS authorized bodies.

## ARTICLE IV

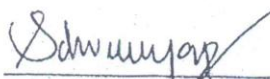
This MOU shall not be construed in any way as imposing any financial obligations on either Party nor as impending nor as either Party from establishing or participating in similar arrangements with other organizations.

## ARTICLE V

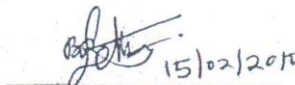
This MOU shall be effective upon signing by the representatives of both Parties and shall remain in effect unless terminated by either Party upon one month's prior written notice to either Party.

IN WITNESS WHEREOF, the parties hereto, each act through its authorized representatives have signed this Memorandum of Understanding (MOU), in two originals in English.

**MDIS Corporation Pte. Ltd.**  
501 Stirling Road  
Singapore 148951  
Singapore

  
Schielle Yap  
Head Of Department MDC

**I.T.S Group Of Institutions**  
**Ghaziabad**  
Mohan Nagar, Ghaziabad 201007  
India

  
15/02/2010  
Dr. B.P. Pethiya  
Director ITS Ghaziabad  
Prof. (Dr.) B.P. PETHIYA  
Director-Mgmt. Studies  
I.T.S. Management & I.T. Institute  
Mohan Nagar, Ghaziabad-201007  
Mobile No. 09953597801

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Founded 1956  
Management Development  
Institute of Singapore  
Where lifelong learning begins





## MEMORANDUM OF AGREEMENT BETWEEN ASIAN UNIVERSITY AND I.T.S. MANAGEMENT AND IT INSTITUTE

Asian University located at 89 Moo 12, Highway 331, Huay Yai, Banglamung, Chonburi 20260, Thailand, and I.T.S. Management & IT Institute located in Mohan Nagar, Ghaziabad 201007, India, wish to enhance relation between the two universities and to develop academic and cultural exchange programmes in the areas of education, research, and other activities, and agree to cooperate to work together towards the internationalization of higher education.

The areas of cooperation include any programme offered at either university which are felt to be desirable and feasible for the development and strengthening of cooperation relationships between the two institutions. However, any specific programme shall be subject to mutual consent, availability of funds, and approval of each university. Such programmes may include:

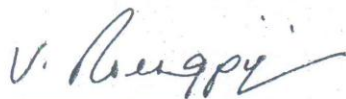
- a. Exchange of faculty members
- b. Exchange of students
- c. Joint research projects
- d. Joint degree programmes

The terms of such mutual assistance and cooperation shall be discussed and agreed upon writing by the appropriate officers of both parties prior to the initiation of any particular programme or activity.

This agreement is renewable after 3 years upon mutual consent, unless either of the parties expresses in writing their intention to withdraw from the cooperation, subject to six-month notice prior to the intended date of termination. Such action will be taken in mutual consultation in order to find any possible inconvenience to all concerned.

Signed for and on behalf of Asian University:

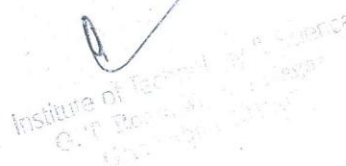
Signed for and on behalf of I.T.S. Management & IT Institute:



Dr. Viphandh Roengpithya  
President  
Date: 29 October 2011



Dr. A. K. Puri  
Director General  
Date: 10 Nov. 2011



Institute of Technology & Science  
G.T. Road, Mohan Nagar, Ghaziabad  
UAC Approved & Grant Institute

# MEMORANDUM OF AGREEMENT

between

ITS GROUP OF INSTITUTIONS, GHAZIABAD, INDIA

and

CATHOLIC UNIVERSITY OF LYON

(THE OVERSEAS PARTNER)

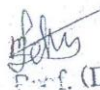
For both academic and cultural exchange, ITS Group of Institutions, Ghaziabad India and -Catholic University of Lyon-(Overseas partner) agree to formally establish the collaborative relationship under the principles of equality and mutual benefit. The agreement is as the following:

## 1. Student Exchange Program


Both parties shall adopt an exchange program for undergraduate and graduate management students. Eligibility for participation in the program shall be based on mutual consultation and governed by the policies and procedures at each institution. In addition, both sides shall adopt a bilateral articulation policy for the academic achievement of students, including credits, transfer, and academic degrees.

## 2. Faculty Exchange Program

Both parties agree to work to facilitate opportunities for the faculty exchange program. The detail program contents should be discussed by both parties to leave the practice process stay under control and also under the regulations of the institutions.

  
Prof. (Dr.) B.P. PETHIYA  
Director-Mgmt. Studies  
I.S. Management & I.T. Institute  
Ghan Nagar, Ghaziabad-201007  
Mobile No. 09953097001

UNIVERSITE CATHOLIQUE DE LYON  
Relations Internationales  
25, rue du Plat  
69288 LYON Cedex 02

  
Institute of Technology & Science  
G. T. Road, Mohan Nagar,  
Ghaziabad-201007

### 3. Joint Researches and Activities

Both parties shall actively cooperate to drive and participate in joint researches and activities, such as mutual visits, research projects, collaborative workshops, distance teaching activities and so forth with the purpose of promoting education quality and academic achievements. In order to enhance the cooperation achievements, the research topics and contents of each year's cooperative activities shall be examined and reviewed by both sides.

### 4. Effective Period of the Memorandum

This cooperation agreement shall become effective as soon as the authorized representatives of both sides agree on it. In case that any party wants to terminate the agreement, a written declaration shall be issued in advance one year prior to the termination date. The afore-mentioned declaration will thus become effective with the agreement of both parties.



(Authorized Signatory)

ITS Group of Institutions, Ghaziabad India

Prof. (Dr.) B.P. PETHIYA  
Director-Mgmt. Studies  
I.T.S. Management & I.T. Institute  
Mohan Nagar, Ghaziabad-201007  
Mobile No. 09953597801

India,

Date 15<sup>th</sup> Feb 2010



(Authorized Signatory)

Catholic University of Lyon

Michel QUESNEL

Recteur (Overseas partner)

Lyon, le 27 janvier 2010

Date

UNIVERSITE CATHOLIQUE DE LYON  
Relations Internationales  
25, rue du Plat  
69288 LYON Cedex 02

Institute of Technology & Science  
G. T. Road, Ghaziabad  
Ghaziabad



# MEMORANDUM OF UNDERSTANDING

between

Grime American University, Canterbury, U.K. (GAU)

and

Institute of Technology and Science, Ghaziabad, India

Grime American University of Canterbury, U.K. having its institution at #9 St George's Place, Kent CT1 1L T, United Kingdom hereafter represented by its Indian representative office at GAU-CATS, #30, Dickenson Road, Bangalore - 560 042, India (hereafter referred to as "GAU") and the Institute of Technology and Science, having its institution at "Mohan Nagar, Ghaziabad - 201007, India" (hereafter referred to as "ITS"), believe the development of scientific and technical cooperation and exchange is of mutual value. The two parties hereby confirm their intention to collaborate for promotion of academic and educational exchange.

All exchanges will be entered into with due diligence given to ethical and professional consideration and standards. Within fields are mutually accepted, the following general forms of cooperation will be pursued:

- Staff exchange and collaboration:

The two institutions agree in principle to the possibility of exchanges by general staff (administrative and technical) and faculty members. The details of such arrangements will be negotiated at the appropriate time and will be governed by the institutional staffing rules and relevant approval processes. The participating institutions shall not be responsible for any private arrangements made by participating staff members concerning exchange of accommodation, vehicles, etc.

- Joint research activities and publications

Cooperative research is to be encouraged as individual scholars established contact and develop mutual interest

- Each party will encourage continuing education and professional development for academic staff, which may include:

- Visits for studying teaching principles and methods
- Exchange of academic materials and other information
- Participation in seminars, conferences, workshops and meetings

- Student exchange

Each party will recommend potential students to participate in an exchange for matriculation of the other university's appropriate academic programs on a reciprocal basis. The student's acceptance is subject to approval by the host university. The host institution will provide guidance and identify option for students in locating living accommodation and will place the students in appropriate academic programs. Unless otherwise agreed, students will be responsible for meeting their own costs of living and pay tuition and other fees to the host institution.

MOU between GAU and ITS

Date: 21 September 2011

Page 1



Dr. A. K. PURI  
DIRECTOR GENERAL  
I.T.S. Management & I.T. Institute  
Mohan Nagar, Ghaziabad

Institute of Technology & Science  
G.T. Road, Mohan Nagar,  
Ghaziabad - 201007

- Both parties agree to continue discussions on further cooperative activities as opportunity arises. Both institutions recognize the collaborative effort is of mutual benefit and will contribute to an enduring institutional linkage for cooperation in education and research.
- The parties agree to extend higher education cooperation from this academic year in the field of Business Management and Economic Studies.
- Both parties agree to extend higher education cooperation from this academic year in the field of Business Management and Economic Studies. The scope of cooperation is limited to: Faculty Exchange, Study Abroad Programme, Credit Recognition, Student Credit Transfer, Additional Qualification & Certification, Joint Collaborative Program, International Collaborative Project Studies, International Student Exchange Program, and Internships.
- The MOU extends inter campus student transfer options for a semester or more, subject to the prevailing Academic policy and approval from the respective Departments to accommodate such transfers.
- The Articulation will be drawn between both parties on selected priorities for effective implementation from time to time and will be limited to the scope of cooperation identified in this MOU. The GAU has its academic & research representative office in Bangalore, India namely "GAU-CATS Partner Campus" for developing cooperation agreements and implementations of understanding on behalf of GAU. The GAU-CATS office will be responsible on behalf of GAU to correspond, to implement, to organize, to deliberate, to associate, to negotiate matters of this MOU on behalf of GAU.
- It is also agreed by GAU and ITS that both parties are at liberty to enter into MOU to collaborate for promotion of Academic and Education exchange with any other Institution.
- The Placement Management Portal of GAU-CATS which will be fully operational from coming Fall Semester is developed with a noble intention to facilitate GAU-CATS students to access National & International placement opportunities. As of date GAU-CATS has identified 200+ National and International companies to post their manpower requirement into the Portal.

All academic decisions are governed by GAU Academic Policy time to time. All decisions made by GAU-CATS office are governed and directed by the Office of The Chancellor, Girne American University, Canterbury, UK and Cyprus.

This Memorandum of Understanding becomes effective on the date of signature. It is valid for five years with the understanding that it can be renewed or terminated by either party with twelve months notice, unless an earlier termination is mutually agreed upon.

MOU between GAU and ITS

Date : 21- September 2011

Page 2



**Dr. A. K. PURI**  
DIRECTOR GENERAL  
I.T.S. Management & I.T. Institute  
Mohar Nagar, Ghaziabad

*[Signature]*  
Institute of Management & Science  
G. T. Road, Ghaziabad

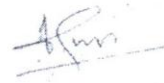
Revisions or modifications may be proposed at any time; effective from the date of written agreement signed by both parties.

for Gire American University:

for Institute of Technology and  
Science

  
Authorised Signatory

Date: 21/9/11

  
Authorised Signatory

Date: 21-09-11

Please Note: Letter of authorization should be enclosed if the MOU is signed other than the legal representative.



**Dr. A. K. PURI**  
**DIRECTOR GENERAL**  
**I.T.S. Management & IT Institute**  
**Khar, New Delhi**

## Memorandum of Agreement

Between

Institute of Technology & Science, Ghaziabad, India

And

UNIR, La Rioja, Spain

For student / Faculty exchanges & Joint Research, and facilitating any students interested in programs and courses offered by each partners – Institute of Technology & Science, Ghaziabad, India and UNIR, La Rioja, Spain (The Overseas Partner) agree to formally establish the collaborative relationship under the principles of equality and mutual benefit. The scope of agreement covers following:

### Broad Objectives

The two parties conclude this agreement with the aim of establishing and developing contacts in the areas of academic development, students development & research, exploring the possibility running joint academic programs, research events, consultancy assignments, organizing educational tours etc, facilitating interested students of each partner interested to undertake other partner's program.

### Scope of the agreement

The scope of agreement covers following:

#### 1. Student Exchange Programs

Above institutions shall actively cooperate to drive, explore and participate in several student exchange programs announced from time to time by the participating partner institutions of the this MOU.

#### 2. Faculty Exchange Programs

Above institutions shall actively cooperate to drive, explore and participate in several opportunities which may arise for value adding faculty exchanges, which may emerge from time to time between the participating partner institutions of this MOU.



Institute of Technology & Science  
G. T. Road, Mathura Nagar,  
Ghaziabad-201007



#### 3. JOINT RESEARCHES IN DIVERSE AREAS OF INTEREST

Above institutions shall actively cooperate to drive, explore and participate in joint researches, research projects, collaborative industry trainings in India and abroad, distance teaching activities and so forth with the purpose of promoting research, industry knowledge, enterprise skills creation and enterprise training. In order to enhance the cooperation achievements, the research areas will be jointly explored for mutual benefit.

4. **Facilitation of interested students** of each partner institute to undertake on cost other partner's courses or programs if they so desire. Each partner will communicate, counsel students and apprise the benefit of such programs, based on the interest of the students.

#### Future Collaborative efforts

Above organizations will continuously explore the possibilities of enhancement of future collaborations in the areas of student's internship, consulting assignments and other possible areas of collaborations.

#### Effective Period of the Memorandum

This cooperation agreement shall become effective as soon as the authorized representatives of all sides agree on it. In case that any party wants to terminate the agreement, a written declaration shall be issued in advance one year prior to the termination date. The above mentioned declaration will thus become effective with the agreement of all parties.

(Authorized Signatory)  
Institute of Technology and Science,  
Ghaziabad, India



Institute of Technology & Science  
Ghaziabad, India



AGREEMENT TO COLLABORATE  
between

**BIRMINGHAM CITY UNIVERSITY**  
and  
**Institute of Technology and Science (ITS)**  
Ghaziabad, INDIA

**1. Rationale for the Agreement**

Birmingham City University, Franchise Street, Perry Barr, Birmingham, United Kingdom and ITS, GT Road, Mohan Nagar, Ghaziabad-201007, India hereby enter into an Agreement for academic collaboration and cultural co-operation.

Both institutions declare that they have significant areas of common academic interest which it would be beneficial for them to develop jointly.

**2. Purpose of the Agreement**

The purpose of this Agreement is to facilitate continued dialogue between staff and students of the two institutions with specific reference to:

- 2.1 debate between staff and students in relation to areas of possible mutual academic interest;
- 2.2 the identification of potential research opportunities and initiatives for staff and students;
- 2.3 the provision of a forum for the dissemination of information and experience among staff and students.

**3. Agreement**


Through frequent communication, the partners may:

- 3.1 facilitate the exchange of staff, students and researchers for the purpose of teaching, study and academic research;
- 3.2 encourage a reciprocal exchange of books, publications and other academic information, provided that there are no prior restrictions on such exchanges;
- 3.3 undertake joint research, including publications and other appropriate activities, between staff and/or students from each institution;
- 3.4 support other similar activities, such as participation in conferences, academic meetings, joint exhibitions and other mutually beneficial academic exchanges.

**4. Future Developments**

It is expected that the two partners will work together to develop particular areas of mutual academic interest. Normally, these developments will be represented in supplementary Agreements which will form Schedules to this Agreement. Examples of such collaborations include:

- the establishment of a staff or student exchange programme. The arrangements, agreed between the two institutions to govern any exchange programme shall be

  
Institute of Technology & Science  
G. T. Road, Mohan Nagar,  
Ghaziabad-201007

codified in a Schedule to this Agreement. Neither institution is expected to be liable for significant additional costs as a result of introducing such a programme.

- the development of a collaborative programme which leads to an award of one or both of the partners. Such a programme would be subject to each partner's quality assurance procedures for the approval and review and re-approval of collaborative programmes offered with an international partner. Each collaborative programme approved in this way shall be subject to a separate Agreement which must be approved by the appropriate authorities and signed by the Chief Executive of each institution. Such an Agreement shall form a schedule to this Agreement.

5. **Intellectual Property Rights**

All Intellectual Property already vested in a party and used in connection with this Agreement shall remain vested in the party introducing it. This shall include, for example, any programme or module documentation made available by either party to the other.

Ownership and commercial exploitation of Intellectual Property created during the course of this Agreement will be by mutual agreement on fair and reasonable terms to be agreed.

6. **Implementation**

This Agreement shall have effect for three years from [month] [year], after which time the two parties may renew it by an exchange of letters. Each institution will inform the other of similar Agreements held with other parties.

7. **Termination**

The Agreement may be terminated at any time by either institution, provided written notice is given and a period of six months allowed for the conclusion of any activities already underway.

8. **Governing Law**

This Agreement is governed by English law and the Parties submit to the exclusive jurisdiction of the English courts

Signed on behalf of Birmingham City University, United Kingdom

Cheryl Bradburn 09.07.2013  
[Title] Deputy International Office [Date]

Signed on behalf of ITS, Ghaziabad, India

A. K. Puri  
Director General 09.07.2013  
[Title] [Date]

Dr. A. K. PURI  
DIRECTOR GENERAL  
Institute of Technology & Science  
Mohan Nagar, Ghaziabad

✓  
Institute of Technology & Science  
Mohan Nagar, Ghaziabad

Memorandum of Understanding

Between

I.T.S Management & IT Institute, Ghaziabad, India

And

STI Education (the Oversees Partner)

For Student/Faculty exchanges & joint Research, I.T.S Management and IT Institute, Ghaziabad, India and STI Education (the Oversees Partner) agree to formally establish the collaborative relationship under the principles of equality and mutual benefit. The scope of agreement covers following:

**Broad Objective**

The two parties conclude this agreement with the aim of establishing and developing contact in the areas of academic development, student development & research, exploring the possibility of running joint academic programs, research events, consultancy assignments, organizing educational tours. etc.

**Scope of the agreement**

The scope of agreement covers following:

**1. Student Exchange Programs**

Above institutions shall actively cooperate to drive, explore and participate in several student exchange programs announced from time to time by the participating partner institutions of the MOU.

**2. Faculty Exchange Programs**

Above institutions shall actively cooperate to drive, explore and participate in several opportunities which may arise for academic and research work through faculty exchange from time to time between the participating partner institutions of this MOU.

Institute of Technology & Science  
at Road, Patna Nagar,  
Ghaziabad-201007

### 3. Joint Researchers in diverse areas of interest

Above institutions shall actively cooperate to drive, explore and participate in joint research projects, collaborative industry trainings in India and abroad, distance teaching activities and so forth with the purpose of promoting research, industry knowledge, enterprise skills creation and enterprise training. In order to enhance the cooperation achievements the research areas will be jointly explored for mutual benefit.

### Future Collaborative Efforts

Above organizations will continuously explore the possibilities of enhancement of future collaborations in the areas of student's internship, consulting assignments and other possible areas of collaborations.

### Effective Period of the Memorandum

This cooperation agreement shall become effective as soon as the authorized representatives of all sides agree on it. In case that nay party wants to terminate the agreement, a written declaration shall be issued in advance one year prior to the termination date. There will be two copies of this memorandum equally valid, one for each party, effective from its dates of signing



(Authorized Signatory)  
Dr. A K Puri  
Director General  
I.T.S Management & IT Institute  
GT Road, Mohan Nagar  
Ghaziabad, India

Date: 10<sup>th</sup> August 2011



(Authorized Signatory)  
Josephine Su  
MD STI Education  
(Oversees Partner)  
Room (7), Block (4), Myanmar Info-Tech  
Hlaing Campus, Hlaing Township  
Yangon, Myanmar  
Tel: 95-1-507046, 50708, 507151, 507152



Indicating the date of signing  
of the Memorandum of Understanding  
between the two parties



## Faculty List

**INSTITUTE OF TECHNOLOGY & SCIENCE**  
**MOHAN NAGAR GHAZIABAD**  
**FACULTY LIST 2012-13**

S.No.	Name of the Teaching Faculty	Designation	Qualification			D.O.B	Date of Joining	Experience		
			U.G.	P.G.	Doctorate			Teaching	Industry	Research
1	V K SURI	Professor	B.E.	M.Tech, MBA, PGDMM		12.06.1949	06.07.2009		38 Years	
2	V N SRIVASTAVA	Professor	B.Sc. Hons	MBA	Ph.D.	01.01.1957		16 Years	15 Years	
3	A.R.MISHRA	Asstt. Professor	B.Sc	MBA		28.02.1969	12.01.2004	14.5 Years		
4	ANUSHA AGARWAL	Asstt. Professor	BBM	PGDM, MA(Eco)	Ph.D.	01.10.1976	02.07.2007	12 Years		
5	CHARU CHAUDHARY	Asstt. Professor	B.Sc.	MBA	Ph.D.	21.02.1980	02.07.2007	08 Years	01 Year	
6	DHRUVA KR. PANDEY	Asstt. Professor	BA, LLB	MBA UPSLET		20.01.1972	01.02.2005	11 Years	3 Years	
7	DURBA ROY	Asstt. Professor	B.Com (Hons)	MBA		24.07.1972	01.03.2006	4 Years	14 Years	
8	DUSHYANT TYAGI	Asstt. Professor	B.Sc.	M.Sc., M.Phil	Ph.D.	02.03.1982	01.08.2009	4 Years		
9	MUKESH PORWAL	Asstt. Professor	B.Sc.	M.B.A.	Ph.D.	17.02.1973	08.10.2007	8 Years	05 Years	02 Years
10	NEHA P SHROTRIYA	Asstt. Professor	B.Com	MBA, M.Phil		19.12.1982	01.07.2009	6 Years	6 Months	
11	RASHMI MALHOTRA	Asstt. Professor	B.Com	PGDBM		05.01.1981	01.07.2009	5 Years		
12	S.BHATTACHARYA	Asstt. Professor	B.A. (Eco.) Hons.	M.A., MBA	Ph.D.	06.01.1971	02.02.2002	8 Years	3 Years	
13	SHALINI SINGH	Asstt. Professor	B.Com	MBA		29.09.1978	09.07.2009	8 Years	2 Months	
14	VINITA SRIVASTAVA	Asstt. Professor	Instrumentation	MBA	-	20.08.1976	14.07.2008	4 years	4 years	-
15	VIDUSHI SINGH	Asstt. Professor	B.Sc.	M.Sc.		20.04.1977	03.07.2008	7.11 Years		
16	BHAWNA BHARDWAJ	Asstt. Professor	B.Sc	M.Sc		14.12.1974	16.02.2006	5.3 Years		
17	MANOJ KUMAR	Asstt. Professor	B.Sc	M.P.C.		13.06.1974	01.08.2008	8.2 Years		
18	PAWAN KUMAR	Asstt. Professor	BCA	MBA		12.07.1985	20.08.2008	1 Year		
19	SUBROSEN GUPTA	Asstt. Professor	B.Com	PGDPM, MA, M.Com		08.10.1978	06.07.2009	2.2 Months		
20	SARBJIT KAUR	Asstt. Professor	B.Com	M.Com		21.08.1971	09.07.2010	3.5 Years	2 Years	
21	YOGITA CHAUHAN	Asstt. Professor	B.Sc	MCA		12.06.1984	01.07.2009	5 Years		
22	NANCY SHARMA	Asstt. Professor	B.C.A	MCS, PGDIBO		09.05.2008	24.07.2006	6.10 Years	2 Months	

23	ABHINAV KATARIA	Asstt. Professor	B.Com	MFA. CFA		11.09.1986	01.07.2010	2.11 Years		
24	VIJESH JAIN	Associate Professor	B.E (HONS )	MIB		06.05.1963	01.10.2011	5 Years	4.5 Years	
25	NITIN SAXENA	Asstt. Professor	B.Com	MBA		21.10.1981	03.07.2009	2.5 Years		
26	GOVIND NATH SRIVASTAVA	Asstt. Professor	B.Sc	MBA		01.08.1977	02.03.2009	4.5 Years		
27	S. J. RAO	Asstt. Professor	B.Sc (Hons)	M.Sc	Ph.D.	22.08.1947	02.07.2009	2.5 Years	4 Years	
28	SWATI SINGH	Asstt. Professor	B.A. (Hons)	PGDM		20.12.1978	27.06.2009	1.5 Years		
29	VINOD TEJWANI	Asstt. Professor	B.Com	PGDM		20.04.1977	03.07.2008	7.11 Years		
30	SONALI ROHILLA	Asstt. Professor	BCA	MCA		05.04.1981	18.08.2008	5.9 Years		
31	SANJAY SHARMA	Asstt. Professor	B.Sc	M.Sc		18.07.1967	05.08.2008	15.10 Years		
32	ASHUTOSH SHARMA	Asstt. Professor	B.Sc	M.Sc, M.Phil		03.06.1982	15.07.2009	1.10 Years		

**INSTITUTE OF TECHNOLOGY & SCIENCE  
MOHAN NAGAR GHAZIABAD  
FACULTY LIST 2013-14**

S.No.	Name of the Teaching Faculty	Designation	Qualification			D.O.B	Date of Joining	Experience		
			U.G.	P.G.	Doctorate			Teaching	Industry	Research
1	A.R.MISHRA	Asstt. Professor	B.Sc	MBA		28.02.1969	12.01.2004	15.5 Years		
2	ANUSHA AGARWAL	Asstt. Professor	BBM	PGDM, MA(Eco)	Ph.D.	01.10.1976	02.07.2007	13 Years		
3	CHARU CHAUDHARY	Asstt. Professor	B.Sc.	MBA	Ph.D.	21.02.1980	02.07.2007	09 Years	01 Year	
4	DHRUVA KR. PANDEY	Asstt. Professor	BA, LLB	MBA UPSLET		20.01.1972	01.02.2005	12 Years	3 Years	
5	DUSHYANT TYAGI	Asstt. Professor	B.Sc.	M.Sc., M.Phil	Ph.D.	02.03.1982	01.08.2009	5 Years		
6	MUKESH PORWAL	Asstt. Professor	B.Sc.	M.B.A.	Ph.D.	17.02.1973	08.10.2007	9 Years	05 Years	02 Years
7	NEHA P SHROTRIYA	Asstt. Professor	B.Com	MBA, M.Phil		19.12.1982	01.07.2009	7 Years	6 Months	
8	S.BHATTACHARYA	Asstt. Professor	B.A. (Eco.) Hons.	M.A., MBA	Ph.D.	06.01.1971	02.02.2002	9 Years	3 Years	
9	VINITA SRIVASTAVA	Asstt. Professor	Institution	MBA	-	20.08.1976	14.07.2008	5 years	4 years	-
10	VIDUSHI SINGH	Asstt. Professor	B.Sc.	M.Sc.	Ph.D.	20.04.1977	03.07.2008	8.11 Years		
11	BHAWNA BHARDWAJ	Asstt. Professor	B.Sc	M.Sc		14.12.1974	16.02.2006	6.3 Years		
12	MANOJ KUMAR	Asstt. Professor	B.Sc	M.P.C.	Ph.D.	13.06.1974	01.08.2008	9.2 Years		
13	PAWAN KUMAR	Asstt. Professor	BCA	MBA		12.07.1985	20.08.2008	2 Year		
14	SUBROSEN GUPTA	Asstt. Professor	B.Com	PGDPM, MA,		08.10.1978	06.07.2009	3.2 Months		

				M.Com						
15	SARBJIT KAUR	Asstt. Professor	B.Com	M.Com		21.08.1971	09.07.2010	4.5 Years	2 Years	
16	ABHINAV KATARIA	Asstt. Professor	B.Com	MFA. CFA		11.09.1986	01.07.2010	3.11 Years		
17	SANJAY SHARMA	Asstt. Professor	B.Sc	M.Sc		18.07.1967	05.08.2008	16.10 Years		
18	ASHUTOSH SHARMA	Asstt. Professor	B.Sc	M.Sc, M.Phil		03.06.1982	15.07.2009	2.10 Years		
19	MAMTA SALUJA	Asstt. Professor	BBA	PGDB M		24.07.1981	05.07.2010	5.5 Years		
20	P.U.B. RAO	Professor			Ph.D	02.01.1945	09.04.2012			
21	B.S.HOTHI	Professor & Director-Mgmt.	B.A.	M.A	Ph.D	15.05.1965		9 Years	20 Years	
22	NEETU PUROHIT	Asstt. Professor	B.Com	M.Com , CA		26.06.1978	01.06.2011	10.7 Years		
23	MOHA SAHAY	Asstt. Professor	B.A. (Hons)	MPM	Ph.D.	14.09.1974	07.12.2011	7.11 Year	1 Year	
24	GOPAL KRISHNA DWIVEDI	Asstt. Professor	B.Sc, B.Ed	M.A.		30.08.1975	14.12.2011	10.11 Years		
25	ANKUR AHUJA	Asstt. Professor	B.Com	MBA		08.05.1987	20.06.2011	3 Years	4 Months	
26	LIPIKA BOSE GOEL	Asstt. Professor	B.Tech	MBA		22.03.1988	06.08.2013	11 Months	2.4 Years	
27	UTTAM SHARMA	Asstt. Professor	B.Sc	MBA		14.10.1975	02.05.2013	7.6 Years	6.5 Years	
28	NUPUR SIDH	Asstt. Professor	B.Sc	MBA		16.03.1987	25.08.2011	2.1 Years		
29	ARJIT TRIPATHI	Asstt. Professor	B.Com	M.Com , MBA		01.08.1985	20.06.2011	1 Year	1 Year	
30	JAYA CHANDNA	Asstt. Professor	B.A.	M.A		01.03.1973	03.12.2011	8 Years	8 Years	
31	NEHA PACHAURI	Asstt. Professor	B.Sc	PGDB M		05.07.1982	21.11.2011	5 Years		
32	GAURI MADAN	Asstt. Professor	BBA	PGDC A		16.12.1980	23.11.2011	10 Years	10 Years	

**Institute of technology & Science**  
**Mohan Nagar Ghaziabad**  
**FACULTY LIST 2014-15**

S.N o.	Name of the Teaching Faculty	Designation	Qualification			D.O.B	Date of Joining	Teaching Experience			
			U.G.	P.G.	Doctorate			Before I.T.S	In I.T.S	Industry	Research
1	Dr. SAPNA RAKESH	Director-Mgmt. & Professor	B.A. 1993	M.B.A. 1995	Ph.D	6/3/1973	19.08.2014	13 Year	0.5	2 Year	
2	Dr. CHARU CHAUDHARY	Asstt. Professor	B.Sc.(2000)	MBA (2002)	Ph.D.	21.02.1980	02.07.2007	3.5 Years	7.5 Years	10 months	3 Years
3	Dr. DUSHYANT TYAGI	Asstt. Professor	B.Sc.(2003)	M.Sc. (2005), M.Phil (2006)	Ph.D	02.03.1982	01.08.2009	1.6 Years	5.5 Years		3 Years

4	GOPAL KRISHNA DWIVEDI	Assistant Professor	B.Sc.(1996) B.Ed.(2009)	M.A. (2006)	Ph.D. Pursuing	30.08.1975	14.12.2011	9 Years	3 Years		
5	Dr. PUB RAO	Senior Professor				02.01.1945	09.04.2012				
6	Dr. S.BHATTACHARYA	Vice Principal - U.G.	B.A. (Eco.) Hons.(1992)	M.A. - 1996 MBA - 2002 M.Phil. - 2009	Ph.D.	06.01.1971	02.12.2002		12 Years	3 Years	
7	Ms. VINITA SRIVASTAVA	Asstt. Professor	Instrumentation (1997)	MBA (1999)	Ph.D. Pursuing	20.08.1976	14.07.2008	3 Years	6.5 Years	4 years	-
8	Mr. ABHINAV KATARIA	Assistant Professor	B.Com. (Hons.) - 2007	MFA - 2009, CFA - 2009	-	11.09.1986	01.07.2010	10 Months	4.6 Years	3 months	-
9	Ms. ANUJA ROY	Assistant Professor	B.Sc. (Hons) - 1998	PGDBM - 2000	-	09.12.1977	03.06.2013	3 Years	1.6 Years	7 Years	
10	Mr. ASHUTOSH SHARMA	Assistant Professor	B.Sc. - 2003	M.Sc. - 2006 M.Phil - 2008	-	03.06.1982	15.07.2009	NIL	5.5 Years		
11	Ms. BHAVNA BHARDWAJ	Asst. Professor	B.Sc. - 1995	M.Sc. - 1997, MBA - 2010 LLB. - 2002 LLM. - 2005	-	14.12.1974	16.02.2006	NIL	8.7 Years	1 Year	
12	Ms. MAMTA SALUJA	Assistant Professor	BBA - 2002	PGDBM - 2005	-	24.07.1981	05.07.2010	NIL	4.5 Years	4.9 Years	
13	Dr. MANOJ KUMAR	Assistant Professor	B.Sc. - 1996	M.A. - 2001 M.P.A., DPM - 2005, MBA - 2011	Ph.D.	13.06.1974	01.08.2008	6.4 Years	6.5 Years	6 Years	-
14	Mr. PAWAN KUMAR	Assistant Professor	BCA - 2005	MBA - 2008	-	12.07.1985	20.08.2008	NIL	6.4 Years	1 Year	-
15	Mr. SUBHROSE N GUPTA	Assistant Professor	B.Com. - 2000	M.A. - 2006 M.Com - 2004 PGDPM - 2006	-	08.10.1978	06.07.2009	1 Year	5.5 Years		
16	Ms. AKANSHA GUPTA	Assistant Professor	BSW - 2003	MBA - 2005	-	18.03.1983	03.02.2014	4 Years	11 Months	1 Year	
17	Ms. PRIYANKA SADHNA	Assistant Professor	B.Com.	MBA (IB)		18.04.1985	21.07.2014	3.9 Years	5 Months		
18	Dr. DHRUVA KR. PANDEY	Associate Professor	BA (1994), LLB (1997)	MBA (2000) UPSLET (2002)	Ph.D.	20.01.1972	01.02.2005	4.5 Years	9.11 Years	3 Years	2 Years



19	Dr. MUKESH PORWAL	Asstt. Professor	B.Sc.(1995)	M.B.A. (1999)	Ph.D.	17.02.1972	08.10.2007	6.3 Years	7.2 Years	4.5 Years	
20	Ms. NEETU PUROHIT	Asstt. Professor	B.Com(H) (1998), B.Ed.(2001)	M.Com (2006), CA (2006)	Ph.D. Pursuing	26.06.1978	01.06.2011	8 Years	3.6 Years		
21	Mr. A.R.MISHRA	Associate Professor	B.Sc	MBA	Ph.D. Pursuing	28.02.1969	12.01.2004	15.3 Years	-	-	
22	Mr. SANJAY SHARMA	Asst. Professor	0	M.Sc., PGDCT A MCA	-	18.07.1967	05.08.2008	17.1 years	-	-	
23	MS. JAYA CHANDNA	Asst. Professor	B.A.	M.A	M.Phil	01.03.1973	03.12.2011	9 Years		8 Year	
24	MS. GAURI MADAN	Asst. Professor	B.B.A	PGDM	-	16.12.1980	23.11.2011	10 Year		5 Year	
25	MS. NEHA SHROTRIYA	Asst. Professor	B.Com	MBA	M.Phil	19.12.1982	23.11.2011	3 Years		7 Year	
26	MS. ANJU TYAGI	Asst. Professor		PGDM	-	25.11.1986	19.03.2012	2 Year			
27	MR. SIDDHARTH JAIN	Asst. Professor		MBA	-	10.02.1985	01.10.2012	2 Year			
28	MR. ANIL PANDEY	Asst. Professor	B.A	MBA		21.02.1971		1 Year		14 Year	

### Annexure-3

#### FDP attended by Faculty 2012-2013

S. No.	Name of Faculty	Date	FDP On	Name of Institute, University and Location
1	Prof. Mukesh Porwal	21 <sup>st</sup> November, 2012	"Launching Intensive Programme"	National Entrepreneurship Network (NEN) at Apeejay College of Management, Delhi.
2	Dr. V.N. Bajapi	08 <sup>th</sup> May, 2013	FDP "Improving Learning Effectiveness via Business Simulation"	Amity University, Noida
3	Prof. Abhinav P. Tripathi	08 <sup>th</sup> May, 2013	FDP "Improving Learning Effectiveness via Business Simulation"	Amity University, Noida
4	Prof. A. R. Mishra	08 <sup>th</sup> May, 2013	FDP "Improving Learning Effectiveness via Business Simulation"	Amity University, Noida
5	Prof. Mayank Kumar	08 <sup>th</sup> May, 2013	FDP "Improving Learning Effectiveness via Business Simulation"	Amity University, Noida
6	Prof. Anusha Agarwal	15 <sup>th</sup> May, 2013	FDP on "Enhancing Teaching Skills of Faculty Members in the area of Banking, Financial Services and Personal Wealth Management"	FORE School of Management, New Delhi.
7	Prof. Neetu Purohit	15 <sup>th</sup> May, 2013	FDP on "Enhancing Teaching Skills of Faculty Members in the area of Banking, Financial Services and Personal Wealth Management"	FORE School of Management, New Delhi.
8	Prof. Mayank	15 <sup>th</sup> May, 2013	FDP on "Enhancing	FORE School of

	Kumar		Teaching Skills of Faculty Members in the area of Banking, Financial Services and Personal Wealth Management"	Management, New Delhi.
9	Prof. Shikha Arora	23 <sup>rd</sup> -24 <sup>th</sup> May, 2013	FDP on "Psychometric Testing and its Applications"	FORE School of Management, New Delhi.
10	Dr. Charu Chaudhry	23 <sup>rd</sup> -24 <sup>th</sup> May, 2013	FDP on "Psychometric Testing and its Applications"	FORE School of Management, New Delhi.
11	Prof. D.K.Pandey	23 <sup>rd</sup> -24 <sup>th</sup> May, 2013	FDP on "Psychometric Testing and its Applications"	FORE School of Management, New Delhi.
12	Dr. S.Bhattacharya	03 <sup>rd</sup> June, 2013	FDP on "Advertising and Integrated Marketing Communication (IMC) Teaching Techniques"	FORE School of Management, New Delhi.

**FDP attended by Faculty  
(2013-14)**

<b>S. No.</b>	<b>Name of Faculty</b>	<b>Date</b>	<b>Topic</b>	<b>Name of Institute, University and Location</b>
1	Dr. Anusha Agarwal	29 <sup>th</sup> & 30 <sup>th</sup> May, 2014	FDP on "Enhancing Teaching Skills of Finance Faculty in the Area of Banking, Financial Services, Risk Management & Wealth Management"	FORE School of Management, Delhi
2	Dr. Puneet Mohan Prof. D. K. Pandey Prof. Shikha Arora Dr. Mona Sahay	20 <sup>th</sup> June, 2013	Future of HR	Mr. Rajeev Gupta, Associate Vice President- HR, Kajaria Ceramics Ltd, & Dr. Sunita chug, Director Extra mile, Management consulting
3	Dr. Ragavendra Dwivedi	17 <sup>th</sup> to 29 <sup>th</sup> June, 2013	FDP on "Research Methods and Data Analysis tools"	IMS Unison University, Dehradun
4	Dr. Pankaj Kumar	07 <sup>th</sup> – 10 <sup>th</sup> October, 2013	FDP attended as a resource person title ""Demystifying	Malviya National Institute of Technology (MNIT) Jaipur

			Derivatives”	
5	Dr. Ragavendra Dwivedi	07 <sup>th</sup> – 10 <sup>th</sup> October, 2013	FDP on “Case Based Learning in Business & Management”	IIT, Roorkee, Uttarakhand
6	Dr V N Bajpai	22 <sup>nd</sup> -26 <sup>th</sup> October, 2013	FDP on “Inorganic Growth	BIMTECH, Greater Noida
7	Prof. Lalit Kumar Sharma	12 <sup>th</sup> December 2013	One day Faculty Development Program (FDP) on the topic “Case Method of Teaching”	NIFTEM (Ministry of Food Processing, Govt of India), Sonipat, Haryana
8	Prof. Abhinav P. Tripathi	13 <sup>th</sup> to 15 <sup>th</sup> December, 2013	Three days: Faculty Development Program” on the topic “Ms-Excel and SPSS/PASW Data Analysis & Research”	BVIMR – New Delhi.
9	Dr. Raghvendra Dwivedi & Dr. Anusha Agarwal	29 <sup>th</sup> & 30 <sup>th</sup> May, 2014	FDP on “Enhancing Teaching Skills of Finance Faculty in the Area of Banking, Financial Services, Risk Management & Wealth Management”	FORE School of Management, Delhi
10	Prof. Lalit Kumar Sharma Prof. Neetu Purohit Dr. Abhinav P. Tripathi Prof. Shikha Arora Dr. Pankaj Kumar Prof. Nitin Saxena Prof. Vinita Srivastava Dr. Anusha Agarwal	28 <sup>th</sup> & 29 <sup>th</sup> April, 2014	“Xcel with MsExcel”	Prof. Kapil Mohan Garg, Assistant Professor, Department of Management, Institute of Technology & Science, Ghaziabad
11	Prof. Lalit Kumar Sharma Dr. Abhinav P. Tripathi Prof. Vinita Srivastava Prof. Vijesh Jain Dr. Mukesh Porwal	26 <sup>th</sup> May, 2014	“SAP in Sales and Distribution”.	Mr Sanjeev Sharma, Consultant, IBM Technologies, Gurgaon
12	Dr. Puneet Mohan Prof. D. K. Pandey Prof. Shikha Arora Dr. Mona Sahay	09 <sup>th</sup> , 10 <sup>th</sup> & 11 <sup>th</sup> June, 2014	“Experiential Pedagogy in HR & OB”	Dr. Anil Anand Pathak, Associate Professor, MDI, Gurgaon.

13	Prof. Nitin Saxena Prof. Neetu Purohit Prof. Sumit Gulati Dr. Anusha Agarwal Dr. Raghvendra Dwivedi	19 <sup>th</sup> , 20 <sup>th</sup> & 21 <sup>st</sup> June, 2014	“Deliverables in Finance”	1. CA- Mr. Mukesh Arora 2. Mr. Kapil Kalra, 3. Dr. Manipadma Datta, HOD and Professor, Department of Business Sustainability, Teri University 4. Mr. Kapil Gupta, VP, YES Bank
14	Prof. Lalit Kumar Sharma Dr. Abhinav P. Tripathi Prof. Vinita Srivastava Prof. Vijesh Jain Dr. Mukesh Porwal	20 <sup>th</sup> June, 2014.	“India 2020: Readiness for Cutting EDG/ Secretary Marketing”	Internal Faculty members (ITS)
15	Prof. Lalit Kumar Sharma Dr. Abhinav P. Tripathi Prof. Vinita Srivastava Prof. Vijesh Jain Dr. Mukesh Porwal Prof. G. N. Srivastava	21 <sup>st</sup> June, 2014	“Digital Marketing System”	Mr. Darpan Majumdar Head of Strategy at Systematix Infotech India and operational head Hopskot

**FDP attended by Faculty  
(2014-15)**

1	Dr. Raghvendra Dwivedi	22 <sup>th</sup> November 2014	Attended FDP for Management Teachers on ‘Developing & Teaching of Business Cases’	Vidya Business School, Meerut
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### Seminar / Conference Attended by Faculty Members ( 2012 – 2013)

S.No.	Programme Details	Programme Date	Name of nominating faculty
1	EURAM Conference 2012, Rotterdam Business School, Netherlands	6 <sup>th</sup> , 7 <sup>th</sup> & 8 <sup>th</sup> June 2012	Prof. Vijesh Jain
2	National Conference on Marketing in Innovations & Challenges in Turbulent Times at ITS, Mohan Nagar	2 <sup>nd</sup> – 3 <sup>rd</sup> November, 2012	Prof. A. R. Mishra
3	'BFSCON' International Conference on "Banking & Finance" at IMI, New Delhi	13 <sup>th</sup> , 14 <sup>th</sup> & 15 <sup>th</sup> December, 2012	Prof. Anusha Agarwal & Dr. Charu Chaudhry
4	VII International Symposium on "Optimization & Statistics ", Department of Statistics & Operation Research, Aligarh Muslim University, Aligarh	21 <sup>st</sup> December, 2012	Prof. Dushyant Tyagi
5	International Seminar on Rural innovation Building, KnowleDG/ Secretary Management, Entrepreneurship & Technology conducted by IMT Ghaziabad and University of Sussex, UK	02 <sup>nd</sup> – 03 <sup>rd</sup> January, 2013	Prof. C. K. Sabharwal
6	12 <sup>th</sup> International conference on "Global Contemporary Issues, Innovations & Future Challenges in Business, IT & Management" organized by RDA, Jaipur	05 <sup>th</sup> – 06 <sup>th</sup> January, 2013	Prof. Sumit Gulati Prof. Nitin Saxena
7	12 <sup>th</sup> International conference on "Global Contemporary Issues, Innovations & Future Challenges in Business, IT & Management" organized by RDA, Jaipur	05 <sup>th</sup> – 06 <sup>th</sup> January, 2013	Prof. Neetu Purohit Prof. Anusha Agarwal
8	12 <sup>th</sup> International conference on "Global Contemporary Issues, Innovations & Future Challenges in Business, IT & Management" organized by RDA, Jaipur	05 <sup>th</sup> – 06 <sup>th</sup> January, 2013	Prof. Nitin Saxena Prof. Sumit Gulati
9	12 <sup>th</sup> International conference on "Global Contemporary Issues, Innovations & Future Challenges in Business, IT & Management"	05 <sup>th</sup> – 06 <sup>th</sup> January, 2013	Mr. Piyush Kumar Srivastava Prof. Anusha Agarwal

	organized by RDA, Jaipur		
10	Attended National Seminar on "Recent Trends in Commerce and Management" at Atal Bihari Vajpayee Govt. Arts & Commerce College, Indore	16-18 February, 2013	Dr. Mukesh Porwal
11	Ad:Tech 2013: Conference on "Digital Marketing and Networking Conference" at Leela Kempinsky, Gurgaon	20-22 February, 2013	Prof. Vinita Srivastava
12	National Seminar on "Challenges to Inclusive Growth: The Way Forward" at ICSSR-NWRC and organized by Dev Samaj College for Women, Chandigarh.	1st March, 2013	Prof. D. K.Pandey
13	International conference on "STRATEGIC ALLIANCE FOR GLOBAL TRADE" organized by BRICS Chamber of Commerce & Industry at The Taj Mahal Hotel, ND	22 <sup>nd</sup> March, 2013	Prof. Abhinav P. Tripathi
14	MART & RMAI organized a 20th Anniversary Conference on "Rural Small Town India" at India Habitat Center, ND	12 <sup>th</sup> April, 2013	Prof. C. K. Sabharwal

#### **Seminar / Conference Attended By Faculty Members-2013-2014**

<b>S.No.</b>	<b>Programme Details</b>	<b>Programme Date</b>	<b>Name of nominating faculty</b>
1	13th International Conference on "Emerging Trends, Challenges, & Opportunities in Global Business, Management, Tourism & Information technology" at Research Development Research Foundation, Jaipur organized conference at GOA	28 & 29 September, 2013	Prof. Nitin Saxena
2	13th International Conference on "Emerging Trends, Challenges, & Opportunities in Global Business, Management, Tourism & Information technology" at Research Development Research Foundation, Jaipur organized conference at GOA	28 & 29 September, 2013	Prof. Sumit Gulati
3	Attended Conference topic, "Creating and sustaining institutions : The India experience"	2 <sup>nd</sup> – 3 <sup>rd</sup> October, 2013	Dr.Mukesh Porwal
4	National Conference on Emerging Trends in Engineering & Sciences (ETES-2013) at Gurukul Kangri University, Haridwar (Uttarakhand)	09-10. November, 2013	Prof. Dushyant Tyagi
5	Attended & Co chaired International	30 <sup>th</sup> November,	Prof. Gopal Krishan

	Conference on 'Reinventing Management Strategy: The Design for Future' at IMS, Ghaziabad	2013	Dwivedi
6	Attended Conference topic, "Creating and sustaining institutions : The India experience"	2 <sup>nd</sup> – 3 <sup>rd</sup> October, 2013	Dr. Mukesh Porwal
7	Attended & Co chaired International Conference on 'Reinventing Management Strategy: The Design for Future' at IMS, Ghaziabad	30 <sup>th</sup> November, 2013	Prof. Gopal Krishan Dwivedi
8	Attended & Research paper presented by management faculty in the International conference on "Issues on Development, Well being and Livelihood" at Department of Economics, University of Bardwan	17-18 January, 2014	Dr. Pankaj Kumar
9	Attended & Paper Presentation by management faculty in the "IV National Conference on Statistical Inference, Sampling Techniques and Related Areas" at Department of Statistics & Operation Research, Aligarh Muslim University, Aligarh.	18th – 19th February, 2014	Prof. Dushyant Tyagi
10	Attended a National Seminar at Dewan Institute of Management, Meerut	18th January, 2014	Dr. Raghvendra Dwivedi
11	Attending conference on "Developing competition advance for SMEs through ethics business practices"	26 <sup>th</sup> February, 2014	Dr. V. K. Arora
12	Attended one day National Conference on Topic "Social Entrepreneurship" organized by World Association for Small and Medium Enterprises (WASME), Noida.	1 <sup>th</sup> March 2014	Prof. Lalit Kumar Sharma and Prof. A.P. Tripathi along with six MBA Students from ITS, Mohan Nagar, Ghaziabad
13	Attended National Seminar on "Indirect Taxes: Need For Change And Its Impact On Society With Reference To Goods And Services Tax" Organized by IPEM Group Of Institutions, Ghaziabad.	5 <sup>th</sup> April, 2014	Dr. Raghvendra Dwivedi



### Seminar / Conference Attended by Faculty Members (2014-15)

1	39th Annual Macromarketing Conference "Macromarketing and the Crisis of the Social Imagination at University of London.	01st to 07th July, 2014	Prof. Vinita Srivastava
2	Attended three-day 59 <sup>th</sup> All India English Teachers' Conference held on 19 <sup>th</sup> , 20 <sup>th</sup> and 21 <sup>st</sup> December, 2014 at Kota, Rajasthan organized by the Association for English Studies of India (AESI) in collaboration with Rajasthan Technical University.	19 <sup>th</sup> , 20 <sup>th</sup> and 21 <sup>st</sup> December, 2014	Prof. Gopal Krishna Dwivedi

### Faculty Development Programme (FDPs) organised July 2011 to June 2012

S. No.	Date	Topic	Expert	Coordinator
1	01 <sup>st</sup> – 2 <sup>nd</sup> July 2011	Trends and Advances in Finance	Dr. K.B.Singh, Associate Professor Birla Institute of Technology, Mesra Prof Vinay Dutta Professor (Finance) Fore School of Management	Prof. Anusha Agarwal & Prof Nitin Saxena
2	12 <sup>th</sup> – November 2011	Towards Excellence	Mr. M P. Gupta Chairman and Executive Director of GHRDC	Prof. Vinita Srivastava
3	22 <sup>nd</sup> – 24 <sup>th</sup> December 2011	Methodology & Statistical Techniques through SPSS for Management Research	Dr M L Singla (FMS, New Delhi) Dr Sanjay Rastogi (IIFT, New Delhi) Dr K D Gaur (Ex Director and Currently Consultant, ICSSR, Ministry of HRD, Government of India) including ITS faculty: Dr Sapna Rakesh Dr. Vikas Saxena Prof Lalit Kr Sharma Prof Dushyant Tyagi Prof A R Mishra	Dr. Vikas Saxena Prof Dushyant Tyagi
4	15 <sup>th</sup> May, 2012	Enterprise Risk Management	Dr. D.N.Pandey, Professor & Executive Director, Centre for Applied Finance at O P Jindal Global	Prof. Anusha Agarwal

			University	
5	29 <sup>th</sup> May, 2012	International Teaching Practices	Mr. David Wittenberg, CEO, The Innovation Workgroup	Prof. Vinita Srivastava
6	1 <sup>st</sup> June, 2012	Case Writing	Dr. Mukesh Pandey, Associate Professor College of Agribusiness Management, Pantnagar University, Uttarakhand and Dr. A.K.Puri, Director General, ITS, Mohan Nagar	Prof. Anusha Agarwal
7	2 <sup>nd</sup> June 2012	Sales and Distribution Management & Strategic Brand Managements	Dr. U.V Singh, Senior Management consultant, Mr. S.P Kalra, Ex General Manager, Singer sewing Machines and Mr. Amit Doshi, Executive Director- Corporate Affairs Hitachi Home Life Solutions, Ahmadabad	Prof. C. K. Sabharwal, Prof. Mukesh Porwal and Prof. Swati Singh
8	4 <sup>th</sup> – 5 <sup>th</sup> June 2012	Emotional Intelligence (Batch II)	Dr. P.U.B.Rao, ITS, Mohan Nagar	Prof. Charu Chaudhry

**Faculty Development Programme (FDPs) organised  
July 2012 to June 2013**

S. No.	Date	Topic	Speaker	Coordinator
1	14th August 2012	Securitization (Finance)	Dr. A. K. Puri, DG/ SECRETARY, ITS, Mohan Nagar	Prof. Anusha Agarwal
2	30th April, 2013 to 03rd May, 2013	Data Analysis and Research Report Writing using Excel and SPSS	Dr. Pankaj Kumar, Associate Professor (Economics), ITS, Mohan Nagar	Prof. D.K. Pandey
3	04th May, 2013	Competency Mapping and Assessment Centre	Mr. Y N Kaushal, Director of Enablers' Management Institute.	Dr. P. U. B. Rao Prof. D. K. Pandey Dr. Charu Chaudhry
4	06th – 07th May, 2013	Future of Marketing	(1)Mr. Ajay Duggal, Ex-GM, Berling Chemine, New Delhi (2)Mr Vikash Bagga, Ex Head-Marketing, Tata	Prof. C. K. Sabharwal & Dr. Mukesh Porwal

			AIG, New Delhi (3)Mr Sanjeev Shukla and (4)Mr B D Nathani, CEO, G & D Shoes (Disney), New Delhi	
5	17th May, 2013	Future of Finance	Dr. Alok Pandey, Professor, IMT Business School	Dr. Charu Chaudhry & Prof. D. K. Pandey
6	17th May, 2013	"Interactive Board Training Session Details"	Prof. Smita Kansal & Mr. K. P. Tomar	Prof. D. K. Pandey
7	27th May, 2013	Futuristic Learning in Economics, Market Research & Global Business"	Prof. V.K. Arora, ITS Prof. Dushyant Tyagi, ITS Prof. A . R. Mishra, ITS Prof. Vijesh Jain, ITS Prof. Pankaj Kumar, ITS	Dr. Charu Chaudhry & Prof. D. K. Pandey
8	20th June, 2013	Future of HR	Mr. Rajeev Gupta, Associate Vice President-HR, Kajaria Ceramics Ltd, & Dr. Sunita chug, Director Extra mile, Management consulting	Dr. Charu Chaudhry & Dr. Puneet Mohan

**FDP organized: July 2013 to June 2014**

<b>S. No.</b>	<b>Date</b>	<b>Topic</b>	<b>Speaker</b>	<b>Coordinator</b>
1	28 <sup>th</sup> & 29 <sup>th</sup> April, 2014	"Xcel with MsExcel"	Prof. Kapil Mohan Garg, Assistant Professor, Department of Management, Institute of Technology & Science, Ghaziabad	Prof. Kapil Mohan Garg, Assistant Professor, Department of Management, Institute of Technology & Science, Ghaziabad
2	26 <sup>th</sup> May, 2014	"SAP in Sales and Distribution".	Mr Sanjeev Sharma, Consultant, IBM Technologies, Gurgaon	Prof. Lalit Kumar Shamra
3	09 <sup>th</sup> , 10 <sup>th</sup> & 11 <sup>th</sup> June, 2014	"Experiential Pedagogy in HR & OB"	Dr. Anil Anand Pathak, Associate Professor, MDI, Gurgaon.	Dr. P. U. B. Rao Dr. Puneet Mohan

<b>4</b>	19 <sup>th</sup> , 20 <sup>th</sup> & 21 <sup>st</sup> June, 2014	“Deliverables in Finance”	5. CA- Mr. Mukesh Arora 6. Mr. Kapil Kalra, 7. Dr. Manipadma Datta, HOD and Professor, Department of Business Sustainability, Teri University 8. Mr. Kapil Gupta, VP, YES Bank	Dr. Anusha Agarwal
<b>5</b>	20 <sup>th</sup> June, 2014.	“India 2020: Readiness for Cutting EDG/ Secretarye Marketing”	Internal Faculty members (ITS)	Dr. Mukesh Porwal
<b>6</b>	21 <sup>st</sup> June, 2014	“Digital Marketing System”	Mr. Darpan Majumdar Head of Strategy at Systematix Infotech India and operational head Hopskot (M) 91-9711200995	Prof. Abhinav P. Tripathi

**Workshop attended by faculty members : July 2012 to June 2013**

<b>S. No.</b>	<b>Name of Faculty</b>	<b>Date</b>	<b>FDP On</b>	<b>Name of Institute, University and Location</b>
1	Prof. D. K. Pandey	25th July, 2013 and 12th -14th August, 2013	Workshop on “ Outcome Based Education”	BIT, Meerut
2	All Management Faculty	3 <sup>rd</sup> November 2012	Workshop on Advance Excel	I.T.S
3	All Management Faculty	17 <sup>th</sup> November 2012	Workshop on Advance Excel	I.T.S
4	All Management Faculty	5 <sup>th</sup> January 2013	Workshop on SPSS	I.T.S
5	All Management Faculty	19 <sup>th</sup> January 2013	Workshop on SPSS	I.T.S

**Workshop attended by Faculty members: 2013-2014**

S. No.	Name of Faculty	Date	Workshop Topic	Name of Institute, University and Location
1	Prof. D. K. Pandey	25 <sup>th</sup> July, 2013 and 12 <sup>th</sup> -14 <sup>th</sup> August, 2013	Out-come Based Education	BIT, Meerut
2	Dr. Pankaj Kumar	07 <sup>th</sup> – 10 <sup>th</sup> October, 2013	FDP attended as a resource person title “Demystifying Derivatives”	Malviya National Institute of Technology (MNIT) Jaipur
3	Dr. Ragavendra Dwivedi	07 <sup>th</sup> – 10 <sup>th</sup> October, 2013	QIP on “Case Based Learning in Business & Management”	IIT, Roorkee, Uttarakhand
4	Dr V N Bajpai	22 <sup>nd</sup> -26 <sup>th</sup> October, 2013	Management Teacher Programme on “Inorganic Growth	BIMTECH, Greater Noida
5	Prof. Shikha Arora	08 <sup>th</sup> November, 2013	Workshop on ‘Talent Development and Retention’	India Habitat Centre, Lodhi Road, New Delhi
6	Prof. Gopal Krishna Dwivedi	13 <sup>th</sup> – 20 <sup>th</sup> December, 2013	Human Values and Professional Ethics	PSIT, Kanpur
7	Prof. Gopal Krishna Dwivedi	25 <sup>th</sup> December, 2013	Indispensible Tools for English Language Teaching	India Habital Centre, Lodhi Road, New Delhi - 3
8	Dr.P.U.B.Rao	13 <sup>th</sup> January 2014	Skill Development for Networking & Technology Transfer for Manufacturing Sector	Federation of Indian Export Organizations, New Delhi

**Workshop attended by Faculty members: 2014-2015**

S. No.	Name of Faculty	Date	Workshop Topic	Name of Institute, University and Location
1	Prof. Rashmi Agarwal	2 <sup>nd</sup> August 2014	CambriDG/ Secretarye English Language Assessment Workshop	The ClariDG/ Secretaryes, New Delhi

### Seminar Organized at I.T.S – July 2012 to June 2013

S.No	Date	Topic
1	15 <sup>th</sup> September 2012	HR Seminar on “Emerging Trends in HR” to be held on 15 <sup>th</sup> September 2012
2	2 <sup>nd</sup> & 3 <sup>rd</sup> November, 2012	National Conference On “Marketing Innovations & Challenges in Turbulent Times”
3	18 <sup>th</sup> – 19 <sup>th</sup> January, 2013	<i>“Emerging Challenges in Finance”</i>

### Seminar Organized at I.T.S – July 2013 to June 2014

Sr. No	Date	Level	Topic
1	20 <sup>th</sup> & 21 <sup>st</sup> September, 2013	<i>National Seminar</i>	<i>Responsive HR</i>
2	29 <sup>th</sup> & 30 <sup>th</sup> November, 2013	National Seminar	<i>The Future of Marketing: Opportunities &amp; Challenges</i>
3	7 <sup>th</sup> & 8 <sup>th</sup> February, 2014	National Seminar	<i>Managing Finance During Crisis</i>

### Seminar Organized at I.T.S – July 2014 -15

Sr. No	Date	Level	Topic
1	19 <sup>th</sup> & 20 <sup>th</sup> September, 2014	National Seminar	HR National Conference: ‘Towards A Sustainable HR Profession’
2	01 <sup>st</sup> & 02 <sup>nd</sup> November, 2014	National Conference	National Marketing Conference “India 2020: Readiness for Cutting EDG/ Secretary Marketing”

**Annexure under 3.1**  
**Academic Assessment Process**

**Annexure-1**

**Subject Details**

**PGDM (13-15) Batch**

**TRIMESTER WISE COURSE STRUCTURE**

**Course No, Subject Title, Credit, Teaching Hours**

**Trimester : 1**

- 1.1 Organisational Behaviour 3 30
- 1.2 Quantitative Techniques for Management- I 3 30
- 1.3 Marketing Management – I 3 30
- 1.4 Financial Accounting 3 30
- 1.5 IT For Managers 3 30
- 1.6 Business Communication & Written Analysis 3 30
- 1.7 Managerial Economics 3 30

**Total course credit of Trimester 1- 21 210**

10

**Trimester: 2**

- 2.1 Marketing Management II 3 30
- 2.2 Production & Operation Management 3 30
- 2.3 Quantitative Techniques for Management II 3 30
- 2.4 Economic Environment of Business 3 30
- 2.5 Cost Accounting 1.5 15
- 2.6 Financial Management I 1.5 15
- 2.7 Business Legislation 3 30
- 2.8 Information Management 3 30

**Total course credit of Trimester 2- 21 210**

**Trimester : 3**

- 3.1 Global Business Environment 3 30
- 3.2 Supply Chain Management 3 30
- 3.3 Human Resource Management 3 30
- 3.4 Financial Management II 3 30
- 3.5 Strategic Management I 3 30
- 3.6 Research Methodology 3 30
- 3.7 Soft Skills in Business I 3 30

**Total course credit of Trimester 3- 21 210**

**Trimester : 4 Compulsory Courses**

- 4.1 Strategic Management II 3 30
- 4.2 Soft Skills in Business II 3 30

Trimester :4 Elective courses

- 4.3 Elective I 3 30
- 4.4 Elective II 3 30
- 4.5 Elective III 3 30
- 4.6 Elective IV 3 30

**Total course credit of Trimester 4-18 180**

**Trimester : 5 Compulsory Courses**

- 5.1 Entrepreneurship Development 1.5 15
- 5.2 E-Business 1.5 15

Trimester : 5 Elective courses

- 5.3 Elective V 3 30
- 5.4 Elective VI 3 30
- 5.5 Elective VII 3 30
- 5.6 Elective VIII 3 30

11

**Total course credit of Trimester 5- 15 150**

**Trimester : 6 Compulsory Courses**

6.1 Corporate Governance & Business Ethics 3.0 30

6.2 Environmental Management 1.5 15

Trimester : 6 Elective courses

6.3 Elective IX 3 30

6.4 Elective X 3 30

**Total course credit of Trimester 6- 9 90**

Total Course Credit in First Year 63 630

Total Course Credit in Second Year 43.5 435

Summer Internship Project 3 –

**Total for Entire Programme 109.5, 1065****4.1 Choice of Electives/ Specialization**

Two types of specialization options are available to the students of PGDM ( 2013-15) batch, in second year of the course. Students will have liberty to choose any one option out of these two. One has to opt for total ten (10) electives in second year.

**4.1.a Major specialization:** under this option, a student has to opt for total seven (7) elective papers from any one of the specialization areas (Marketing/ Finance/ HR/ IB/ IT) during second year (IVth, Vth, & VIth Trimesters). Remaining three (3) electives can be opted from other electives. A student can opt for prescribed number of papers in any of the trimester from the list of elective papers offered in each trimester, within the format (4 papers in trimester IV, 4 papers in trimester V and 2 papers in trimester VI).

**4.1.b Dual Specialization:** Under the dual specialization option, a student has to select any two specialization areas out of the specialization areas available ((Marketing/ Finance/ HR/ IB/IT) and has to opt for five (5) elective papers from the basket of each of these two specialization areas.

**4.2 Elective/ Specialization Areas Offered**

- \_ Marketing Management
- \_ Financial Management
- \_ Human Resource Management
- \_ International Business
- \_ Information Technology

**LIST OF ELECTIVES****Marketing****Course No Title of the subject Credit**

MKT 4.1 Consumer Behaviour 3

MKT 4.2 Integrated Marketing Communication 3

MKT 4.3 Services Marketing 3

MKT 4.4 Global Marketing 3

MKT 4.5 B2B Marketing 3

MKT 5.6 Strategic Brand Management 3

MKT 5.7 Sales & Distribution Management 3

MKT 5.8 Retail Marketing 3

MKT 5.9 Customer Relationship Management 3

MKT 5.10 Rural Marketing 3

MKT 6.11 Digital & Social Media Marketing 3

MKT 6.12 Marketing Research 3

MKT 6.13 Return on Marketing Investments 3

**Human resource Management**

HR 4.1 Performance Management & Reward System 3

HR 4.2 Learning & Development 3

HR 4.3 Labour Laws 3

HR 4.4 Talent Acquisition 3

HR 5.5 Emotional Intelligence 3

HR 5.6 Organisational Development 3

HR 5.7 Organisational Leadership 3



HR 5.8 Competency Mapping 3  
HR 5.9 Industrial Relations 3  
HR 6.10 Global Human Resource Management 3  
HR 6.11 Strategic Human Resource Management 3

**Finance**

FIN 4.1 Security Analysis & Portfolio Management 3  
FIN 4.2 Merger, Acquisitions & Corporate Restructuring 3  
FIN 4.3 Management of Financial Services 3  
FIN 4.4 Personal Wealth Management 3  
FIN 5.5 International Financial Management 3  
FIN 5.6 Financial Derivatives & Risk Management 3  
FIN 5.7 Corporate Taxation 3  
FIN 5.8 Project Appraisal & Finance 3  
FIN 6.9 Insurance Management 3  
FIN 6.10 Bank Management 3

**International Business**

IB 4.1 Global Marketing 3  
IB 4.2 International Trade Procedures 3  
IB 4.3 International Trade Theories & Practices 3  
IB 4.4 Geo-political Environment of Business 3  
IB 5.5 International Financial Management 3  
IB 5.6 Cross Cultural Management 3  
IB 5.7 International Business Strategy 3  
IB 6.8 International Trading under WTO 3  
IB 6.9 International Financial Institutions 3

**Information Technology**

**Course No. Title of Subject Credit**

IT 4.1 Database Management System 3  
IT 4.2 Managing Information Technology Projects 3  
IT 4.3 Data Communication & Network 3  
IT 4.4 Enterprise Resource Planning 3  
IT 5.5 Information Security & Risk Management 3  
IT 5.6 Information Technology Infrastructure Management 3  
IT 5.7 Managing IT Enabled Services 3  
IT 5.8 Data warehousing & Data Mining 3  
IT 6.9 Business Intelligence & Business Data Modeling 3  
IT 6.10 KnowleDG/ Secretary Management 3

Course: PGDM (2013-15)

Trimester : IV

Section: A/B/C

Subject: Strategic Management

Name of Faculty: Dr B S Hothi/ Dr. V N Bajpai

**PART – I**  
**Learning Objectives**

**Objective:**

The Strategic Management course is an integrative one designed to provide students the opportunity to develop skills in identifying, analyzing, and solving problems through a variety of assignments which represent the real business world. Problems to be examined will involve a wide range of substantive ones in business, where the student is expected to consider the external implications (such as new government controls) at the same time that decisions must be formulated. While doing this, students will gain experience and confidence that will prepare them for the business world. Accordingly, students are encouraged to consider these developments in their deliberations. Students will also be required to identify and evaluate ethical consequences of strategic decisions.

**Content:**

**Unit I (8 Sessions)**

*Introduction:* Strategic management (SM) Business Policy (BP) and Business Plan; Basic concepts of SM; Impact of Globalisation and e-Com; Theories of organisational adaptation; Basic model of SM; Strategic decision making; Impact of Internet; Strategic Intent : vision, mission, objectives, goals

**Unit II (8 Sessions) Environmental Scanning**

External environment – elements, Industry analysis- IO model of superior return, Porter's 5 force model, ETOP study, strategic groups Competitive intelligence, competitor analysis  
Internal Environment:: Organisational analysis- resource-based approach; value chain analysis; core competencies, Strategic rationale for outsourcing, Strategic audit

**Unit III (8 Sessions)**

Strategy formulation: Situational analysis: SWOT analysis, TOWS Matrix; Business level strategy – Porter's generic strategies Corporate strategy- Strategies for growth and diversification, portfolio analysis - BCG matrix, GE matrix, Process of strategic planning, Corporate parenting; Functional strategy - Core competencies; Strategic choice.

**Unit IV (8 Sessions)**

*Strategy implementation and control:* Organising for action; Developing programmes, buDG/ Secretaryets and procedures; Strategy implementation through structure, values, and ideologies; McKinsey's 7s framework; Organization life cycle; Management & Control,

**Text Book:**

**Crafting & Executing Strategy, Thompson, Peteraf, Gamble, Jain, Tata Mc Grawhill.**

**SUGGESTED READINGS**

Hitt, Ireland, Hoskisson, Mainikutty, - Strategic Management, 9<sup>th</sup> Edition, Cengage Learning

1. Rao C Appa and B Parvathiswara- Strategic Management and Business Policy: text abd cases (Excel books 1<sup>st</sup> edition)
- 2.Pitts R A and Lei D- *Strategic Management: Building and Sustaining Competitive Advantage* (Vikas, 3rd edition), 2003.
- 3.Thompson A and Strickland A J- *Strategic Management: Concepts and Cases* (Tata McGraw-Hill, 2002)
4. Wheelen T L and Hunger J D- *Concepts in Strategic Management and Business Policy* (Pearson Education, 2004)
- 5.David F R- *Strategic Management: Concepts and Cases* (Pearson Education, 9th edition) 2004.
6. Vipin Gupta, Kamala Gollakota R.Srinivasan Business Policy and Strategic Management, PHI
- 7) Azhar kazmi, Business Policy
- 8) Porter M- *Competitive Strategy* (Macmillan) 1998

**Delivery:**

The course consists of both lecture sessions and case discussion every week. We will be using several articles from the business press to focus on topics of current interest. Any team called out by the instructor will present the cases and the presentations will be graded. The attendance is compulsory for the case discussion sessions. Though only two or three groups shall be making formal presentations, all others must read and prepare for the case discussion. They are expected to participate in the case discussion after the formal presentation. Quizzes too may be administered on the case(s). These shall be unannounced.

**Evaluation Criteria:**

Mid term exam	20 marks
Online Quiz	10 marks
Case Analysis / Assignment/ Presentation	10 marks

Mid term exam will be conducted as per the schedule

**Institute of Technology & Science, Mohan Nagar, Ghaziabad**

Batch : PGDM (2013-15)  
 Trimester: IV  
 Name of Faculty: **Dr. V.N. Bajpai**  
 Department: PGDM  
 Subject and Code: **Strategic management**

<b>UNITS</b>	<b>COURSE TO BE COVERED</b>	<b>Lecture No.</b>	<b>Books/ Literature Referred</b>	<b>Remarks</b>
<b>I</b>	<b>Introduction</b> Strategic Management & Business Policy	1	Strategic Management & Business Policy, Wheelen, Hunger, Rangrajan  Business policy & Strategic Mgmt., Gupta, Gollakota, Srinivasan Prentice –Hall India	ITC Strategic intent, Case: NTPC Strategic Intent
	Basic Concept of Strategic Management	2		
	Basic Model of Strategic Management, Strategic Decision Making	3		
	Impact of globalization & Challenges	4		
	Impact of Internet and E-Commerce	5		
	Role of Strategic Management in Marketing, Finance, HR	6		
	Strategic Intent: Vision, Mission, Goals, Objectives	7-8		
<b>II</b>	<b>Environmental Scanning</b> External environment : elements, Industry analysis- IO model of superior return	9	Strategic Management, Hitt Ireland Hoskisson, Thompson Southwestern  Business policy & Strategic Mgmt., Gupta, Gollakota, Srinivasan Prentice –Hall India	Assignment on Industry Analysis  Case:
	Porter's 5 force model	10		
	ETOP Study, OCP, SAP	11		
	Organisational analysis- resource-based approach, Scanning Functional resources	12		
	Value chain analysis	13		
	Core competencies, Strategic rationale for outsourcing	14		
	Strategic groups, Competitive intelligence, competitor analysis	15-16		
<b>III</b>	<b>Strategy formulation:</b> Situational analysis: SWOT analysis, TOWS Matrix	17	Strategic Management, Hitt Ireland Hoskisson, Thompson Southwestern  Business Policy & Strategic Mgt. , Gupta, Gollakota, Srinivasan Prentice-Hall India	Assignment on Firm Analysis
	Portfolio analysis – BCG matrix, GE matrix Case: ITC case	18		
	Business level strategy – Porter's generic strategies	19		
	Corporate Strategies: Growth/ Expansion	20		
	Strategic Alliances, Mergers & Acquisitions	21		
	Strategic Choice, Corporate Parenting	22		

	Case: Wal-Mart Stores Inc.: Dominating Global Retailing	23-24		
<b>IV</b>	<b>Strategy Implementation &amp; Control</b>	25-26	Business Policy & Strategic Mgt. , Gupta, Gollakota, Srinivasan Prentice-Hall India	
	Strategy Implementation through structure			
	Strategy Implementation through Human Resource Management, through values and ethics	27		
	Mc Kinsey's 7S Model	28		
	Organization Life Cycle	29		
	Strategic Control	30		
	Case: Walmart	31-32		
	Case: KFC			

**Articles:**

1. What is strategy? By Michael E. Porter, HBR
2. Strategic Intent by Hamel & Prahalad, HBR
3. Creating Competitive Advantage, HBR

## List of Books

## PGDM-2 Trimester

S.No.	Name of Book	Author	Publication
1	Marketing Management –II	Philip Kotler	Pearson
2	Production & Operation Management	Bedi, Kanishka	Oxford University Press
3	Quantitative Techniques for Management- II	Hillier	TMH (8th Edition)
4	Economic Environment of Business	Mishra & Puri	Himalya Publication House
5	Cost Accounting*	Dr. R. P. Rustagi	Taxman Publication
6	Financial Management- I*	Prasanna Chandra	TMH
7	Business Legislation	Raninder Kumar	CENGAGE
8	Information Management	James A. O'Brien	McGraw Hill

## PGDM-5 Trimester

S.No.	Name of Book	Author	Publication
1	E-Business	Jonathan Reynolds	Oxford University Press
2	Creating Powerful Brand	Le Chernatony, McDonald and Wallace	aylor & Francis Group, Routledge/ Secretarye
3	Sales & Distribution Management	Tapan K Panda & Sunil Sahdev	Oxford University Press
4	Retail Marketing		MC Graw hill.
5	Customer Relationship Management	Francis Buttle	Taylor & Francis Group, Routledge/ Secretarye
6	Rural Marketing	Pradeep Kashyap	Pearson Education
7	Theory of Organization development & change	Thomas G Cummings & Christopher G worli,	Cengage Publication
8	Competency Mapping	Seema Sanghi	Sage Publication
9	International Finance	Levi	Yaylor & Francis Group, Routledge/ Secretarye
10	An introduction to Derivatives and Risk Management	Don M. Chance and Robert Brooks	Cengage Publication
11	Corporate Tax Planning and Business Tax Procedure	Dr. V.K Singhania & Monika Singhania	Taxman Publication
12	Project Preparation Appraisal BuDG/ Secretaryeting and Implementation	Prasanna Chandra	Tata McGraw

13	Cross Cultural Management - Concepts and Cases	Shobhana et.all	OXFORD
14	Global Business Strategy	Kamel,George and Paul	OXFORD
15	Managing Information Technology Projects	Pankaj Jalote	Pearson Education
16	Principles and Practices of Information Security	Whitman & Mattord	Cengage Learning

### PGDM: Academic Programme Evaluation Scheme

The Evaluation system in the Post Graduate Diploma in Management Program has been designed to achieve the following:

- Help teaching faculty to evaluate the progress of learning of each student;
- To prescribe and promote certain acceptable and uniform standards of comprehension;
- To encourage a healthy and constructive competition among the students;

I.T.S follows a system of continuous evaluation. Throughout the term, the student will be tested on his/her ability to understand concepts, learn techniques and apply them to problems in the real world. At each stage of the course, the student would be in a position to assess his/her performance and take measures to improve their performance in the course. The evaluation will consist of two components; Internal component and end term examination.

#### (A) Internal Component:

The weightage for the internal component is 40%. The internal components for evaluation includes: Assignments/ case analysis, Presentation, mid term examination and online quiz test. The components of evaluation and their weightages are communicated to the student in the course outline for each course.

The components for internal evaluation is fixed across the courses and will include the following:

- One Mid Term examination
- Assignments/ case analysis
- Presentation
- Online quiz test :

However depending upon the nature of the course, the faculty may devise any form of assessment instead of online quiz test

#### (B) External Component:

External component consist of End Term Examination and the weightage for the same is 60%. End Term Examination is a written examination for 2 hours and 30 minutes. The question paper may be set by the external faculty.

- The grading system that will be used is a 9-point scale. Following is a description of these grades:

Grade	Grade Point	Rating
A+	10	Exceptional
A	9	Excellent
A-	8	Proficient



B+	7	Very Good
B	6	Good
B-	5	Fair
C+	4	Satisfactory
C	3	Low Pass
F	0	Fail

- For each component of evaluation, the faculty member would communicate the performance of students through marks only.
- At end of the course, the faculty member will aggregate a student's performance on all the components of evaluation using the weights he/she has prescribed in the course outline. He/she shall compute the weighted cumulative marks.
- I.T.S follows a system of relative grading. This implies that the grade a student receives for his/her performance is relative to the grades obtained by the class as a whole. It is therefore, not uncommon to find a case where a student obtains a grade of B for obtaining 75% marks; since, the class average was around 73% marks. However, faculty members may prescribe some absolute limits to award grades as well. For example, he/she may fix 30% marks as minimum marks for obtaining 'C' grade. Such absolute limits are usually set for awarding grades at the extreme ends of the scale.
- In each course, a student is thus awarded a letter grade only. The weighted average for all course taken by a student in the program is called as the Cumulative Grade Point Average.
- A student must satisfy the following condition in the first year to be eligible for promotion to the second years:
  - A minimum CGPA of 4.0
  - 'F' Grade in not more than two courses
- For award of Diploma the student must satisfy the following conditions:
  - A minimum CGPA of 4.5
  - 'F' Grade in not more than two courses throughout the program.
- Marks obtained in internal components will be communicated to the students before end term examinations. The Programme Office will display the grades obtained by all the students in a particular term. Students can view their grades on notice board.

**Institute of Technology & Science,  
Mohan Nagar, Ghaziabad  
CSR Activities conducted by ITS, Ghaziabad  
A Brief**

**1. Utthan activities and classes from 20<sup>th</sup> July 2013 onwards.**

Students, under the guidance of faculty coordinator, imparted basic knowledge/ Secretary of English, Science, Maths, History, GK etc. to the poor meritorious students selected from nearby govt. schools.

**2. Parivartan – The Slum Education Programme starting from 21<sup>st</sup> July, 2013 onwards.**

Student volunteers, under the guidelines of the group leader impart education in the chosen slum area.

**3. Plantation Drive on 7<sup>th</sup> July, 2013.**

Massive plantation campaign brought ITS students together and around 100 saplings were planted. These saplings were availed from the forest department.

**4. Celebration of 15<sup>th</sup> August (Independence Day).**

Volunteers of Parivartan took their laptop/speakers to the slum area and played patriotic songs on it. After a brief on Independence Day, sweets and gifts were distributed.

**5. Celebration of Mahatma Gandhi's Birthday on 2<sup>nd</sup> October, 2013.**

Mahatma Gandhi's Birthday was celebrated with the slum children under the banner of Parivartan. Competitions and prize distribution also took place.

**6. Dental check up of slum children was organized on 16<sup>th</sup> November, 2013 by the doctors of ITS Dental College, Murad Nagar.**

After a brief on the importance of oral hygiene, dental check up of slum children and the nearby people took place along with providing them consultation and medicines. The camp also had facilities for Physiotherapy and Eye checkup.

**7. Celebration of Children's Day on 14<sup>th</sup> November, 2013.**

A colorful event for the children of the slum area was arranged. Gifts and sweets were given.

**8. Distribution of Clothes, woolen garments and blankets to the poor and helpless on 4<sup>th</sup> & 5<sup>th</sup> January, 2014.**

Donations by ITS faculty, staff members and students were collected and distributed among the poor and helpless people. Distribution was done late at night when the cold was intolerable.

**9. Awareness Campaigns**

Various awareness campaigns/programmes were organized like Cancer Awareness Programme, Tobacco Awareness Programme and recently campaign against Drug-Addiction.

#### 10. Contribution to govt. campaigns and plans

Sometimes we come across proposals from govt. offices and departments for contributing to social causes. These proposals are heeded as great opportunities and all possible contributions is made.

#### Slum Education Programme Details

S No	Date	No of students present	No of Volunteers	Names of Volunteers	Faculty visted	Activities Undertaken
1	8-Jan-12	17	6	ShahJahan, Sudha, Neelam, Anurag, Avinash, Amit	Prof. Roopsi Bhardwaj	A)Test conducted for all students to identify their current level. B)Practised 2 group songs - Hum Honge Kamyab & Ae Vatan Ae Vatan
2	15-Jan-12	17	6	Shahjahan, Alok, Amit, Ravi Ranjan, Sudha, Kaushal Kishore	Dr. Sapna Rakesh	A) Divided the whole group into 2 B) Group 1 was for students who can read & write alphabets of English & Hindi C) Group 2 cannot read & write English alphabets or Hindi . D) Started from there on. E) Practiced the 2 songs F) Homework given
3	22-Jan-12	17	4	Vikram, Dheeraj, Ankur & Shahjahan Khan.	Dr. R. C. Sharma	1) Revised both the songs fully. 2) Checked the home works. 3) Both the groups were taught according to their base. 4) Given home work to every student. 5) Sir showed two stories of “kabootars & bandars” on his laptop. 6) Distributed the woolen clothes to the students and their

						dear ones.
4	29-Jan-12	8	3	Sunil kumar, Avinash Gupta & Shahjahan.	None	<p>1) Checked the homework of every student. 2) The base group was taught Hindi, English Alphabets, Counting &amp; some tables. 3) Second group was taught tables writing and reading, addition, subtraction, multiplication, some easy division &amp; word and sentence formation. 4) Some of them sung the song "Hum honge kamyab completely. 5) They also learnt some formal etiquettes like- thank you, Good morning, Good Evening, Good Bye etc. 6) Some simple answers of the questions like- What is your name &amp; your father's name etc. 7) Given homework to all.</p>
5	5/2/2012	15	4	Ankur, Bikram, Ekta & Shahjahan.	Prof.G.K. Dwivedi	<p>1) Checked the homework. 2) Revised the alphabets of Hindi &amp; English, counting and table of the first group. 3) Second group is revised and taught addition, subtraction, multiplication &amp; division. 4) Sir,</p>

					told two maral stories related to common sense & faith in oneself. 5) He also conducted a small quize and distributed pens and Parle-G to each and every student. 6) We taught them some etiquettes like- Thank you, good morning, good evening, and when to say- May I come in or go out? 7) Revised the song Hum honge kamyab.
6	12/2/2012	17	5	Alok,Faizan,Vikram, Archana & Kaushal.	1) Group-A was revised the basics. 2) Counting - 1 to 50. 3) Alphabets with different meanings. 4) Some general things about how to keep neat and clean to oneself. 5) Group-B : Home work checking. 6) Maths- Addition,Subtraction, Multiplicaton.
7	19/2/2012	19	4	Amit,Akash,Dinesh & shahjahan	Group_A 1) Home work checked. 2) Counting, Alphabets,Tables(2 & 3) by heart. 3) Poem recitation. 4) Story of kabootar & baheliya. 5) Some general etiquettes Group-B 1) Name of flowers, fruits, animals,cities. 2) Addition, Subtraction, Multiplication, & Division 3) Table by heart 2 to 10. 4) We taught - How to introduce oneself? 5) some simple questions like what is your, your father's,mother's,brot

						her's,sister's, uncle's name etc.
8	26/2/2012	13	8	SRESHTA,AMRITA,SUDHA,SHAHJAHAN,A VINASH,ALOK,RAVI,A MIT.	PROF. Roopsi Bhardwaj	1) MOVIE IN OUR SEMINAR HALL. 2) INTRODUCTION IN ENGLISH 3) SINGING & DANCING.
9	11/3/2012	10	1	Alok Pandey	NO ONE	THIS CLASS WAS ABOUT SOME GENERAL BUT IMPORTANT THINGS OF HUMAN LIFE. 1) TAUGHT THE STYLE OF LIVING.
						2) TAUGHT HOW WE CAN BE HEALTHY.
						3) TAUGHT ABOUT THE BENEFITS OF CLEAN ENVIRONMENT.
10	18/3/2012	15	3	SUDHA,AMIT,RAVI	NO ONE	GROUP (A)- WE TAUGHT TABLES BY 5, COUNTING BY 100, REVISED THE ALPHABETS OF HINDI/ENGLISH & SOME BASIC ETTIQUETS.
						GROUP (B)- WE TAUGHT THEM ADDITION, SUBTRACTION,MU LTIPLICATION,DIVI DATION,TABLE BY 20.
						WE TAUGHT THEM SENTENCE FORMATION & DICTATION WRITING IN ENGLISH AND

						HINDI.
11	25/3/2012	18	4	ALOK, SWATI,		
				ARCHANA & SHAH.	Prof. Roopsi Bhardwaj	Group A- i) Alphabets -Hindi, English.
						ii) counting 1 to 100.
						iii) table- 2 to 10
						iv) poem "Twinkle, twinkle"
						Group B- i) table 2 to 20.
						ii) 5 name of flowers, vegetables, fruits & cities.
						iii) dictation in Hindi , English.
						iv) Addition, Subtraction, multiplication, and Division
						v) Basic etiquettes.
12	1/4/2012	15	2	Punit Mohan &	No one	Both the groups Group A and B were combined
				Shahjahan		ed. We told 2 stories 1) Lalchi Raja 2) Story of
						Abdul Kalam. We asked questions from these stories. We told the moral of the stories.
						A general quiz was held & the winners were awarded.
						After that the children recited poems & songs.
						We also told them how to meet with the unknown person.
						At last we checked the homework and distributed toffies

13	8/4/2012	18	2	Avinash Gupta & Shahjahan	No one	1. We divided them in two equal teams & they played a Tri-series cricket match. 2. After that they took lunch in the mess of Eklavya Halls. 3. After that we taught them in Eklavya halls' common room. 4. Teaching started with introduction in English. 5. A test of recognising the alphabets and making words with the help of these words. 6. We taught 10 easy words and their meaning. 7. At last we distributed toffies and wished for bright future.
14	15/04/2012	20	1	Shahjahan Khan	No One	1. First of all revised the previous homework 2. Every student gave/ tried to give his introduction in English. 3. Every student stood up and counted the counting one by one. 4. Just like this every student chanted the alphabets of English, & Hindi. 5. After that I told a story of "Heera & Moti". 6. Then started Asking questions related to the moral & characters of the story. 7. At last, we distributed the chockolets to the children.



15	22/04/2012	18	1	Shahjahan Khan	No One	1. Revised the previous homework. 2. Taught addition, subtraction, multiplication etc. 3. Dictated words for writing. 4. Taught poems of both the languages. 5. Told the story of "The Master & The Disciple."
16	29/04/2012	20	2	Umesh Yadav, Shahjahan Khan	No One	1. Test of Mathematics is taken. 2. The story of "Monkey and Tortoise." 3. Some good habits of children.
17	6/5/2012	15	2	Suraj pandey and Shahjahan Khan	No One	1. Test of Hindi Language is taken. 2. Poem recitation in Hindi and English. 3. Environmental awareness.
18	13/5/2012	21	3	Shahjahan Khan, suraj & Umesh	No One	1. Test of English Language. 2. A lesson about good behaviour and attitude.
19	20/5/2012	15	2	Shahjahan Khan & Umesh	No One	Sports (Cricket and Race)
20	27/05/2012	23	2	Shahjahan Khan & Amit Sharma	No One	1. Mathematics (Addition, Subtraction, Multiplication, Division etc.) 2. Antakshari.
21	3/6/2012	20	2	Amit Sharma & Shahjahan Khan	No One	1. English class (Word meaning, Dictation, Name of flowers, fruits, cities etc.) 2. A class of General awareness.
22	10/6/2012	17	1	Shahjahan Khan	No One	1. A class of Hindi Language (Alphabets, Hindi Grammar, Words and sentences etc.)

23	17/06/2012	15	1	Shahjahan khan	No One	1. A class of mathematics(addition, subtraction, multiplication, division etc.) 2. Taught them some basic tips of sketching.
24	24/06/2012	23	2	Shahjahan & Umesh	No One	A moral class.(How to respond somebody,how to ask to somebody, how to behave, how to talk, respect of parents, family members and how to help family members and friends.)
25	1/7/2012	19	2	Shahjahan & Suraj	No One	A class of Environmental awareness.
26	8/7/2012	28	1	Shahhjahhan	No One	Showed them a movie called Jajantram-Mamantram.
27	15/07/2012	17	1	Shahjahan	No One	The students enjoyed the sports. They played cricket, run a race and played kabaddy.
28	22/7/2012	20	2	Shahjahan & Punit	No One	1. We took a class of Hindi Language. Taught them alphabets, basic grammar, word and sentence formation, dictation etc. 2. Poem recitation in Hindi. 3. Told stories in Hindi.
29	29/7/2012	13	2	Shahjahan & Samarth	No One	1. We taught them Alphabets,Word formation, sentence formation, dictation and word meaning.
30	5/8/2012	22	1	Shahjahan	No One	1. I taught them addition, subtraction, multiplication, division etc.
31	12/8/2012	31	2	Shahjahan & Samarth	No One	First of all, we started English meaning ANTAKSHARY and at last English

						poems were recited by them.
32	15/8/2012	31	4	Shahjahan, Punit, Samarth and Avinash	No One	The children enjoyed the celebration of Independence Day and were enthusiastic about the event. We told them about Indian freedom fighters. Then children felt great respect for the freedom fighters and realized that they are the lucky ones who are born in India.
33	2/9/2012	25	2	Shahjahan & Punit Mohan	No One	A class of Environmental awareness taken by me and Punit. We taught that how to keep oneself away from diseases in this rainy season. We taught that to keep clean the clothes and the home is necessary, to wear dry clothes, to keep away from the rain etc. We also revised the previous homeworks. Sketching class was not taken due to insufficient time.
34	9/9/2012	24	7	Shahjahan, Meraj, Ankur, Himanshu, Preet, Monika & Udit	No One	Checked the home assignments. Poem recitation. Story telling. (Hindi and english both) Showed Video (Aaloo-kachaloo, Humpty-Dumpty.)
35	16/9/2012	17	6	Shahjahan, Meraj, Chand Khan, Tushar, Nehal Khan & Ejaz.	No One	Checked the home assignments. A class of Hindi language. (Alphabet, grammar, reading, writing etc) To show the video (dekho-dekho song from Tare

						zameen par, Choocho ki sabha)
36	23/09/2012	25	6	Meraj, Shahjahan, Nitin, Pratyush, aamir, & Raja soni	No One	Checked the homeworks. Took a class of English language. (Alphabets, Grammar, reading & writing.) And show the videos of A story of peacock & 5 year old jasmine.
37	30/09/2012	30	6	Meraj, Shahjahan,Om Prakash, Kundan Kumar,Danish, Aashish.	Dr. R. C. Sharma	Practiced the sketching and painting of National Flag, National Bird, National animal, National father.Also practice the song "Raghupati Raghaw Raja Ram" for the celebration of Gandhi Jayanti.
38	2/10/2012	31	7	Shahjahan, Punit, Samarth,Avinash, Meraj, Ankur and Tushar	Dr. R. C. Sharma	31 Children performed in patriot song, dance and speech. There was a painting competition on national Birds, Animal and Flower. All students participated in this competition. Miss Khushi won Third prize, Miss Priyanka won Second Prize and Mr. Deepak won first prize. We told them about Mahatma Gandhi. They distributed them book, notebook and stationary. At the end of event they distributed them snacks, chocolates and sweets.

39	7/10/2012	32	2	Sahahjahan and Meraj		We revised the previous chapters. A small quiz held there related to Indian Festivals, Culture, Leaders Rivers etc.
40	14/10/2012	33	2	Shahjahan and Meraj	Dr. R. C. Sharma	Revised the previous chapters of all the subjects. Educated them about the seasons of India. Educated about the dos and don'ts in these particular seasons.
41	21/10/2012	34	2	Shahjahan and Punit	No One	Revised the previous chapters of all the subjects. Took a class of mathematics. Told a story "Dhoort Bhediya".
42	4/11/2012	32	2	Shahjahan and Punit	No One	Revised the previous teachings. Took a class of english language. Told the story "Ekta me Bal hai".
43	11/11/2012	30	1	Shahjahan	No One	Revised the previous chapters. Took a class of Hindi Language. Told the story "Lomdi and Kauaa".
44	18/11/2012	32	1	Shahjahan	No One	Revised the previous teachings. Took a class of Mathematics. Showed the song "Chhota bachcha samajh ke hum se na takrana re ."
45	25/11/2012	28	2	Shahjahan & Kaustuv Hazra	No One	Revised the previous chapters. Took a class on "How to keep safe yourself from cold" Shown the song "O Papad wale panga na le."

46	2/12/2012	35	3	Shahjahan, Ravi & Meraj Akhter	No One	Revised the previous teachings. Took a class of english language. Told the story "Elephant Story".
47	9/12/2012	27	3	Meraj, Aaftab and Ravi	No One	Revised the previous chapters. Took a class of Hindi Language. Told the story "Dhokhebaaz Bhedia".
48	16/12/2012	33	7	Meraj, Ravi, Aaftab, Meghali etc.	No One	Revised the previous chapters. Took a class " On healthy life" shown the song "Saloo-Paploo".
49	19/12/2012		7	Punit Mohan, Shahjahan, Samarth, Meraj, Ravi ,Avinash, Ankur,	Dr. R. C. Sharma	The volunteers of "परिवर्तन " The Social Club I.T.S distributed blankets and woollen garments to the poor people of Ghaziabad and Delhi on 19th December, 2012 night till 2am (20th December,2012).We started this social event from Sahibabd slum area and railway station. After that we distributed the clothes in Vijay Nagar, Ghanta ghar, Patel Nagar, Ghaziabad Railway Station, Dilshad Garden Metro station, ISBT Anand Vihar, Shahadra, Kashmiri Gate, and various places of Delhi. We ended this programme at Vasundhra Slum area.
50	23/12/2012	30	5	Meraj, Ravi, Aftab, etc	No One	Revised the Previous chapters, Took a test of English Language and showed the video of "Bandar Mama".

51	30/12/2012	50	6	Meraj, Manali, Abhisek, Himanshu, Priyanka, Gaurav	No One	Practiced for songs, dance & Poem. Showed the story of Balu Hanuma animated.
52	6/1/2013	35	1	Shahjahan Khan	No one	Played the game Ice and Water with the children. Practiced Patriotic Songs, dance on Vande Matram.
53	13/01/2013	40	2	Punit Mohan, Shahjahan	No one	Took a class on healthy environment. Taught students how they can keep neat and clean themselves in this winter.
54	20/01/2013		5	Shahjahan, Samarth, Punit, Meraj, Himanshu	no one	Practiced Songs and dance under the guidance of foreign students. The all four foreign students took classes according to their own feasibility (English and Maths).
55	26/01/2013	30	3	Shahjahan, Alok and Archna	Dr. R. C. Sharma	Celebrated the 64th Republic day of India. Started with Jan man gan. Ended with the educational speech of Dr Ratnesh Chandra Sharma Sir.
56	27/01/2013	25	5	Shahjahan, Archna, Punit, amit sir and mukesh patel sir	Dr. R. C. Sharma	Quize programme conducted by Sir and us to Indian History, culture, politics and Geography.
57	3/2/2013	25	7	Shahjahan, Punit, Samarth, Meraj, Nitin, Archana & sudha	Dr. R. C. Sharma	Took the test of Hindi language.
58	10/2/2013	30	1	Shahjahan	No one	Took the Class of Mathematics.
59	17/02/2013	20	3	Shahjahan, Sudha, Ravi	Dr. R. C. Sharma	Took a Class of English and General awareness by Dr. R. C. Sharma
60	24/02/2013	23	2	Sudha and Archna	Dr. R. C. Sharma	A class of Hindi language and English Grammer.

						Arithmetics by Dr. R. C. Sharma
61	3-Mar-13	35	5	Meraj,Aftab,Ravi,Nitin, Pratyush	No one	Took a Class English text book reading, English Grammar and Arithmetics
62	10-Mar-13	25	3	Meraj,Ravi,Kaustuv	No one	Took a Class of Mathematics and English.
63	17/3/2013	25	6	Meraj, Om Prakash, Ravi, Aftab, Kundan, Abhishek Kumar Ray	Dr. R. C. Sharma	Taught Maths, Hindi and Science.
64	24-Mar-13	-	-	-	-	-
65	31-Mar-13	40	3	Meraj, Aftab,Ravi	No one	Took a class of dance, poems, singing etc to increase interest in attending class.
66	7-Apr-13	30	4	Meraj, Aftab, Ravi, Om Prakash	No one	Took a class on healthy environment, Maths, English, Hindi.
67	14-Apr-13	25	4	Meraj,Aftab,Ravi,Yash	No one	Took a class on English, Hindi, Maths
68	21/07/13	110	5	Ravi, Rakesh, Shayan, Mayukh, Avishek	G.K.Dwivedi	Slums of Vasundhara, Sector - 1 was chosen as the new area for SEP. Students were collected and informed of the importance of education, hygiene, healthy mind and healthy body.
69	28/07/13	100+20	6+3	Shalabh, Vinod, Avinash, Ravi, Shayan, Subhojit + Meraj, Ravi & Abhishek	G.K.Dwivedi	At vasundhara, Formation of groups, English alphabets, poems in Hindi & English & Chorus 'Hum Honge Kaamyab ek din. At Sahibabad, classes were conducted under the coordination of mentioned members and schedule.
70	4/8/2013	120	5	Nandan Dubey, Rana Vishwa Pratap Singh, Rishav Jain, Rakesh Taunk and Ravi Prasad	G.K.Dwivedi	After English and Hindi alphabet recitation and elaborations, the disciples learnt Hindi



						and English names of weekdays starting from Sunday to Saturday
71	11/8/2013	110	6	Aman Bharadwaj, Sudhir Singh, Anurag Kr Tiwary, Akhilesh upadhaya, Rakesh Taunk, Shayan Dasgupta	No one	After the warming up session of poems, English names of fruits and vegetables were discussed. A brief recap of the previous class also took place.
72	15/08/13	120	9	Gauri Gupta, Shayan Das Gupta, Pooja Singh, Rakesh Taunk, Shrabana Bhatta, Taqui Haidar, Sudhir Singh, Naveen Kumar and Ritesh	G.K.Dwivedi	importance of 15th August, the Hindi, English & Urdu names of our country and the importance of our National flag. Soon after the briefings and the singing of patriotic songs, sweets, biscuits and chocolates were distributed among the children.
73	18/08/13	100	6	Ashwini Shastri, Preeti Yadav, Akhilesh Upadhaya, Kalpana Singh, Rakesh Taunk and Shayan Das gupta	G.K.Dwivedi	English names of human body parts followed by the poem recitation session.

### Utthan Lab Activities : Summary

S No	Date	No of students present	No of Volunteers	Names of Volunteers	Faculty coordinator	Activities Undertaken	Next Class activity
1	20/07/13	47	6	Shayan Das Gupta, Sakshi Shandilya, Tana Bhalla, Ravi, Rakesh Taunk and Prakash.	G.K. Dwivedi	Inaugural of second phase activities, class on health and hygiene, Singing competition	Phone etiquettes and computer application. Basics of geography, Dance competition
2	3/8/2013	51	7	Rajesh Pandey, Zoya Khan, Sakshi Shandilya, Rahul	G.K. Dwivedi	Phone etiquettes and computer application.	Basics of Maths and day to day calculations. MS Word practice in computer lab,

				Singhal, Dharm Pratap, Ravi and Shayan Das Gupta		Prepared a table and chair in MS Office Paint in computer lab. Basics of geography, Dance competition	basic functions of PM, CM, DM and SSP.
3	17/8/13	50	11	Rajesh Pandey, Zoya Khan, Sakshi Shandilya, Dharm Pratap, Kanika Khanna, Prajwal Chowdhari, Sania Khan, Sujata Tyagi, Deepak Pal, Rishabh Tomar, Ravi	G.K. Dwivedi	Basics of Maths and day to day calculations. MS Word practice in computer lab, basic functions of PM, CM, DM and SSP. Painting Competition on the theme 'My India'.	Self Introduction in English, Letter writing, MS Word in computer lab, Quiz

#### Annexure-6

### **REPORT ON INTER-INSTITUTE ANNUAL MANAGEMENT PG FEST** **“WYSIWYG” – 2014 ON 7<sup>TH</sup> & 8<sup>TH</sup> MARCH 2014**

INSTITUTE OF TECHNOLOGY & SCIENCE, Ghaziabad held its 6<sup>th</sup> inter institute annual management PG fest “WYSIWYG”- “What you say is what you gain on 7<sup>th</sup> & 8<sup>th</sup> March, 2014 at ITS – Mohan Nagar Campus. The fest is a student driven activity of the post graduate management students of PGDM . The event was coordinated by Prof. Vinita Srivastava & Prof. Mayank Kumar and duly supported by management faculty and staff of the management department.

The various institutes that participated in the two days fest included the following :-

1. B.I.T. (Meerut)
2. A.B.E.S. (Ghaziabad)
3. I.M.S. (Noida)
4. Mewar Institute Of Management (Ghaziabad)
5. I.B.A. (Greater Noida)
6. F.M.G. Group Of Institution (Greater Noida)
7. C.E.R.T. (Meerut)
8. I.T.S. (Greater Noida)
9. Amity Bussiness School (Noida)
10. Jaipuria Institute Of Management (Noida)
11. Appejay School Of Management (Dwarka)
12. Indira Gandhi Delhi Technical University for Women (Kashmiri Gate, Delhi)
13. I.M.S. (Ghaziabad)
14. R.G.F.C. (Meerut)

15. United College Of Engineering & Research (Delhi)
16. Christian College (Lucknow)

### **Sponsors :-**

1. Magic Holiday
2. 72 Mad Street
3. Fruit Culture

The event saw participation from around 400 students. Students joined WYSIWYG from various Management Institutes : 70 students on day one and around 100 students on the second day. There were 14 events scheduled over two days. The events planned were as below:

### **Day 1(7<sup>th</sup> March, 2014)**

1. Simulation Game
2. Ad- Mad Show
3. Logo Designing
4. Quiz
5. Photography
6. Group Dance
7. Fashion Show

### **Day 2(8<sup>th</sup> March 2014)**

1. Bussiness Plan
2. Nukkad Natak
3. Solo Dance
4. Band Competiton
5. Website Review
6. Re-branding A Product
7. Case Study Competiton

### **Day 1**

The Chief Guest for the day Mr. Vishal Trivedi, General Manager at Uflex Industries was welcomed by Director General, Prof. Shekhar Ghose. The Programme was inaugurated by lamp lightning, followed by Saraswati Vandana in the form of a song and a dance. Welcome Speech was delivered by Director General, Prof. Shekhar Ghose. The Chief Guest congratulated the organization and said that it is not just a fest but it is a platform to explore the different facets of a student personality. Director General, Prof. Shekhar Ghose addressed the students highlighting Wysiwyg as an expression of students' academic and creative competitiveness. The respective event coordinators anchored for their respective events.

### **SIMULATION GAME :**

A business simulation game is a complex computer-based program that creates a virtual business world that mirrors the real marketplace. Simulation game was conducted in 2 rounds. Simulation Game was coordinated by Prof. Kapil Mohan Garg in Lab -6 of AB-4 on the first day from 10:00 AM. Nine teams participated in this event. The winner was from IBA, greater noida, second position went to ITS Ghaziabad, and the third position also went to ITS Ghaiziabad.

### **Ad- Mad Show :**

Ad- Mad Show was coordinated by Prof. Mukesh Porwal in the Auditorium from\_ 11:30-13:00. Seven teams participated in this event. The winner from ITS Ghaziabad, second position went to ABES Ghaziabad, and the third position also went to the ITS Ghaziabad.

### **Logo Designing :**

Logo Designing was coordinated by Prof. A.P. Tripathi in the Room No. 1 at AB-4. Fifteen teams participated in this event. The winner was from ITS Ghaziabad, second position went to IBA College, and third position went to IMS Noida.

### **QUIZ :**

Quiz was coordinated by Prof. Anusha Aggarwal. It was conducted in three rounds. The first round was held in Room NO.-2 at AB-4. It consisted of 25 MCQ which students had to attempt in 10 minutes. 8 Teams moved to the next round. 1 mark was awarded for every right answer. 9 teams qualified to round 2 which was coordinated on stage. Total 40 questions were there in this round. Top 4 teams qualified for round 3. There were 15 questions in this round. 2<sup>nd</sup> and 3<sup>rd</sup> rounds were conducted in auditorium by Mr. Ratul Dev, Consultant - Strategic Planning & Creative Strategy DELL, the quiz master of the event. Forty teams participated in this event. The winner was from ITS Ghaziabad, second position went to IBA Greater Noida, and third position went to BIT Meerut.

### **PHOTOGRAPHY :**

Photography was coordinated by Prof. A R Mishra in the Seminar Hall-2 at AB-4. Seven teams participated in this event. The winner was from ITS Ghaziabad, second position also went to ITS Ghaziabad, third position went to Mewar Institute Ghaziabad.

### **GROUP DANCE :**

Group Dance was coordinated by Prof Manju Lamba on the stage. Four teams participated in this event. The winner was from ITS Ghaziabad, second position went to group from Mewar Institute Ghaziabad, third position went to ITS Ghaziabad.

### **FASHION SHOW :**

Fashion Show was coordinated by Prof. Shikha Arora at the stage. Four teams participated in this event. The winner was RANGEELA Group from ITS Ghaziabad, second position went to FASHIMISTA Group from ITS Ghaziabad, third also went to ITS Ghaziabad the name of the Group is Royal Bridal.

### **DAY 2**

Following events were scheduled for the day 2 of WYSIWYG.

### **CASE STUDY COMPETITION :**

Case Study Competition was coordinated by Prof. Neetu Purohit in Room No. 9 at AB-4. Eight teams participated in this event. Students were given one hour for solving and preparation of the case through power point presentation. Business case was provided on the spot. The winner was from APEEJAY Business School, second position went to ITS Ghaziabad, and third position went to IMS Ghaziabad.

### **BUSSINESS PLAN :**

Business Plan was coordinated by Prof. Mayank in Seminar Hall 1 at CRC Building. Eight teams participated in this event. Participants developed a new idea, keeping in mind the following parameters: Idea of Business, Project Feasibility, Sources of Finance & Financial Strategy, Marketing Strategy, HR Planning, and Advertisement & Promotional Plans. The winner was from Jaipuria Institute of Management, second position went to IMS Ghaziabad, and third position went to ITS Ghaziabad.

### **WEBSITE REVIEW :**

Website Review was coordinated by Prof. G N Srivastava in Seminar Hall 2 at AB-4. Six teams

participated in this event. Participants reviewed one of the following online shopping websites: flipkart.com, amazon.com, ebay & myntra. Participant presented the review in the form of ten minutes presentation. The winner was from ITS Ghaziabad, second position went to IMS Noida, and third position went to APPEJAY College Greater Noida.

#### **NUKKAD NATAK :**

Nukkad Natak was coordinated by Prof. Puneet Mohan at Stage. Four teams participated in this event. The winner was from Indira Gandhi College for Women Delhi Technical University Kashmiri Gate, second position went to ITS Ghaziabad, and third position went to ITS Ghaziabad.

#### **Solo Dance :**

Solo Dance was coordinated by Prof. Manju Lamba at stage. Eight students participated in this event. The winner was from Kshitij Chopra, Jaipuria Noida, second position went to Avishek Das from ITS Ghaziabad, and third position went to Anshita from ITS Ghaziabad.

#### **RE-BRANDING A PRODUCT :**

The event was coordinated by Prof. S Bhattacharaya in Seminar Hall-2 at AB-4. Six teams participated in the event. The teams attempted to re-brand Coke, Pepsi, Tata Tea. The winner was from Jaipuria Institute of Management Noida, second position went to Appejay College Greater Noida, third position went to ITS Ghaziabad.

#### **BAND COMPETITION :**

The event was coordinated by Prof. Satish Kumar at Stage. Three teams participated in the event. The winner was from United College of Engineering & Research Delhi, second position went to Christian College Lucknow, third position went to RGEC Meerut

#### **RESULTS OF WYSIWYG 2014**

EVENT	POSITION	PARITICIPANT's NAME	INSTITUTE NAME
Simulation Game	First	Prerna Choudhary S.J. Tiwari Sai Dilip Jitendar Singh Punnet Mohan	IBA Greater Noida
	Second	Sachin Saxena Rohit Shrivastava Devesh Mishra Sudhir Singh	ITS Ghazizbad
	Third	Ankit Arora Tanuj Gupta Deepash Gupta	ITS Ghaziabad
Logo Designing	First	K. Balakrishna Rao Pooja Singh	ITS Ghaziabad
	Second	Rahul Kumar Verma Vajendar Pandey	IBA Greater Noida
	Third	Yashoo Varshney Vivek Kumar Dhankar	IMS Noida
Quiz	First	Anuj Kumar Arpit Garg	ITS Ghaiziabad
	Second	Dilip Sharma Jitendar Singh	IBA Greater Noida
	Third	Vatsal Vashish Neelkant	BIT Meerut

Photography	First	Avishek Pandey	ITS Ghaziabad
	Second	Rohit Kumar	ITS GHAZIABAD
	Third	Madhukar Pandey	Mewar Institute Ghaziabad
Ad-Mad Show	First	Anjali Negi Shobha Rakshit Shivam	ITS Ghaziabad
	Second	Vinita Priya Sourav Vishwaraj	ABES Ghaziabad
	Third	Ishan Alok Dushyant Abhishek	ITS Ghaziabad
Group Dance	First	Ayushi, Neha, Priya, Kriti, Sudharsana, Sumati, Vikas, Sughanda	ITS Ghaziabad
	Second	Keshav, Sagar, Inshad, Megha, Swati, Priyanka, Nidhi, Ekansh	Mewar Institute Ghaziabad
	Third	Shrabana Bhatta Anjana Trivedi	ITS Ghaziabad
Fashion Show	First	Monika, OmPrakash, Swati, Vijay, Lalit, Prerna, Rahul, Manjeet, Adarsh, Shatakshi	ITS Ghaziabad
	Second	Sakib, Sudarshana, Rana VP, Kalpana, Shivam, Meenakshi, Rakshit, Parika, Ashish, Pragati	ITS Ghaziabad
	Third	K Bala, Pooja, Ankit, Shipra, Alok, Divya, Aamir, Rekha, Avishek, Anjana	ITS Ghaziabad
Case Study Competition	First	Ravi Mishra Ankit Gyan Prashant Tiwari	Appejay Greater Noida
	Second	Rishav Jai Sachin Saxena	ITS Ghaziabad
	Third	Rajesh Singh Shantanu Sivithri Varada	ITS Ghaziabad
Bussiness Plan	First	Rahul Choudhary Ram Sain Kshitij Chopra	Jaipuria Noida
	Second	AQS Malhotra, Aman Tandon	IMS Noida
	Third	Shayan Das Gupta, Anchal Ganjoo, Alok Biswas, Subhajit Mitra	ITS Ghaziabad

Nukkad Natak	First	Rahnuma Group	Indira Gandhi DTU, Delhi
	Second	Womaniya Group	ITS Ghaziabad
	Third	Common Man Group	ITS Ghaziabad
Re- Branding A Product	First	Bhavana Tandon Vineet Vashisht	Jaipuria Noida
	Second	Ravi Mishra Prashant Tiwari Ankit Syal	Appejay Greater Noida
	Third	Avishek Pandey Ajeet Singh Tomar	ITS Ghaziabad
Website Review	First	Aman Tandon Aqs Malhotra	IMS Noida
	Second	Sachin Sumati	ITS Ghaziabad
	Third	Prashant Tiwari Ankit	Appejay Greater Noida
Solo Dance	First	Kshitij Chopra	Jaipuria Noida
	Second	Avishek Das	ITS Ghaziabad
	Third	Anshita	ITS Ghaziabad
Band Competition	First	Rohit, Sanjay, Amit, Rihan	United College Delhi
	Second	Vijay Kumar Hemant Singh Mnuj Abhishek Kumar	Christian College Lucknow
	Third	Rahul, Shantanu, Ritesh, Manish, Subhara	RGEC Meerut

### **Critical Review:-**

The event saw good participation from around 70 students on day one and around 100 students on day two, across various management institutes and this number can further be increased next year. Some more management games and events can be included next year to have wider participation. New events included in WYSIWYG 2014 like simulation game, rebranding a product and web site drew good and meaningful participation. The event should be scheduled in the month of February or January from next year onwards. This may draw more participation as many institutes could not participate because of examination and fest being scheduled on the same day.

**Prof. Vinita Srivastava**

**Prof. Mayank Kumar**

**Annexure under 3.2**  
**Placement Process**

**Annexure-1**

<p style="text-align: center;"><b>Institute of Technology &amp; Science</b> <b>Mohan Nagar, Ghaziabad</b> <b>Placed students List of PGDM (2010-12) Batch</b></p>		
<b>S. NO</b>	<b>STUDENT NAME</b>	<b>Final Company</b>
1	ABHAY KUMAR GUPTA	Own
2	ABHISHEK AWASTHI	Videocon
3	ABHISHEK SINGH	Ceasefire
4	AKANKSHA PANDEY	Nice Guidance
5	AKHIL LAKHANI	Headstrong India Pvt. Ltd.
6	AKSHAY SHARMA	Own
7	AKSHITA RAINA	Siemens
8	AMAN KUMAR GUPTA	All India Net Solutions
9	AMAR BALMIKI	Own
10	AMARJEET KUMAR AMAR	Paras Dairy
11	AMBRISH THAKUR	Blue Ocean Media
12	AMBRISH KUMAR RAI	Franco Indian
13	AMIT KUMAR	Karur Vysya Bank
14	AMIT KUMAR SRIVASTAVA	Asian Paints
15	AMIT SINGH	Everest Industries
16	ANAND KUMAR SINGH	Ceasefire
17	ANIL KUMAR YADAV	All India Net Solutions
18	ANIMOY MONDAL	Ceasefire
19	ANISH KUMAR SUMAN	Aptara Corporation
20	ANKIT RAI	Ceasefire
21	ANKIT UMRAO	Blue Ocean Media
22	ANKITA SINGH	Ceasefire
23	ANKUR SRIVASTAVA	KRS Infrastrucure
24	ANMISH KUMAR TIWARI	Intas Pharmaceuticals
25	ANSHUL AGARWAL	Nandini Infosys
26	ANUJA SINGH	Onicra
27	ANUP KUMAR SAHA	H & R Johnson
28	ANURAG TRIPATHI	Blue Ocean Media
29	ARINDAM MITRA (PPO)	Eureka Forbes
30	ARNAB MUSTAFI	Headstrong India Pvt. Ltd.
31	ARUNIMA PATHAK	KRS Infrastrucure



32	ASEEM SRIVASTAVA	Parle Product
33	ASHISH CHATURVEDI	All India Net Solutions
34	ASHISH DEEP VARSHNEY	Nestle
35	ASHISH GARG	Lupin Ltd.
36	ASHISH KUMAR JAISWAL	R.P. Autostyles
37	ASHISH TRIPATHI	Ceasefire
38	ASHWANI KUMAR SINGH	Dr. Reddy
39	ATUL PATEL	Paras Dairy
40	AVADHESH KUMAR	Paras Dairy
41	AVICHAL ALOK AZAD	Own
42	AVINASH SINGH	Parle Product
43	BHANU PRATAP (B)	Paras Dairy
44	BHANU PRATAP	Own
45	BHUWNESHWAR PANDAYA	Agro Tech Ltd.
46	CHANDRA PRAKASH SINGH	Agro Tech Ltd.
47	DEBASHISH GHOSH	Ceasefire
48	DEEPAK JAISWAL	Agro Tech Ltd.
49	DEEPAK KUMAR JAISWAL	Ceasefire
50	DEEPTI SINGH	Venkateshwara Group
51	DHANANJAY PRATAP MALL	Own
52	DHEERAJ ARORA	Nandini Infosys
53	DIPAK KUMAR JHA	Akzo Nobel (ICI Panints)
54	DIWAKAR BHARGAVA	Parle Product
55	EKTA SINGH	Executive Search
56	ESHI GUPTA	Own
57	GARGI SINGH	Axis Bank
58	GARIMA JAIN	Archelons Consulting Pvt. Ltd.
59	GUNJAN SINGH	Own
60	GURMIT SINGH	Center for Professional Growth
61	GURVINDER SINGH	Own
62	HARENDRA SINGH	Uniconnect
63	HIMANSHU TYAGI	Yebhi.com
64	ILA SINGH	Siemens
65	ISHAN ARORA	Onicra
66	JASDEEP KAUR	Federal Bank
67	JASVEER SINGH	SecureX
68	JUHI SINGH	Bisleri
69	JYOTI SHARMA	Bisleri
70	KAILASH CHAND JOSHI	Capital Business Systems Ltd.
71	KARAN SINGH	Agro Tech Ltd.

72	KETAN SINGH	Paras Dairy
73	KHUSBHOO SINGH	Acro HR
74	KHWAJA SALMAAN KHURSHEED	Agro Tech Ltd.
75	KISHAN KANHIYA	Paras Dairy
76	KUMAR SUNNY	Cramster.com.
77	KUMKUM TIWARI	Siemens
78	LATIPH AHMED	Ceasefire
79	MADHULIKA GOVIND RAO	Femina Jewellery Pvt. Ltd. (Own)
80	MADHURI KUMARI SHAH	iGate Patni
81	MAHENDRA RPATAP SINGH	Paras Dairy
82	MAHTAB ALAM	Ess India
83	MAINAK CHAKRABORTTY	Sun Bourne
84	MANISH KUMAR SAH	All India Net Solutions
85	MANOJ KUMAR YADAV	Nice Education
86	MEETU TYAGI	Mydala.com
87	MEGHA GUPTA	Siemens
88	MOHAMMAD RAJA SIDDIQUI	Black Rock
89	MOHD. MAAZ KHAN	Akzo Nobel (ICI Panints)
90	MUKESH KUMAR	Luminous
91	MUKESH KUMAR JAISWAL	Lupin Ltd.
92	MUKESH KUMAR PATEL	TVS Motors, Lupin Ltd.
93	NAVEEN SHARMA	India Bulls
94	NEERAJ SINGH	Omaxe Ltd.
95	NEHA PAL	The Chopras
96	NEHA SINGH	Nice Guidance
97	NIHARIKA PANDAY	Analec
98	NIKITA PATHAK	AG Poly Pack Pvt. Ltd.
99	NILESH KUMAR	STSS
100	NISHANT DUBEY	Parle Product
101	NITIN KUMAR PANDEY	Paras Dairy
102	OM PRAKASH SINGH	All India Net Solutions
103	PANKAJ JAISWAL	Paras Dairy
104	PARAS BHUTANI	Uniconnect
105	PAVAN KUMAR VERMA	Paras Dairy
106	PIYUSH PRAKHAR SRIVASTAVA	Ashlar Securities Pvt. Ltd.
107	PRABHA SHANKER TIWARI	Franco Indian
108	PRAMOD KUMAR	Own
109	PRANSHU SHARMA	IBM Daksh
110	PRATIK KAR	Berger Paints

111	PULAK BORUAH	LogiMindz Technologies Pvt. Ltd.
112	PULKIT CHHAJER	Entrepreneurial Venture (Own)
113	RAHUL ADHIKARI	Parle Product
114	RAHUL DHAWAN	Own
115	RAHUL KUMAR PANDEY	Paras Dairy
116	RAHUL MURMU	Own
117	RAJEEV SHUKLA	Paras Dairy
118	RAKESH ADHIKARI	HCL BPO
119	RASHID KHAN	Yup Digital
120	RAVI KANT	Lupin Ltd.
121	RICHA PATHAK	Married
122	RINKU	SecurX
123	RISHAB TRIPATHI	Apex TG
124	RITESH RANJAN	Aditya Birla Financial Ltd.
125	ROHIT KUMAR RAI	Amex (Self)
126	ROHIT SINGH	ICICI Bank
127	RUPALI SINGH	iGate Patni
128	SANDEEP SINGH	Minda
129	SANGAM SRIVASTAVA	Agro Tech Ltd.
130	SANGEETA SINGH	Symbiosis Management Consultant
131	SANJAY DAS	Own
132	SANKALP BARANWAL	Ceasefire
133	SARIKA	Federal Bank
134	SAURABH VARSHNEY	Own
135	SAYANTI MANDAL	Onicra
136	SHAGUN AGARWAL	Anand Rathi
137	SHALINI SINGH	Black Rock
138	SHASANK UPAMANYU	Federal Bank
139	SHIPRA VERMA	Sunpro Integrated Communication Services Ltd.
140	SHIVAM AGARWAL	Nestle
141	SHIVAM KESARWANI	Parle Product
142	SHIVANGI RAI	Elite Consulting
143	SHIVJEE KUMAR MISHRA	CRISIL
144	SHOBHIT TANWAR	Methodex
145	SHRAWANTIKA MUKHERJEE	Tata Capital Ltd.
146	SHRUTI SRIVASTAVA	Own
147	SMITA BANERJEE	Center for Professional Growth
148	SONAM AGARWAL	Nice Guidance
149	SONAM KUMARI	Religare Corporate Services
150	SONI KUMARI	H & R Johnson

151	SONI KUMARI	Federal Bank
152	SONIKA SINGH	Own
153	SOUMYA SINGH	Own
154	SUDHA SINGH	Capital Business Systems Ltd.
155	SUMAN SAHA	J.K. Risk Managers (PPO)
156	SUMAN SEN	ICICI Secutities Pvt. Ltd.
157	SUMIT ASH	Ceasefire
158	SUMIT KUMAR	Ceasefire
159	SWETA SINGH	ICICI Secutities Pvt. Ltd.
160	TANAYA KAPOOR	Federal Bank
161	TANIYA GHOSH	Own
162	TARUN CHANDRA GUPTA	Valu First (PPO)
163	TRIPURARI RASTOGI	Yebhi.com
164	VARSHA SAHU	Venkateshwara Group
165	VARTIKA SRIVASTAVA	Federal Bank
166	VARUN CHANDRA	Ceasefire
167	VARUN SAHU	H & R Johnson
168	VERSHA TIWARI	Headstrong India Pvt. Ltd.
169	VIBHUM AGARWAL	Snap Deal
170	VIJAY KUMAR TIWARI	Parle Product
171	VIKAS KHAUSHIK	Own
172	VINAY KUMAR BHATI	Allidiz Pvt. Ltd.
173	VINAY TOSH KRISHNATRAY	Groffr.com
174	VINNY ABHISHEK	Kenscio
175	ZEESHAN ULLAH	Bikanervala Foods Pvt. Ltd.

<b>Institute of Technology &amp; Science</b> <b>Mohan Nagar, Ghaziabad</b> <b>Placed students List of PGDM (2011-13) Batch</b>		
<b>S. No.</b>	<b>Student's Name</b>	<b>Company Name</b>
1	Abdul Mujeeb	PHI Learning Private Limited.
2	Abhay Singh ( C )	Vishal Mega Mart
3	Abhay Singh ( D )	Britannia Industries Ltd.
4	Abhiishek Ghosal	Yes Bank
5	Abhijeet Srivastava	Opted Out
6	Abhijit Mahato	Alkem Laboratories Ltd.
7	Abhishek Kumar Singh	Vishal Mega Mart
8	Aditya Sewal	Zen Mobile
9	Ajay Kumar Sah	Spider Web Solutions

10	Ajay Kumar Singh	Axis Bank
11	Akash Gaurav	Ayurvet Ltd.
12	Akshay Agarwal	JK Risk Managers & Insurance Brokers Ltd.
13	Alok Pandey	Enterprenurial Venture
14	Amandeep Singh Kohli	Services International
15	Amit Kumar ( A )	Axis Bank
16	Amit Kumar ( B )	Alkem Laboratories Ltd.
17	Amrita Srivastava	Panache Recruits
18	Angad Kumar Singh	Surya Food & Agro Ltd. (Priya Gold)
19	Anjali Bharti	Symbiosis Management Consultants
20	Ankit Gautam	ICICI Securities
21	Ankit Kumar Tripathi	Trade India
22	Ankit Vashishth	
23	Ankita Tiwari	ICICI Securities
24	Ankur Agnihotri	Axis Bank
25	Ankur Gupta	ICICI Securities
26	Ankur Saini	Allcheckdeals.com
27	Anoop Singh	Coats India
28	Anurag Pandey	Alkem Laboratories Ltd.
29	Archana Singh	easypolicy.com
30	Archana Yadav	Opted Out
31	Arshi Khan	Panache Recruits
32	Arvind Kumar	Surya Food & Agro Ltd. (Priya Gold)
33	Ashish Shandilya	Blanchard Research & Training India
34	Ashutosh Choudhary	Zen Mobile
35	Ashutosh Rastogi	Win-Medicare Pvt. Ltd.
36	Atul Srivastava	Axis Bank
37	Avinash Gupta	ICICI Securities
38	Avinash Kumar	ACC Cement Ltd.
39	Bakul Chalana	XL Dynamics Pvt. Ltd.
40	Bhagyashree Nigam	Zen Mobile
41	Bhawna Sharma	
42	Bikram Kumar	Radington
43	Bipin Kumar Chaubey	Opted Out
44	Chanchal Chaudhary	Auctus Consulting
45	Chandra Bhushan Mani	Allcheckdeals.com
46	Chanima Bhattacharya	Britannia Industries Ltd. (HR)
47	Debanjan Banerjee	Allcheckdeals.com

48	Debashish Shome	Luminous
49	Debjit Basu	NJ India Invest Pvt. Ltd.
50	Deepak Nagar	Just Dial
51	Devendra Singh	Opted Out
52	Dheeraj Kumar Singh	Britannia Industries Ltd.
53	Dhiraj Kumar	Vishal Mega Mart
54	Dinesh Chandra Tripathi	Ceasefire Industries Ltd.
55	Dinesh Kumar Patel	MSN Pharma
56	Ekta Bhardwaj	Opted Out
57	Faiz Zeeshan	Zen Mobile
58	Faizan Ahmed	The Royal Bank of Scotland
59	Gagandeep Singh	ICICI Securities
60	Ganesh Tiwary	Axis Bank
61	Garima Singh	The Royal Bank of Scotland
62	Gaurav Varma	ICICI Securities
63	Giriraj Chandak	Own
64	Gourav Kumar Dubey	Firstcry.com
65	Gourav Rajpal	Proptiger
66	Haresh Yadav	IndusInd Bank
67	Himanshu Kumar	Aye Financial Services Pvt. Ltd.
68	Isha Rampal	Panache Recruits
69	Jitendra Tiwari	Britannia Industries Ltd.
70	Karishma Singh	Ceasefire Industries Ltd.
71	Kaushal Kishore	ICICI Securities
72	Kishlay Kumar	Surya Food & Agro Ltd. (Priya Gold)
73	Km. Priti	ARCHELONS Consulting Pvt. Ltd.
74	Km. Rashmi Singh	New Parameter Education Group
75	Krishna Kumar	Vishal Mega Mart
76	Kriti Kesari	Onicra Credit Rating Agency of India Ltd.
77	Kritika Kumari	Zen Mobile
78	Kuldeep Singh	Kaya Lifestyle Pvt. Ltd.
79	M Arif Khan	Opted Out
80	Mahak Bhat	Sheela Forms
81	Mahasweta Das	Impact Research & Management
82	Maneesh Singh	Allcheckdeals.com
83	Maninder Singh Johal	Firstcry.com
84	Manish Kumar Mishra	Invest2Best Realty Pvt. Ltd.
85	Mayank Trivedi	Asian Paints

86	MD Tabrez	Eureka Forbes
87	Md. Shahjahan Khan	Britannia Industries Ltd.
88	Mitali Gupta	Zen Mobile
89	Mohammad Fahad Ansari	Surya Food & Agro Ltd. (Priya Gold)
90	Mohammad Shahnawaz Ansari	Own (Mail sent for Ph.D)
91	Mohammed Ilyas	Moneypalm
92	Mohit Goyal	Alkem Laboratories Ltd.
93	Mudit Dhawan	Onicra Credit Rating Agency of India Ltd.
94	Nandini Srivastava	easypolicy.com
95	Navank Vashishtha	Asian Paints
96	Naveen Khatri	XL Dynamics Pvt. Ltd.
97	Neelam Verma	Zen Mobile
98	Neelima Ganju	Zen Mobile
99	Neeraj Singh	Opted Out
100	Neha Siinha	Opted Out
101	Nilanjan Pramanik	
102	Nilotpol Roy	Reve Systems
103	Nitin Garg	Onicra Credit Rating Agency of India Ltd.
104	Nitin Kumar	Ayurved Ltd.
105	Pallavi Das	
106	Pankaj Giri	Ayurved Ltd.
107	Pankaj Kandpal	Mansukh Securities & Finance Ltd.
108	Pankaj Kumar Maurya	ICICI Securities
109	Partha Sarathi Majumder	The Royal Bank of Scotland
110	Piyush Rathaur	Axis Bank
111	Piyush Srivastava	Opted Out
112	Poornima Singh	Vishal Mega Mart
113	Prabin Khadka	Manpower Group
114	Pradeep Choudhary	HLFPPT
115	Pradeep Kumar Yadav	Wedtellectro Soft
116	Prakash Chandra	Britannia Industries Ltd.
117	Prashant Agarwal	Accys Management Service Pvt. Ltd.
118	Prashant Kumar Rai	HCL Infosystems Ltd.
119	Prashant Singh	ICICI Securities
120	Pratyush Srivastava	Onicra Credit Rating Agency of India Ltd.
121	Praveen Kumar Ojha	Britannia Industries Ltd.
122	Preeti Malik	Ripples
123	Prerna Mathur	Cargo Construction Co. Pvt. Ltd.

124	Pritthi Modak	Vishal Mega Mart
125	Priya Sharma	Opted Out
126	Priya Shiwani	ICICI Securities
127	Priyam Mathur	HCL Infosystems Ltd.
128	Priyank Bajpai	Opted Out
129	Puneet Srivastava	
130	Punit Mohan	Eureka Forbes
131	Pushpa Kumari	MNR Solutions
132	Rahul Kumar	IndusInd Bank
133	Raj Kumar Tiwari	IndusInd Bank
134	Rajesh Singh	ICICI Securities
135	Rajni Kant Mishra	Eureka Forbes
136	Rakesh Kumar Gupta	HLFPPT
137	Ram Naresh Singh	Axis Bank
138	Ram Pratap Singh	Allcheckdeals.com
139	Ramesh Tiwari	Solvate Laboratories Pvt. Ltd.
140	Ramesh Yadav	Opted Out
141	Ravi Ranjan	The Royal Bank of Scotland
142	Reena Singh	Zen Mobile
143	Richa Chauhan	Mancer Consulting Services
144	Rimanki Jindal	Alps Industries
145	Ritesh Ashok Kumar Shukla	Own – Application
146	Riyajuddin	Coats India
147	Rohit Singh	ICICI Securities
148	Sachendra Patel	BMA Commodities Pvt. Ltd.
149	Sachin Kumar ( B )	HLFPPT
150	Sachin Kumar ( D )	Acro Service Corporation
151	Sachin Kumar Kesharwani	Axis Bank
152	Samarth Sharma	The Royal Bank of Scotland
153	Sanchita Banik	Zen Mobile
154	Sanjay Kr. Saha	Bank (V)
155	Saroj Singh	ICICI Securities
156	Satendra Kumar	Axis Bank
157	Satish Kumar	HDFC Sales
158	Saurabh Shukla	Websoft Technology Solutions Pvt. Ltd.
159	Saurv Nigam	Sunrise Real Estate consultants
160	Savita Tomar	easypolicy.com
161	Seema Kumari	Zen Mobile



162	Shahid Ansari	Yes Bank
163	Shailendra Kumar Dwivedi	Propsensex.com
164	Shaiwal Saran	Reliance Securities
165	Shalini Mishra	Aaditya Infraniramans Pvt. Ltd.
166	Shalu Singh	Opted Out
167	Shashwat Yadav	Matrix
168	Shipra Rajput	The Royal Bank of Scotland
169	Shiv Kumar	Syndicate bank
170	Shiv Pratap Singh	Vishal Mega Mart
171	Shivani Gupta	The Redwood Horizon
172	Shiwani Gupta	Times Business Solutions Ltd.
173	Shrasta Saxena	Mirus Solutions Pvt. Ltd.
174	Shreya Singh Tomar	Pegasus International
175	Shweta Chatterjee	Progressive Infotech
176	Shyam Singh Verma	Invest2Best Realty Pvt. Ltd.
177	Sourav Das	Tata Steel
178	Sourav Sharma	Kaya Lifestyle Pvt. Ltd.
179	Sourav Shrivastava	Ceasefire Industries Ltd.
180	Sudha Kumari	Acro Service Corporation
181	Sulekha Kumari	Yes Bank
182	Sumit Gupta	Britannia Industries Ltd.
183	Sumit Kumar Maurya	Nandini Infosys
184	Sunil Kumar	Great Food & Beverage Pvt. Ltd.
185	Sunil Kumar Gupta	Vishal Mega Mart
186	Surajeet Singh	Vishal Mega Mart
187	Surendra Kumar	Education Gyan
188	Suvojit Ghosh	Axis Bank
189	Swati Gupta	Opted Out
190	Swati Paliwal	Times Business Solutions Ltd.
191	Swati Rathore	Opted Out
192	Swati Shrivastava	Zen Mobile
193	Swati Singh	Symbiosis Management Consultants
194	Syed Asif Hussain	Achrya IT Solution
195	Tariq Mohammad	Matrix
196	Tulsi Prasad Mahato	IndusInd Bank
197	Tushar Karmakar	Eureka Forbes
198	Utkarsh Gupta	Axis Bank
199	Vikash Singh	Vishal Mega Mart

200	Vikram Kumar Jaiswal	Asian Paints
201	Vineet Singh	Kaya Lifestyle Pvt. Ltd.
202	Vishal Chauhan	Opted Out
203	Vivek Kumar	Angelantoni Test Technology
204	Vivek Kumar Agnihotri	Hero Electric
205	Vivek Kumar Malviya	Britannia Industries Ltd.
206	Vivek Kumar Singh	Surya Food & Agro Ltd. (Priya Gold)
207	Waseem Ahmad	Ceasefire Industries Ltd.
208	Yogesh Kumar	Education Gyan

<b>Institute of Technology &amp; Science</b> <b>Mohan Nagar, Ghaziabad</b> <b>Placed students List of PGDM (2012-14) Batch</b>		
S.No.	Student's Name	Company Name
1	Aakarshita Arora	Eminenture Pvt. Ltd.
2	Aakriti Nigam	Brindavan Agro Industries Pvt. Ltd.
3	Abhijeet kumar	Not in contact
4	Abhishek Chatterjee	Ceasefire Industries Limited
5	Abhishek Kr. Ray	Justdial Ltd.
6	Abhishek Kumar Raj	Not in contact
7	Ajay Verma	Ceasefire Industries Limited
8	Ajeya Dixit	HR Solutions
9	Akash Chaudhary	HDFC Bank
10	Amir Ashraf	Axis Bank Ltd.
11	Amit Kumar Nag	Ceasefire Industries Limited
12	Amrita Ravi	Questa Management Consultant.
13	Amul Kumar	Surya Food & Agro Ltd. (Priya Gold)
14	Anand Vikram Singh	The Royal Bank of Scotland
15	Anasua Dutta	Daffodil Software Ltd.
16	Animesh Gaurav	Fee Panding / Paper Back
17	Anish Kumar	AG Poly Packs
18	Ankit Kumar Singh	Coats India
19	Ankit Singh	HDFC Bank
20	Ankur Dixit	Parle Products Pvt. Ltd.
21	Ankur Singh	Not in contact
22	Anshu Mishra	The Royal Bank of Scotland
23	Anshul Martolia	Ceasefire Industries Limited
24	Anshul Tyagi	Own Business

25	Anupam Maity	Mansukh Securities & Finance Ltd.
26	Anuradha Gaur	Not in contact
27	Arbind Kumar Singh	Sharekhan Ltd.
28	Arun Kumar	IndiaNivesh Securities Pvt. Ltd.
29	Ashish Kumar	The Royal Bank of Scotland
30	Avijit Maji	Ceasefire Industries Limited
31	Bhagya Shree	
32	Bhupendra Tiwari	Reliance Dairy Foods Ltd.
33	Chanchal Dey	Ceasefire Industries Limited
34	Chand Khan	Axis Bank
35	Chandra Sekhar Das	IndusInd Bank
36	Deepank Maurya	Brindavan Agro Industries Pvt. Ltd.
37	Deepika Seal	ICICI Securities Ltd.
38	Desh Deepak Singh	Not in contact
39	Devesh Kumar	Axis Softech Pvt. Ltd.
40	Devesh Kumar Singh Chauhan	The Royal Bank of Scotland
41	Dinesh Kumar Gupta	Ashlar Securities Pvt. Ltd.
42	Dushyant Kumar	Ashlar Securities Pvt. Ltd.
43	Gaurav Sharma	Ceasefire Industries Limited
44	Gopal Shaw	Nandini Infosys Pvt. Ltd
45	Gulshan Kumar	HDFC Bank
46	Harisharan Tripathi	IndusInd Bank
47	Harshit Agarwal	Axis Bank Ltd.
48	Himanshu Tripathi	Parle Products Pvt. Ltd.
49	Ishan Kaushik	Mansukh Securities & Finance Ltd.
50	Janmejey Kumar Singh	Not in contact
51	Karishma Jakhar	Higher Study
52	Karm Veer Singh	Brindavan Agro Industries Pvt. Ltd.
53	Kaustuv Kumar Hazra	Ceasefire Industries Limited
54	Koushik Biswas	Brentwoods Education Pvt. Ltd.
55	Kritika Anand	The Royal Bank of Scotland
56	Kumari Mansh Mani	Ashlar Securities Pvt. Ltd.
57	Kumari Priyanka	Higher Study
58	Kundan Kumar	HLFPPT (HLL Lifecare Ltd.)
59	Kundan Kumar Singh	Smart Value Product & Services Pvt. Ltd.
60	Kuntal Banerjee	Cosmic Structures Limited
61	Lalit Yadav	International Institute of Financial Markets (IIFM)

62	Lokesh Kumar	Metrimoney.com Pvt. Ltd.
63	Manali Srivastava (V- Ravi)	Essnee Management Pvt. Ltd.
64	Manish Kumar	Not in contact
65	Manjeet Kaur	Sheela Form
66	Manjusha Vishwakarma	VCC EDG/ Secretarye
67	MD Aftab Ansari	IndiaNivesh Securities Pvt. Ltd.
68	MD Ayaz	Prudential Partners
69	Md. Nehal Khan	Kotak Mahindra Ltd.
70	Md. Saddam Hussain	Eureka Forbes
71	Meenu Vishukarma (V- Ravi)	Essnee Management Pvt. Ltd.
72	Meghali Dasgupta	The Royal Bank of Scotland
73	Meraj Akhtar	
74	Mohd. Danish	Prestige Tissues Pvt. Ltd.
75	Mohd. Faisal Khan	Brindavan Agro Industries Pvt. Ltd.
76	Mohd. Shah Nawaz Khan	Prestige Tissues Pvt. Ltd.
77	Monika Chauhan	
78	Moumita M Menon	Careerist Management Consultants Pvt. Ltd.
79	Mukesh Kumar	BroadriDG/ Secretarye Financial Pvt. Ltd.
80	Mukesh Kumar Singh	ICICI Securities Ltd.
81	Neel Shyam	Parle Products Pvt. Ltd.
82	Neeraj Kumar Pandey	Safeduate Learnings Pvt. Ltd.
83	Neetika Arora	Careerist Management Consultants Pvt. Ltd.
84	Neha Singh	APS Group
85	Nitin Kumar	IndusInd Bank
86	Om Prakash Singh	Axis Bank Ltd.
87	Pankaj Kumar	Avanse Financial Services Ltd.
88	Paramveer Singh	IndusInd Bank
89	Paritosh Garg	Own
90	Piyush Patel	Instapower Ltd.
91	Pooja Bhateja	International Conference & Exhibition Services (ICES) Pvt. Ltd.
92	Poonam Pandey	Guideman Consulting Pvt. Ltd.
93	Prabhat Kumar Shukla	Eureka Forbes
94	Prachi Tyagi	Ashlar Securities Pvt.Ltd.
95	Pradeep Kumar Mishra	Vishal Mega Mart
96	Pranab Chakraborty	Videocon Industries Ltd.
97	Prashant Kr Choudhary	Muthoot Finance Ltd.
98	Prashant Thakur	IndusInd Bank Ltd.

99	Prashasti Chittranshi	Wisethink Information Solutions Pvt. Ltd
100	Pratiksha	
101	Pratyush Kumar Dubey	Onicra Credit Rating Agency of India Ltd.
102	Preet Kaur Gulsin	Not in contact
103	Preeti Vishwakarma	Accys Management Services Private Limited
104	Prerna	The Royal Bank of Scotland
105	Puja Kumari	IndusInd Bank
106	Raghavendra Shukla	Ceasefire Industries Limited
107	Raghvendra Narayan Bhardwaj	Sharekhan Ltd.
108	Rahul Gaur	Own
109	Rahul Kumar Singh	Axis Bank Ltd.
110	Rahul Mehrotra	Hero Electric Vehicles Pvt. Ltd.
111	Rahul Rana	IndusInd Bank
112	Raja Kumar	Reliance Dairy Foods Ltd.
113	Raju Panchal	Surya Food & Agro Ltd. (Priya Gold)
114	Ramayan Prakash Singh	Own
115	Ramneet Kaur	The Royal Bank of Scotland
116	Ranjit Kumar	Ceasefire Industries Limited
117	Ravi Kumar	Metrimoney.com Pvt. Ltd.
118	Ravi Ranjan Singh	ICICI Securities Ltd.
119	Ridhima Tiwari	Guideman Consulting Pvt. Ltd.
120	Rishabh Srivastava	Own Business
121	Rohit Sharma	Ceasefire Industries Limited
122	Saikat Chakraborty	Asian Paints Ltd.
123	Salman Khan	Ceasefire Industries Limited
124	Santosh Kumar Singh	HDFC Bank
125	Sarfaraj Ansari	Capitalvia Global Research Ltd.
126	Satish Kumar	Alpro Panels Pvt. Ltd.
127	Satya Narayan Kumar	Onicra Credit Rating Agency of India Ltd.
128	Saurabh Kumar Yadav	Justdial Ltd.
129	Saurabh Singh	Prestige Tissues Pvt. Ltd.
130	Saurav Kumar	Asian Paints Ltd.
131	Shailendra Kushwaha	Axis Bank Ltd.
132	Shama Perween	Own
133	Sharad Yadav	HDFC Bank
134	Shashi Bhushan	Axis Bank Ltd.
135	Shivam Rathi	Surya Food & Agro Ltd. (Priya Gold)

136	Shoeb Khan	Kotak Mahindra Ltd.
137	Shubham Agrawal	Matrix Cellular International Services Pvt. Ltd.
138	Sohan Dhar	Brentwoods Education Pvt. Ltd.
139	Sonia Tuteja	NA Human Resource Solution Pvt. Ltd.
140	Sonu Agnihotri	Parle Products Pvt. Ltd.
141	Sonu Keserwani	The Royal Bank of Scotland
142	Stuti Srivasatava	JBM Group
143	Subhamay Paul	The Royal Bank of Scotland
144	Sudhanshu Kumar Jha	Not in contact
145	Suraj Singh	Ceasefire Industries Limited
146	Surojit Saha	Ceasefire Industries Limited
147	Sushmita Srivastava	Not in contact
148	Swati Gupta	VCC EDG/ Secretarye
149	Sweta Swarna	Metrimoney.com Pvt. Ltd.
150	Taniya Bhandari	The Royal Bank of Scotland
151	Tripty Mani	Ashlar Securities Pvt. Ltd.
152	Tushar Vivek	IndusInd Bank
153	Uday Pratap	Indo Simon Electric Pvt. Ltd.
154	Udit Pratap Chauhan	Ceasefire Industries Limited
155	Vaibhav Singh	The Royal Bank of Scotland
156	Vaishali Porwal	ICICI Securities Ltd.
157	Vandana Tomar	Metrimoney.com Pvt. Ltd.
158	Vartika Gupta	Mansukh Securities & Finance Ltd.
159	Vijay Kumar Choubey	Aforeserve.com Ltd.
160	Vijay Kumar Gorai	Instapower Ltd.
161	Vijaya Bharti	Sewells Group, VCC EDG/ Secretarye
162	Vikash Kumar Tiwari	IndusInd Bank
163	Vikram Singh Yadav	IndusInd Bank
164	Vivek Gupta	Axis Bank Ltd.
165	Vivek Jaiswal	Axis Softech Pvt. Ltd.

## List of Student Members in Placement Committee of PGDM (2013-15) Batch

S.No	Students Name	Sec.	Contact No.	Email ID
1	Nandan Kr. Dubey	A	8285656103	<a href="mailto:nandakumardubey@its.edu.in">nandakumardubey@its.edu.in</a>
2	Ankit Srivastava	A	8510946520	<a href="mailto:ankitsrivastava@its.edu.in">ankitsrivastava@its.edu.in</a>
3	Naveen Kumar	A	9911803588	<a href="mailto:Naveen.bisht42@its.edu.in">Naveen.bisht42@its.edu.in</a>
4	Anchal Ganjoo	A	9716224192	<a href="mailto:anchalganjoo@its.edu.in">anchalganjoo@its.edu.in</a>
5	Sudarshana Konwar	B	8586850496	<a href="mailto:sudarshanakonwar@its.edu.in">sudarshanakonwar@its.edu.in</a>
6	Savendra Rana	B	8802428393	<a href="mailto:savendrasinghrana@its.edu.in">savendrasinghrana@its.edu.in</a>
7	Naman Gupta	B	8800377922	<a href="mailto:namangupta@its.edu.in">namangupta@its.edu.in</a>
8	Rohit Srivastav	B	9650477891	<a href="mailto:rohitsrivastava@its.edu.in">rohitsrivastava@its.edu.in</a>
9	Kalpana Singh	C	8010989018	<a href="mailto:kalpanasingh@its.edu.in">kalpanasingh@its.edu.in</a>
10	Rana VP Singh	C	7827071939	<a href="mailto:rvpsingh@its.edu.in">rvpsingh@its.edu.in</a>
11	Gauri Gupta	C	9911667262	<a href="mailto:gaurigupta@its.edu.in">gaurigupta@its.edu.in</a>
12	Saddam Hussain	C	7834800952	<a href="mailto:Saddamhussain.msa@its.edu.in">Saddamhussain.msa@its.edu.in</a>
13	Shipra Rai	C	7827475055	<a href="mailto:shiprarai@its.edu.in">shiprarai@its.edu.in</a>

----- Forwarded message -----

From: **Kirit Kumar Shah** <[kirit.shah@its.edu.in](mailto:kirit.shah@its.edu.in)>

Date: Mon, Mar 11, 2013 at 5:18 PM

Subject: CRC-----Workshop for Federal Bank is scheduled for tomorrow

To: PGDM11\_13A\_MohanNagar <[pgdm11\\_13a\\_mohannagar@its.edu.in](mailto:pgdm11_13a_mohannagar@its.edu.in)>,

PGDM011\_13B\_MohanNagar <[pgdm11\\_13b\\_mohannagar@its.edu.in](mailto:pgdm11_13b_mohannagar@its.edu.in)>,

PGDM011\_13C\_MohanNagar <[pgdm11\\_13c\\_mohannagar@its.edu.in](mailto:pgdm11_13c_mohannagar@its.edu.in)>,

PGDM011\_13D\_MohanNagar <[pgdm11\\_13d\\_mohannagar@its.edu.in](mailto:pgdm11_13d_mohannagar@its.edu.in)>,

Cc: A K Puri <[akpuri@its.edu.in](mailto:akpuri@its.edu.in)>, Faculty-Mgmt Mohan Nagar

<[faculty\\_mgmt\\_mn@its.edu.in](mailto:faculty_mgmt_mn@its.edu.in)>, Pallavi Mathur <[pallavimathur@its.edu.in](mailto:pallavimathur@its.edu.in)>, Arjit Mani

Tripathi <[arjittripathi@its.edu.in](mailto:arjittripathi@its.edu.in)>, Ravi Prakash <[raviprakashhc@its.edu.in](mailto:raviprakashhc@its.edu.in)>

Dear PGDM Students,

Workshop for Federal Bank scheduled for tomorrow.

**Time:** 1.30 to 3.30 pm

**Venue:** Old Seminar Hall

**Selection process:** Aptitude Test , Job Personality Fitment Test, GD & PI

Aptitude test --- 2hrs ( 4 sections ; sectional cut off 60% ; No -ve marking)

Job Personality Fitment Test--- 30 min

It is mandatory for all the students to be present in the workshop

Good Luck

CRC

--

Kireet Shah

Head- Corporate Relations

I.T.S- Management & IT Institute

\*An ISO 9001:2008 Certified Institute &

NAAC Accredited ' A' Grade Institute

\*Mohan Nagar, Ghaziabad

(M) 9871044876, 8447744053

0120- 4174927

[www.its.edu.in](http://www.its.edu.in)



### List of Projects undertaken by students in Corporate/ Industry

S.No.	Details of Project Undertaken by Students in 2014
1	A study of Availability, Affordability, Accessibility and Awareness about Matrix Cellular
2	Analysis of Marketing Mix strategy of NCC to increase its market share in Delhi & NCR
3	Study of promotion mix of Resonance Technology to increase the revenue by 20%.
4	A study of CRM practices for attracting and retaining customers at U-Flex
5	Critical analysis of Promotional strategies at Reliance Dairy Foods Ltd.
6	A Comparative Study of Customer Relationship Strategies with reference to Bank of Baroda
7	A study and analysis of Pricing strategies of major retail players with reference to Big Bazaar
8	A study of marketing mix of Rasna Beverage Pvt Ltd.
9	A study of challenges in marketing softwares to B2B customers
10	A study of brand perception and customer satisfaction towards the products of Moser Baer Ltd.
11	Comparative study of ICICI securities and Government banks

## Sample Alumni List

S.NO	NAME	YEAR OF PASSING	EMAIL ID (PERSONAL)	MOBILE NO	COMPANY NAME	DEIGNATION
1	Rajni Kant Mishra	2013	<a href="mailto:rm1640@gmail.com">rm1640@gmail.com</a>	9911082632	Eureka Forbes Ltd.	Management Trainee
2	Manish Kumar Mishra	2013	<a href="mailto:mnsh83kmr@gmail.com">mnsh83kmr@gmail.com</a>	9453688816	Adethiainfotel Pvt. Ltd	Sr. Excutive
3	Sumit Gupta	2013	<a href="mailto:sumit.gupta00007@gmail.com">sumit.gupta00007@gmail.com</a>	8588818318	Britannia Industries	TSI
4	Abhishek Kumar Singh	2013	<a href="mailto:abhikirburu@gmail.com">abhikirburu@gmail.com</a>	8750137427/8588870064	Kotak Mahindra Bank	Assistant Manager
5	Prerna Mathur	2013	<a href="mailto:prena.mssonumathur@gmail.com">prena.mssonumathur@gmail.com</a>	9891215914/8750137427	Cargoconstruction Co. Pvt. Ltd	HR Executive
6	Abhijeet Srivastava	2013	<a href="mailto:abhijeet.ei@gmail.com">abhijeet.ei@gmail.com</a>	8447875991	Goldwyn Ltd	Sales Excutive
7	Surendra Kumar	2013	<a href="mailto:surendrak76@gmail.com">surendrak76@gmail.com</a>	9910896236/9097435501	Kaya Life Style Pvt. Ltd	Marketing Executive
8	Kriti Kesari	2013	<a href="mailto:kritikesari07@gmail.com">kritikesari07@gmail.com</a>	9555343797	Onicra	Associate Analyst
9	Amrita Srivastava	2013	<a href="mailto:ami.sri009@gmail.com">ami.sri009@gmail.com</a>	8860056740	Mind Sharer	HR Executive
10	Kuldeep Chauhan	2013	<a href="mailto:kuldeepsinghbisnor@gmail.com">kuldeepsinghbisnor@gmail.com</a>	7833721122	MAZI	ASM
11	Anjali Bharti	2013	<a href="mailto:anjali.bharti29@gmail.com">anjali.bharti29@gmail.com</a>	7838002016	Archelons Consulting Pvt. Ltd	Executive
12	Amandeep Singh Kohli	2013	<a href="mailto:a.kohli09@gmail.com">a.kohli09@gmail.com</a>	9971148737	Sterling Holydays	DSM
13	Reena Singh	2013	<a href="mailto:reena.pallwal11@gmail.com">reena.pallwal11@gmail.com</a>	997108293	HCL Technology	HR Excutive
14	Rohit Singh	2013	<a href="mailto:rohitsingh5@gmail.com">rohitsingh5@gmail.com</a>		ICICI Securities Ltd.	Sr Relationship Manager
15	Shipra Rajput	2013	<a href="mailto:shiprarajput5@gmail.com">shiprarajput5@gmail.com</a>	9716985138/8800557316	RBS Bussiness Services	Officer
16	Savita	2013	<a href="mailto:savitatomar03@gmail.com">savitatomar03@gmail.com</a>	9891910876	Growindia	Excutive
17	Ekta Bhardwaj	2013	<a href="mailto:sharmaektao88@gmail.com">sharmaektao88@gmail.com</a>	9999428470	Ripples India Pvt.ltd	
18	Preeti Malik	2013	<a href="mailto:preeti.malik92@yahoo.in">preeti.malik92@yahoo.in</a>	9971060096	Ripples India Pvt.ltd	HR Excutive

19	Vishal Chauhan	2013	<a href="mailto:vishalchauhanrce@edu.in">vishalchauhanrce@edu.in</a>	9716451641	MCF	Assistant Account
20	Karishma Singh	2013		8375086884	McDonald India	Second Line Manager
21	Shivani Gupta	2013	<a href="mailto:shivani5389@gmail.com">shivani5389@gmail.com</a>	9871997476	Redwood Horizon	HR Executive
22	Jitendra Tiwari	2013	<a href="mailto:jit8472@yahoo.com">jit8472@yahoo.com</a>	8398802829/8447780927	Britannia Industries Ltd.	Territory Sales Manager
23	Angad Kumar Singh	2013	<a href="mailto:angaDG/Secretaryuno@gmail.com">angaDG/Secretaryuno@gmail.com</a>	8950811608/9555364014	Super Max Per Care	Sales Officer
24	Himanshu Kumar	2013	<a href="mailto:himanshukumar@gmail.com">himanshukumar@gmail.com</a>	9958661886	Aye Finseve	Management Trainee
25	Sachendra Patel	2013	<a href="mailto:patel.sachendra840@gmail.com">patel.sachendra840@gmail.com</a>	9873069376/9450418865	Kaynet Eindcel Ltd	SRM
26	Suraj Kumar Singh	2013	<a href="mailto:sanoj_157@yahoo.com">sanoj_157@yahoo.com</a>	8588814350/9540510216	ICICI Direct	Sr Relationship Manager
27	Faizan	2013	<a href="mailto:faizyimp@gmail.com">faizyimp@gmail.com</a>	9555267940	Royal Bank of Scotland	Process Associate
28	Archana Singh	2013	<a href="mailto:archana.singh56@gmail.com">archana.singh56@gmail.com</a>	9717540376	Acro Service Corp.	Tech Recruiter
29	Shweta Chatterjee	2013	<a href="mailto:shwetachatterjee@gmail.com">shwetachatterjee@gmail.com</a>	8882690060	Progressive Infotech Pvt. Ltd.	HR Recruiter
30	Sudha Kumari	2013	<a href="mailto:sudhakumari.1207@gmail.com">sudhakumari.1207@gmail.com</a>	9871895685	Acro Service Corporation	Recruiter
31	Ramesh Yadav	2013	<a href="mailto:rameshyadavpg@gmail.com">rameshyadavpg@gmail.com</a>	9910678049/9910678049	Intec Capital Ltd.	Relationship Manager
32	Rajesh Singh	2013	<a href="mailto:rajeshsingh21634@gmail.com">rajeshsingh21634@gmail.com</a>	9015787050	HDFC Bank	Asst. Manager
33	Ankur Saini	2013	<a href="mailto:ankursaini26@gmail.com">ankursaini26@gmail.com</a>	9871049988/9910892212	All CheckDeals.com	Sr. Executive
34	Abhishek Singh	2013	<a href="mailto:abhishekmgkvp@gmail.com">abhishekmgkvp@gmail.com</a>	9540005188	Radios	Area Head
35	Seema Kumari	2013	<a href="mailto:seemahazani26@gmail.com">seemahazani26@gmail.com</a>	9015203344	Zen Mobile Pvt. Ltd	Business Dev. Executive
36	Shashwat Yadav	2013	<a href="mailto:shashu1504@hotmail.com">shashu1504@hotmail.com</a>	8447706669	Matrix	BDE
37	Bhagyashree Nigam	2013	<a href="mailto:nigam.sonam@gmail.com">nigam.sonam@gmail.com</a>	9015653344	Zen Mobile Pvt. Ltd	BDE
38	Shiwani	2013	<a href="mailto:shiwhani2501@gmail.com">shiwhani2501@gmail.com</a>	8882671949	Amvrin Systems Pvt.	HR Generalist

	Gupta		<a href="mailto:@gmail.com">@gmail.com</a>		Ltd	
39	Shrastha Saxena	2013	<a href="mailto:saxena.shrastha@gmail.com">saxena.shrastha@gmail.com</a>	9560656946	Mirus Solutions	Associate Consultant
40	Sunil Kumar	2013	<a href="mailto:kumar.n11.sun11@gmail.com">kumar.n11.sun11@gmail.com</a>	8800760535	Reckitt Benckiser	TSI
41	Atul Srivastava	2013		8130545980	Axis Bank	Udhog Vihar, Gurgon
42	Piyush Srivastava	2013	<a href="mailto:piyush75140@gmail.com">piyush75140@gmail.com</a>	8874408000/9412675140	Cicil Court	Accountant
43	Md. Tabrez	2013	<a href="mailto:matabrez230@gmail.com">matabrez230@gmail.com</a>	9871216346	Eureka Forbes Ltd.	Management Trainee
44	Faize Zeeshan	2013	<a href="mailto:faizz2007@gmail.com">faizz2007@gmail.com</a>	7827395234/9919711234	Zen Mobile Pvt. Ltd	BDE
45	Ganesh Tiwari	2013	<a href="mailto:tiwaryganesh2@gmail.com">tiwaryganesh2@gmail.com</a>	9999516357	Axis Bank	Assistant Manager
46	Kuldeep Singh	2013	<a href="mailto:kuldeep.singh0321@gmail.com">kuldeep.singh0321@gmail.com</a>	7838779756	Kaya Life Style	
47	Maninder Singh	2013	<a href="mailto:jaatbou_khalsa@rediffmail.com">jaatbou_khalsa@rediffmail.com</a>	9818438707	Just Dial	Executive
48	Shahid Ansari	2013	<a href="mailto:nshahid78613@gmail.com">nshahid78613@gmail.com</a>	78273953369	Yes Bank	Executive
49	Varun Chandra	2012	<a href="mailto:varunchandraa@gmail.com">varunchandraa@gmail.com</a>	9654868739	Sony India Pvt. Ltd	Officer
50	Ashrish Tripathi	2012	<a href="mailto:aashish.tripathi@gmail.com">aashish.tripathi@gmail.com</a>	9873031360	Fidelity	Sr. Associate
51	Deepak Kumar Jaishwal	2012	<a href="mailto:jaishwaldeepak11@gmail.com">jaishwaldeepak11@gmail.com</a>	7388353838/7927845740	Ceasefire Industries Ltd.	Sr.Manager
52	Ankur Srivastava	2012	<a href="mailto:ankur.7srivastava@gmail.com">ankur.7srivastava@gmail.com</a>	9810257170/8860405465	Redio City 91.1 FM	Associates Sales
53	Ritesh Ranjan	2012	<a href="mailto:tiwaryritesh921@gmail.com">tiwaryritesh921@gmail.com</a>	9506999234	Aditya birla Finance Ltd.	Sales Suport
54	Anshul Agarwal	2012	<a href="mailto:anshulagarwal34@gmail.com">anshulagarwal34@gmail.com</a>	9211721076	Nandini lwfosyspl	Project Manager
55	Harendra Singh	2012	<a href="mailto:arjunsng10@gmail.com">arjunsng10@gmail.com</a>	8860570599	Uniconnect Sim	Assistant Manager
56	Amit Kumar	2012	<a href="mailto:yadavamit0911@gmail.com">yadavamit0911@gmail.com</a>	9311157339	Karur Vysya Bank	Assistant Manager
57	Diwakar Bargava	2012	<a href="mailto:diwakar.bhargava@vodafone.com">diwakar.bhargava@vodafone.com</a>	9713018727/9651659967	Vodafone	Assistant Manager
58	Amit Kumar	2012	<a href="mailto:yadavamit0911@gmail.com">yadavamit0911@gmail.com</a>	9311157339	Karur Vysya Bank	Executive
59	Animoy Mondal	2012	<a href="mailto:animoy_nondalo9@yahoo.com">animoy_nondalo9@yahoo.com</a>	7827845743	Ceasefire	Executive Sales

60	Sweta Singh	2012	<a href="mailto:swetasingh3630@gmail.com">swetasingh3630@gmail.com</a>	7428123339/9835436062	ICICI Securities	BD Manager
61	Suman Sen	2012	<a href="mailto:sumansen1@gmail.com">sumansen1@gmail.com</a>	9868957434	ICICI Securities	BD Manager
62	Vartika Srivastava	2012		7838581867	Federal Bank	Asst Manager
63	Ankur Gupta	2011	<a href="mailto:ankur_gupta@yahoo.com">ankur_gupta@yahoo.com</a>	747586155	ICICI Securities Ltd.	SRM
64	Nishant Singh	2011	<a href="mailto:eanshin1105@gmail.com">eanshin1105@gmail.com</a>	9869051105	MTNL	Assistant Manager
65	Ramnish Gulati	2011	<a href="mailto:gulati.ramnish87@gmail.com">gulati.ramnish87@gmail.com</a>	9015401499	Earth Infrastructure	Sr. Manager
66	Vijendra Singh	2011		8868840733	GSKCH	Sr.TSE
67	Achal Kumar	2011	<a href="mailto:achal.gyan@gmail.com">achal.gyan@gmail.com</a>	9004510803	JK Risk Manager	Sr. Relationship Manager
68	Rajesh Kumar Kesarwani	2011	<a href="mailto:kesharwani.rajesh1@gmail.com">kesharwani.rajesh1@gmail.com</a>	9555743678	BA Continucum Solution	Credit Analyst
69	Harish Singh	2011	<a href="mailto:here4urmail.harish@gmail.com">here4urmail.harish@gmail.com</a>	925800708	Dorma India Pvt. Ltd.	Manager
70	Tathagata Day	2011	<a href="mailto:dev.tathagata@yahoo.com">dev.tathagata@yahoo.com</a>	9650072981	ACRO HR	Manager
71	Vijay Kumar Tiwari	2011	<a href="mailto:vijsanchi@gmail.com">vijsanchi@gmail.com</a>	9502113725	Eureka Forbes	Executive

## **Report on Inaugural Ceremony of Alumni-Mentorship Programme for our existing students of PG Programmes**

With an objective of increasing interaction & strengthening the institute-alumni relationship and providing a platform for interaction of existing students of PG Programmes with the Alumni, we have started working on Alumni Mentorship Programme. In this programme selected Alumni of Senior Batches of various courses would be providing guidance, advice and support to the students being associated with them from II year students of PG Courses.

The event was formally inaugurated and launched on Saturday, 17<sup>th</sup> August, 2013 in the auditorium of the institute. On this occasion Alumni members of various programs were also invited. Total 28 Alumni Members were present in the inaugural session. The event was formally inaugurated by the Alumni Members of senior batches including Mr. Vikas Sharma from Steria (2000), Mr. Rajesh Prajapati from Driosys (2003), Mr. Amit Kumar from HCL Technologies (2004), Mr. Shivam Sharma from Avon Heweitt (2005), Mr. Kuldeep Srivastava from Capita (2007) and Mr. Gunaditya (2007).

In the beginning of the programme, Chairperson – Alumni Cell Prof. S. K. Pandey presented a detailed discussion on the objectives, process and expectations of this initiative. Prof. Pandey said that this programme will provide a competent platform to the existing students to get benefits from the learning and experiences of their alumni and prepare themselves accordingly. He said that under this initiative every student of the II year of PG Courses (MCA, MBA & PGDM) shall be associated with one of the senior alumni who is working in industry. Students may interact or get in touch with these alumni, as agreed by alumni, through E-Mail/ Mobile or in-person as may be the case from guidance, suggestions or input on career planning.

The Director General, while welcoming the alumni said that this initiative will go a long way in creating emotional connect and binding not only with the institute of our alumni but also would equally be beneficial for the existing students to understand what actually is happening and how they should prepare for taking up new challenges arising in industry. Dr. Puri greeted the students of II year of PG Programmes for getting such an opportunity and said that success of such initiatives solely lies on shoulders of existing students to get benefits of it. He said that Alumni Mentorship Program will offer every student a unique opportunity to develop relationships with alumni and allows him or her to explore the information and advice related to academic and professional development. It will also build a synergy between present students and the alumni and leads to developing a strong network of ITSians.

Thereafter, senior alumni members of present in the inaugural session including Mr. Amit Kumar from HCL Technologies (2004), Mr. Shivam Sharma from Avon Heweitt (2005), Mr. Kuldeep Srivastava from Capita (2007) and Mr. Gunaditya (2007) shared their experiences and expressed their commitment to make this event a success.

Director – IT, Dr. Harish Kumar expressed his happiness on this initiative and said that existing students should take maximum advantage of it in their preparation for the career.

Dr. B.S. Hoti, Director – Management, in his address said that this is an unique opportunity for existing students to get guidance, support and advise from the working professions who happen to be their seniors.

Prof. Sujata Khandai, Principal – UG Campus greeted the students for getting this opportunity and thanked to the alumni members for volunteering to contribute in this programme.

The event was anchored by Dr. V.N. Bajpai. Prof. Umang Singh expressed her sincere thanks to all the guests and alumni present. She appreciated the efforts and contributions of student's volunteers in making this event a success. Dr. Raghvendra Dwivedi, Coordinator – Alumni (MBA Programme) was also present on this occasion.

After inaugural session, alumni members interacted with their allocated mentees who are the students of II year of PG Programmes and exchanged their contacts and discussed their future course of action and how to take up this programme further. Alumni Members advised their respective mentees to be in regular contact and any support needed.

On this occasion faculty members and students (mentees) of different programmes were also present in large number.

**Prof. Sunil Kr Pandey**  
Chairperson – Alumni Cell

## Institute of Technology & Science

### Mohan Nagar, Ghaziabad

### **Report on “SANSMARAN – 2014” (The I.T.S Alumni Meet)**

SANSMARAN – 2014, The I.T.S Alumni Meet, was organized on Saturday, 06th December, 2014 from 05.30 PM Onwards at I.T.S, Mohan Nagar, Ghaziabad Campus. The event was formally inaugurated by lamp lighting by Shri. Arpit Chadha, Vice Chairman - I.T.S The Education Group, Shri. B.K. Arora - Secretary I.T.S The Education Group, Shri. Surinder Sood - Chief Administrator - I.T.S The Education Group, HoD (IT), Director (Management) and Principal - UG Campus. Director (Management) - Dr. Sapna Rakesh, on behalf of I.T.S Ghaziabad, welcomed the guests and alumni who came to attend and participate in the Alumni Meet -201 and expressed his happiness for increased participation of Alumni in alumni meet every year from all the courses. She said that participation of alumni on such large scale shows the love, affection and strong emotional bonding between Institute and it's passed out students. The Chief Administrator Shri Sood, in his address said Alumni Meet is an event where our Alumni get an opportunity and refresh our old memories at institute, to meet their own batch mates, to their juniors and above all to visit their institute from where they started their professional journey of their career.

With an objective of bringing our old students back to institute and provide them a platform for reviving old memories at the institute, meeting with their faculty members & own classmates, sharing and exchanging views, ideas and experiences, every year on 1st Saturday of December, institute organizes this Alumni Meet. Every year increased participation of alumni from all the batches from all the courses of the institute is evidence to the emotional attachment and connect of the students with the institute. The event witnessed large participation of alumni of the institute from various courses. In this Alumni Meet all the passed out batches of Post Graduate Programs and all the batches of Undergraduate Programmes passed out till 2012 from the beginning of the course were invited.

This year format of the Alumni Meet was significantly changed with new format, structure, activities and in look as compared to previous years and entire event was hosted on specially designed stage for the purpose. This year special preparation was done by the students for cultural programs which made the event colorful and kept alumni enjoying, The on-stage performance included Ganesh Vandana, Band Performance, Balloon burst, Group Dance, Singing with Jugalbandi, Solo Performance. Felicitation of Senior Batches of Alumni, Lucky Draw based on the visiting cards dipped by the Alumni at the time of their Registration.

In the meet various stalls with games, activities etc, to engage the alumni their spouse and kids, were also kept which were well appreciated by the alumni. These included Burning Candles, Coin game, Dot game/ Ring Game, Bowling game, bouncee for kids, popcorn stalls and Bucket Game for Kids. The stall with the institute's Souvenir attracted good turn-up. Kids, accompanying with alumni, were very happy to see various characters like Clown, Charlee Chaplin etc, and were engage them

In the event some of our Alumni also shared their experiences of days spent at I.T.S and about their professional experiences as well. Alumni who attended this meet were thrilled and impressed by the growth, achievements and the activities organized by the institute from where they graduated and started their professional career.



Towards the end of the programs, a lucky draw was organized for the alumni based on the information (Visiting Cards) provided by them at the time of registration in the meet. Lucky draws were drawn and awards were given by the HoD (IT), Director – Management and Principal-UG campus. Dr. Sunil Kr Pandey - HoD (IT) & Chairperson Alumni thanked the Alumni for their participation and support in institutional activities. He also thanked to the members of Alumni Cell for their sincere efforts and rigerous follow-up that made this event a success.

Last event of this Alumni Meet was DJ followed by Dinner. Honorable Vice Chairman and Secretary - I.T.S The Education Group, HoD (IT), Director – Management, Principal - UG Campus, Vice Principal - UG Campus, Faculty Members and Staff Members of I.T.S, Ghaziabad also joined the Alumni at Dinner.

**Institute of Technology & Science, Mohan Nagar, Ghaziabad****List of Participants in MDPs**

<b>S. No.</b>	<b>Name of Participant</b>	<b>Designation</b>	<b>Company</b>	<b>City</b>
1	Ms. Swati Sinha	Sr. Manager-HR	Show Time Group	New Delhi
2	Mr. Hardeep Sethi	Executive-HR	Big Emporia	New Delhi
3	Mr. Mahesh Sharma	B-School Survey Incharge	Careers 360	New Delhi
4	Mr. Pranav	HR and Admin	Universal Assets	Noida
5	Mr. Ramanant Rawat	HR	ICRA Management	Noida
6	Ms. Geetika	HR	Clay Telecom	New Delhi
7	Mr. Anurag Arun	Manager-HR	SPA Finanacial Services	New Delhi
8	Ms. Sahiba	HR	Planman Consulting	New Delhi
9	Ms. Niharika	HR Manager	IECS Pvt. Ltd.	New Delhi
10	Mr. Gaurav Kumar Tripathi	Exct. HR	Twenty Four Seven Retail Stores	New Delhi
11	Mr. Shivaji Chatterjee	HR	Niurlas	Noida
12	Mr. Surinder Singh	HR	NV Distilleries Ltd.	New Delhi
13	Mr. Ritesh Sachdeva	Regional Manager	BOROSIL Glass Work Ltd.	New Delhi
14	Mr. Madan Singh	Asst. Manager HR	BPTP Ltd.	New Delhi
15	Mr. Rajat Malik	HR	Copal Partners	Gurgaon
16	Ms. Preeti	HR Coordinator	Mascot E Services	New Delhi
17	Ms. Geetha	HR Manager	Welcon Infotech Pvt. Ltd.	New Delhi
18	Ms. Divya	HR	Home D Mart	New Delhi
19	Ms. Reena Sairesh	Business Head	Ralio Quick	New Delhi
20	Col. B.K. Dash	HR Coordinator	Security Shoppe Pvt. Ltd.	New Delhi
21	Ms. Pallavi Tyagi	HR	Lilliput Kids Wear Ltd.	New Delhi
22	Ms. Poonam Dhiman	HR Manager	Colgate Pamolive	Gurgaon
23	Mr. Rahul Garg	Head-Managed Services	ZTE Telecom	Gurgaon
24	Mr. Archanan Mahajan	HR Manager	Future Exiom	Gurgaon
25	Mr. Saswati Das	BDM	V2web Technologies Pvt. Ltd.	Noida
26	Mr. Deepak Gahlot	HR	Gopaljee	Noida
27	Mr. G.S. Negi	Asst. HR	Tag Hills	Noida
28	Ms. Meenu	HR	Crazy Noodles	Noida
29	Mr. Surya Kant Dixit	Manager HR	Thomason Press	New Delhi
30	Ms. Poonam Jhingan	HR Executive	Sharp Business Systems	New Delhi
31	Mr. Murlidhar Shyam	Head HR	American Tower	New Delhi
32	Ms. Nitya	HR	Acro HR	New Delhi

33	Ms. Harpriya	HR Ecec.	South Asian Hospitality	New Delhi
34	Ms. Deepali Arora	HR Exec.	Eureka Forbes	New Delhi
35	Mr. Vikram Kaul	Administration	Ambience	New Delhi
36	Ms. Divya	HR	Handygo	New Delhi
37	Ms. Avantika Sharma	Asst. Manager HR	Kotak Securities	New Delhi
38	Mr. Mallika Bhavishi	AGM-Merchandising	S.R. Foils & Tissues	New Delhi
39	Ms. Mohsina Ahmad	HR Manager	I-Global Technologies	Gurgaon
40	Mr. Neeraja Shekhar	Exect. HR	F1F9	Gurgaon
41	Ms. Shipra	Exect. HR	Koutons India Retail	Gurgaon
42	Ms. Anshika	Exec. HR	Olive Teclecom	Gurgaon
43	Mr. Jaiveer Singh	HR Manager	Vishal Megamart	New Delhi
44	Mr. Gurveer Singh Jaswal	Deputy Manager	Kotak Commodity Services Ltd.	New Delhi
45	Mr. Lalit Kumar Khanna	Asstt. Manager	Escorts Asset Management	New Delhi
46	Mr. Pankaj Malik	Segment Manager	Dupont India	Gurgaon
47	Mr. Prakul Kumar	HR Exec.	HUL	Gurgaon
48	Ms. Vibha Sharma	HR	People Cyclotron	Gurgaon
49	Ms. Shalu Monga	HR	Modern Radio House	Gurgaon
50	Mr. Karan Saxena	Manager Marketing Research	Cvent India	Gurgaon
51	Akrati Singh	BDE	APAC Sourcing Solutions	Gurgaon
52	Ms. Surbhi Gupta	HR	Reckitt Benckiser	New Delhi
53	Ms. Vasudha	Sales- Executive	Intex Technologies	New Delhi
54	Ms. Neha singh	Sales- Executive	Hero Electric	New Delhi
55	Ms. Reha Chutani	Sales- Executive	Fullerton Financial Services	Gurgaon
56	Ms. Seemal	Sales- Executive	Hidustan Coca Cola Beberges	Gurgaon
57	Mr. Sanjay Dubey	Sales Manager	Kyocera Mita India	Gurgaon
58	Mr. Harit Pant	Sales- Executive	Vizeum Media Services India	Gurgaon
59	Ms. Namisha	Sales- Executive	Micro Max	Gurgaon
60	Ms. Payal Arora	Sales- Executive	Teleperformance	Gurgaon
61	Mr. Arjit Dasgupta	Sales- Executive	Videocon	Gurgaon
62	Mr. Rohan Dewan	Asst. Editor	Dewan Publications Pvt. Ltd.	New Delhi
63	Mr. Gurvinder Singh	Sales- Manager	Mayapuri Group	New Delhi
64	Ms. Sahiba Singh	Sales- Executive	Planman Consulting	New Delhi
65	Ms. Neetu Bhardwaj	Asst. Manager-Sales	Tata Capital	New Delhi
66	Mr. Kaif Ahmad	Asst. Manager-Sales	Cargill	Gurgaon
67	Mr. Gagandeep Singh	Area Sales Manager	Intech Hotel Sol.	Gurgaon
68	Ms. Prerita Mishra	Manager Sales	FUJITSU India	Gurgaon
69	Mr. Bashar Parez	Sr. Exect. – Sales	Business Octane	Gurgaon
70	Ms. Surabhi	Sales- Executive	SSIPL India	New Delhi
71	Mr. Sandeep Tyagi	Sales- Executive	Haier India	New Delhi
72	Mr. Vivion Correya	Sales- Executive	Whirlpool India	New Delhi
73	Mr. Sharmitha Adhicary	Executive- Finance	Sparrow Interactive Pvt.	New Delhi

			Ltd.	
74	Mr. Sujoy Basu	Executive- Finance	Vodafone India	New Delhi
75	Mr. Amit Dev	Executive- Finance	93.5 FM	Noida
76	Mr.Hemendra Bist	Executive- Finance	94.3 FM	Noida
77	Mr.Nishant Diwevedi	Executive- Finance	Good Thing Retail Ltd.	Noida
78	Tulika Shina	Asst. Manager Finance	Hotspot	Noida
79	Ms.Madhumita Bhagai	Executive- Finance	Narulas.	Noida
80	Ms.Jyoti kappor	Asst. Manager Finance	WaCorp Hyundai Limited	Noida
81	Ms. Tina Vij	Finance Planner and Branch Head	Unicon Investment Solution	New Delhi
82	Mr.Jisul G Nair	Finance Executive	Axis Bank	New Delhi
83	Mr. M.K. Tandon	Executive- Finance	Ceat Ltd.	New Delhi
84	Mr.Persis Desai	Executive Finance	E Boy.com	New Delhi
85	Ms.Perna Arora	Executive Finance	NV Group	New Delhi
86	Mr. Gurmeet Chadha	Assistant Manager- Finance	Reliance Matual Fund	New Delhi
87	Mr. Puneet Bhatnagar	Regional Mgr.	Religare	New Delhi
88	Ms. Eera		The Park Hotels	New Delhi
89	Ms. Usha Chauhan	Sr.Executive HR	Café Cofee Day	New Delhi
90	Mr. Surndra Mohan	HR	Datanet India Pvt.Ltd	New Delhi
91	Ms. Rashi Mittal	Sr. Esect.	Denave India	New Delhi
92	Mr. Rajesh Mehta	HR	Promoflex India	New Delhi
93	Ms. Tara	HR	World Phone India	New Delhi
94	Mr. Arijit Das Gupta	HR Exect.	Vedeocon	Gurgaon
95	Ms. Sonal	HR	Agency Faqs	Noida
96	Ms. Shalu	HR	Dominos	Noida
97	Ms. Gauri Sharma	HR	India Today Group	Noida
98	Ms. Kiran	HR	just Dial	Noida
99	Capt Mahak	Admin & HR Officer	Aureole inspecs	Noida
100	Mr. Nadeem Ali	HR	Azad News	Noida
101	Ms. Pooja	HR	Media Guru	Noida
102	Ms. Neelu Handu	Manager HR	Data Vibes	Noida
103	Ms. Parikhshit jaipuria	HR	Globus Spirits	Noida
104	Ms. Manju Makhija	Sr. Executive Recruitment	Naukri.com	Noida
105	Mr. Arindham Banarjee		Net 4 India Ltd.	Noida
106	Ms. Madhumita	HR Trainging	Nirulas	Noida
107	Ms. Payal	HRD	Rosebys	Noida
108	Ms Neelu Handu	Manager-HR & Admin	Datavibes	Noida
109	Mr Vijay Manish Anand	Manager Sales	ETV	New Delhi
110	Mr Abhinav	HR Manager	Globus Spirits	Noida
111	Ms Kamyia Kumari	Media Executive/Manager Sales	Kavya Communicatin Pvt Ltd	New Delhi
112	Mr Suman Verma	HR Manager/Sales Head	Morphan Laboratories Ltd	New Delhi
113	Mr Arun Sharma	HR & Sales Manager	Priyagold	Noida
114	Mr Amit Pal Singh	Regional Sales Manager	Share Khan Ltd	New Delhi
115	Mr Dibakar	Floor Executive/HR	Toshiba engineering	New Delhi

		Manager	Company Co.	
116	Mr Shahbaz Khan	Product Manager	Ackumn Drugs & Pharmaceutical	New Delhi
117	Mr Gopla Aggarwal		Ganesh Polytex Ltd	New Delhi
118	Ms Kamla	Receptionist	HPM Crop	New Delhi
119	Ms Deepti	Receptionist	Share Khan Ltd	New Delhi
120	Ms Amrita Pandey	Assistant Manager	Bajaj Capital	New Delhi
121	Ms Anita Saxena	Admin Executive	Beam	New Delhi
122	Ms Meenakshi Bajaj	Asst Manager	Bright Point India	New Delhi
123	Mr Upinder Pal Singh	HR Manager	Dainik Bhaskar (94.3 FM)	Noida
124	Mr Nitin Aggarwal	Director	Promo Works	Noida
125	Mr Nagesh Joshi	General Manager	Veena Industries Ltd	New Delhi
126	Mr Alok Mukherjee	Head Academics	Indian Retail School	New Delhi
127	Ms Ritu Jassal	(Sr Associate Recruitment)	MSD Pharma	Gurgaon
128	Mr Amit Roy Mr Vijay Kumar		NIIT	Gurgoan
129	Mr Shhbar	Product Manager	Akumn Drugs & Pharmaceutical	Delhi
130	Mr Subhash Arora	Managing Director	Executive Search	Delhi
131	Ms Tanisha	Admin Executive	Imaginators	Delhi
132	Ms Deepti /Mr Pranav		Team Lease	Delhi
133	Mr Alok/Nidhi	Recruitment Manager	Airtel	Delhi
134	Ms Bhaskar Joshi	Sr Manager	Exhibition India Group	Delhi
135	Ms Vibha Sood	Team Leader	Religare	Delhi
136	Ms Anita Saxena	Admin Executive	Suvidha. Net	Delhi
137	Mr. Shalendra Singh Jantwal	(Manager- recruitment)	Adecco	New Delhi
138	Mr. Divyatosh/Mr. Basu	(CEO)/	AIBA Infra & Basic Amenities	Gurgoan
139	Mr. Akshay Mathur	(Head HR)	Capital IQ	Gurgoan
140	Mr V Subra Maniam	Sr Manager	Clark Group of Hotels	New Delhi
141	Ms. Uma Raman	(Head HR)	Glaxo Smithkline	Gurgoan
142	Mr. Dev Mani Pandey	(Recruitment head)	HDFC Bank	Gurgoan
143	Ms. Surabhi	(recruitment Head)	ITC Wills Retail	Gurgoan
144	Mr Ishwar Mohapatra	GM	V3S Group	New Delhi
145	Mr. Sidharth Agarwal	(CEO)	Spectrum talent management	Noida
146	Mr. Vijay Govind	(DG/ SECRETARYM-Group HR & Admin)	Mira Exim Limited	Noida
147	Mr Samir Arya	Sr. Manager-HR	DS Group	Noida
148	Mr Sandeep Kumar	Sr. Manager-HR	HCL Infosystems,	Noida
149	Mr Vinay Gupta	VP-HR	JP Associates	Ghaziabad
150	Mr P.K. Srivastava	Head-HR	Metzeller Auto Motive Components	Ghaziabad
151	Mr Vinay Tevtia	Business Development Manager	Parle Agro	Ghaziabad
152	Mr V S K Sood	MD	Top Rankers	New Delhi
153	Ms Ambika Nautiyal	Head Corporate HR	BLB Institute of Financial Markets	New Delhi

154	Mr Alok Gupta & Mr Shashank Nirwan	(Head-HR) & (Program Manager)	Inidabulls Securities Ltd.	Gurgaon
155	Mr. Punit Kr Ahuja / Mr. Virag Dwivedi	Sr Vice President/ Manager Talent Management	Intec Infocom Pvt. Ltd.	Gurgaon
156	Mr. Satish Tyagi	Consultant Corporate Affairs	Ministry of IT	New Delhi
157	Ms Neeti Gupta	Sr Executive-HR	Centrum Direct Ltd	New Delhi
158	Ms Bandana Kedia	(Manager HR & Admin)	IFS Solutions India PVT LTD	Noida
159	Ms G Chitra	Asstt Manager-HR	India-Infoline	New Delhi
160	Mr. Prashant Khare	(Business Development Manager)	Intellectual Resource Training (P) Ltd.	Noida
161	Ms Kakul/ Sobha	(Manager HR)	M D Every Where Group	Noida
162	Mr. Gurmeet Singh/ Mr.Sushil Joshi	Group Head-HR/Asstt Vice President	SMC Pvt Ltd	New Delhi
163	Mr Sanjeev Das	Admn Head	Videocon	New Delhi
164	Ms Namita	Manager-HR	Woodland	New Delhi
165	Ms Shipra Mathur	Director	Dimension Securities Ltd	Ghaziabad
166	Ms Shivani	HR Executive	Asia webmedia Technology	Noida
167	Ms. Ambika Nautiyal	Sr. Manager	BIFM	New Delhi
168	Ms Nitika Asthana	Manager HR	FSL Software Ltd	Noida
169	Mr. Shayan Mukherjee	Sr. Manager Intl Business	Luminous	New Delhi
170	Ms Yasmin Ahmad	HR Manager	Pipal Research	Noida
171	Mr. Masroor Lodhi	Head-HR	Sanofi Aventis	New Delhi
172	Ms Nidhi	HR Executive	Vangelz Tech Pvt Ltd	Noida
173	Mr. Amit Agnihotri	CO founder and Director	Exchange 4 Media	New Delhi
174	Mr. Rajat Mukerji	Chief Corporate Affairs Officer	Idea Cellular	New Delhi
175	Mr. Hariharan, Ms. Linda Clarke		Bharti Airtel	Gurgaon
176	Prof. Debi Saini	Senior Faculty	MDI	Gurgaon
177	Ms. Uppal	HR Manager	NIIT Ltd	Gurgaon
178	Mr. Sanjay Joshi	Senior Manager HR	Ranbaxy	Gurgaon
179	Dr Kumud Sarin	Program Director	Bioinformatics Institute Of India	Noida
180	Mr Mayank Kumar	VP-Accounts	i-Gate Global Solutions	Noida
181	Ms Dreena Bhuyan	HR-Executive	Indiafin Technologies Ltd	Noida
182	Ms Nisha Talwar	HR Manager	Roto Pumps Ltd	Noida
183	Mr Rakesh	Director	Turnaround Scientific Management Solutions	Noida
184	Ms Reema Yadav	Team Mamber	Vcre8 Solutions	Noida
185	Mr S C Vishwakarma	VP	Jagatjit Industries Ltd	Ghaziabad
186	Mr Vinay K Bajaj	VP Marketing	Relaxo Footwear	New Delhi
187	Ms Anu Bajpai	Director	Sigma Scitech Pvt Ltd	Gurgaon
188	Mr. Mukesh Thakur	BM	Cipla Ltd.	Ghaziabad
189	Mr.Prabhat	Manager	CMIE	New Delhi
190	Mr Sharad Pathane	Manager-HR	Kohinoor foods ltd.	New Delhi
191	Mr. Manoj Hardutt	AGM-HR	Luxor Writing	New Delhi

			Instruments	
192	Ms. Richa Nandwani	Head HR	Nestle	New Delhi
193	Mr. Sujit Sanyal/Mr S. Mukherjee	Sr VP/GM	RICOH	New Delhi
194	Mr.Aman Gupta	Manager-HR	RNIS	New Delhi
195	Mr. Manish Patel	Business manager and branch head/( Alumni)	Coats India Ltd	Noida
196	Mr Sharad Agarwal	Director –Mktg	Jaypee Group	Ghaziabad
197	Brig.Mr. P Gaur	VP- Corporate affairs	Kent RO Systems,	Noida`
198	Mr Sehgal	Owner	Life Care Systems	Ghaziabad
199	Mr. Vivek Sharma	Vice President	Unicon	Ghaziabad
200	Mr Prabhakar Singh/Ms Gunjandeep Kaur	(head-Institutional Business)/Account Executive (Alumni)	Centre for Monitoring Indian Economy Pvt Ltd (CMIE)	New Delhi
201	Ms Priyanka Verma	Asst Manager HR	DSCL (DCM Shriram Consolidated Ltd)	New Delhi
202	Mr Ajay Sain-	Director	Track Info vision Pvt Ltd (TIPL)	New Delhi
203	Ms Mrinalini Dubey	Manager HR	GIS Consortium India Pvt Ltd	Ghaziabad

**Institute of Technology & Science**  
**Mohan Nagar, Ghaziabad**

**Management Development Programme**

**Feedback form**

<b>Expert Name:</b>				
<b>No.</b>	<b>Particulars</b>	<b>Low</b>	<b>Average</b>	<b>High</b>
<b>Content</b>				
1	The extent to which I understood the information presented			
2	The extent to which I valued the information presented			
3	The degree to which the programme met the needs of faculty members			
<b><i>Process</i></b>				
4	The degree of spontaneity, openness humour & energy by facilitator			
5	The degree to which the facilitator encouraged the group responsiveness			
6	I like the pedagogy used in the training programme			
7	The amount of learning I experienced			
8	The extent of enjoyment I experienced Programme			
9	To what extent did the Programme format & content met your needs			
10	Identify two specific areas of self improvement after attending this Programme			
11	Overall Rating			
12	Comments, if any			



**Institute of Technology & Science**

**Mohan Nagar, Ghaziabad-201007 (UP)**

**Mid-term appraisal for the academic year .....  
(Teaching Faculty)**

Name:\_\_\_\_\_

Designation:\_\_\_\_\_

Department:\_\_\_\_\_

Present Position Held Since:\_\_\_\_\_

Date of Birth:\_\_\_\_\_

Date of Joining:\_\_\_\_\_

Qualifications added during the period:

1. Details regarding subjects taught during the Odd Semester:

Course	Semester	Subject	Number of sessions planned	Number of sessions taught	Schedule Integrity		
					I	II	III

( I - Always on schedule, II - Mostly on schedule, III - Not adhered to the

schedule )

2. Were you submitting the following on time?

Yes / No

a) Learning Objectives

Yes / No

b) Academic Daily Report

Yes / No

c) Consolidated attendance of the students

Yes / No

d) Sessional marks

Yes / No

e) Result of Internal/Mid-end term exams

Yes / No

3. Please list research papers/books/articles/monographs written/presented/published during the semester (with details like title, journal/conference details, level of the event/publication etc.):
  
  
  
  
  
  
  
  
  
  
4. Details of seminars/conferences/MDPs attended during the Odd Semester:
  
  
  
  
  
  
  
  
  
  
5. Are you pursuing Ph.D Programme? If yes, please enumerate progress made during the Semester:
  
  
  
  
  
  
  
  
  
  
6. Please enlist below the results of subjects taught by you during the previous semester:

S.No.	Class	Subject	Pass Percentage (%)

7. Please list the commitments you made during the last appraisal meeting held in June/July,20..... and steps taken by you in that regard:
  
  
  
  
  
  
  
  
  
  
8. Achievements and failures during the semester that you may like to list:

Date:.....

(Signature of the Appraisee)

**Appraisal Period .....**

Designation: \_\_\_\_\_

a) Please rate the following attributes on a ten point scale from 1 to 10 point (10 – highest, 1 - lowest):

S.No.	Attributes	Rating (1 – 10)
1.	Depth of knowleDG/ Secretarye about subjects taught	
2.	Schedule integrity: adherence to the teaching schedule, completion of course on time, timely submission of assessments etc.	
3.	General feedback received from students	
4.	Self development: keeping abreast	
5.	Eagerness/attitude to shoulder professional and Institute related responsibilities and additional activities	

d) Overall rating (kindly tick):

iii) Good

v) Below Average

Date: \_\_\_\_\_

(Director)

Date:

(Director General/ Secretary)

Annexure under 3.8  
Staff Appraisal & Development Process

Annexure-1

**Institute of Technology & Science**  
Mohan Nagar, Ghaziabad-201007 (UP)

**Annual Appraisal for the year .....**

**(Non-Teaching Staff)**

Name:\_\_\_\_\_

Designation:\_\_\_\_\_

Department:\_\_\_\_\_

Present Position Held Since:\_\_\_\_\_

Date of Birth:\_\_\_\_\_

Date of Joining:\_\_\_\_\_

Qualifications:\_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

(Please list all)

***Part-I***

1. List below the details of various functions you have performed during the year:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

(May attach additional sheet, if necessary)

2. What are your strengths? How do you propose to utilize and develop them to support your performance in I.T.S.?

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3. What are the factors that, in your view, are or may affect your performance adversely? How do you propose to overcome them?

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4. Please list your achievement related to your performance during the year:

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5. Please rank your performance during the year under review on the factors given below in a scale from 1 to 10 (1 being the minimum and 10 being the maximum):
- i) Job Knowledge/ Secretary: .....
  - ii) Accuracy in performance: .....
  - iii) Capacity to meet target: .....
  - iv) Capacity to shoulder additional responsibility: .....
  - v) Punctuality: .....
  - vi) Relationship with superiors: .....
  - vii) Relationship with colleagues: .....
  - viii) Dependability: .....
  - ix) Team work: .....
  - x) Communication skills: .....
  - xi) Initiatives: .....
  - xii) Resourcefulness: .....
6. What are your future plans for yourself vis-à-vis I.T.S.? What kind of enhanced responsibility would you like to shoulder and what support would you like to have from the Institution?
- 

7. Please list some of your targets for the next year, as far as possible, in clear quantifiable terms:
- 

8. Indicate the areas of training that you would like to undergo and why:

Date:.....

(Signature of Appraisee Employee)

**Part-II (TO BE FILLED BY SECTION HEAD/DIRECTOR)**

S. No.	Performance Indications	Outstanding	Very Good	Good	Average	Below Average
1	Job Knowledge/ Secretary					
2	Accuracy in performance					
3	Capacity to meet target					
4	Capacity to shoulder additional responsibility					
5	Punctuality					
6	Relationship with superiors					
7	Relationship with colleagues					
8	Dependability					
9	Team work					
10	Communication skills					
11	Initiatives					
12	Resourcefulness					

**Overall Appraisal:**

i) Outstanding

ii) Very good

iii) Good

iv) Average

v) Below Average

vi) Poor

Date:..... (Signature, Name & Designation of the Appraising Authority)

Comments of Director (where Director is not the Appraising Authority)

Date:.....

(Director)

Views of the Director General/ Secretary:

Date:.....

(Signature of the Director General/ Secretary)

Details of counseling action & reaction of the appraisee employee:

**Counseled by:**

Name :

Designation :

Date :



**Annexure under 4.1**  
**Academic Result**

**Annexure-1**

**INSTITUTE OF TECHNOLOGY & SCIENCE**  
**MOHAN NAGAR GHAZIABAD**

**LIST OF BOOKS PUBLISHED**

<b>S.No</b>	<b>Name Of Faculty</b>	<b>Book Title</b>	<b>Publisher Name</b>	<b>Year Of Publishing</b>
1	Dr. V. N. Bajpai Dr. Abhinav P. Tripathi Prof. Lalit Kumar Sharma Prof. Kapil Mohan Garg	"India 2020: Readiness for Cutting EDG/ Secretary Marketing" (ISBN:978-81-928380-5-2)	ITS, Ghaziabad	2014
2	Prof. D. K. Pandey Dr. Mona Sahay Dr. Puneet Mohan	Towards A Sustainable HR Profession'	ITS, Ghaziabad	2014
3	Prof. Sumit Gulati	Financial Management (ISBN-13: 978-1-25-902660-7)	Mcgraw Hill Publishing House	2014
4	Prof. Lalit Kumar Sharma	Report Writing and Presentation (ISBN 978-93-259-6981-0)	Vikas Publishing House Pvt. Ltd	2013
5	Prof. Lalit Kumar Sharma	Research Methodology (ISBN 978-81-259-5260-2)	Vikas Publishing House Pvt. Ltd	2013
6	Prof. Lalit Kumar Sharma	Business Research Methods (ISBN 978-81-259-3742-5)	Vikas Publishing House Pvt. Ltd	2013
7	Prof. Anusha Agarwal Dr. Raghvendra Dwivedi Prof. Manju Lamba	Emerging Challenges in Finance	Wisdom Publications (ISBN: 978-93-81505-52-- 6	2013
8	Dr. Manoj Kumar and Prof. Neetu Sharma	"Business Communication"	Ardent Publication, Delhi ISBN- 9789381481769	2013
9	Prof. Lalit Kumar Sharma	Report Writing and Presentation (ISBN: 978932595324-6)	Vikas Publishing House Pvt. Ltd	2012
10	Prof. Lalit Kumar Sharma	Production and Operations Management (ISBN: 978812594767-7)	Vikas Publishing House Pvt. Ltd	2012
11	Prof. Anusha Agarwal Prof. Niti Saxena Prof. Manju Lamba Prof. Neetu Purohit Prof. Sumit Gulati	Trends in Finance 2012 (ISBN:978- 93-81505-22-9)	Wisdom Publications	2012
12	Dr. Sapna Rakesh Prof. A. R. Mishra Prof. Durba Roy	Marketing in Emerging Markets: Challenges & Opportunities (ISBN:978-93-81550-29-8)		2012
13	Dr. Manoj Kumar & Dr. N.K. Gupta	Human Resource Management 2012, ISBN-9789381481097	Ardent Publications Delhi-2012	2012

**Research Paper Published in International Journal 2011-2012**

<b>S. No</b>	<b>Topic</b>
1	Porwal, Mukesh, 2011, 'Challenges & Opportunities of Small Scale Sector in India' <i>Review of Business &amp; Technology Research</i> , An International Journal of Business & Technology Research, Vol.4, No.1, pp. 393-399 (July 2011)
2	Srivastava Vinita(2011)"Management Principles and Nursing", Journal of Nursing science & practice( JoNSP ), an international journal (July 2011)
3	Khare Arpita and Rakesh Sapna "Antecedents to purchase decision of high and low involvement products amongst Indian Youth", International Journal of Business Competition and Growth . Vol. 1, No.3 , 2011, 262-275.
4	Rakesh Sapna and Khare Arpita 2011 "A study of eCRM applications for Indian Fast Food Chains " International Journal of Electronic Customer Relationship Management. Vol 5 , No.1 . 58-74
5	Khare Arpita and Rakesh Sapna 2011" Predictors to Fashion Clothing involvement amongst Indian Youth" Journal of Targeting Measurement and Analysis of Marketing, Vol. 18, Issue 3/4, 209-220.
6	Khare Arpita and Rakesh Sapna , " Antecedents of online shopping in India: An Examination" accepted for publication in Journal of Internet Commerce, communicated in July 2011
7	Rakesh Sapna and Khare Arpita 2011"An Exploratory research on Entertainment Facilities in Indian Malls and its impact on Shopping Behavior of Indian Consumers" International Journal of Business in Emerging Markets in Volume 3 No. 3. 270-288
8	Khare Arpita and Rakesh Sapna (2012), "Mobile Marketing in Indian Retail: a Preliminary Investigation of Relationship and Promotional Endeavours through Short Message Service " Published in " International Journal of Business Competition and Growth" Vol. 2 No. 2 , pp – 110-128
9	Sharma Nancy "Challenges of Dynamic Load Balancing of Association Rule Mining Algorithms in Distributed Computing Platform", International Journal of Data Warehousing and Mining (IIJDWN), Vol (1), issue (1), August 2011, ISSN (Online) : 2249 –2186, ISSN (Print) : 2249 –7161

**Research Paper Published in National Journal 2011-2012**

<b>S. No</b>	<b>Topic</b>
1	Singh Swati and Rakesh Sapna (2011) 'Netnography: An Emerging Method of Marketing Research – A Conceptual Study' , Indian Journal of Marketing', Vol 41 No.8( August) pp.

2	Dr. D. K. Pandey & Dr. D. K. Tripathi (2011), "The Role of HR in the Times of Globalization in BPO Industries", Wisdom, Research Journal of Vishveshwaraya School of Business Management, ISSN: title 0975-2714 WISDOM, Vol.3, Issue No.1, December 2011, pp. 123 -128.
3	Pandey D. K. (2012), "Enhancing Employee Performance through Effective QWL Policies" published in 'Synergy', ITS journal of IT & Management, ISSN: title code UPENG 02741, Regn No. 80573, Vol.10, No.1, pp. 44-54.
4	Pandey D. K. (2012), "Tool and Techniques for Organizational Excellence" published in 'Prabandhan' Centre for Management Development journal ISSN 229-5267 volume no. 4, no. 1, January to June 2012 pp. 33-48.
5	S. Bhattacharya, Dr Manoj Kumar Dash, Dr. Susmita Pattanaik (2012) Positioning strategy of two wheelers: a study " Published in Vedaang" A management journal of SGRRITS, volume 3 , no 1, January – June 2012, ISSN 09757961.
6	Singh Swati and Rakesh Sapna (2012) "Consumer Perception Towards Loyalty Card Programs - A Study Of Indian Consumer" Indian Journal Of Commerce & Management Studies, Vol (III)2, May 2012, pp 58-62.

#### **Research Paper Published/Presented in International Con./Seminar 2011-2012**

<b>S. No</b>	<b>Topic</b>
1	Saxena Nitin and Sen Gupta Subhro(2011), "Taming Carbon- di- Oxide", International Seminar on Entrepreneurship and SME's , AKGIM, PP. 295-300
2	Agarwal Anusha & Chaudhry Charu (2012)," " "Indian Banking: Innovation, Technology and Key Concerns" published in Proceeding of 'BFSCON' International Conference on "Banking & Finance" , 2012.

#### **Research Paper Published/Presented in National Con./Seminar 2011-2012**

<b>S. No</b>	<b>Topic</b>
1	Sen Gupta Subhro , Saxena Nitin and Kataria Abhinav (2011), "Reverse Merger And Its Implication in the Process of Capital Restructuring", National Seminar on Corporate Restructuring in the Globalized Business Environment" , I.T.S – Management & IT Institute , Ghaziabad, PP. 139-143
2	Pandey D.K & Tripathi D.K., 2011, 'HR as Strategic Partner and E-HRM', National Conference on Public Private Partnership: Reality Check and Road Ahead, organized by Lord Krishna Group of Institutions, Ghaziabad, pp. 47-51

3	Srivastava Vinita (March 2012), “ FMCG goods: Rural vs Urban Market” published of National Conference on Marketing, “Marketing in Emerging Markets: Challenges & Opportunities” dated 2 <sup>nd</sup> – 3 <sup>rd</sup> March 2012 organized by ITS, Mohan Nagar, page No.275-289.
4	Sharma Nancy, “Identifying the capabilities of Data Mining in providing the Quality in Technical Education”, 5th National Conference on computing for nation development at BVICAM, NewDelhi organized jointly by IEEE,CSI,ISTE-Delhi Section, AICTE, INDIACom-2011 ISSN 0973-7529 ISBN 978-93-80544-00-7

### **Paper Published in International Journal : 2012 -2013**

1	Agarwal Anusha & Chaudhry Charu (2012),” “Impact of Poverty on Infrastructural Development in India" published in International Journal EXCEL INTERNATIONAL JOURNAL OF MULTIDISCIPLINARY MANAGEMENT STUDIES (EIJMMS), Vol.2 Issue 11, November 2012
2	Meenakshi Handa, Anupama 'vohra & Vintia Srivastava (2012), “ Ethics: the physician – pharma dyad in Indai, published in Asian Journal of Business Ethics, DOI 10.1007/s13520-012-0025-5
3	Jain Vijesh & Singh Rahul (Feb. 2013) a Research Paper on the topic, “ A Framework to Study Level of comfort between Employees of Local and Foreign Cultures in Multinational Firms” published in International Journal of Business and Management by Canadian Center of Science and Education, ISSN 1833-3850 (Print) page No: 104 -122 & IISN 1833-8119 (online).
4	Srivastava Govind Nath (2013) a Research Paper on the topic, “Consumer’s Emotional Influence and Visual Merchandising Effects: Shopping Mall Recession” published in International Journal of process management- New technologies.ISSN:2334-7449( Online) and ISSN: 2334-735X( Print Version).
5	Srivastava Govind Nath (2013) a research paper on the topic, “ CRM A Tool For Emotinal connect with Customers” published in AAYAM, International Journal of AKGIM Journal of Management (Volume 3, Issue 1 & 2, January to December, 2013, page no:12-13.
6	Prof. Vinita Srivastava <sup>3</sup> , Meenakshi Handa <sup>1</sup> & Anupama Vohra <sup>2</sup> (2013) a research paper on the topic, “Perception of physicians towards pharmaceutical promotion in India” published in the Journal of Medical Marketing,13(2) 82–92 The Author(s) 2013,Reprints and permissions:,sagepub.co.uk/journals.
7	Dr. Mukesh Porwal & Dr. Vikas Saxena (2013), a research paper on the topic ,“Impact of Entrepreneurial Talent on the Survival & Growth of Small Scale Industries”, published in the September 2012 Volume 1, Issue 1 of International Journal in Management and Economics (ISSN 2320-1010) by CIBMRD.
8	Prof. Vijesh Jain (2013) a research paper titled "Foreign cultures and level of comfort – a three countries empirical investigation in multinational firms" published in the June-2013 issue of European Journal of Business

	Management (EJBM), New York, USA (IF:7.17), Page:162 to 174.
9	Ahuja Ankur, Gupta Subhro Sen, Post Merger Analysis of Selected Companies, IQRA international Management Journal, ISSN NO. 22774211 Vol 1.

### **Paper Published in National Journal 2012-2013**

1	Pandey D. K. (2012), "Enhancing Employee Performance through Effective QWL Policies" published in 'Synergy', ITS journal of IT & Management, ISSN: title code UPENG 02741, Regn No. 80573, Vol.10, No.1, pp. 44-54.
2	Pandey D. K. (2012), "Tool and Techniques for Organizational Excellence" published in 'Prabandhan' Centre for Management Development journal ISSN 229-5267 volume no. 4, no. 1, January to June 2012 pp. 33-48.
3	S. Bhattacharya, Dr Manoj Kuamr Dash, Dr. Susmita Pattanaik (2012) Positioning strategy of two wheelers: a study " Published in Vedaang" A management journal of SGRRITS, volume 3 , no 1, January – June 2012, ISSN 09757961.
4	Dhruva Kumar Pandey, "Study on HRD Strategies and its impact on Upliftment of Women Employees in Industrial Sector of Sultanpur District"- Prabandhan, Journal of CMD Modinagar, 2013.

### **Paper Published in International Conference/Seminar 2012-2013**

1	Manju Lamba & Swati Singh (2012)," Acquisition by Indian firms in current Times: Some Evidences" published in 11 <sup>th</sup> International conference on "Frontier Global issues and challenges in the New Millennium on Emerging Economy, Accounting, finance, ICT and Business & Management" organized by RDA, Jaipur, pp 7.
2	Agarwal Anusha & Chaudhry Charu (2012)," " "Indian Banking: Innovation, Technology and Key Concerns" published in Proceeding of 'BFSCON' International Conference on "Banking & Finance" , 2012.
3	Tyagi Dushyant (December , 2012), "A Double Acceptance Sampling Plan on Truncated Life Tests for Generalized Rayleigh Distribution with Known Shape Parameter" published in Souvenir, VII International Sumposium on "Optimization & Statistics ", Department of Statistics & Operation Research, Aligarh Muslim University, Aligarh, page no.36.
5	Gulati Sumit & Saxena Nitin (05 <sup>th</sup> – 06 <sup>th</sup> January, 2013), a research paper on

	the topic. "Satyam – From Peak to Low" published in 12 <sup>th</sup> International conference on "Global Contemporary Issues, Innovations & Future Challenges in Business, IT & Management" organized by RDA, Jaipur, ISBN No.978-81-920965-1-3, page no:143.
6	Agarwal Anusha & Purohit Neetu (05 <sup>th</sup> – 06 <sup>th</sup> January, 2013), a research paper on the topic, "Acquisition of Hutch by Vodafone" published in 12 <sup>th</sup> International conference on "Global Contemporary Issues, Innovations & Future Challenges in Business, IT & Management" organized by RDA, Jaipur, ISBN No.978-81-920965-1-3, page no:39.
7	Saxena Nitin & Gulati Sumit (05 <sup>th</sup> – 06 <sup>th</sup> January, 2013), a research paper on the topic, "No More Fishes for King of Good Time" published in 12 <sup>th</sup> International conference on "Global Contemporary Issues, Innovations & Future Challenges in Business, IT & Management" organized by RDA, Jaipur, ISBN No.978-81-920965-1-3, page no:101.
8	Agarwal Anusha & Srivastava Piyush Kumar (05 <sup>th</sup> – 06 <sup>th</sup> January, 2013), a research paper on the topic. "Financial Performance Analysis of Insurance Companies in India: A study with special reference to SBI Life Insurance Co Ltd" published in 12 <sup>th</sup> International conference on "Global Contemporary Issues, Innovations & Future Challenges in Business, IT & Management" organized by RDA, Jaipur, ISBN No.978-81-920965-1-3, page no:57

#### **Paper Published in National Con./Seminar 2012:2013**

1	Mishra Atma Ram (November, 2012), "How to Float a Happy Customer Base in Turbulent Times?" published of National Conference on Marketing, "Innovations & Challenges in Turbulent Times" dated 2 <sup>nd</sup> – 3 <sup>rd</sup> November, organized by ITS, Mohan Nagar, page No.1-6.
2	Dr.Pankaj Kumar & Prof. A. R.Mishra (18 <sup>th</sup> – 19 <sup>th</sup> January, 2013), a research paper on the topic "An empirical Analysis of Financial Inclusion as a Potential Driver of MSEs Growth" published in National Conference on "Emerging Challenges in Finance" organized by Institute of Technology & Science, Ghaziabad, ISBN No.978-93-81505-52-6, page no:13-22.
3	Prof. A. R.Mishra & Dr.Pankaj Kumar (18 <sup>th</sup> – 19 <sup>th</sup> January, 2013), a research paper on the topic "An empirical Analysis of Financial Inclusion as a Potential Driver of MSEs Growth" published in National Conference on "Emerging Challenges in Finance" organized by Institute of Technology & Science, Ghaziabad, ISBN No.978-93-81505-52-6, page no:13-22.
4	Dr. Mukesh Porwal (16 <sup>th</sup> & 18 <sup>th</sup> February 2013), A paper titled, "Role of Entrepreneurs for the Development of Small Scale Industries" published in National Seminar on "Atal Bihari Vajpayee Govt. Arts & Commerce College, Indore.

### **Paper Published in International Journal 2013-14**

1. Dr. Soumendu Bhattacharya & Dr. Manoj Kumar Dash (July-December 2013) a research paper on the topic, "Measurement of Customer Satisfaction on Demographic Variables of Banking Sector in National Capital Region – An empirical Analysis" published in Prestige International Journal of Management & IT by Prestige Institute of Management, Gwalior, ISSN 2277-1689 (Print) page No: 78 to 107.
2. Prof. Vinita Srivastava<sup>3</sup>, Meenakshi Handa<sup>1</sup> & Anupama Vohra<sup>2</sup> (2013) a research paper on the topic, "Perception of physicians towards pharmaceutical promotion in India" published in the Journal of Medical Marketing, 13(2) 82–92 The Author(s) 2013, Reprints and permissions: [sagepub.co.uk/journals](http://sagepub.co.uk/journals).
3. Dr. Anusha Agarwal (July to Sep 2013) a Research Paper on the topic, "Financial Performance of Reliance Industries Limited" published in Referred Quarterly International Journal of Applied financial Management Perspectives by Pezzottaite Journals, Vol. 2, No. 3, July to Sep 2013, ISSN 2279-0896 (Print) & ISSN 2279-090X (online).page No: 573-577.
4. Dr. Mukesh Porwal & Dr. Ratnesh Chandra Sharma (July-December 2013), a research paper on the topic, "A Study on the entrepreneurial problems & their solutions for small scale industries in Indore division" published in the MMU Journal of Management Practices (A referred / juried international journal of management, Volume 6.2 & 7.1-2, July 2012-December 2013, ISSN 0974-7257, Page no:112-119.
5. Vinita Srivastava, Meenakshi Handa & Anupama Vohra (March 2014 - September 2014) a research paper on the topic, "Promotional Tools: Do Physicians Really Bite The Hook?" Published in International Journal of DRISHTIKON, Symbiosis Centre for Management and Human Resource Development, Pune, India, ISSN 0975-7422 (Print) / 0975-7848 (Online), Val.5, No. 2, page no: 71-84.
6. Dr. Anusha Agarwal & Dr. Charu Chaudhry (January-March, 2014) a research paper on the topic, "Indian Banking: Innovation, Technology & Key Concerns" Published in Peer Refereed International Research Journal of Global Journal of Management and Research, ISSN 2278-0955 (Print), Val.3, No. 1, page no: 7-19.
7. Dr. Charu Chaudhry & Dr. Anusha Agarwal (January-March, 2014) a research paper on the topic, "Indian Banking: Innovation, Technology & Key Concerns" Published in Peer Refereed International Research Journal of Global Journal of Management and Research, ISSN 2278-0955 (Print), Val.3, No. 1, page no: 7-19.
8. Meenakshi Handa, Anupama Vohra & Vinita Srivastava (2014) a research paper on the topic, "Ethics: The Physician – Pharma Dyad India" Published in Asian Journal of Business Ethics, Springer Publications, DOI 10.1007/s13520-012-0025.5 page no: 1-10.

9. Gopal Krishna Dwivedi (January. 2014) a research paper on the topic, "Talk-Tactics & Soft-Skills: A few Secrets" published in International Journal of Management by MIT College of Management, Moradabad (UP), India, ISSN 2321-6700 (Print), Val.2, No. 1, January 2014, page no: 33-35.
10. Kataria Abhinav, Viral Marketing : Elements , Issues and Practices, Pizzattaite Journal nternational Journal of applied services marketing perspectives ISSN(P)-22790977, ISSN(O)-22790985
11. Kataria Abhinav, Fabrication of Currency Peril in Foreign Exchange Transaction, Pizzattaite Journal International Journal of applied financial management perspectives, ISSN(P)-22790986
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1. Prof. A. R.Mishra & Dr. Subhojit Banerjee (29<sup>th</sup> – 30<sup>th</sup> November, 2013), a research paper on the topic "Logit Model for Private Label Brand Loyalty" published in National Seminar on "The Future of Marketing : Opportunities & Challenges" organized by Institute of Technology & Science, Ghaziabad, ISBN No.978-81-928-3800-7, page no:139-148.
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1. Lalit Kumar Sharma (June. 2014) a research paper on the topic, " The Art Of Crafting Effective Medical Copy" published in VISION CATALYST - An International Journal For Management, IT & Communication, ISSN NO. : 2277-243X (Print), Volume No. 3, July 2014, page no: 62-69.
2. Dr. V. N. Bajpai & Dr. Satish Kumar (Winter. 2014) a research paper on the topic, "Co Creation of Value: Leveraging Customer's Intellectual Capital" published in



Paper Published in Conference / Seminar Proceedings 2014-2015

1. Dr. Pankaj Kumar (September, 2014) a research paper on the topic, "Policy and Pattern of Employment in Rural Industries of India" published in proceedings of National Conference on "Towards Sustainable HR Profession" dated 19<sup>th</sup> & 20<sup>th</sup> September, 2014 by ITS, Mohan Nagar, Ghaziabad, India, ISBN:978-81-928380-3-8(Print), page no: 33-39.
2. Arora Shikha (September, 2014) a research paper on the topic, "A Suggestive Framework for Competency Mapping of Fresh Management Graduates Based on Expectations of Potential Employers" published in proceedings of National Conference on "Towards Sustainable HR Profession" dated 19<sup>th</sup> & 20<sup>th</sup> September, 2014 by ITS, Mohan Nagar, Ghaziabad, India, ISBN:978-81-928380-3-8(Print), page no: 95-107.
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4. Dr. V. N. Bajpai (18<sup>th</sup> October, 2014) a caselet on the topic, "Gillette India: Innovation Dilemma and Challenges in 21<sup>st</sup> Century" published in selected caselets in management by IMS, Ghaziabad, India, ISBN:978-81-921148-5-9 (Print), page no: 1-3.
- 5.
6. Jain Vijesh (November, 2014) a research paper on the topic, "Level of comfort among members of multicultural work teams, in large Indian cities" published in proceedings of 10<sup>th</sup> National Conference on "India 2020: readiness for cutting eDG/ Secretarye marketing" dated 01<sup>st</sup> & 2<sup>nd</sup> November, 2014 by ITS, Mohan Nagar, Ghaziabad, India, ISBN:978-81-928380-5-2(Print), page no: 28-54.
7. Jain Vijesh, Tandon Deepak & Saxena Navneet (November, 2014) a research paper on the topic, "Assessment of Aftermaths of Marketing the Retail Banking Services in Indian context" published in proceedings of 10<sup>th</sup> National Conference on "India 2020: readiness for cutting eDG/ Secretarye marketing" dated 01<sup>st</sup> & 2<sup>nd</sup> November, 2014 by ITS, Mohan Nagar, Ghaziabad, India, ISBN:978-81-928380-5-2(Print), page no: 100-113.

8. Dr. Sapna Rakesh & Geetika Jain (November, 2014) a research paper on the topic, "Online consumer buying behavior in apparel sector: A literature review" published in proceedings of 10<sup>th</sup> National Conference on "India 2020: readiness for cutting eDG/ Secretarye marketing" dated 01<sup>st</sup> & 2<sup>nd</sup> November, 2014 by ITS, Mohan Nagar, Ghaziabad, India, ISBN: 978-81-928380-5-2(Print), page no: 137-150.
9. Dr. Pankaj Kumar (November, 2014) a research paper on the topic, "Environmental Practice: An instrument of readiness for green market mechanism – case of Indian SME" published in proceedings of 10<sup>th</sup> National Conference on "India 2020: readiness for cutting eDG/ Secretarye marketing" dated 01<sup>st</sup> & 2<sup>nd</sup> November, 2014 by ITS, Mohan Nagar, Ghaziabad, India, ISBN: 978-81-928380-5-2(Print), page no: 184-194.
10. A.R. Mishra, Dr. Subhojit Banerjee & Dr. Naveen Kumar (November, 2014) a research paper on the topic, "Modeling Association of consumer personality, values and interpersonal influences in predicting brand preferences for Indian private label brands" published in proceedings of 10<sup>th</sup> National Conference on "India 2020: readiness for cutting eDG/ Secretarye marketing" dated 01<sup>st</sup> & 2<sup>nd</sup> November, 2014 by ITS, Mohan Nagar, Ghaziabad, India, ISBN: 978-81-928380-5-2(Print), page no: 195-209.

**Annexure under 4.2**  
**Placement**

**Annexure-1**

<p style="text-align: center;"><b>Institute of Technology &amp; Science</b> <b>Mohan Nagar, Ghaziabad</b> <b>List of Companies visited for Placement during 2011-12</b></p>	
<b>S.No</b>	<b>Company Name</b>
1	Achievers Corporate Solutions
2	Acro HR
3	Activa Softech Ltd.
4	Aditya Birla Group
5	Adobe Ltd.
6	Advance Group of Companies
7	AG Poly Pack Pvt. Ltd.
8	Agro Tech Food Pvt. Ltd.
9	Akzo Nobel India Ltd.
10	Alfa Corpurcles Pvt. Ltd.
11	All India Net Solutions
12	Analec Infotech
13	APEX TG INC.
14	Apps Studio Pvt. Ltd.
15	Archelons Consulting Pvt. Ltd.
16	Ashlar Securities Pvt. Ltd.
17	Asian Paints
18	Audi
19	Axis Bank
20	Bajaj Allianz
21	Bajaj Electrical Pvt. Ltd.
22	Berger Paints
23	Better Option Propmart Pvt. Ltd.
24	Bikanervala Foods Pvt. Ltd.
25	Binary Semantic
26	BIPS Systems Ltd.
27	Bisleri Pvt. Ltd.
28	Black Rock
29	Blue Ocean Media Pvt. Ltd.
30	BranDG/ Secretaryain India Pvt. Ltd.
31	Bristol Myers & Squib
32	Café Buddy's Foods Pvt. Ltd.
33	Capital Business Systems Ltd.
34	Carte Blanche
35	CBSL
36	Ceasefire
37	Center for Professional Growth
38	Citi Bank
39	Clay Telecom
40	Clear Path Technologies
41	Coats
42	Confluence
43	Cramster.com
44	CVENT
45	Da Milano

46	Daffodil Software Ltd.
47	Dalmia Group
48	Deloitte Haskins & Sales
49	Dr. Reddy
50	Dun & Bradstreet
51	Ebony Gautier
52	Edelweiss
53	Efextra eSolutions Pvt Ltd.
54	ELI RESEARCH
55	ESS INDIA
56	Etoos Academy Pvt. Ltd.
57	Eureka Forbes
58	Executive Search
59	Federal Bank
60	FedEx Express Corporation
61	Femina Jewellery Pvt. Ltd.
62	Franco Indian
63	FSL Technologies
64	Fundoodata.com
65	Ganesh Diagnostic & Imaging Centre (P) Ltd.
66	GETIT Infoservices
67	Ginger Webs Pvt Ltd.
68	Globe Publications
69	Globe Education Management System
70	Grail Research
71	Great Eastern Money
72	Groffr
73	H & R Johnson
74	HDFC Bank
75	Headstrong India Pvt. Ltd.
76	Hive Events
77	HSIL Ltd.
78	I.T.C. Ltd.
79	IBM Daksh
80	ICICI Securities Pvt. Ltd.
81	Igate Patni
82	IGENIOUS
83	India Mart
84	Indiabulls Securities Ltd.
85	Indian Crusaders
86	InfoeDG/ Secretarye INDIA Pvt. Ltd.
87	Infozech Software Ltd.
88	Intas Pharmaceuticals
89	Istrat Software Pvt. Ltd.
90	J.K.Risk Managers
91	Jaro Education
92	Just Dial.com
93	Karur Vysya Bank
94	Kassa Finvest Pvt Ltd.
95	Kenscio Digital Marketing Pvt Ltd
96	KRS-Infranventure (P) Ltd.
97	Lepide Software
98	LogiMindz Technologies Pvt. Ltd.

99	Luminous
100	Lupin Pharmaceuticals, Inc.
101	Madura Fashion & Life Style
102	Mafoi Ranstand
103	Mahindra & Mahindra
104	Mansukh Securities & Finance Ltd.
105	Markit India
106	Matrix
107	Max New York Life
108	Max Pacific Logistic Ltd.
109	Methodex Systems Ltd.
110	Midas IT Services Pvt. Ltd.
111	Minda
112	Mirus Solutions
113	Modi Natural
114	Mydala.com
115	Nandini Infosys
116	Naukri.com
117	Nestle India Ltd.
118	Nice Guidance
119	Nutri Health System
120	Om Logistics
121	Omaxe Ltd.
122	On Mobile
123	ONICRA Credit Rating Agency of India Ltd.
124	Orbit Peripherals Pvt. Ltd.
125	Oriental Structural Engineers Pvt. Ltd.
126	Oxford University
127	Ozone Pharmaceutical Ltd.
128	Paharpur Business Centre
129	Paras
130	Parle Product
131	Pylon Management Consulting
132	Quattrro
133	Quest Solutions
134	R.P. Autostyles
135	Redington
136	Reve Systems Pvt. Ltd.
137	RNB
138	Royal Bank of Scotland
139	Safe Express
140	Sandmartin Consultants Pvt. Ltd.
141	Sanofi India Ltd.
142	SecurX
143	SIEMENS/E-Smart
144	Sify Technologies Ltd.
145	Snap Deal Pvt. Ltd.
146	Sun Bourne
147	Sunpro Integrated Communication Ltd.
148	Symbiosis Management Consultant Pvt. Ltd.
149	Tata Capital Ltd.
150	Teach for India Ltd.
151	Techsci Research

152	The Bristol Hotel
153	The Chopras
154	Thieme Medical & Scientific Publishers
155	Top Rankers Management Consultants
156	Town School Education
157	TVS Motors
158	Uniconnect Ltd.
159	Unique Infoways Pvt Ltd.
160	Value First
161	Venkateshwara Group of Institution
162	WebriDG/ Secretarye Info Systems
163	Xion India
164	Yebhi.com
165	Yup Digital
166	Zycus Ltd.

<b>Institute of Technoloience</b> <b>Mohan Nagar, Ghaziabad</b> <b>List of Companies visited for Placement during 2012-13</b>	
<b>S.No</b>	<b>Company Name</b>
1	99 Acres.com
2	Accent Consulting Pvt. Ltd.
3	Acro Service Corporation
4	Alkem Laboratories Ltd.
5	Allcheckdeals.com
6	Alstrong Enterprises India Pvt. Ltd.
7	American Express
8	Ameriprise Fincials
9	Apex TGI
10	Apple India
11	ARCHELONS Consulting Pvt Ltd.
12	Asian Paints
13	Axis Bank
14	Ayurved
15	Bajaj Finserve
16	Benchmark Six Sigma
17	Bespoke Digital Media India Pvt. Ltd.
18	Britannia Industries Ltd.
19	BroadriDG/ Secretarye Financial Solutions (India) Ltd.
20	Buddha Education Services
21	Canara Robeco
22	Capital IQ
23	Career Launcher
24	Carte Blanche Solutions Pvt. Ltd.
25	Catabatic Automation
26	Ceasefire Industries Ltd.
27	Chegg
28	CHW Forge
29	Citi Bank
30	Citi Bank – Dubai
31	Clay Telecom

32	Coats India
33	Compare Infobase
34	CVENT
35	Da Milano
36	Dainik Bhaskar Corporate Ltd.
37	Danone India
38	Eastern Software Systems
39	Easypolicy.com
40	Edelweiss
41	Edu Mentor
42	Eureka Forbes
43	Executive Search
44	F1F9
45	Fabriya
46	FEDERAL BANK
47	FineDG/ Secretarye Advisory Pvt. Ltd.
48	Firstcry.com
49	Fundoodata.com
50	Genpact
51	GET IT
52	H & S
53	Havells
54	HDFC Bank Ltd.
55	Home Solutions
56	HR Solutions
57	ICAT
58	ICICI Securities
59	Immigration Overseas Pvt. Ltd.
60	India Mart
61	IndiaMart Intermesh Ltd.
62	IndiGo Airlines
63	IndusInd Bank
64	Interocean Shipping
65	Invest2Best Realty Pvt. Ltd.
66	Jaro Education
67	Just Dial
68	Karl Storz
69	Karomi Technology Pvt. Ltd.
70	Kaya Lifestyle Pvt. Ltd.
71	KEN Research
72	Kotak Mahindra Bank Ltd.
73	Laurent & Banon Services Pvt. Ltd.
74	LAXIS
75	Llyod Ventures
76	Luminous Power Technologies Pvt. Ltd.
77	Mahindra & Mahindra
78	Mancer Consulting Services
79	Manpower Services India Pvt. Ltd.
80	Mansukh Securities & Finance Ltd.
81	Manya Group
82	Mastech Inc.
83	Matrix
84	Max Bupa

85	Media Mosaic
86	Methodex Systems Ltd.
87	Mirus Solutions Pvt. Ltd.
88	Moneypalm
89	Morpheus Human Consulting Pvt. Ltd.
90	msg advert
91	Muthoot Finance
92	Nagarro Inc.
93	Nandini Infosys Pvt. Ltd.
94	Naukri.com
95	New Parameter
96	Octaware Systems Pvt. Ltd.
97	Olive
98	Om Logistics
99	Onicra Credit Rating Agency of India Ltd.
100	Open Labs Technologies
101	Panache Recruits
102	Parle Products
103	Pegasus International
104	Policy Bazar
105	Prop Sensex.com
106	Prop Tiger
107	Pylon Management Consulting Pvt. Ltd.
108	Radington
109	Reliance Retail Ltd.
110	Reve Systems
111	RR Financial Consultants
112	S. Oliver
113	SandMartin Consultants Pvt Ltd
114	Sanofi
115	Services International
116	Sheela Foams
117	Star Buzz
118	Sterling Holidays
119	Surya Food & Agro Ltd. (Priya Gold)
120	Symbiosis Management Consultants Pvt. Ltd.
121	SYSCOM Corporation Ltd.(Smart Chip)
122	TATA Capital
123	Team Computers Pvt. Ltd.
124	TechSync
125	The Royal Bank of Scotland
126	Thomas Assessment Pvt. Ltd.
127	Tommy Hilfiger
128	TradelIndia.com
129	Training Innovation India
130	U.G. Software Technologies
131	Uniconnect SIM Pvt. Ltd.
132	Urban Trail Cycles Pvt. Ltd. (Hero Cycles)
133	Vishal Mega Mart
134	Wealth Max Propmart Pvt. Ltd.
135	Websoft Technology Solutions Pvt. Ltd.
136	Welco Infotech Pvt. Ltd.
137	Win-Medicare Pvt. Ltd.



138	WNS
139	XL Dynamics Pvt. Ltd.
140	Yes Bank
141	Zen Mobile
142	Zycus Ltd.

<b>Institute of Technology &amp; Science</b> <b>Mohan Nagar, Ghaziabad</b> <b>List of Companies visited for Placement during 2013-14</b>	
<b>S.No</b>	<b>Company Name</b>
1	1000 Franchise
2	99acres.com
3	Abbott Healthcare Pvt. Ltd.
4	Accent Overseas Pvt. Ltd.
5	Accys Management Services Private Limited
6	Acro HR Solutions
7	Acro Paints Ltd.
8	AD2Click Media (SGS Global Services Pvt. Ltd.)
9	Aforeserve.Com Ltd.
10	AG Poly Packs Pvt. Ltd.
11	Alpro Panels Pvt. Ltd.
12	Amar Ujala
13	American Express Banking Corporation
14	Ameriprise India Pvt. Ltd.
15	ANRI Solutions HR Services Pvt. Ltd.
16	Apex Aim Pvt. Ltd.
17	Archelons Consulting Pvt. Ltd.
18	Ashiana Housing Limited
19	Ashlar Securities Pvt. Ltd.
20	Asian Paints
21	Assotech Electronics Pvt. Ltd.
22	Avanse Financial Services Ltd.
23	Axis Bank Ltd.
24	Axis Softech Pvt. Ltd.
25	Bajaj Finserv Ltd.
26	Bakersville India Pvt. Ltd.
27	Bikanervala Foods Pvt. Ltd.
28	Black Rock
29	BOP Group
30	Brentwoods Education Pvt. Ltd.
31	Brindavan Agro Industries Pvt. Ltd.
32	BroadriDG/ Secretarye Financial Solutions (India) Pvt. Ltd.
33	Business Standard Ltd.
34	Capitalvia Global Research Limited
35	Careerist Management Consultants Pvt. Ltd.

36	Ceasefire Industries Ltd.
37	CHW Forge
38	Citi Bank
39	CL Educate Ltd.
40	Clarity Consulting
41	Coats India Ltd.
42	Cogniscent Business Solutions
43	Columbia Asia Hospital
44	Compunnel Technology India Pvt. Ltd.
45	Computer Junction Pvt. Ltd.
46	Cooper Lybranth India Pvt. Ltd.
47	Copal Partners
48	Cosmic Structures Limited
49	Daffodil Software Ltd.
50	ECS Engineering Pvt. Ltd.
51	Eminenture Pvt. Ltd.
52	Eureka Forbes
53	Exevo India
54	Firstcry.com
55	FSL Software Technologies Ltd.
56	Genpact
57	GET IT
58	GETIT Infoservices (P) Limited
59	GoBindas Entertainment Pvt. Ltd.
60	Grohe India Pvt. Ltd.
61	Guideman Consulting Pvt. Ltd.
62	H & R Johnson India Ltd.
63	HDFC Asset Management Co. Ltd.
64	HDFC Bank
65	Hero Electric Vehicles Pvt. Ltd.
66	HLFPPT (HLL Lifecare Ltd.)
67	Home Credit India Finance Pvt. Ltd.
68	HR Solutions
69	ICICI Securities Ltd.
70	Immigration Overseas Pvt. Ltd.
71	Impact Research & Measurement Pvt. Ltd.
72	India Infoline Ltd.
73	Indiabulls Securities Ltd.
74	IndiaHomes
75	Indo Simon Electric Pvt. Ltd.
76	IndusInd Bank Ltd.
77	Infiniti Connect India Pvt. Ltd.
78	Instapower Ltd.
79	Institute of Financial Markets (IIFM)
80	International Conference & Exhibition Services (ICES) Pvt. Ltd.

81	Investors Clinic Infratech Pvt. Ltd.
82	INX News Pvt. Ltd. & Information TV Pvt. Ltd.
83	iSource International Pvt. Ltd.
84	iSource International Pvt. Ltd.
85	Jaro Education
86	JBM Group
87	Jeevansathi.com (Info EDG/ Secretarye India Ltd.)
88	Jenson & Nicholson (I) Ltd.
89	JITM Skills
90	Justdial Ltd.
91	Kotak Bank
92	Kotak Mahindra Ltd.
93	Machwan Communication & Research Pvt. Ltd.
94	Madura Fashion & Lifestyle
95	Mansukh Securities & Finance Ltd.
96	Map My India
97	Maquette Consulting Group
98	Markets and Markets
99	Mastech Inc.
100	Matrix Cellular International Services Pvt. Ltd.
101	Mayank's IT Solutions Pvt. Ltd.
102	Metawing Technologies Pvt. Ltd.
103	Methodex Systems Ltd.
104	Metrimoney.com Pvt. Ltd.
105	Microsoft Corporation India (In the pay roll of Denave India Private Limited)
106	Mirus Solutions Pvt. Ltd.
107	Mount Talent Consulting Pvt. Ltd.
108	Muthoot Finance Ltd.
109	My Loan Care Pvt. Ltd.
110	NA Human Resource Solution Pvt. Ltd.
111	Nandini Infosys Pvt. Ltd.
112	Naukari.com (InfoEDG/ Secretarye)
113	Navisite - A Time Warner Cable Company
114	Netcore Solutions Pvt. Ltd.
115	New Era India Consultancy Pvt. Ltd.
116	Nirulas Corner House Pvt. Ltd.
117	Nirvana Solutions
118	Nissin Abc Logistics Pvt. Ltd.
119	Om Logistics Pvt. Ltd.
120	Onicra Credit Rating Agency of India Ltd.
121	Optiemus Infracom Ltd.
122	Orient Craft Ltd.
123	Paharpur Business Center
124	Parle Products Ltd.

125	Platinum Plaster Ltd.
126	Pratham Human Solution (A Mudra Communication Unit)
127	Prestige Tissue Pvt. Ltd.
128	Pritish Greens Agro Pvt. Ltd.
129	Progressive Infotech
130	Progressive Infotech Pvt. Ltd.
131	Prudential Partners
132	Questa Management Consultant
133	Red Mall
134	Reliance Retail Ltd.
135	Roopantaran Communication
136	Safeducate Learnings Pvt. Ltd.
137	Samsung (IKYA Human Capital Ltd)
138	Sare Homes Project Services Pvt. Ltd.
139	SBL Pvt. Ltd.
140	Sewells Group
141	Sharekhan Ltd.
142	Sheela Foams Pvt. Ltd.
143	Shiksha.com
144	Smart Value Ltd.
145	Su-Kam Power systems Ltd.
146	Surya Food & Agro Ltd. (Priya Gold)
147	Symmetrical Global Search Pvt. Ltd.
148	TDI Infracorp Ltd.
149	TechSci Research
150	The Chopras
151	The DDB Mudra Group - Pratham Human Solutions Pvt. Ltd.
152	The Royal Bank of Scotland
153	Thomson Digital
154	Times Internet Ltd.
155	TVS Motor Company Ltd
156	U.S. Tech. Solutions Pvt. Ltd.
157	Ujjivan Financial Services Pvt. Ltd.
158	Unison International Pvt. Ltd.
159	Unison International Consulting Pvt. Ltd.
160	US Tech Solutions Inc.
161	VCC EDG/ Secretarye
162	Videocon Industries Ltd.
163	Vinove Software & Services Pvt. Ltd.
164	Vishal Mega Mart
165	Vodafone
166	Weavings Manpower Solutions Pvt. Ltd.
167	Win Medicare Pvt. Ltd.
168	Wisethink Information Solutions Pvt. Ltd
169	XL Dynamics India Pvt. Ltd.



Institute of Technology & Science, Mohan Nagar, Ghaziabad

**Entrepreneurship Club Activity**  
**September 12 2011**

A Report

An event named '**Poster Making Competition**' was organized on 12.09.2011 at Sports Complex. The main objective of the event was to study successful entrepreneurs' life, their success and failures.

Students of PGDM first and second year in a group of two have made poster based upon successful Indian entrepreneurs. All the students of PGDM have attended the event.

Total numbers of participants (in a team of 10) were 20. Alok Agarwal and Sumit Kumar were stood first in the competition and were awarded with trophy. All other participants were given certificates. The juDG/ Secretaries of the event were Prof. Shikha Arora and Prof. Charu Chowdhary. Event was organized by Prof. Anusha.

Institute of Technology & Science, Mohan Nagar, Ghaziabad

**Entrepreneurship Club Activity**  
**October 05 2011**

A Report

**Role Play Competition**

Date 05-10-11

Venue – Seminar Hall AB I

Organized by Prof. Puneet Mohan

Number of participants - 19

A role play competition was organized for the students of PGDM The following were the objectives:

To develop empathetic aptitude among students

To make them aware about the "skill set" required to become successful entrepreneurs

To make them aware about interpersonal skills required to become successful entrepreneurs

To develop human relations among the students

Script and dialogues were well distributed in advance to 6 teams of PGDM students

**Entrepreneurship Club Activity**  
**February 06 2012**

**A Report**

**Best Salesman**

Date 06-02-12

Venue – Seminar Hall, AB I

Objective – To develop skillsets of salesman and getting started for a venture

Organized by Prof. A. R. Mishra

JuDG/ Secretarye – Prof. CK Sabbarwal

“Best salesman” competition was organized

to develop convincing skills

to develop negotiation skills

to develop verbal & non verbal communication skills

**ITS Mohan Nagar Ghaziabad – 201007  
Entrepreneurship Club Activity**

**1. Ring Toss**

Date 13-08-12  
Venue – Girls' common room  
Objective – To measure risk taking ability.  
Participant – All PGDM students  
Organized by Prof. Puneet Mohan  
Number of participants – 24

**2. Business Plan Competition**

Date 07-12-12  
Venue – Seminar Hall AB I  
Objective – To generate focus of students for their business idea  
Audiences – All PGDM students  
Organized by Prof. D K Pandey  
Number of teams – 08  
Students in each team – Maximum 4  
JuDG/ Secretaries – Prof. Abhinav Tripathi and Prof. Nitn Saxena

**ITS Mohan Nagar Ghaziabad – 201007  
Entrepreneurship Club Activity  
Half day Seminar on 'Developing Entrepreneurship Skills'**

Date 07-02-13  
Venue - Auditorium  
Objective – to facilitate students in developing entrepreneurial skills and culture  
Participants – PGDM students of both first and second year  
Sessions –  
SMEs in manufacturing and service sectors  
Bank facilitation  
Breakeven point

Annexure-3

Institute of Technology & Science, Mohan Nagar, Ghaziabad

**Entrepreneurship Club Activity**



**July 29 2013**

## **A Report**

Entrepreneurship club organized its First Event (of academic session 2013-14) on 29<sup>th</sup> July, 2013 in Seminar Hall, AB IV. Students Coordinators (of both PGDM I & II Year) of E-cell planned and organized an activity named 'Achievement Planning' for the students of PGDM first semester.

Anasua Dutta, student of second year explained all about e-cell and entrepreneurship club through a wonderful presentation. Immediately after which the activity 'Achievement Planning' was started with the following objectives,

1. To help the participants to internalize the thought process related to high need for achievement.
2. To analyze the thinking process in relation to Achievement planning.
3. To help the participants understand his own goal setting.
4. To enable him to understand his behavior under pressure of time and results.

The activity was managed by the students members of the Club along with Abhishek Raj and Karamveer Singh.

Total 14 Groups of 5 students each participated in the activity out of which five groups qualified for the final round.

It was a learning cum fun activity aimed at experiencing and understanding concepts like pro-activeness, quality control, time management, creative problem solving and intrapreneurship. The members of the Winning Team were Pooja Singh, Anuj, Neha Srivastava, Sudhir Singh and Anu Verma whereas first runners up were Naman Gupta, Preeti Yadav, Radhika, Rakesh and Anuska Singh. They were awarded with Certificates and prizes. Prof. CK Sabharwal and Dr VK Arora attended the activity for students' motivation.

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Dr VK Arora  
Cordinator – E Cell  
ITS Mohan Nagar Ghaziabad - 201007

**Entrepreneurship Club Activity**  
**September 10 2013**

**A Report**

Entrepreneurship club organized its Second Event (of academic session 2013-14) on 10<sup>th</sup> September, 2013 in Seminar Hall, AB IV.

Prabhat Shukla, Karmveer Singh, Abhishek Raj and Anasua Dutta, students of second year have planned and organized Business Plan Competition for the students of MBA first year. Students Coordinators have coordinated the event.

The objectives of the event were

1. To develop a business plan after proper feasibility.
2. To implement business plan as a road map for their prospective venture.
3. To be well-informed about all the domains of business.
4. To get a feel about Entrepreneurial Culture.

Total 09 Groups of 4 students each participated in the activity. Business Plans of groups were juDG/ Secretaryed through their presentations (format of presentation was already given to the students one week before). After the presentation Q & A round was done.

The members of the Winning Team were Alok Biswas, Nitin Kumar Srivastava, Devesh Mishra and Subhajit Mitra whereas first runners up were Pooja Singh, K. Balasrishna and Ashwani Shastri. They were awarded with Certificates and prizes. Prof. Lalit Kr Sharma was the juDG/ Secretarye for the event. Dr Puneet Mohan and Dr. VK Arora had attended the activity for students' motivation.

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Dr VK Arora  
Cordinator – E Cell  
ITS Mohan Nagar Ghaziabad - 201007

**Entrepreneurship Club Activity**  
**February 21 2014**

**A Report**

Entrepreneurship club organized its third Event (of academic session 2013-14) on 21<sup>st</sup> February, 2014 in Seminar Hall, AB I.

Student teams of PGDM have shown the feasibility of their business plan. The objectives of the event were

1. To understand the importance of feasibility for start-up ventures.
2. To implement various types of feasibility in their business plan.
3. To judge/ Secretary own selves on the basis of proper conduction of feasibility tests.

Total 06 Groups of 4 students each participated in the activity. Students performance were judged/ Secretaryed by Prof. Sabbarwal and Prof. VN Bajpai. After the presentation Q & A round was done.

The members of the Winning Team were Rakshit, Anjali Negi and Shobha. First runner were Gaurav Pandey, Vishal Singh and Mahindre Pratam Singh whereas second runner up was team of Lalit Vats.

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Dr VK Arora  
Coordinator – E Cell  
ITS Mohan Nagar Ghaziabad - 201007

## Policy Pertaining to Industry Interaction

**Objective – To create win-win partnership among all the stake holders (Industry, Institution, Students and Society)**

Industry (firms) shall be benefited through academic knowleDG/ Secretarye base of the institute to improve industrial cost, product quality, process innovation and strategy formulations. Institute (its' faculty and students) will be updated by latest and pragmatic approach of industry and overall it will scale up society status.

Institute will have interaction with industry by various ways as stated below in an academic year.

### **1. Conferences and seminars**

Institute will organize four national conferences every academic year. These conferences will consist of two days each. First day activities will comprise of inaugural session along with paper presentations from academics/ industry personnel, faculty and students whereas in second day two technical sessions and a panel discussion.

- a) Chief Guest and/or Keynote speaker/s – one each in all conferences
- b) Technical sessions – Six session in one conference (total 24 in numbers)
- c) Experts in panel discussion – three experts in one conference (total 12 in numbers)
- d) Paper presentation from academics/industry personnel –quality research paper shall be presented
- e) General Participation – Industry personnel will come to attend the conferences

### **2. Guest Lectures/ sessions**

Guest lectures (from industry personnel) will be organized in continuous basis covering all the domains of management for students. Academic year-wise data will be maintained.

### **3. Live projects**

Interested Students will go for live projects in industry for up to seven days at least once in an academic year.

### **4. Industrial visits**

All the students have to go for industrial visit (of one day) at least once in an academic year. These students will go in the group.

#### **5. Summer internship activities**

All the students have to undergo summer internship from six to eight weeks in any firm or organization to gather practical knowledge/ Secretary. Faculty mentors of all the students will continuously be in touch to motivate and direct them.

#### **6. Placement Activities**

Placement policy will be made every year for the eligible final year students. College will have a separate CRC (Corporate Resource Centre) which will assist students for their final placements. Both campus and off- campus placement will be done through our industry clients. College will maintain relations with all type of industries and segments through various activities.

#### **7. Club activities**

Institution will have a number of Clubs like HR Club, Marketing Club, Finance Club, IB Club, IT Club and CSR Club etc. These clubs will organize activities related to their domains. Club coordinators will invite personnel from industry to share their experience and to motivate students. This will generate linkage of firms' functional experience with the subjects taught to the students.

#### **8. Faculty Development Program**

Institute will conduct FDP program in all the areas like human resource, marketing, finance and general management every academic year. These programs are to be attended by industry personnel. After the program industry personnel are expected to give their views so that faculty can update his/ her subject knowledge/ Secretary with practical and real happening business scenario.

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Prepared by: Dr VK Arora  
Department of Management Studies

Approved by: Director General  
ITS Mohan Nagar Ghaziabad

Dated: Oct 24 2013

**Annexure under 4.9**  
**Stakeholders Satisfaction**

**Annexure: 1**

**Detail Report on Feedback**

Date

Wednesday, August 27, 2014

Faculty Name

PROF. A P TRIPATHI

Subject Name

MARKETING MANAGEMENT

SEMESTER:

1

Course:

PGDM

Section

A

<b>Parameters</b>
-------------------

1.The Syllabus and learning objective were properly defined with clarity about the depth in each	3.8888888888888888
2. Coverage of syllabus is through ,Comprehensive and done in time	4.0833333333333333
3.The Faculty act as a role model and regular without missing any class.	4.2222222222222222
4.The faculty clearly set forth his/her expectations of the students.	4.0277777777777777
5.The faculty is able to handle the doubts and clarifications quite effectively and satisfactorily	4.3333333333333333
6 Faculty voice and expression are loud and clear.	4.1111111111111111
7.The faculty is able to control the class and create confidence among the students	4.5555555555555555
8.Outside the class the faculty provides help in solving my problems.	4.3888888888888888
9.The class is interactive with faculty providing enough opportunity for the two way communication.	3.9166666666666666
10. The faculty uses teaching aids (Like White board , OHP, Power point etc.) effectively.	4.5833333333333333
11. Faculty is very systematic, objective and unbiased in my evaluation	4.3888888888888888

Average score on above 11 parameters

4.2272727272727272

12.Overall evaluation for the faculty for the course is?

3.9166666666666666

Note : The above scores are on a scale of 1 to 5

Note : Number of students appeared in the feed back

36

Signature

Name of faculty

Date

## **MINUTES OF THE MEETING HELD ON 14<sup>th</sup> March 2014**

A meeting with Management Faculty was held on 14<sup>th</sup> March 2014 in CRC Board Room at 4:30 pm

Members Present: Prof. Shekhar Ghose, Dr. B. S. Hothi, Prof. A.R.Mishra, Prof. G.N Srivastava, Dr. Mukesh Porwal, Dr. Satish Kumar, Dr. S.Bhattacharya, Dr. V.N Bajpai, Prof. Lalit Kumar Sharma, Prof. Vinita Srivastava, Prof. Vijesh Jain, Prof. A. P. Tripathi Prof. Anusha Agarwal, Dr. Raghvendra Dwivedi, Prof. Neetu Purohit, Prof. Mayank Kumar, Prof. Nitin Saxena, Prof. Shikha Arora, Dr. Mona Sahay, Dr. Puneet Mohan, Prof. Dushyant Tyagi, Prof. Gopal Krishna Dwivedi, Prof. Kapil Mohan Garg, Prof. Sumit Gulati, Prof. Rashi Agarwal Mr. Sarathi Prasad Gauda, Mr. Arjit Mani Tripathi, Mr. Gaurav Tanwar

***Following points were discussed:***

### **1. Assignments to students of PGDM for Internal Marking**

Details of Post-Mid Term assignments and online assignments given by faculty member to PGDM 2012 – 14 are still awaited. DGdesired that DM should compile the details and send it to DG/ SECRETARY.

**(Action: Director Mgmt.)**

### **2. MBA and MBA/ MCA Information Brochure**

Mr. Arjit Mani Tripathi informed that the photography is scheduled for 25<sup>th</sup>, 26<sup>th</sup> & 27<sup>th</sup> of March.

Prof. Sumit Gulati updated that formatting of MBA/ MCA Information Brochure is being done. DGinstructed to speed-up the process.

**(Action: Prof. Sumit Gulati, Mr. Arjit Mani Tripathi)**

### **3. MBA/ MCA Leaflets**

Prof. Manju Lamba is coordinating, although she was absent in the meeting. DGinstructed that the preparation and printing of leaflets should be taken as the most urgent task as it would be required for the YTH- 2014. He also instructed DM for finalize it after consultation with Director- IT.

**(Action: DM, Prof. Manju Lamba)**

### **4. NBA Accreditation of MBA and Yearly Report of NAAC**

DGobserved that we are hopelessly delayed in preparing our application of NBA accreditation. He instructed DM to draw up the documents immediately along with Prof. D K Pandey.

Prof. V N Bajpai is working on the yearly report of NAAC which is also to be completed expeditiously.

**(Action: DM, D K Pandey, V N Bajpai)**

### **5. Report on Mission Placement for MBA**

Prof. Nitin Saxena responded that feedback of students were good whereas attendance is poor. He informed that six such sessions have been done in respect of MBA II year and the process is thus completed.

**(Action: Nitin Saxena)**

### **6. Display of Attendance**

Prof. Nitin Saxena informed that the attendance is displayed on fortnightly basis and the result is that attendance is improving.

**(Action: Prof. Nitin Saxena)**

### **7. Suggestions on Admission**

The following suggestion evolved during the discussion:

- Encouraging UG students to fill up UPSEE forms and carry out their mock test.
- Sending letters to Parent of UG students informing about PG courses at I.T.S
- 'PARAMARSH' suggested for BBA students
- Workshop for BBA final year students in Management area. Dr. Puneet Mohan agreed to develop the model.
- Prof. Soumendu agreed to evolve a format for carrying out Mentor and Mentee interaction.
- There were suggestions to evolve a grievance form which can be filled up by PG students through the mentor. It will be responsibility of Mentor to take up the matter either with DM or DGtill it is brought to a logical conclusion.
- There was a suggestion to ensure presence of I.T.S Alumni during our GDPI at outstations.

### **8. Planning for SIP & SIT:**

- The list of assignment for each area of specialisation to reach DM by Wednesday the 19<sup>th</sup> of March
- The format of Summer Internship Project with regard to weekly reporting of students and compiled report to DG is to be circulated. DM to coordinate.
- Pre-Placement Training sessions on QT/ Research areas as well as soft skills are to be decided and finalized by DM immediately.

### **9. Report on Club Activities**

DG wanted each club Convener to give a proposal. A view was expressed that PGDM students often feel that the activities promised to them at the time of admission are actually not carried out.

**(Action: All Club Conveners)**

### **10. Aptitude class for MBA – feedback of faculty**

The general feedback of Aptitude Class was very good. The faculty who sat in these classes confirmed that classes were good.

### **11. Evaluation System**

DG wanted Prof. Abhinav P Tripathi to complete the noting leading to the change in Evaluation System.

**(Action: Prof. Abhinav P Tripathi)**

### **12. Summer Internship Mentor- Mentee**

DG wanted DM to declare the list specifically for the Summer Internship Training

**(Action: DM)**

### **13. Grooming of Top 10 students of MBA for University Position**

DG advised that one way to improve the brand of MBA in I.T.S is to attempt I.T.S students coming in the top ten Merit list. He desired that the DM should draw up the plan of nurturing the top 15/ 20 students from the very beginning to aim at attaining this goal.

**(Action: DM, Prof. Nitin Saxena)**

### **14. Students Feedback**

DM confirmed that such feedback are regularly being taken

### **15. Merit / Improvement Award**

DG desired names to be finalized and the Award Ceremony for I and II year should be completed before Summer Vacations.

### **16. Farewell**

Fixed for 12<sup>th</sup> April 2014

### **17. Effect of Young Talent Hunt on management courses brand building**

Strategy for 29<sup>th</sup> March and follow up strategy were discussed. DM and persons responsible for YTH (Management wing) are to draw a plan.

**(Action: Prof. DM, Prof. Puneet Mohan)**

### **18. Research paper writing on the basis of Summer Project**

DG wanted that Summer Internal Training Mentors should attempt to write research papers based on Summer Internship Project of their mentees.

**(Action: All Faculty)**

### **19. Newsletter**

Prof. Neetu Purohit informed that it is with the publisher and will be available very soon.

**(Action: Prof. Neetu Purohit)**

### **20. Synergy**

Prof. Mukesh Porwal informed that the final proof is to be ready by 28<sup>th</sup> March.

**(Action: Prof. Mukesh Porwal)**

### **21. Examination Copy Evaluation**



DG instructed to ensure evaluation is completed by Wednesday the 19<sup>th</sup> of March 2014.

**22. Etiquette Training before SIP**

Prof. Rashi Agarwal to discuss the model with DG on or before 19<sup>th</sup> March. Date of delivery will be finalized after discussion

**(Action: Prof. Rashi Agarwal)**

**23. Summer Vacations for Faculty Members**

DM informed that task is in hand and will be completed soon

**(Action: DM)**

**24. Files of WYSIWYG & Convocation**

Prof. Vinita Srivastava and Prof. Mayank Kumar have been asked to complete the file on WYSIWYG. Similarly, Dr. V. N. Bajpai is to submit the file of Convocation. DG advised to send hard and soft copies of some photographs to Chief Guest, Mr. Som Mittal

**(Action: Prof. Mayank, Prof. Vinita Srivastava, Prof. Bajpai)**

**25. Entrepreneurial Training**

DG stated that Prof. Arora had some proposals and advised DM to follow up with Prof Arora on his return. Prof. Lalit gave example of practicing entrepreneurship talent in small scale. He suggested that similar proposals to be taken by other faculty too.

**(Action: Dm, Prof. Arora, All faculty)**

**26. B-School Survey**

Prof. D K Pandey wanted assistance of other faculty members in filling up survey form if and when necessary. Prof. Mayank Kumar and Prof. Sumit Gulati are to assist Prof. D K Pandey in this work.

**(Action: D K Pandey, Prof. Mukesh Porwal, Prof. Sumit Gulati)**

**27. Mission Placement**

Dr. Puneet Mohan informed that activities of Mission Placement will be resumed after Holi holidays.

**(Action: Prof. Puneet Mohan)**

## MINUTES OF THE MEETING

Held on Tuesday, 8<sup>th</sup> April, 2014 in the Girls' Common Room (AB-IV)

**Members Present:** Prof. Shekhar Ghose, Dr. B. S. Hothi, Dr. P.U.B. Rao, Dr. D.K. Pandey, Prof. A.R.Mishra, Prof. G.N. Srivastava, Dr. Mukesh Porwal, Dr. V.K. Arora, Dr. Pankaj Kumar, Dr. Satish Kumar, Dr. S.Bhattacharya, Dr. V.N. Bajpai, Prof. Lalit Kumar Sharma, Prof. Vinita Srivastava, Prof. Vijesh Jain, Prof. Anusha Agarwal, Dr. Raghvendra Dwivedi, Prof. Neetu Purohit, Prof. Mayank Kumar, Prof. Nitin Saxena, Prof. Shikha Arora, Dr. Mona Sahay, Dr. Puneet Mohan, Prof. Dushyant Tyagi, Prof. Gopal Krishna Dwivedi, Prof. Kapil Mohan Garg, Prof. Sumit Gulati, Mr. Sarathi Prasad Gauda, Mr. V. K. Saxena

The following points were discussed –

### 1. Academic Calendar

The academic calendar for 2014-15 should immediately be drawn up and Prof. Abhinav P Tripathi will include dates of examinations (PGDM & MBA), Seminars, Conferences, FDPs, Convocation and Holidays etc.

(Action: DM, Prof. A.P. Tripathi)

### 2. Daily Diary

Faculty members will make regular entries after each event in the Daily Diary to be made available with Ms. Vandana, PA to DM, so that we have a ready record of activities and no activity is skipped in the reporting.

(Action: DM, All faculty members, Vandana)

### 3. SIP Control Process

SIP control process will include the following –

- i) The students will avail NOC from CRC before proceeding for SIP.
- ii) CRC will capture details of mentees on a prescribed format with a copy to Mentor.
- iii) The students on SIP will send their initial joining report to CRC & Mentors.
- iv) Students will send their daily report on weekly basis to their mentors in the prescribed format with a copy to DG/ SECRETARY
- v) Mentors will send mentees' weekly report to DG in the prescribed format
- vi) Concerned company personnels to be informed by email about the date of reporting by the student for SIP.
- vii) Mentor mentee list should be displayed on 8<sup>th</sup> April 2014.

(Action: DM, CRC Manager, Mentors)

### 4. Mentor-mentee Meeting before SIT

Mentees will have a briefing meeting with their SIT mentors on 9<sup>th</sup> April, 2014 so that mentors & mentees get familiar with each other face to face and discuss the process and formalities.

(Action: Prof. G.N. Srivastava, Mentors)

### 5. SIP for ICICI Interns

SIP for the students placed in ICICI will start from 1<sup>st</sup> May, 2014 but to keep them engaged their mentors will ask them to start working on their projects immediately after the exams.

(Action: DM, Prof. G.N. Srivastava, Mentors)

### 6. Development of Questionnaire & Usage of Instruments

Mentors will ensure suitable and appropriate development of questionnaires and usage of instruments to be used by students going for SIT.

(Action: Prof. G.N. Srivastava, Mentors)

### 7. Post SIT classes

On return of students from SIT, a few classes should be arranged to guide them for data processing, and analysis.

(Action: DM, Prof. G.N. Srivastava)

**8. Brief seminar for faculty members for on classes held on 7<sup>th</sup>, 8<sup>th</sup> & 9<sup>th</sup> April, 2014**

A brief seminar will be arranged for faculty members (mentors) to apprise them with the content that was shared with the SIT students.

(Action: DM, Prof. G.N. Srivastava,)

**9. Faculty members to write research papers based on SIP.**

Each faculty member (mentor) will write at least one research paper on the basis of the work done by his/her mentee/s during SIT.

(Action: DM, All faculty members`)

**10. SIP Contest.**

To motivate the students for the genuine and quality work during SIP, an SIP Contest will be organized for PGDM and MBA students of NCR. Entry fee will be Rs. 100/- per head. Prof. Sabharwal to put up proposal.

(Action: DM, Prof. C.K. Sabharwal, Prof. G.N. Srivastava,)

**11. Training programme for faculty members for Capitaline.**

A training programme related to Capitaline will be conducted for faculty members on 22<sup>nd</sup> April, 2014.

(Action: DM, Prof. Anusha Agarwal,)

**10.2 Excel Class for Faculty members.**

An MS-Office Excel training session will be conducted for all faculty members.

(Action: DM, Prof. Kapil Mohan Garg,)

**12. Plan for Specialization wise FDPs during the summer break.**

Specialization wise Faculty Development Programmes (FDPs) will be organized during summer break. Plan to be drawn up.

(Action: DM, Area Chairpersons,)

**13. Quality of Question Papers.**

DG observed that the faculty members should ensure the quality of PGDM question papers as per the new guidelines and format. Question papers should be 100 marks. Emphasis should be on self-written cases.

(Action: DM, All faculty members, Prof. Lalit Kumar Sharma,)

**14. MBA Course Completion.**

Prof. Nitin Saxena responded that syllabus coverage so far is satisfactory and expected it to get completed by the first week of May, 2014. Special Tutorial Classes to be planned and should be examination oriented.

(Action: DM, Prof. Nitin Saxena,)

**15. (i) MBA/MCA Leaflet**

Prof. Nitin Saxena updated about the status.

**(ii) MBA Placement Brochure**

Mr. Sarathi Gouda informed that the work is in progress.

**(iii) MBA Information Brochure**

Prof. Sumit Gulati updated about the status.

(Action: Prof. Nitin, Prof. Sumit, Mr. Sarathi)

**16. MBA Farewell.**

MBA Farewell has been tentatively scheduled on Saturday, 10<sup>th</sup> May, 2014.

(Action: DM, Prof. Nitin)

**17. Outbound Trip for MBA Students.**

A two day & one night (2D/1N) outbound trip for MBA students will be arranged for MBA I year students. Total expenditure, including transportation, is expected to be around Rs. 3500/- per head. It has to be seen whether it can be done during this semester

**(Action: DM, Prof. Nitin Saxena,)**

**18. Curriculum Review of PGDM Programme.**

Dates of curriculum review is to be planned. Background papers should include comparison of course content of last 3 years as well as details of last course content, names of experts should get fixed by the end of April, 2014.

**(Action: DM, Area Chairpersons,)**

**19. Students not attending placement.**

Against those students who are not attending their placement, appropriate actions are to be taken. Parents should be informed in writing and proper documentation to be done. The same practice should be done for SIT also.

**(Action: DM, CRC-Manager,)**

**20. Foreign Tour and Passport Position.**

Prof. Mayank reported that total 33 passports are ready and 60 are in the 'applied' status.

**(Action: Prof. Mayank Kumar, DM)**

**21. Farewell II Year. Mentor-mentee format.**

Discussed.

**22. News Letter.**

Discussed. Prof. Neetu Purhit provided updates.

**23. Synergy.**

Prof. Mukesh Porwal updated the status.

**24. Follow-up for Young Talent Hunt - 2014.**

Dr. Puneet Mohan updated that 'Paramarsh' was recently conducted for BCA students. It was decided that the questionnaire will also be administered in BBA. Two workshops will be conducted. One by Dr. V.N. Vajpai and one by Dr. Puneet Mohan. Out of 2 hours of each workshop, 90 minutes will be for interactive session and 30 minutes for queries. Dr. Puneet Mohan also informed that thanks giving letters have already been sent to the principals of participating schools. DG instructed to ensure that the phone calls are to be made to the teachers & parents who had come to Institute on 29<sup>th</sup> March 2014.

DG wanted that the second lot of the questions should be sent by 11<sup>th</sup> April along with answers of the 1<sup>st</sup> lot. The third lot of questions should be sent on 21<sup>st</sup> and solution on 23<sup>rd</sup> April.

**(Action: DM, Dr. Puneet Mohan, Dr. V.N. Bajpai)**

**25. Usage of Smart-board.**

One more training session for using smart board has been scheduled by Director-IT on 17<sup>th</sup> April, 2014. The faculty members, who are still not familiar or comfortable with smart-board, should utilize the opportunity.

**(Action: DM)**

**MINUTES OF THE MEETING**

**held on Friday, 18<sup>th</sup> April, 2014 in the Girls' Common Room (AB-IV)**

**Members Present:** Prof. Shekhar Ghose, Dr. B. S. Hothi, Dr. P.U.B. Rao, Prof. C.K.Sabharwal, Dr. D.K. Pandey, Prof. A.R.Mishra, Prof. Abhinav Tripathi, Prof. G.N Srivastava, Dr. Mukesh Porwal, Dr. V.K. Arora, Dr. Satish Kumar, Dr. S.Bhattacharya, Dr. V.N Bajpai, Prof. Vinita Srivastava, Prof Vijesh Jain, Dr. Raghvendra Dwivedi, Prof. Neetu Purohit, Prof. Mayank Kumar, Prof. Nitin Saxena, Prof. Shikha Arora, Prof. Manju Lamba, Dr. Puneet Mohan, Prof. Dushyant Tyagi, Prof. Gopal Krishna Dwivedi, Prof. Kapil Mohan Garg, Prof. Sumit Gulati, Mr. Sarathi Prasad Gauda

The following points were discussed –

**26. Academic Calendar**

Prof. Abhinav Priyadarshi Tripathi responded that the academic calendar has been tentatively prepared including the dates of examinations (PGDM & MBA), Seminars, Conferences, FDPs, Convocation and Holidays etc. This has to be put up to DG

**(Action: Prof. Abhinav P Tripathi & DM)**

**27. Daily Diary**

Faculty members were reminded to make regular entries after each event in the Daily Diary to be made available with Ms. Vandana, PA to DM, so that there is a ready record of activities and no activity is skipped in the reporting. A similar diary is planned to be maintained in the Department of IT. Besides, there will be a main diary at the reception for the combined entries of Management and IT both for current & future planned activities.

**(Action: DM, All faculty members, Ms. Vandana)**

**28. Clarification on SIT assignments**

It was made clear to the faculty members that the area-wise topics sent to them by the concerned area-chairpersons were for topics of the assignments to be carried out by the student during SIT. The purpose of these 5-6 page assignments is to get the student familiar with the organization. The dual specialisation students will carry out 3 +3 assignments and major/ minor students will carry out 4 + 2 assignments

**(Action: All mentors)**

DG emphasized for the use of standard instruments during project writing. Dr. P.U.B. Rao has finalized the same for HR. Prof. A. R. Mishra has arranged similarly for Marketing, a copy of which is to be sent to DG/ SECRETARY. For Finance, it could be questionnaire based.

**(Action: DM, Area Chairpersons, CRC Manager, Mentors)**

**29. SIT Joining Report/ Weekly Report**

DG advised the mentors and CRC Manager to be strict and uncompromising while demanding initial SIT Joining Report from interns as well as weekly reports.

**(Action: CRC Manager, Mentors)**

**30. Liaison with Industry Mentor**

Mentors were advised to liaison well with the industry mentors and mention the details in the weekly reports. Dr. Raghvendra Dwivedi reported a case. In such cases, if any, should immediately be paid attention to and reported to the CRC manager and the concerned authorities.

**(Action: DM, CRC Manager, Mentors)**

**31. Delinquent and Deviation Cases in SIT**

Students showing delinquency and deviation from the guidelines for SIT should be dealt with immediately and warned strictly followed by appropriate action if required.

(Action: DM, CRC Manager, Prof. G.N. Srivastava, Mentors)

**32. Project for ICICI Mentees**

DG was said that 6 ICICI interns have been issued assignments. He demanded the updates from the concerned mentors about the Pre-Project Progress through mail.

(Action: DM, Prof. G N Srivastava, Concerned Mentors)

**33. Briefing for Faculty Members**

A two hour seminar for faculty members (mentors) has been scheduled on Wednesday 23<sup>rd</sup> April, 2014 to apprise them with the content that was shared with the SIT students.

(Action: DM, Prof. G.N. Srivastava, Mentors)

**34. SIP Contest.**

To motivate the students for the genuine and quality work during SIP, an SIP Contest was proposed in the meeting held on 8<sup>th</sup> April, 2014. DG asked Prof. Sabharwal to put up proposal with the buDG/ Secretary details.

(Action: DM, Prof. C.K. Sabharwal, Prof. G.N. Srivastava)

**35. Training programme for faculty members on 'Capitaline'.**

A training programme related to Capitaline has been scheduled for faculty members on 24<sup>th</sup> April, 2014 at 3:40 p.m.

(Action: DM, Prof. Anusha Agarwal,)

**36. Excel Class for Faculty members.**

An MS-Office Excel training session will be conducted for all faculty members on 28<sup>th</sup> & 29<sup>th</sup> April 2014.

(Action: DM, Prof. Kapil Mohan Garg,)

**37. Plan for FDPs during the summer break.**

Specialization wise Faculty Development Programmes (FDPs) will be organized during summer break. HR FDP has been tentatively scheduled on 9<sup>th</sup>, 10<sup>th</sup> and 11<sup>th</sup> June, 2014. Finance FDP is also scheduled on the 19<sup>th</sup>, 20<sup>th</sup> & 21<sup>st</sup> June 2014. Marketing FDP is proposed on 21<sup>st</sup> June, 2014.

(Action: DM, Area Chairpersons)

**38. Specialization option for MBA students of second year.**

Prof. Nitin Saxena responded that the same will be recorded on Monday, 21<sup>st</sup> April, 2014. CRC Manager and mentors will provide the students required guidance.

(Action: DM, Mentors, Prof. Nitin Saxena,)

**39. Dates for Curriculum Review of PGDM Programme.**

Curriculum review for HR has been scheduled on 17<sup>th</sup> May, 2014 whereas the same for Finance and Marketing is scheduled on 3<sup>rd</sup> and 16<sup>th</sup> May, 2014 respectively. Prof. Kapil will plan the same for IT.

(Action: DM, Prof. Kapil Mohan Garg,)

**40. Foreign Tour and Passport Position.**

Prof. Mayank reported that total 31 passports are ready and 38 are in the confirmed 'applied' status. 7-8 more students are expected to apply soon.

(Action: DM, Prof. Mayank Kumar)

**41. Follow-up for Young Talent Hunt - 2014.**

Dr. Puneet Mohan and Dr. V.N. Bajpai updated that two sets of questions have already been sent to 14 schools. Last set will soon be dispatched. Answers are to be sent on Monday, 21<sup>st</sup> April, 2014. They also informed that 'Paramarsh' in BBA was attended by 61 participants out of which 8 responded positively. Counselling is scheduled on 25<sup>th</sup> April 2014 for BBA students and thereafter for BCA students seeking admission in management stream.

(Action: DM, Dr, Puneet Mohan, Dr. V.N. Bajpai)

**42. Subject Allocation.**

DG observed that the tentative subject allocation has been done. If any faculty member has any issue regarding the same can respond by Monday, 21<sup>st</sup> April, 2014.

(Action: All faculty members)

**43. Revised Summer Vacation Dates.**

Summer break slots for faculty members have been revised. Now first slot is scheduled from 30<sup>th</sup> April to 19<sup>th</sup> May, 2014 whereas second slot is from 28<sup>th</sup> May to 16<sup>th</sup> June, 2014. Because of the change in the summer break schedule, changes may be required in the dates of FDPs and Course Review Meetings also.

(Action: All concerned)

**44. Chess Competition.**

Dr. S. Bhattacharya informed about the Chess Championship scheduled on 26<sup>th</sup> and 27<sup>th</sup> April, 2014.

(Action: For Information)

**45. NIESBUD Seminar.**

NIESBUD Seminar for MBA I & II year students is scheduled on 25<sup>th</sup> and 26<sup>th</sup> April, 2014. Some PGDM I year students may also attend the same. Mentors should coordinate accordingly. The seminar includes tricks of trade which could be quite useful for the future entrepreneurs.

(Action: All Mentors and For Information)

## **MINUTES OF THE MEETING**

**held on Thursday, 15<sup>th</sup> May, 2014 in the Girls' Common Room (AB-IV)**

**Members Present:** Prof. Shekhar Ghose, Dr. B.S. Hothi, Dr. P.U.B. Rao, Prof. C.K. Sabharwal, Dr. D.K. Pandey, Prof. G.N. Srivastava, Dr. Satish Kumar, Dr. S. Bhattacharya, Dr. V.N. Bajpai, Dr. Lalit Sharma, Dr. Pankaj Kumar, Dr. Mona Sahay, Prof. Anusha Agarwal, Prof. Vinita Srivastava, Dr. Raghvendra Dwivedi, Prof. Neetu Purohit, Prof. Mayank Kumar, Prof. Nitin Saxena, Dr. Puneet Mohan, Prof. Dushyant Tyagi, Prof. Kapil Mohan Garg, Prof. Sumit Gulati, Prof. Gopal Krishna Dwivedi and Mr. Sarathi Prasad Gauda.

The following points were discussed –

**46. Academic Calendar**

Director Management Dr. B.S. Hothi informed that the Academic Calendar is ready. DG stated that as per his understanding it has been shared with the faculty members. It should be ready by Monday 19<sup>th</sup> May, 2014.

(Action: Prof. Abhinav P Tripathi & DM)

**47. Suggestions**

**A) MBA Admissions:** The faculty members were asked to send their suggestions, if any, by Monday, 19<sup>th</sup> May, 2014 to DG/ SECRETARY.

**B) Commencement of New Academic Session:** The faculty members were asked to give their feedback or suggestions before the commencement of the new academic

session. Some faculty members suggested about LCD Projector, Screen, Wi-Fi connectivity, Internet Speed, functioning of fans, Window panes, cooling capacity of ACs, Water Cooler in Academic Block IV etc. DGasked DM to get a room wise detailed report prepared by Prof. Abhinav Tripathi so that systematic action could be ensured.

Dr. Raghvendra Dwivedi suggested to restore the previous structure consisting of Chairperson and Coordinator so that related matters could be dealt with more effectively.

**(Action: DM, Prof. Abhinav P Tripathi)**

**48. PGDM Orientation**

Dr. V. N. Bajpai was asked to prepare a 15 day Orientation Plan for PGDM entrants. DG suggested to include one day picnic for entrants in the second week so that they get familiar with each other.

**(Action: Dr. V.N.Bajpai, DM)**

**49. Students' Handbook**

It was decided that Prof. Abhinav P. Tripathi will relook into the existing Students' Handbook and make the necessary changes.

**(Action: Prof. Abhinav P. Tripathi, DM)**

**50. Annual BuDG/ Secretaryet**

DGasked DM to get the Annual BuDG/ Secretaryet compiled by Wednesday, 21<sup>st</sup> May, 2014. The concerned faculty members will supply the details of the buDG/ Secretaryet in the prescribed format sent to them by DM.

**(Action: DM, Concerned Faculty Members)**

**51. NBA for MBA**

DGagain asked Dr. D.K.Pandey to speed up the NBA compliance process and stated that DM should ensure its speedy finalization as considerable time has lapsed.

**(Action: Dr. D.K. Pandey, Concerned Faculty Members, DM)**

**52. Books for New Session**

The faculty members teaching PGDM I and IV trimester have been asked to send the names of the prescribed books by Saturday 24<sup>th</sup> May, 2014.

**(Action: Concerned Faculty Members, DM)**

**53. Usage of Capitaline**

DGadvised that the faculty members should avail the facility of Capitaline to the maximum. Each faculty member should log in and try its usage for self and their mentees. They have been imparted training in this regard.

**(Action: All faculty members)**

**54. Physical Audit of Library.**

Prof. Vinita Srivastava, being the faculty in-charge of the library, is to work towards the physical audit of the library.

**(Action: Prof. Vinita Srivastava, DM)**

**55. Library Newsletter**

DGasked DM to ensure through the faculty in-charge of library that the library news letter is resumed. This could also be called the bibliography of the month through which the faculty members can access the references of their choice/area.

**(Action: DM, Prof. Vinita Srivastava, Librarian)**

**56. Skill based training issues as part of curriculum.**

DGobserved that specialization-wise skill based training issues must be included in the curriculum. He asked DM and the area chairpersons to ensure this.

**(Action: Area Chairpersons, DM)**

**57. Computer training to staff**



Computer training on MS-Excel will be given to staff members. A notification will be sent and interested staff members could avail the opportunity. Prof. Kapil Mohan Garg volunteered to carry out this assignment.

**(Action: Prof. Kapil Mohan Garg)**

**58. Updation on the passport.**

DG advised that the students must be asked to provide the updates about their passport status soon after the declaration of their result on 20<sup>th</sup> May, 2014. Dr. V.N. Bajpai advised that the reminder for due fees can also be sent at the same time.

**(Action: Prof. Abhinav Tripathi, Prof. Lalit Sharma, Prof. Mayank Kumar, DM)**

**59. Summer Internship Training.**

DG observed that all NCR mentees should be called to see their mentors on Saturday 17<sup>th</sup> May, 2014. DG would call mentors for individual meetings from Monday 19<sup>th</sup> May, 2014 onwards. DG also advised to call upon the industry mentors at the place of training of the mentees.

**(Action: Concerned Mentors, DM)**

**NOTE:**

1. DG advised DM to ensure compliance with all the schedules mentioned in the meeting and to inform all faculty members who were absent, about the decisions taken.
2. Next meeting is tentatively fixed for Wednesday, 21<sup>st</sup> May, 2014.

**Departmental Review Meeting – 21<sup>st</sup> May, 2014**

Meeting called to order at 12.00 Noon by meeting chair Prof. Shekhar Ghose (Director- General ITS-Mohan Nagar, Campus)

**Members present:**

- Prof. Shekhar Ghosh, Dr. B.S. Hothi, Dr. P.U.B. Rao, Prof. C.K. Sabharwal, Dr. Pankaj Kumar, Dr. S. Bhattacharya, Dr. Mukesh Porwal, Dr. Anusha Agrawal, Dr. Puneet Mohan, Dr. Satish Kumar, Dr. V.N. Bajpai, Dr. Mona Sahay, Prof. D.K. Pandey, Prof. Vineeta Srivastava, Prof. Rashmi, Prof. Shikha Arora, Prof. Lalit Sharma, Prof. G.N. Srivastava, Prof. Dusyant Taygi, Prof. G.K. Dwivedi, Prof. Kapil Mohan Garg, Prof. A.R. Mishra, Prof. Vijesh Jain, Prof. A. P. Tripathi

**The following were decided:**

1. Coordinator – Management (PGDM) informed that the result along with CGPA of PGDM (2013-2015) batch is ready. DG wanted a letter to go to all the parents of PGDM 1<sup>st</sup> year students containing information about the results of three trimesters, their forthcoming academic calendar, Balance fee & proposal for foreign trip. Draft of the letter to be put up to DG/ SECRETARY.

**(Action: Director -Management)**

2. Coordinator – Management (PGDM) Prof. A.P. Tripathi put forward a proposal to attract various professionals of engineering domain with a valid GATE score (only) at the benefits at par with our own campus (ITS-Mohan Nagar) UG program students.

**(Action: Prof. A.P. Tripathi & Dr. D.K. Pandey)**

3. DG has shared his apprehension regarding the students' performance and SIP mentorship program, and it has been decided to
- a. Meeting of Mentee's along with their Faculty mentors should take place with DG before the commencement of summer vacations of Faculty concerned.
  - b. Faculty Mentors should be ready with all aspects of the students' mentee including their daily reports and SIP preparation before meeting with DG/ SECRETARY.
  - c. There are cases where a sizable number of students have been placed for SIP in a particular organization with different Faculty mentors. It is creating problem with industry mentors with different faculty mentors calling up to industry mentors. DG wanted Director –Management to have the matter streamlined along with CRC so that more than two faculty mentors should liaise with industry mentors and the rest can coordinate through those representatives.

**(Action: Director –Mgt., Head –CRC, All Faculty Mentors)**

4. DG has shared his views regarding skill based developmental training of students and it has been decided that concerned specialization area faculty will come up with the detailed information about the above matter.

**(Action: Director –Mgt., Area Head – HR, Marketing, Finance, IB & IT, All Faculties)**

5. DG asked DM to get a room wise detailed report of asset check prepared by Prof. Abhinav Tripathi to ensure corrective action before the commencement of session in June 2014.

**(Action: Director –Management & Prof. A.P.Tripathi)**

6. Orientation Program (PGDM)

The proposal was discussed. The practice of skill based deliverables is to be increased. The slot meant for QT and Account programs are to be elaborated. Prof. Anusha Agrawal agreed to explore possibilities of one day excursion at a nearby place like Manesar.

**(Action: Director –Management, Dr. V.N. Bajpai , Dr. Anusha Agrawal & Prof. A.P.Tripathi)**

Prepared by

Prof. A.P.Tripathi

## **Minutes of the Finance Course Review Meeting**

**Date : 5<sup>th</sup> May 2014**

**Timing : 10:30 am – 2:00 pm**

**Venue : Conference Room**

**Experts : Dr. Madhu Vij, Professor, FMS Delhi University**

**Dr. Sanjay Dhamija, Professor & Dean, IMI Delhi**

**Dr. Manipadma Datta, Professor & HOD, TERI University**

**Members Present:** Director General Prof. Shekhar Ghose, Director Management Dr. B.S. Hothi, Dr. Anusha Agarwal, Dr. Raghvendra Dwivedi, Prof. Mayank Kumar, Prof. Nitin Saxena and Prof. Neetu Purohit

The meeting started with the welcome of the experts and the faculty participants by Finance Area Chairperson Dr. Anusha Agarwal. Later DG briefed about the objective of the course review meeting and how PGDM course curriculum has been designed with the core papers and the specialization papers and how for the current PGDM Batch (2013-15) the specialization papers were introduced in the third trimester before the start of the Summer Internship Projects. DG stressed on the fact that the course review should be such that it should also focus on the skill development rather than domain knowledge/ Secretary only. Experts emphasize on a few points before the discussion:

- In Bibliography, text book and reference books should be mentioned separately.
- Objectives & Outcome do not match
- Include readings from Journal/Business paper article
- More emphasis on analysis of Balance Sheet.
- Reverse Teaching method to be adopted in Financial Accounting paper.
- Listing Caselets in Lesson Plans
- Teaching Management Accounting from user's perspective.

Later Dr. Anusha Agarwal detailed the various contents through power point presentation for each of the finance subjects one by one and the respective faculty noted the changes to be incorporated based on the feedback provided by the experts. Dr. Manipadma Datta, Professor, TERI University, stressed that relevant and emerging issues in each of the subjects should be covered extensively in detail and the coursework should have link with the Text Book & Reference Book. Dr. Madhu Vij, Professor, FMS Delhi University, emphasized that the subjects especially accounting should be taught more from the users perspective to have an easy understanding. Dr. Sanjay Dhamija, Professor, IMI Delhi highlighted the significance of the caselets to understand the application of the concepts as it is very vital for skill development. The experts other than sharing their experiences and insights, provided valuable feedback on each of the subjects which would be incorporated by the respective faculty so as to add more value and enhanced learning leading to skill development for the students of the PGDM course.

## **Minutes of Staff Meeting**

Date : 3<sup>rd</sup> May, 2014

Members Present:

1. Dr. Shekhar Ghose
2. Dr. B.S. Hothi
3. Prof. Nitin Saxena
4. Prof. A.P. Tripathi
5. Mr. Devashish
6. Mr. Kanti
7. Ms. Vandana
8. Mrs. Seema

Discussion Made:

1. Internal Exams of MBA Ist & MBA IV to be started from 5<sup>th</sup> May to 8<sup>th</sup> May, 2014.
2. Planning for PGDM & MBA Farewell to be held on 9<sup>th</sup> May, 2014
3. Taking Specialization choices from MBA Ist year Students
4. PGDM External evaluation award List to be submitted by faculties by Next week
5. PGDM Quiz Marks to be submitted by Next week
6. Tracking of Admit Card from University for MBA external Exams
7. Issue of MBA Admit Card by 12<sup>th</sup> May, 2014
8. Issue of letter to parents of PGDM & MBA students related to Internal Marks and attendance.

## **Minutes of Staff Meeting**

Date : 27<sup>th</sup> February, 2014

Members Present:

1. Prof. Shekhar Gosh
2. Dr. B.S. Hothi
3. Prof. Nitin Saxena
4. Prof. A.P. Tripathi
5. Mr. Devashish
6. Mr. Kanti
7. Ms. Vandana
8. Mrs. Seema

Discussion Made:

1. Discussion on scheduling of communication classes within the time Table
2. MBA IInd Internal and IIIrd Internal Exams schedule to be finalised.
3. Preparation of MBA Ist Internal Marks List.
4. Communication to be send to Parents related to short attendance issue and Ist Internal Marks.
5. Taking call on short attendance students
6. Schedule for Mission Placement classes
7. Schedule for classes on Aptitude.

## **Minutes of Staff Meeting**

Date : 22<sup>nd</sup> November, 2013

Members Present:

1. Prof. Shekhar Gosh
2. Dr. B.S. Hothi
3. Prof. Nitin Saxena
4. Prof. A.P. Tripathi
5. Mr. Devashish
6. Mr. Kanti
7. Ms. Vandana
8. Mrs. Seema

Discussion Made:

1. Discussion on issue of Admit Card to low Attendance Students were taken. Students having less than 70% attendance will not be allowed to issue Admit Cards
2. Two students Vishal and Prateek of MBA 1st year are to be debarred from External exams on the basis of low attendance.
3. Preparation of MBA 1st , 2nd Internal Marks List.
4. Communication to be send to Parents related to short attendance issue and 2nd Internal Marks.
5. Communication to be made to students on mail regarding Admit Cards
6. Time to be revised for extra and tutorial classes

## **Minutes of Staff Meeting**

Date : 26<sup>th</sup> July, 2013

Member Present:

1. Dr. A.k Puri
2. Dr. B.S. Hothi
3. Prof. Nitin Saxena
4. Prof. A.P. Tripathi
5. Mr. Devashish
6. Mr. Kanti
7. Ms. Vandana
8. Mrs. Seema

Discussion Made:

1. Discussion on scheduling Orientation programme
2. Inclusion of yoga classes, meditation , management game and basic subjects classes in orientation schedule.
3. Schedule for MBA IInd semester students for Summer Taring Projects classes and competition.
4. Analysis of MBA external results..
5. Communicating new batch students for reporting dates and documents
6. Planning for fresher Party for new Batch
7. Planning for orientation programme for MBA IInd Year Students.

**Report on Alumni Executive Committee Meeting held on Saturday, 19<sup>th</sup> May, 2012 at the Institute**

The first meeting of Alumni Executive Committee was held at the institute in the Board Room (AB-I, Ground Floor) on 19<sup>th</sup> May, 2012 during 11.00 AM to 02.00 PM. Total 16 Alumni were invited in the meeting and all of them reported on the day of event.

Event began with the formal introduction of the committee members. All the committee members introduced themselves with all other members present. Thereafter Prof. Sunil Kr Pandey, Chairperson – Alumni briefed the members present with the activities and developments at the institute. He also briefed about the initiatives taken by the institute towards strengthening the institute-alumni interaction and relations followed by explaining the objectives behind forming the Alumni Executive Committee. Prof. Swati Singh briefed the members about the alumni activities at the institute.

After the institutional briefing, all the members present had a long discussion and deliberations among themselves on the agenda of the meeting. There were good number of suggestions and initiatives suggested by the members present in the meeting. All the members present in the meeting also volunteered for their services in various activities, Mentoring of existing students, addressing and counseling them in their career planning.

Prof. Sunil Kr Pandey proposed the formulation of structure for the Executive committee which was welcomed and accepted by all the members present. Following structure was proposed and agreed upon by the members present in the meeting. The list of Alumni Members present in the meeting is as followed:

<b>S. No.</b>	<b>Name</b>	<b>Course &amp; Batch</b>	<b>Signature</b>
1	Mr. Vikas Sharma	MCA (1997-2000)	President
2	Mr. Pallav Agrawal	PGDM (2001-2003)	Vice President
3	Ms. Swati Singh	PGDM (2007-2009)	Secretary
4	Mr. Manjim Mukul Sharma	MCA (2000-2003)	Member
5	Mr. Amit Chaudhary	MCA (2001-2004)	Member
6	Mr. Gopal Singh Chauhan	MCA (2002-2005)	Member
7	Mr. Ashish Garg	MCA (2004-2007)	Member
8	Mr. Neeraj Gupta	MCA (2005-2008)	Member
9	Mr. Pradeep Kumar	PGDM (2005-2008)	Member
10	Mr. Sanjeev Shukla	PGDM (2005-2007)	Member
11	Mr. Om Prakash Rai	MBA (2004-2006)	Member
12	Mr. Shishir Agrahari	BCA (2004-2007)	Member
13	Ms. Shradha Gupta	BCA (2004-2007)	Member
14	Mr. Vakas Aggarwal	BCA (1999-2002)	Member
15	Mr. Nitin Saxena	MBA (2004-2006)	Member



16	Ms. Yogita Chauhan	MCA (2003-2006)	Invited Member
17	Mr. Chandramani Sharma	MCA (2006-2009)	Invited Member
18			Institutional Nominated Member
19			Institutional Nominated Member
20			Institutional Nominated Member

- **One President**, who will preside over all the Meetings of the Executive committee and must be an Alumni of I.T.S, Mohan Nagar, Ghaziabad.
  - Mr. Pallav Agrawal and Mr. Manjim Mukul Sharma proposed the name of **Mr. Vikas Sharma for the President** who was unanimously selected for the post of President of the Alumni Executive Committee.
- **One Vice President**, who will also preside over the Meetings of the Executive committee in the absence of President and must be an Alumni of I.T.S, Mohan Nagar, Ghaziabad.
  - Mr. Ashish Garg and Mr. Pradeep Chaprana proposed the name of **Mr. Pallav Agrawal for the post of Vice President** and he was unanimously selected for the post of Vice-President of the Alumni Executive Committee.
- **One Secretary**, who shall act as a coordination point among the committee members and must be an Alumni of I.T.S, Mohan Nagar, Ghaziabad. Secretary will plan, schedule and hold the meetings of the Alumni Executive Committee in consultation with the members of the committee and approval of Chairperson-Alumni at the institute.
  - Mr. Gopal Singh Chauhan and Mr. Nitin Saxena proposed the name of **Ms. Swati Singh for the post of Secretary** and she was unanimously selected for the post of Secretary of the Alumni Executive Committee.
- **The executive committee shall comprise of total 20 Members including three office bearers President, Vice President and Secretary. There would be 15 Members and 03 Nominated Numbers from the Institute who may or may not be the Alumni.**
- It was also proposed and agreed upon that **Executive Committee Members shall meet at least once in every three month and minimum 08 Members** would be the required to be present in the meeting **excluding institutional nominated members**. In case of minimum number of members are not able to meet on any given date, Secretary of the committee will propose, in

consultation with the members, any other alternate day which may be convenient for the members.

- **Action:** Secretary, in consultation with all the members of Executive Committee, shall convene the meeting with prior approval from the Chairperson–Alumni. Secretary of the committee shall finalize the date and agenda for the next meeting of the committee in consultation with all the committee members and will circulate among all at least two weeks before the date of the meeting.
- It was also proposed and agreed upon that in all future meetings, documentation of meetings, communication with Executive Committee and holding the meeting, formulating the agenda in consultation with all executive committee members and any other issue related to it shall be taken care by the Secretary of Alumni Executive Committee.
- It was also proposed and agreed upon that in case any executive committee member wishes to call the meeting of Alumni Executive Committee other than the schedule meeting, which would be quarterly, concern member may send a written request to the Secretary of the committee, who will discuss the same with all the members and if agreed upon by the members, secretary will convene such meeting accordingly after communicating other members.
- The **term of the Executive Committee shall be of One Year from the date of** its approval after formulation of the committee.
- It was also decided that committee shall work in close association with the institute to formulate working principles, objectives, to create bylaws and other procedural details in due course of time which may be presented for discussion and finalization before sending to the Chairperson for approval in the meeting of executive committee, once it is ready.

## **Report on Inaugural Ceremony of Alumni-Mentorship Programme for our existing students of PG Programmes**

With an objective of increasing interaction & strengthening the institute-alumni relationship and providing a platform for interaction of existing students of PG Programmes with the Alumni, we have started working on Alumni Mentorship Programme. In this programme selected Alumni of Senior Batches of various courses would be providing guidance, advice and support to the students being associated with them from II year students of PG Courses.

The event was formally inaugurated and launched on Saturday, 17<sup>th</sup> August, 2013 in the auditorium of the institute. On this occasion Alumni members of various programs were also invited. Total 28 Alumni Members were present in the inaugural session. The event was formally inaugurated by the Alumni Members of senior batches including Mr. Vikas Sharma from Steria (2000), Mr. Rajesh Prajapati from Driosys (2003), Mr. Amit Kumar from HCL Technologies (2004), Mr. Shivam Sharma from Avon Hewett (2005), Mr. Kuldeep Srivastava from Capita (2007) and Mr. Gunaditya (2007).

In the beginning of the programme, Chairperson – Alumni Cell Prof. S. K. Pandey presented a detailed discussion on the objectives, process and expectations of this initiative. Prof. Pandey said that this programme will provide a competent platform to the existing students to get benefits from the learning and experiences of their alumni and prepare themselves accordingly. He said that under this initiative every student of the II year of PG Courses (MCA, MBA & PGDM) shall be associated with one of the senior alumni who is working in industry. Students may interact or get in touch with these alumni, as agreed by alumni, through E-Mail/ Mobile or in-person as may be the case from guidance, suggestions or input on career planning.

The Director General, while welcoming the alumni said that this initiative will go a long way in creating emotional connect and binding not only with the institute of our alumni but also would equally be beneficial for the existing students to understand what actually is happening and how they should prepare for taking up new challenges arising in industry. Dr. Puri greeted the students of II year of PG Programmes for getting such an opportunity and said that success of such initiatives solely lies on shoulders of existing students to get benefits of it. He said that Alumni Mentorship Program will offer every student a unique opportunity to develop relationships with alumni and allows him or her to explore the information and advice related to academic and professional development. It will also build a synergy between present students and the alumni and leads to developing a strong network of ITSians.

Thereafter, senior alumni members of present in the inaugural session including Mr. Amit Kumar from HCL Technologies (2004), Mr. Shivam Sharma from Avon Hewett (2005), Mr. Kuldeep Srivastava from Capita (2007) and Mr. Gunaditya (2007) shared their experiences and expressed their commitment to make this event a success.

Director – IT, Dr. Harish Kumar expressed his happiness on this initiative and said that existing students should take maximum advantage of it in their preparation for the career.

Dr. B.S. Hoti, Director – Management, in his address said that this is an unique opportunity for existing students to get guidance, support and advise from the working professions who happen to be their seniors.

Prof. Sujata Khandai, Principal – UG Campus greeted the students for getting this opportunity and thanked to the alumni members for volunteering to contribute in this programme.

The event was anchored by Dr. V.N. Bajpai. Prof. Umang Singh expressed her sincere thanks to all the guests and alumni present. She appreciated the efforts and contributions of student's volunteers in making this event a success. Dr. Raghvendra Dwivedi, Coordinator – Alumni (MBA Programme) was also present on this occasion.

After inaugural session, alumni members interacted with their allocated mentees who are the students of II year of PG Programmes and exchanged their contacts and discussed their future course of action and how to take up this programme further. Alumni Members advised their respective mentees to be in regular contact and any support needed.

On this occasion faculty members and students (mentees) of different programmes were also present in large number.

**Prof. Sunil Kr Pandey**  
Chairperson – Alumni Cell

## Institute of Technology & Science

### Mohan Nagar, Ghaziabad

### **Report on “SANSMARAN – 2014” (The I.T.S Alumni Meet)**

SANSMARAN – 2014, The I.T.S Alumni Meet, was organized on Saturday, 06th December, 2014 from 05.30 PM Onwards at I.T.S, Mohan Nagar, Ghaziabad Campus. The event was formally inaugurated by lamp lighting by Shri. Arpit Chadha, Vice Chairman - I.T.S The Education Group, Shri. B.K. Arora - Secretary I.T.S The Education Group, Shri. Surinder Sood - Chief Administrator - I.T.S The Education Group, HoD (IT), Director (Management) and Principal - UG Campus. Director (Management) - Dr. Sapna Rakesh, on behalf of I.T.S Ghaziabad, welcomed the guests and alumni who came to attend and participate in the Alumni Meet -201 and expressed his happiness for increased participation of Alumni in alumni meet every year from all the courses. She said that participation of alumni on such large scale shows the love, affection and strong emotional bonding between Institute and it's passed out students. The Chief Administrator Shri Sood, in his address said Alumni Meet is an event where our Alumni get an opportunity and refresh our old memories at institute, to meet their own batch mates, to their juniors and above all to visit their institute from where they started their professional journey of their career.

With an objective of bringing our old students back to institute and provide them a platform for reviving old memories at the institute, meeting with their faculty members & own classmates, sharing and exchanging views, ideas and experiences, every year on 1st Saturday of December, institute organizes this Alumni Meet. Every year increased participation of alumni from all the batches from all the courses of the institute is evidence to the emotional attachment and connect of the students with the institute. The event witnessed large participation of alumni of the institute from various courses. In this Alumni Meet all the passed out batches of Post Graduate Programs and all the batches of Undergraduate Programmes passed out till 2012 from the beginning of the course were invited.

This year format of the Alumni Meet was significantly changed with new format, structure, activities and in look as compared to previous years and entire event was hosted on specially designed stage for the purpose. This year special preparation was done by the students for cultural programs which made the event colorful and kept alumni enjoying, The on-stage performance included Ganesh Vandana, Band Performance, Balloon burst, Group Dance, Singing with Jugalbandi, Solo Performance. Felicitation of Senior Batches of Alumni, Lucky Draw based on the visiting cards dipped by the Alumni at the time of their Registration.

In the meet various stalls with games, activities etc, to engage the alumni their spouse and kids, were also kept which were well appreciated by the alumni. These included Burning Candles, Coin game, Dot game/ Ring Game, Bowling game, bouncie for kids, popcorn stalls and Bucket Game for Kids. The stall with the institute's Souvenir attracted good turn-up. Kids, accompanying with alumni, were very happy to see various characters like Clown, Charlee Chaplin etc, and were engage them

In the event some of our Alumni also shared their experiences of days spent at I.T.S and about their professional experiences as well. Alumni who attended this meet were thrilled and impressed by the growth, achievements and the activities organized by the institute from where they graduated and started their professional career.

Towards the end of the programs, a lucky draw was organized for the alumni based on the information (Visiting Cards) provided by them at the time of registration in the meet. Lucky draws were drawn and awards were given by the HoD (IT), Director – Management and Principal-UG campus. Dr. Sunil Kr Pandey - HoD (IT) & Chairperson Alumni thanked the Alumni for their participation and support in institutional activities. He also thanked to the members of Alumni Cell for their sincere efforts and rigorous follow-up that made this event a success.

Last event of this Alumni Meet was DJ followed by Dinner. Honorable Vice Chairman and Secretary - I.T.S The Education Group, HoD (IT), Director – Management, Principal - UG Campus, Vice Principal - UG Campus, Faculty Members and Staff Members of I.T.S, Ghaziabad also joined the Alumni at Dinner.

**Annexure under 4.10**  
**Contribution to Society**

**Annexure-1**

**Institute of Technology & Science**  
**Mohan Nagar, Ghaziabad**

**I.T.S (Institute of Technology & Science)**, established in 1996, offeres PGDM, MBA, MCA, BBA, BCA courses. The institute has **tie-up** for student and faculty exchange program for global exposure and value added knowledge in management with”

**1. Girne American University, U.K.**

The collaboration covers student & faculty exchange, Joint research, Summer programs for the students of both institutions, Joint workshops, seminars & conferences. The agreement also covers student tour to partnering campus or vice versa for short term courses as well as to offer overseas programs in collaboration

**2. Asian University, Thailand**

The collaboration covers student & faculty exchange, Joint research, Summer programs for the students of both institutions, Joint workshops, seminars & conferences. The agreement also covers student tour to partnering campus or vice versa for short term courses

**3. STI, Myanmar**

The collaboration covers student & faculty exchange, Joint research, Summer programs for the students of both institutions, Joint workshops, seminars & conferences. The agreement also covers student tour to partnering campus or vice versa for short term courses

**4. University of LYON, France**

The collaboration covers student & faculty exchange, Joint research, Summer programs for the students of both institutions, Joint workshops, seminars & conferences.

**5. Management Development Institute of Singapore**

The collaboration covers student & faculty exchange, Joint research, Summer programs for the students of both institutions, Joint workshops, seminars & conferences. The agreement also covers student tour to MDI campus or vice versa for short term courses

The collaboration covers student & faculty exchange, Joint research, Summer programs for the students of both institutions, Joint workshops, seminars & conferences.

**6. University of La Rioja (UNIR), Spain**

**7. Birmingham City University, Birmingham, UK**