



**GHAZIABAD**  
(Estd. 1995)

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



**INSTITUTION'S  
INNOVATION  
COUNCIL**  
(Ministry of Education Initiative)



**AICTE Approved**

**Accredited by NBA**

**Equivalent to MBA by AIU**

**An ISO 9001:2015  
Certified Institute**

**30th Batch**

**PGDM**

**2025-27**

**I.T.S SCHOOL OF MANAGEMENT**

**MOHAN NAGAR, GHAZIABAD (U.P.)**

**Mobile: +91-8447744044/43/42/41/77**

- Contemporary AI integrated Curriculum aligned with Industry 4.0
- Rigorous Academic Process
- Outstanding Placement Record
- Strong Alumni Network
- On Campus Comfortable Accommodation

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

[www.facebook.com/PGDMatI.T.SOM/](https://www.facebook.com/PGDMatI.T.SOM/)

[www.instagram.com/itsghaziabad/](https://www.instagram.com/itsghaziabad/)

**Toll Free No. - 1800-309-5855**





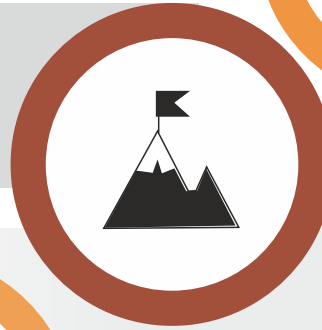
## OUR VISION

Creating A Thinking Professional Order



## OUR MISSION

To make an incessant endeavor to create learning processes in response to changing managerial paradigms



## OUR OBJECTIVES

Generating new learning techniques  
Improving teaching processes Expanding the information technology capacity  
Strengthening the industry interactive network Facilitating professional practitioners in realizing their potential  
Inculcate team spirit among the learners



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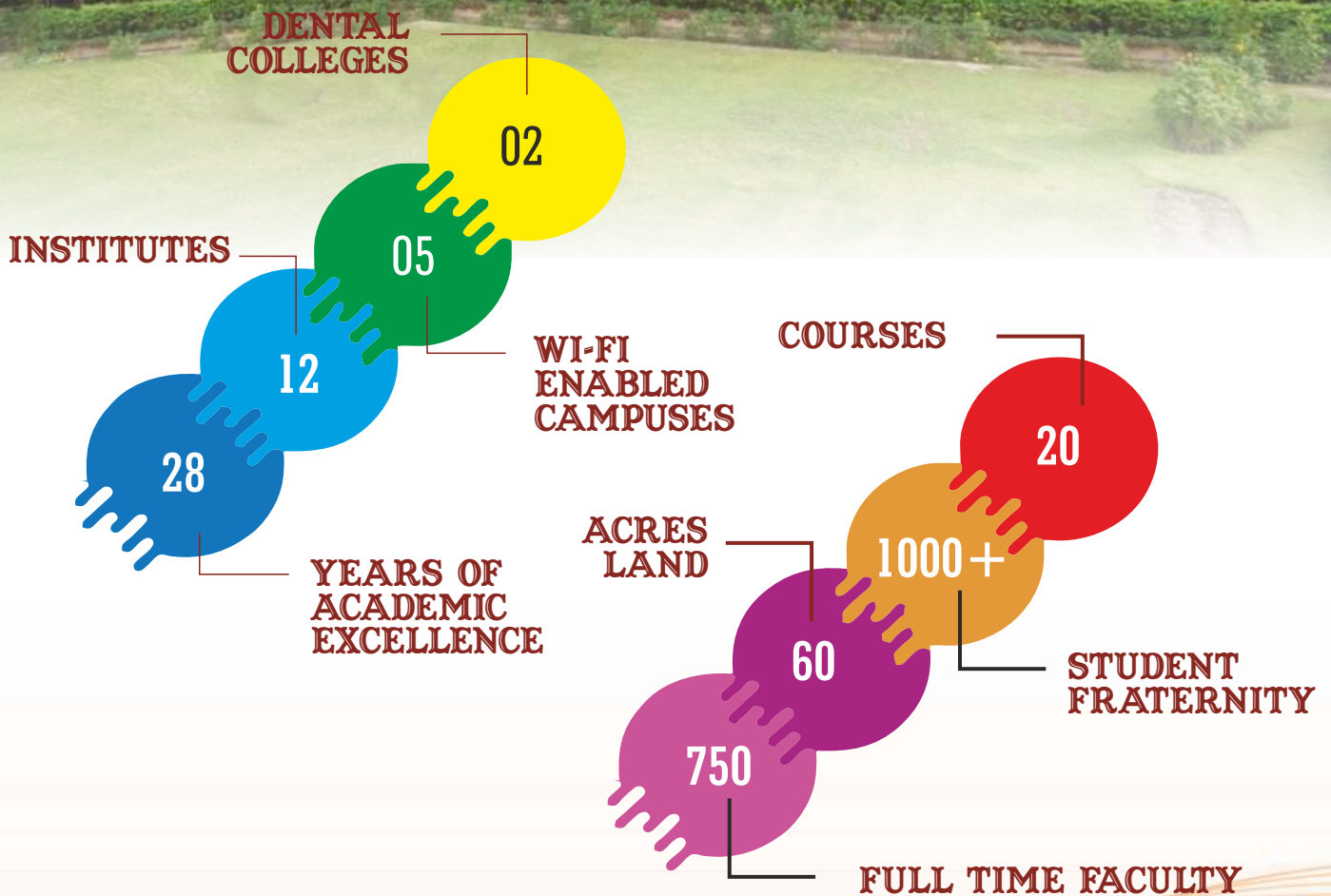
## QUALITY POLICY

I.T.S. is focused to become fountainhead among academic institutions in India. The Institute is committed to impart professional education of excellent quality for all-round development of the students seeking career in Management as well as in IT and to develop capabilities and skills of working executives through EDPs and MDPs. Each faculty and staff member shall be well-trained and motivated so that he/she can understand the desired functions and shall be empowered to carry them out effectively. Involvement of students, Parents, Industry and Society at large is encouraged for continual improvement in every sphere of Institute's activities.

## PROFESSIONAL ASSOCIATIONS



# EXPANDING HORIZONS AND SPREADING WINGS



## GLIMPSE OF THE GROUP

I.T.S – The Education Group, under Durga Charitable Society, established its first campus at Mohan Nagar, Ghaziabad in 1995. The group is committed to its vision of creating a thinking professional order. The group has eminent field specialists and acclaimed management gurus as faculty and guest faculty, perseverant and committed set of students, alumni network and a strong corporate nexus that has helped in building I.T.S, as a premier group of institution. I.T.S takes pride in providing knowledge and competencies in the areas of Management, Information Technology, Dental Science, Engineering, Biotechnology, Paramedical Science and Pharmacy.



**I.T.S School of Management,  
Ghaziabad (Estd. : 1995)**  
NBA Accredited

**PGDM**  
(Approved by AICTE and Equivalent to MBA by AIU, NBA Accredited)



**Institute of Technology & Science,  
Ghaziabad (Estd. : 1995)**  
NAAC Accredited A+ Grade Institute

**MBA & MCA**  
(Affiliated to APJAKTU, Lucknow & MCA is NBA Accredited)



**I.T.S – U.G Campus,  
Ghaziabad (Estd.: 1995)**  
NAAC Accredited A Grade Institute

**BCA & BBA**  
(Affiliated to C.C.S. University, Meerut)



**I.T.S – Dental College, Muradnagar,  
Ghaziabad (Estd. : 2000)**  
NAAC Accredited

**BDS & MDS**  
(Affiliated to C.C.S University, Meerut)



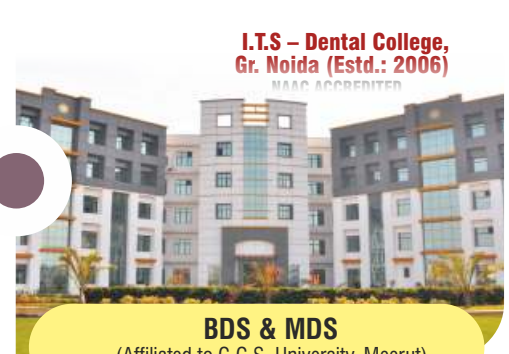
**I.T.S –College of Pharmacy,  
Murad Nagar, Ghaziabad (Estd. : 2003)**  
NBA Accredited

**D.Pharm., B.Pharm & M.Pharm**  
(Affiliated to APJAKTU, Lucknow)



**I.T.S – Institute of Health &  
Allied Sciences, Murad Nagar,  
Ghaziabad (Estd. : 2003)**  
NAAC Accredited

**BPT & MPT**  
(Affiliated to C.C.S University, Meerut)



**I.T.S – Dental College,  
Gr. Noida (Estd.: 2006)**  
NAAC ACCREDITED

**BDS & MDS**  
(Affiliated to C.C.S. University, Meerut)



**I.T.S – Engineering College,  
Gr. Noida (Estd. : 2006)**

**B.Tech.**  
(ME, CSE, CE, EC, AI & ML, DC)  
(Affiliated to APJAKTU, Lucknow)

**MBA**  
(Affiliated to APJAKTU, Lucknow)



**I.T.S – College of Professional Studies  
Gr. Noida (Estd.: 2021)**

**BBA & BCA**  
(Affiliated to C.C.S. University, Meerut)



**I.T.S- College of Health and Wellness  
Sciences, Gr. Noida (Estd. : 2022)**

**BPT**  
(Affiliated to Atal Bihari Bajpai Medical University, Lucknow)

### COURSES OFFERED

Management	- PGDM, MBA, BBA
IT	- MCA, BCA
Engineering	- B.Tech (ME, CSE, CE, EC, AI & ML, DC)
Dentistry	- BDS, MDS
Pharmacy	- D.Pharm, B.Pharm, M.Pharm, Ph.D
Paramedical	- BPT, MPT

I.T.S RUNS TWO MULTI-SPECIALITY HOSPITALS WITH 100 BEDS EACH CATERING TO MEDICAL NEEDS OF SOCIETY.  
**I.T.S - SURYA HOSPITAL, MURAD NAGAR, GHAZIABAD**  
**I.T.S - SURYA HOSPITAL, GREATER NOIDA**  
FACILITIES ARE AVAILABLE FOR GENERAL MEDICINE, SURGERY, ORTHOPAEDICS, PEDIATRICS, GYNECOLOGY & OPHTHALMOLOGY

## OUR LEADERSHIP TEAM

“ I.T.S IS AN EDUCATIONAL GROUP WITH DISTINCTION,  
COMBINING EXCELLENCE WITH INNOVATION ”



**DR. R.P. CHADHA**  
CHAIRMAN  
I.T.S- THE EDUCATION GROUP



**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**  
Director- PR  
I.T.S -The Education Group



**PROF. (DR.) AJAY KUMAR**  
Director  
I.T.S School of Management,  
Ghaziabad



**PROF. (DR.) SUNIL K. PANDEY**  
Director - IT & UG  
I.T.S - Ghaziabad



**DR. V.N. BAJPAI**  
Director  
Institute of Technology & Science  
Ghaziabad



**DR. NANCY SHARMA**  
Vice Principal-UG  
I.T.S-Ghaziabad

## CHAIRMAN'S MESSAGE

With a vision based on creating a professional order, a strong emphasis is laid upon the holistic development of students with a high level of responsibility. This visionary culture allows and emphasizes our students not only to adopt the present day challenges but also individual responsibilities to the society and our nation at large.

Due to economic globalization, the world is undergoing a sea change in the socio economic field which makes it more important for all of us to deal with these emerging challenges at a very fast pace. Undoubtedly, the efforts taken to provide education to the masses have ensured the emergence of India as an economic power to reckon with. We feel immensely proud to be an active contributor to this social transformation.

I.T.S is an educational group with distinction, combining excellence with innovation. We, at I.T.S place a high value on providing our students with a fulfilling educational experience in their chosen fields.

I.T.S offers a wide range of academic courses to students, giving them a solid academic foundation and enabling them to achieve their individual goals.

I.T.S- The Education Group has made its presence felt by committing itself to be a part of this transforming environment by a holistic vision to serve the national and global corporate with its state-of -the-art facilities, highly committed and motivated faculty and a visionary leadership.

Transformation is a never ending process; so our aim is to always provide the best quality education which, in case of a professional Institute means a system that effectively and pragmatically combines theory and practice in order to ensure both perfection and relevance. We constantly strive to meet the unique needs and challenges that our students face and equip them with the necessary skills and abilities such that they are able to assume leadership roles in this vibrant and immensely competitive global economy.

I welcome you to I.T.S and wish you great success in life.



**Dr. R.P. Chadha**  
Chairman  
I.T.S- The Education Group

## VICE CHAIRMAN'S MESSAGE



**Shri Arpit Chadha**  
Vice Chairman  
I.T.S-The Education Group

The world is shrinking to evolve into a global village. New age borderless workspaces demand multi-faceted professionals who can function efficiently under change. As a premier Business School, our Mission, at I.T.S, is to transform the lives of our students and provide the industry with ethical global leaders for the 21<sup>st</sup> century, who are sensitive towards protecting the environment and are passionate about making significant societal contributions. At I.T.S we inculcate in students the right attitude and train them to become ambitious, dynamic thought leaders who will take on the challenges of the modern world.

With demography of young in age and in spirit, it is our duty to ensure the quality education which is rich in values and modern in content. The pedagogy at I.T.S lays foundation for conceptual understanding in the students to excel in their career ahead. Our students have been placed with the best brands of the industry and continue to receive laurels for good work. Our faculty with unwavering attention to help students in accomplishing their desired goals. Our unmatched dedication and commitment shape requisite knowledge and positive attitude, by giving access to best of the facilities and learning environment.

## SECRETARY'S MESSAGE

I.T.S School of Management has undertaken the task of redefining management education, for the purpose of creating Industry ready professionals and future corporate leaders.

At I.T.S we believe in shaping and sharpening the mindsets of the students by a rigorous academic programme, complemented by exposure to real-life situations of the corporate world and facilitating interaction with corporate leaders. We also aim to foster innovation in the workplace and ensure that the necessary internal changes take place within the institution to support innovation in teaching, research and administration. We hope that all our students do exceedingly well in all spheres of life at both national as well as international levels and bring name and fame for themselves as well as to the Institution.

I take this opportunity to extend a personal invitation to you to visit I.T.S School of Management and experience the shaping of global leaders.



**Shri B.K Arora**  
Secretary  
I.T.S- The Education Group

## DIRECTOR'S MESSAGE

**“Success is not final; failure is not fatal: It is the courage to continue that counts.” – Winston Churchill**

Welcome to I.T.S School of Management, a place where talent meets opportunity and potential transforms into excellence. Choosing a Post Graduate Diploma in Management is not just about earning a degree; it is about embarking on a transformative journey that will shape your career, character, and future.

At I.T.S, we believe in empowering our students to thrive in an ever-evolving world. Our curriculum is designed to integrate academic rigor with real-world relevance, offering an unparalleled blend of theoretical knowledge, AI integrated learning, and practical exposure.

We encourage you to dream, innovate, and take charge of your aspirations. As you consider joining our PGDM program, know that you are taking the first step toward becoming a part of a legacy of excellence and growth. I.T.S School of Management always stands for an artifice where your future comes first!



**Prof. (Dr.) Ajay Kumar**  
Member Secretary & Director  
I.T.S School of Management

## GOVERNING / ADVISORY BOARD MEMBERS

### Dr. Bhimaraya Metri

Director, IIM Nagpur, Former Director-IIM Trichy  
Chairman

**Dr. Abad Ahmed**  
Former Pro Vice Chancellor Delhi  
University, Delhi

**Dr. M.P. Gupta**  
Former Professor & Dean, FMS  
Delhi University, Delhi

**Shri Manoj Tandon**  
Managing Director TMTC, Noida

**Dr. Amitabh Rajan, IAS**  
Chairman Service Board-RBI  
Ex- Home Secretary and  
Additional Chief Secretary of  
Maharashtra

**Dr. R.P. Chadha**  
Chairman  
I.T.S –The Education Group

**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**  
Director- Public Relations  
I.T.S –The Education Group

**Dr. Sunil Kumar Pandey**  
Professor & Director-IT  
Institute of Technology and Science

**Shri Sridhar S**  
Senior Vice President Tata  
Communication, India

**Prof. Yachna Malhotra**  
Associate Professor  
I.T.S School of Management

Nominee of the Council, approved  
by the Chairman of The Council  
from the panel of the region, to be  
nominated by the Regional  
Committee

Nominee of the State Board of Technical  
Education

Nominee of State Govt from the Region  
Industrialist /Technologist/Educationist

Nominee of State Govt  
Director  
Technical Education, (Ex-Officio)

Nominee of AICTE (Ex-Officio)

**Prof. (Dr.) Ajay Kumar**  
Member Secretary & Director  
I.T.S School of Management

# AWARDS & ACCREDITATIONS



Certificate of Accreditation by National Board of Accreditation



1st among the Top Eminent B-Schools of Super Excellence, 6th among the Top Private B-Schools in Uttar Pradesh & 25th among the Top Private B-Schools in India as per CSR Ranking: India's Best B Schools 2024.



4th Top Private B-School in Uttar Pradesh, 24th Top Private B-School in India as per GHRDC Ranking of B Schools 2024.



2nd Top Private B-School in Ghaziabad, 5th Top Private B-School in Delhi NCR, 9th Top Private B-School in the North Zone & 37th Top Private B-School in India as per 'The Week' in India's Best B-Schools 2024.



Ranking awarded by Careers 360 India's Best & Schools 2023 ranking Survey



Ranked 2nd Best B-School in Ghaziabad-UP, by Competition Refresher 2024.



Dr. R.P. Chadha, Chairman, I.T.S.- The Education Group & Shri Arpit Chadha, Vice Chairman- I.T.S The Education Group Welcoming Shri Yogi Adityanathji, Chief Minister of U.P. at I.T.S Muradnagar, Ghaziabad on 01.11.2023



"Outstanding Performance in Virtual Knowledge Delivery During Pandemic" at National Educational Excellence Awards & Conference 2021, Bengaluru



Excellence in Promoting Industry - Academia Interface - North by ASSOCHAM - 2020





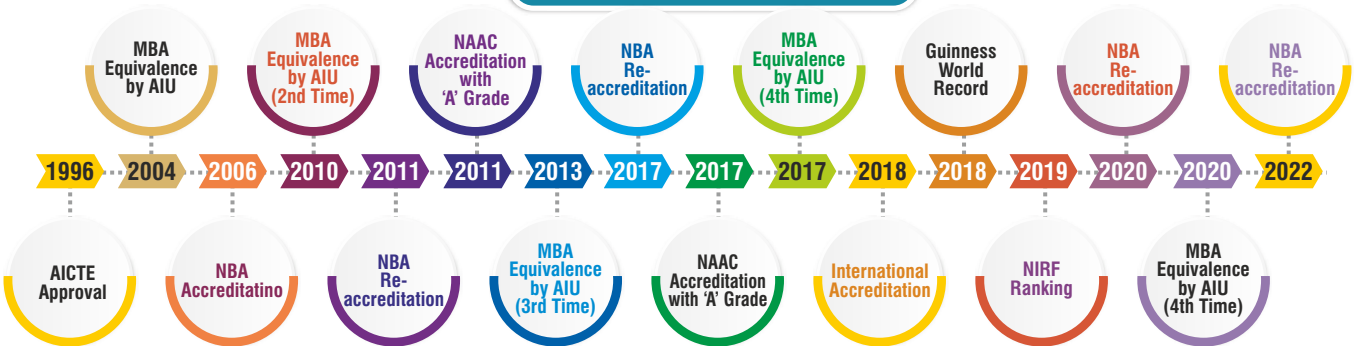
## POST GRADUATE DIPLOMA IN MANAGEMENT (PGDM)

PGDM is approved by AICTE, Ministry of Education, Government of India and it was started in 1996. Accredited by NBA and equivalent to MBA by AIU, it has been designed as an intensive two year, full time program and aims at creating a strong academic foundation to provide young thinking minds the power to shape their thoughts and develop management aptitude. At I.T.S School of Management the PGDM program has been created from the feedback, ideas and inputs given by leading practicing managers and academicians world- wide, who are experts in cross-functional areas.

### PGDM HIGHLIGHTS



### PGDM MILESTONES



### INDUSTRY 4.0 EXPOSURE

PEARSON ME-PRO ENGLISH CERTIFICATION	DESIGN THINKING	ADVANCE EXCEL	DATA ANALYTICS	SPSS	FINANCIAL MODELLING	BUSINESS SIMULATION
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- Study Abroad Tour
- Free Books
- Free Laptop



**PGDM**  
SPECIALIZATIONS

- Marketing
- Finance
- Human Resource Management
- Business Analytics
- International Business
- Operations Management

## I.T.S SCHOOL OF MANAGEMENT ADVANTAGES

- An innovative pedagogy with regularly updated curriculum on the basis of Industry inputs
- A dedicated Corporate Resource Centre to facilitate internships, live projects and final placements
- Strong Academia and Industry Interface to supplement live projects and Internships juxtaposed with Corporate Guest Lectures and CEO Talk Series.
- A strong team of highly qualified, experienced and devoted full-time faculty members
- Entrepreneurship Development Programs under the aegis of Govt. of India Schemes
- Wi-fi enabled Air-Conditioned class rooms, well equipped for uninterrupted communication and projection.
- Research based activities to make students industry ready for taking on real life challenges.
- Well stocked, air-conditioned and fully automated library with access to reputed online journals and other e-learning resources
- Vibrant Student Clubs in Marketing, HR, Finance, Social Media, Analytics and Operations areas for developing managerial skills.
- Well equipped, separate boys' and girls' accommodation, within campus.
- Well equipped and fully operational medical centre within the Campus including hospitalization.
- Strong International Linkages with Universities and Institutes of high repute
- A range of value-added courses under Business Intelligence Program as part of industry 4.0.
- Advance Excel SPSS, Tally, Design Thinking and Pearson English Proficiency Certification.
- Industry Collaboration with Tata Strive, Microsoft and TPC Global Pvt. Ltd.



20 Convocation Ceremony PGDM (2022-24)  
Batch Chief Guest Mr. Nitin Saluja Founder, Chaayos



Session The Jamvant Effect- India becomes Bharat  
Amb. Dr. Deepak Vohra (Special Advisor in Africa & Ladakh)



Employability Edge Workshop  
TPC Global



Mr. Debashish J. Das,  
Co- Founder, Humanlinks Learning

# ACTIVITIES@I.T.S



**MARKETING SUMMIT- 2024**



**BUSINESS SUMMIT- 2024**



**ASPIRATION-2024 ORIENTATION PROGRAMME**



**26TH CONVOCATION**



**ANUBHAV - 2024**



**HR CONCLAVE 2024**



**START-UP SUMMIT 2024**



**FACULTY DEVELOPEMENT PROGRAM**

# TRANSFORMATIVE LEARNING

*“I.T.S School of Management fulfils its commitment by providing appropriate Knowledge base, Professional Outlook and Career Guidance to its Students to Climb the Ladder of Success”*



## 01 STAGE 1 ORIENTATION

- 2 weeks of detailed orientation program to bring students of different backgrounds to a level playing field.
- Includes Ice-Breaking, cohesive group formation, exploring talents, exposure to basic of management learning, soft skills, development of analytical ability, industry visit, exploring self and others.
- Mentor-Mentee relationship building for professional guidance

## 03 STAGE 3 TRIMESTER-II

- 12 weeks of exposure on fundamental knowledge of management areas.
- Learning of Business Practices through knowledge enhancement and networking sessions with Industry Leaders.
- Pearson Me-Pro English Certification Program(Level 1-4)
- Exposure to Design Thinking
- Minor project to inculcate the research skills and strengthen the corporate awareness.
- Mentor-Mentee relationship building for professional guidance
- Active Soft Skills and Personality Re-engineering orientation

## 05 SUMMER INTERNSHIP TRAINING

- 6-8 weeks of intensive training in industry
- Training on full time basis with active coordination between academic and industry mentor

## 07 STAGE 7 TRIMESTER-V

- 12 weeks of exposure on fundamental knowledge of management areas
- Domain specific Employability Enhancement Sessions
- Live Projects
- Boot Camp for Placement Activity

## 02 STATE 2 TRIMESTER-I

- 12weeks of exposure on fundamental knowledge of management areas.
- Learning of business practices.
- Industry exposure through industrial visits and corporate talk sessions.
- Mentor-Mentee relationship building for professional guidance.
- Active Soft Skills and Personality Re-engineering orientation

## 04 STAGE 4 TRIMESTER-III

- Introduction of specialization areas based on acumen and aptitude.
- Preparation for Summer Internship
- Live Projects
- Knowledge enhancement and networking sessions with Industry Leaders.
- Building Analytical Skills through Aptitude sessions
- Exposure to Incubation Centre of institutes of higher repute to foster the entrepreneurial culture.
- Minor project to inculcate the research skills and strengthen the corporate awareness.
- International Education tour
- Active Soft Skills and Personality Re-engineering orientation

## 06 STAGE 6 TRIMESTER-IV

- SIP workshop to finalize Summer Internship Project Report and presentation
- Active Soft Skills and Personality Re-engineering orientation
- Exposure to Incubation Centre of institutes of higher repute to foster the entrepreneurial culture.
- Extensive learning through Statistical and IT Tools
- Intensive Learning through Business Stimulation Games
- Employability Edge Workshop

## 08 STAGE 8 TRIMESTER-VI

- Special Placement Week
- Assimilation Lectures and wrap up on professional life preparation.

## FACILITIES & INFRASTRUCTURE



### LECTURE THEATRE EQUIPPED WITH NEW AGE RESOURCES

- **Air-conditioned** lecture theatres equipped with state of the art teaching aids including **LCD projection systems**.
- Lecture halls are **wi-fi enabled with Multimedia Technology**



### HOSTEL

- **Within Institute campus.**
- Comfort of home like environment.
- **Separate hostel for girls (Durga Halls) and for boys (Eklavya Halls)** with spacious accommodation, wardens and support staff.
- **24x7 wi-fi enabled Internet connectivity.**
- **Fully secured with CCTV cameras** and security guards posted for day and night.
- **Facilities like laundry, phone, entertainment, photostat and mess are available.**



### SPORTS COMPLEX & GYMNASIUM

- **Sport facilities include Table Tennis, Carrom, Cricket, Chess along with Badminton and Volleyball courts.**
- Various in-house, Intra & Inter-College Competitions are organized every year.
- Advanced **gymnasium facility** in the campus. It is equipped with all latest exercise tools & machines, **separate for boys & girls.**



### LIBRARY- THE LEARNING RESOURCES CENTRE

- **Fully automated and air-conditioned.**
- Houses a collection of **text and reference material, journals, magazines**, audio video tapes, research reports etc.
- The **Electronic Media Library** Division is its unique feature.
- **Indian and International Global Databases** related to Course Programs and training material.



### AUDITORIUM & SEMINAR HALLS

- **Air-conditioned state-of-the-art** auditoriums and seminar halls where **guest lectures, cultural activities**, debates seminars conferences and workshops are organized.
- Auditorium and seminar halls are equipped with modern **audio-visual facilities.**



### IT INFRASTRUCTURE

- Excellent infrastructure for imparting **computational skills to students, leveraging software development through latest IT tools and techniques.**
- **State of the art computer labs with 350+ Intel based Computers** connected with **structured optical fibre network.**
- **Microsoft Imagine Premium with Microsoft** for latest products update.
- **Round the clock 550 MBPS (1:1) Broadband Leased Line Internet connectivity**
- **Wi-Fi enabled campus**



### MEDICAL & ACCIDENT INSURANCE FACILITIES

- **Routine Medical check-up** of students.
- Periodic dental check-up of students.
- Hospital facility **available within 1 kilometre distance**.
- Students are covered by "**Group Personal Accident Insurance Policy**".
- Conduct of wellness programmes.



### SERVERS & SOFTWARE TOOLS

- IHP Proliant ML380 Gen9, HP Proliant, Lenovo ST50 Power Server, IBM X 226Series, Lenovo Think system ST 550, windows server 2016 standard edition
- Linux Enterprise Edition.
- **Secured Internet Connectivity** through Unified Threat Management (SOPHOS) Device.
- **Operating Systems Windows 2012, Windows 2016 (Server)**, Novell Netware (version 5.1), SCO Unix (Release V).
- RDBMS: **ORACLE 11 g**, SYBASE and Db2

### Application & Development Tools

SQL Server 2014, MS Office Professional 2016, Alice for Windows (Library Automation), Power Builder, Turbo Suite C++ 4.5, Visual Studio 2016.

## NEWSLETTERS & JOURNALS

**TO DEVELOP THE INTELLECTUAL ACCUMEN STUDENTS ARE MOTIVATED TO WRITE CASES, ARTICLES AND BLOGS IN NEWSLETTERS AND JOURNALS**

- E-Newsletter: The Monthly Mirror is published by I.T.S School of Management.
- A **bi-monthly newsletter "e-volve"**, is published by Department of Management.

### FINVEST

- A newsletter focused on furthering knowledge in finance for awareness and updation.

### M-beats

- A newsletter which helps students to learn about the latest trends, market strategies, practices and upcoming brands.

### Oppo – Makers

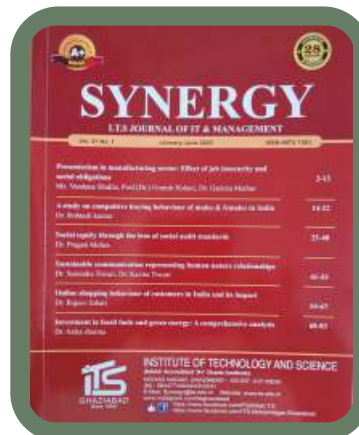
- A newsletter which contributes to enhance the requisite HR domain knowledge.

### Vibrance

- An e-magazine to update latest technological advancement in the field of IT and covers the highlights of the events of Department of IT.

### I.T.S Journal "SYNERGY"

- A bi-annual journal
- Focus on research papers, book reviews and articles of Management, IT, and issues relating to economy, industry & environment.



# PGDM COURSE STRUCTURE

- The Programme curriculum is spread over six Trimesters in a period of 2 years, during which the core and elective courses are offered by the Institute.
- The course offered to the students may be a 3 credit, 1.5 credit, 1 credit or non credit course. The Institute uses the concept of credit to define the weightage of a course in the curriculum. Courses are listed as 3, or 1.5 credits course depending on the enlisted workload for each course. The generally accepted norm is that, a three (3) credit involves about 30 hours of class work, Two (2) credit 20 hours, 1.5 credit course involves about 15 hours and one (1) credit course involves about 10 hours of class work.
- Trimester-wise Breakup: PGDM Programme consists of total one hundred twenty (120) credits, out of which one hundred eleven (111) credits are devoted to courses, six(6) credits to summer training projects, three(3) credits to minor project. Business Intelligence Lab is a non-credit course. Team wise distribution of credit points is as follows:



Course Code	Subject Title	Credit	Teaching Hours
<b>Trimester : 1</b>			
1.1	Organisational Behaviour – I	3	30
1.2	Marketing Management – I	3	30
1.3	Quantitative Techniques for Management	3	30
1.4	Financial Accounting for Managers	3	30
1.5	Information System with Spreadsheet modeling	3	30
1.6	Managerial Communication	3	30
1.7	Managerial Economics	3	30
Total course credits of Trimester 1		21	210
<b>Trimester : 2</b>			
2.1	Organisational Behaviour – II	3	30
2.2	Marketing Management –II	3	30
2.3	Production & Operations Management	3	30
2.4	Management Accounting*	1.5	15
2.5	Corporate Finance- I*	1.5	15
2.6	Human Resource Management	3	30
2.7	Personality Reengineering Programme	3	30
2.8	Legal Aspects of Business	3	30
2.9	Design Thinking	1	10
	Minor Project-1	1	
Total course credits of Trimester 2		23	220
<b>Trimester : 3</b>			
3.1	Decision Science	3	30
3.2	Introduction to Business Analytics with Python	3	30
3.3	Corporate Finance -II	3	30
3.4	Business Research Methods	3	30
3.5	Personality Reengineering Programme	3	30
3.6	Minor Project -II	1	
3.7	Social Immersion Programme	1	
3.8	Application of Spreadsheet in Financial Decision Making	1	10
Trimester III : 03 Elective Courses (Core electives – MANDATORY)			
	Elective I	3	30
	Elective II	3	30
	Elective III	3	30
Total course credits of Trimester 3		27	250

Course Code	Subject Title	Credit	Teaching Hours
<b>Trimester : 4</b>			
4.1	Strategic Management	3	30
4.2	Entrepreneurship Development	2	20
4.3	Personality Reengineering Programme	3	30
4.4	Summer Internship Project	6	-
Trimester IV : 04 Elective courses (Choice-based)			
	Elective IV	3	30
	Elective V	3	30
	Elective VI	3	30
	Elective VII	3	30
Total course credits of Trimester 4		26	200
<b>Trimester : 5</b>			
5.1	E Business & Cyber Security	1.5	20
5.2	Personality Reengineering Programme	1	10
Trimester V : 03 Elective courses			
	Elective VIII	3	30
	Elective IX	3	30
	Elective X	3	30
Total course credits of Trimester 5		11.5	115
<b>Trimester : 6</b>			
6.1	Corporate Governance & Business Ethics*	1.5	15
Trimester VI : 02 Elective courses (Choice-based)			
	Elective XI	3	30
	Elective XII	3	30
Total course credits of Trimester 6		7.5	75
<b>TOTAL COURSE CREDITS YEAR WISE</b>			
		<b>CREDIT</b>	<b>TEACHING HOURS</b>
<b>Total Course Credit in First Year</b>		<b>71</b>	<b>680</b>
<b>Total Course Credit in Second Year</b>		<b>45</b>	<b>390</b>
<b>Total for Entire Program</b>		<b>116</b>	<b>1070</b>

\*\* Institute reserves the right to revise the course structure





## CHOICE OF ELECTIVES/SPECIALIZATION

Two types of specialization options are available to the student of PGDM (2025-27) Batch. Student will have liberty to choose any one option out of these two. One has to opt for total Twelve (12) elective courses from their chosen specialization areas. Student's have to opt as per following structure:

### COURSE-WISE LIST OF ELECTIVES

#### Functional Area: MARKETING MANAGEMENT

III Term/ Course Code	Title of the course
MM 3.1	Sales & Distribution Management
MM 3.2	Consumer Behavior
<b>IV</b>	<b>Title of the Course</b>
MM 4.1	Brand Management
MM 4.2	Services Marketing
MM 4.3	B 2B Marketing
MM 4.4	Digital Marketing
MM 4.5	Introduction to Marketing Analytics
<b>V</b>	<b>Title of the Course</b>
MM 5.1	Integrated Marketing Communications
MM 5.2	Retail Management
MM 5.3	International Marketing
MM 5.4	Advanced Marketing Analytics
MM 5.5	Customer Relationship Management
<b>VI</b>	<b>Title of the Course</b>
MM 6.1	Rural Marketing

#### Functional Area: HUMAN RESOURCE MANAGEMENT

III Term/ Course Code	Title of the course
HRM 3.1	Talent Management
HRM 3.2	Learning & Development
<b>IV</b>	<b>Title of the Course</b>
HRM 4.1	Employee Relations & Labour Law
HRM 4.2	Performance Management & Competency Mapping
HRM 4.3	Managing HRM in new Age
HRM 4.4	Total Reward Management
HRM 4.5	Creating and Managing Virtual Organization
<b>V</b>	<b>Title of the Course</b>
HRM 5.1	Emotional Intelligence & Leadership
HRM 5.2	Organizational Change & Development
HRM 5.3	International Human Resource Management
HRM 5.4	Total Reward Management
HRM 5.5	HR Analytics

<b>VI</b>	<b>Title of the course</b>
HRM 6.1	Strategic HRM
HRM 6.2	Managerial Counseling and Negotiation
HRM 6.3	Indian Philosophy & Organisational Excellence

#### Functional Area: FINANCE

III Term/ Course Code	Title of the course
FM 3.1	Management of Financial Services
FM 3.2	Financial Statement Analysis
FM 3.3	Insurance & Risk Management
<b>IV</b>	<b>Title of the Course</b>
FM 4.1	Financial Modeling & Business Valuation
FM 4.2	Security Analysis & Portfolio Management
FM 4.3	Mergers and Acquisitions
FM 4.4	Bank Management
FM 4.5	International Financial Management
<b>V</b>	<b>Title of the Course</b>
FM 5.1	Financial Derivatives
FM 5.2	Project Appraisal & Financing
FM 5.3	Investment Banking
FM 5.4	Financial Risk Management
<b>VI</b>	<b>Title of the Course</b>
FM 6.1	Tax Planning Management
FM 6.2	Personal Wealth Management
FM 6.3	Behavioural Finance

#### Functional Area: INTERNATIONAL BUSINESS

III Term/ Course Code	Title of the course
IB 3.1	Management of International Business
IB 3.2	Global Business Environment
<b>IV</b>	<b>Title of the Course</b>
IB 4.1	International Trade Procedures & Documentation
IB 4.2	India's Foreign Trade
IB 4.3	International Financial Management
<b>V</b>	<b>Title of the Course</b>
IB 5.1	International Marketing Research
IB 5.2	International Supply Chain and Logistics

IB 5.3	Global Trade Partners & Indian Exports
IB 5.4	International Marketing
<b>VI</b>	<b>Title of the Course</b>
IB 6.1	International Business strategy
IB 6.2	Cross Cultural Management

#### Functional Area: BUSINESS ANALYTICS

III Term/ Course Code	Title of the course
BA 3.1	Enterprise Resource Planning
BA 3.2	Emerging Technologies in Business
BA 3.3	Business Intelligence & Data Mining
<b>IV</b>	<b>Title of the Course</b>
BA 4.1	Machine learning
BA 4.2	Marketing Analytics
BA 4.3	AI for Business
BA 4.4	Managing Business Data
<b>V</b>	<b>Title of the Course</b>
BA 5.1	Deep learning through Python
BA 5.2	Social Media & Web Analytics
BA 5.3	HR Analytics
<b>VI</b>	<b>Title of the Course</b>
IT 6.1	Data Visualization through Tableau
IT 6.2	Cloud Computing for Managers

#### Functional Area: OPERATION MANAGEMENT

III Term/ Course Code	Title of the course
OM 3.1	Logistics & Supply Chain Management
OM 3.2	Procurement and vendor Management
<b>IV</b>	<b>Title of the Course</b>
OM 4.1	Project Management
OM 4.2	Quality Management & Six Sigma
OM 4.3	Production Planning & Control
OM 4.4	Predictive Modeling
OM 4.5	Management of Technology
<b>V</b>	<b>Title of the Course</b>
OM 5.1	Service Operations Management & Emerging New Business
OM 5.2	Lean Startups
OM 5.3	Business Process Management
<b>VI</b>	<b>Title of the Course</b>
OM 6.1	Operations Strategy
OM 6.2	Sustainable Operations Management & Green Technologies



## PEDAGOGY-LEARNER CENTRIC APPROACH FOR HOLISTIC DEVELOPMENT

Teaching Methodology is a combination of lecture and case-based method with focus on **Self-Learning & Practice**. The case studies enhance students' analytical, problem solving and decision making skills.

Each course comprises **Assignments, Presentations, Quizzes and/or Group Discussions** on contemporary issues

Students usually get a chance to work in **Teams** wherein they learn to work and adapt with diverse workforce while working on specified assignments

The **Evaluation** is based on Continuous Internal Assessment and an End-Term Examination. Students are regularly evaluated on different parameters to check their progress throughout the trimester.

**Workshops** on different domains are conducted on a regular basis to equip the students with necessary skills as per the demand of the industry

**Simulation, Management Games and Role Plays** are used in the classroom for **Greater Effectiveness**.

Teaching of each **Subject** is carried out as per the **Detailed Session Plan** designed in accordance with the syllabus.

Through various projects taken as a part of different courses and internships, students go through **Experiential Learning** process

Students interacts with eminent **Guests from the Industry & Trade** on a regular basis. This ensures that the students know about the latest happenings in the industry, thereby making them ready for their future endeavours.

Immersion course are conducted to improve students' skills related to **Effective Communication, Financial Modelling, Business Intelligence and Microsoft Excel**

**Live Project / Internship** opportunities are provided to students to work on real management problems. Herein, the students are expected to research and analyse latest industry developments, incorporate theoretical concepts, understand and propose innovative solutions to the business challenges.

**Industry Visits and Industry Interaction** in diverse sectors provide valuable inputs to students to become industry-ready

**Webinars, Conferences, Conclaves** are convened to come together and deliberate on issues pertinent to Management .

**CSR** activities are organized regularly organized for holistic development of students. These activities encompasses sustainable development, social responsibility, and community service.



## PERSONALITY RE-ENGINEERING PROGRAM (TRANSFORMATION FROM CLASS ROOM TO BOARD ROOM)

The Institute emphasizes on the holistic development of the students before they can step in the corporate world. Personality Reengineering is aimed at providing an edge for achieving success in a challenging corporate environment through imbibing desirable professional etiquettes, interpersonal skills and overall corporate awareness so that one's acceptability in the professional environment is enhanced. PRP (Personality Re-engineering Program) PRP cell designs and conducts 4 stage extensive process which runs through all the trimesters and conducts various events like workshops on personality development and grooming, group discussions and mock interviews to transform the students into highly skilled, industry ready professionals.

### COMMUNICATION LAB MODULE - LEARNING WHILE PLAYING

I.T.S School of Management has introduced a new module in the Communication area titled as "Learning while Playing" for the PGDM participants to enhance their oral communication skills.

Teaching communication skills in a more practical way to the participants will help them with a strong foundation to achieve future career goals. While learning these skills takes time, best practices can help participants to quickly learn and apply them on the job.

### Employability Enhancement Programme



### FOLLOWING ACTIVITIES ARE CONDUCTED UNDER COMMUNICATION LAB

JAM SESSIONS

STORY TELLING

ROLE PLAYS

PANEL DISCUSSION

SCENARIO BUILDING

SELF-COMMUNICATION

EXTEMPORE

GROUP DISCUSSION

PRESS CONFERENCE

NEWS ANALYSIS



## INDUSTRY SPEAKERS



**Mr. Nitin Saluja**  
Founder Chaayos



**Mr. Saurabh Munjal**  
Co-Founder & CEO  
of Lahori Jeera



**Mr. Nitin Jain**  
Founder of Indigifts  
and Indibni



**Mr. Vidhya Bhushan**  
Co-Founder  
Daalchini Technologies



**Mr. Abhinandan Singh**  
Founder & CEO of Fuel Wings



**Ms. Neha Mathur**  
Vice President HR,  
Urban Company



**Dr. Aprajita Prasad**  
Director,  
PWC



**Mr. Amit Sinha Roy**  
VP & Global Head,  
Tata Communications



**Mr. Apurva Pundir**  
Sr. Associate Director  
KPMG



**Mr. Vivekanand Tripathi**  
Founder & CEO of Pelocal  
Fintech Pvt



**Mr. Dheeraj Verma**  
Head Enterprise Business- Dabur



**Ms. Jyotsna Singh**  
Regional HR Head-  
UltraTech Cement Ltd



**Mr. Ashish Jain**  
Executive Director,  
Micronetwork India Pvt. Ltd



**Mr. Ajay Prasad**  
Vice President- Aon



**Mr. Sanjeev Gupta**  
Vice Chairman,  
MSME Chamber of Commerce



**Mr. Punit G**  
CEO - ArthNirmiti, CXO - Choice International Ltd  
(Global Business Leader: India, USA, Europe, Japan),  
Ex-VP at OYO, TEDx Speaker, IIM-A Alumnus



**Mr. Agnelo Dias**  
General Manager and  
HOD, Business Standard



**Mr. Deepak Sharma**  
Director of Supply Chain and  
Planning at Dalmia Bharat Group



**Mr. Amit Jawar**  
Regional Business  
Head at Dabur India



**Mr. Abhinav Punhani**  
Commercial Vice President  
at Homoeo, Amigo



**Mr. Rajesh Kumar Sharma**  
Supply Chain Management  
Expert and Head at Merino  
Industries



**Mr. Robin Roy**  
Director at Delta Electronics



**Mr. Sumit K. Lal**  
Global Retail Strategy Expert  
and Managing Director of  
Retail One Solution,



**Mr. Niraj Sharan**  
Founder, Chairman & CEO,  
Aura Industrial Systems  
LLC, USA

## PGDM ALUMNI : OUR STRENGTH



**Sudeep Jain** (Batch : 1996-98)  
Designation : CEO  
Company : Strawberry Infotech Pvt. Ltd.



**Jasveer Singh** (Batch : 2010-12)  
Designation : Co-Founder & CEO  
Company : Hood Forbes 3D Under 3D Asia



**Nupur Raheja** (Batch : 2003-05)  
Designation : Business Owner  
Company : Good Living Building System



**Nishant Arora** (Batch : 2005-07)  
Designation : Founder & CEO  
Company : Train for Success



**Raghav Singha** (Batch : 2008-10)  
Designation : Country TA Lead  
Company : Autodesk



**Deepten Chatterjee** (Batch : 2001-03)  
Designation : Head of Public Affairs & Govt. Relations South Asia Mkt.  
Company : Tetra Pack



**Shouvik Acharya** (Batch : 2004-06)  
Designation : AGM  
Company : Macleods Pharma, Ltd.



**Smriti Nagvanshi** (Batch : 2006-08)  
Designation : HR Business Partner  
Company : Tata Technologies, U.K.



**Jitendra Singh Sirola** (Batch : 2007-09)  
Designation : Zonal Business Manager  
Company : Adani Wilmar Ltd.



**Dheeraj Verma** (Batch : 2007-09)  
Designation : Head Digital Mkt.  
Company : Dabur India Ltd.



**Safdar Ali** (Batch : 2007-09)  
Designation : Zonal Sales Manager (State Head)  
Company : Xiaomi India



**Abhishek Das** (Batch : 2009-11)  
Designation : Business Manager  
Company : Group MFI Kenya



**Khushboo Singh** (Batch : 2010-12)  
Designation : Sr. Assoc. Talent & Mgmt. & Talent Attraction  
Company : EY



**Chanima Bhattacharya** (Batch : 2011-13)  
Designation : Human Resource Professional  
Company : International Talent Acquisition, Germany



**Ankit Pal** (Batch : 2017-19)  
Designation : Team Manager  
Company : Amazon



**Tanushree Sharma** (Batch : 2006-08)  
Designation : Tax Semi Senior  
Company : CBIZ, New Jersey, US



**Anisur Rahaman** (Batch : 2017-19)  
Designation : Deputy Manager & Talent Attraction  
Company : Hero Moto Corp.



**Prashant Sood** (Batch : 2005-07)  
Asst. VP  
Schoolnet India, Ltd.



**Abhinav Sharma** (Batch : 2002-04)  
Designation : Trade Marketing Head  
Company : Gulf Oil



**Alka Singh** (Batch : 2005-07)  
Designation : Product Services & Operation Specialist  
Company : Massachusetts Medical Society, USA



**Deepak Verma** (Batch : 2006-08)  
Designation : Sr. Regional Sales Manager  
Company : Fossil India



**Anchal Ganjoo** (Batch : 2013-15)  
Designation : Team Lead  
Company : Amprprise Financial Services, LLC



**Amit Bhatnagar** (Batch : 1996-98)  
Designation : Asst. Director  
Company : Shriram Institute for Industrial Research, Meerut



**Nitin Sharma** (Batch : 1991-2001)  
Designation : Managing Director  
Company : GIS Solutions and Technology Pvt Ltd.



**Vishal Srivastava** (Batch : 2001-03)  
Designation : Chief Manager  
Company : ICICI Lombard GIC Ltd.



**Pallav Agarwal** (Batch : 2001-03)  
Designation : Chief Executive Officer  
Company : Bhava Services LLP



**Aziz Feroze** (Batch : 2001-03)  
Designation : Branch Manager  
Company : DTE Group



**Divya Katyal** (Batch : 2002-04)  
Designation : State Head  
Company : Spice Money



**Richa Dave Bhatt** (Batch : 2002-04)  
Designation : Manager-HR  
Company : Cliantha Research, Canada



**Sumeet Sharma** (Batch : 2004-06)  
Designation : Deputy Director-State  
Company : GeM



**Debashis Mohanty** (Batch : 2005-07)  
Designation : Zonal Sales Head  
Company : Mahindra Finance



**Deepankar Chauhan** (Batch : 2006-08)  
Designation : Sr. Vice President  
Company : Yes Bank Ltd.



**Mayank Gupta** (Batch : 2006-08)  
Designation : Asstt. General Manager HR  
Company : Tata Project Ltd.



**Pradeep Chaprana** (Batch : 2006-08)  
Designation : General Manager  
Company : Samsung Electronics



**Ritesh Baruah** (Batch : 2006-08)  
Designation : Manager  
Company : SBI



**Navin Pratap Singh** (Batch : 2007-09)  
Designation : Advisor- HR Analytics, Reporting & Automation  
Company : Rio Tinto India Pvt. Ltd.



**Prashant Mishra** (Batch : 2007-09)  
Designation : Business Manager  
Company : Bata India Ltd.



**Sanjeev Kumar Mishra** (Batch : 2008-10)  
Designation : Sr. Manager  
Company : PwC



**Stuti Mala** (Batch : 2008-10)  
Designation : Manager  
Company : Union Bank of India



**Naveen Vaish** (Batch : 2009-11)  
Designation : Zonal Sales Manager  
Company : Glenmark



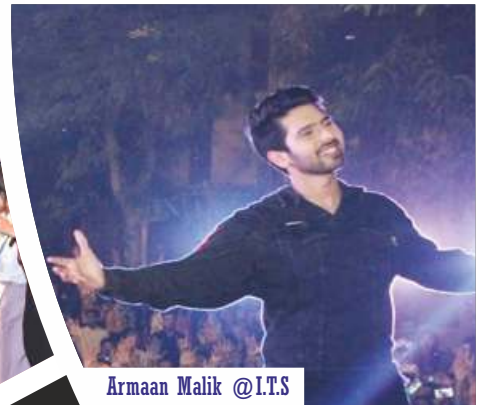
**Bhuneshwar Pandaya** (Batch : 2010-12)  
Designation : National Business Development Manager  
Company : The Kraft Heinz Company



**Ankur Prasad** (Batch : 1998-2000)  
Designation : Manager Consultant  
Company : .....



# Celebrities @I.T.S



# INTERNATIONAL SPEAKERS



**Mr. David Linthicum**  
Chief Cloud Strategy Officer  
Deloitte Consulting Virginia,  
United States.



**Prof. (Dr.) David Petrie**  
Adjunct Business Professor with  
Concordia Universities,  
Portland and Chicago



**Dr. Ivan Zupic**  
Faculty, Goldsmiths  
University of London, UK



**Prof. (Dr.) Lloyd Scott**  
Technological University Dublin,  
Ireland



**Dr. Souha Akiki Svahn**  
Founder Paris Graduate School,  
France



**Mr. Peter Dorrington**  
Co-Founder and Chief Strategy Officer  
at Anthrolytics Ltd., London (UK)



**Dr. Ivan Ureta**  
Head of Executive Education,  
Dept. of Business Economics, Health and  
Social Care University of Applied Science of  
Southern Switzerland



**Prof. Roy Sembel**  
Co-Founder,  
Proud Media Group Professor  
IPMI International Business School,  
Jakarta, Indonesia



**Mr. Isabelo Dionisio**  
Owner and CEO of Dionisio  
Family Enterprises,  
Philippines



**Dr. Nadine Khair**  
Assistant Professor  
Head of Marketing Department  
American University of Madaba



**Prof. (Dr.) Amb Mehreen Mia**  
Founder - Mea Company,  
Global Goodwill Ambassador  
Humanitarianism  
Durban, South Africa



**Josh Everett**  
CEO Zinnia (India)



**Prof. Mary Rose**  
Research Management  
Cluster Coordinator, Polytechnic  
University, Philippines.



**Mr. Anand R.V.**  
Business Development Manager  
VJN Trading FZE, Dubai



**Mr. Ignace L Hindrick,**  
Director DMH Business  
AdvisorsPvt. Ltd.,  
Belgium



**Mr. Ivan Muniz Rothgiesser**  
Director of ACCEDU  
Action for Education, Cusco,  
Peru

**HON'BLE VICE CHAIRMAN  
SIGNS MOU WITH**



**SKYY AVIATION ACADEMY, SOUTH AFRICA**  
for Academic, Research and Faculty/  
Student Exchange Programme

**HON'BLE VICE CHAIRMAN  
SIGNS MOU WITH**



**NANYANG, INSTITUTE OF  
MANAGEMENT, SINGAPORE**  
for Academic, Research and Faculty/  
Student Exchange Programme

**HON'BLE VICE CHAIRMAN  
SIGNS MOU WITH**



**PARIS GRADUATE SCHOOL, FRANCE**  
for Academic, Research and Faculty/  
Student Exchange Programme

**NATIONAL AND INTERNATIONAL COLLABORATIONS**



**Asian Maritime  
Technological  
College AMCOL**



**PARIS GRADUATE SCHOOL**  
Paris Graduate  
School - Innovative  
Knowledge Institute,  
Paris, France



**Polytechnic  
University of  
the Philippines**



**New Delhi Film  
Festival**



**Valparaiso  
University  
Indiana, USA**



**Fintech and  
Blockchain  
Association, USA**



**SIAM  
UNIVERSITY**  
SIAM University  
International College, Thailand



## GLOBAL EXPERIENCE

PGDM BATCH (23-25) at Dubai

World has turned into a global village yet encompasses cultural diversity. Making career in such global landscape is no longer inspirational rather way of corporate life. Acknowledging this fact, I.T.S School of Management takes students to International Study Tour to understand nuances of working in multicultural plural world. Tour aims at exposing students to organizations of world repute manned by multicultural teams. Students are given opportunity to interact with such teams and have a feel of challenges of coordination and cohesion of such teams. During the tour students also visit the renowned management educational Institutions of the place and have interaction with faculty and students to understand the educational and cultural environment of that country.



## INDUSTRIAL VISIT

I.T.S School of Management organises regular Industry Visits to bridge the gap between class room teaching and the corporate world. The Institute organizes various industry visits at regular intervals to relate theoretical knowledge to practical applications. Some of the visits to renowned organizations include:



PGDM Students @ Amul Dairy  
Faridabad (Haryana)



PGDM Students @ Indian Oil Corporation Ltd.  
Panipat



PGDM Students @ UAE (Dubai,  
Abu Dhabi & Sharjah)



PGDM Students @ Coca Cola Happiness Factory



PGDM Students @ Business Standard



PGDM Students @ Education tour in UAE

# STUDENT FUNCTIONAL CLUBS



## DIGITAL DEN

The Digital Den - The Social Media Club serves as a place where all students, who have an interest in analytics, gather to discuss topic of professional interest, exchange experiences they have gathered at their workplace, and review the current development in the global job market.

## CULTURAL CLUB

The Cultural Club provides a platform to the students to showcase their artistic and cultural sense through their participation in various inter and intra cultural events.



## MARRECUS - MARKETING CLUB

The objective of the club is to bridge the gap between concepts and applications in the area of marketing. Discussions, games and events like Innovative Idea Exhibition. Business Plan Competition, Ad-Mad Show cover the diverse facets of business like branding, strategies, business environment etc.

## HR CLUB-OPPO MAKERS

The purpose of Oppo-makers is to synergize the talents of students and expose them to emerging trends in HR. With innovative activities, games, quiz competitions etc. organized throughout the year, the club facilitates the understanding of diverse HR functions in the corporate world.



## SANKRIYA CLUB

The objective of the club is to bridge the gap between concepts and applications in the area of marketing. Discussions, games and events like Innovative Idea Exhibition. Business Plan Competition, Ad-Mad Show cover the diverse facets of business like branding, strategies, business environment etc.





## FINANCE CLUB- FINVEST

The purpose of the club is to promote interest in and knowledge in the area of Finance. The club educates the students on various topics in finance and also reaches out to industry professionals and organizes speaker sessions to expose students to the various practical aspects of finance.

## STATESMAN CLUB

Sports is an integral part of overall development of an individual's personality. Keeping in mind the same the institute equally focuses on sports along with academics. The Statesman club is an initiative to groom sportsmanship in the management students. Round the year activities like cricket league, Football League and inter college sports meet and other activities are organized under the umbrella of Statesman Club.



## CSR ACTIVITIES-SOCIAL WORK @ I.T.S SCHOOL OF MANAGEMENT

Institute runs a number of CSR activities to ensure that the downtrodden and the helpless people are taken care of and the deprived are provided with the essential facilities and opportunities to grow and develop in life.



### UTTHAN LAB

An endeavor to facilitate poor and meritorious children, Uthan Lab is a unique and comprehensive CSR project of the institute under which the faculty and student volunteers visit various government schools and shortlist poor but meritorious students studying in class 5, 6 and 7. These students are called to the campus on all working Saturdays where under the guidance of faculty coordinator, student volunteers impart basic knowledge of English, Science, Math, History, Computer GK etc. to them. The institute has received overwhelming response and feedback by these students and their parents and is committed to continue this support to these talented buds.

### PARIVARTHAN CLUB

'Parivartan' is a comprehensive slum education program conducted by the student volunteers of the institute in which student volunteers visit slums on all Sundays and teach around 120 slum children as per their I.Q. and current knowledge. At the end of the class, biscuits, chocolates and sweets are distributed among all as routine. Slum children and their parents eagerly wait for I.T.S volunteers.



# CORPORATE RESOURCE CENTRE

Corporate Resource Centre plays a significant role in bringing the industry and academia close to each other. It acts as an interface between the students, faculty and the corporate world to initiate and maintain continuous interaction with the industry. The cross sectoral participation of industry bigwigs in campus placement bears testimony to the quality education and excellent talent pool of I.T.S, which in turn, has led to building of a long list of recruiters, with additions every year. CRC office facilitates Institute Industry interface providing an apt platform to the budding managers in becoming "Business Ready Managers".

**LIVE PROJECTS & SUMMER INTERNSHIP PROGRAM. • PRE-PLACEMENT TALKS AND FINAL PLACEMENT. PLACEMENT OF STUDENTS IN REPUTED COMPANIES LIKE DABUR, ABBOTT HEALTHCARE, PARLE-G, ICICI AND BARCLAYS ETC.**

## RECRUITING PARTNERS


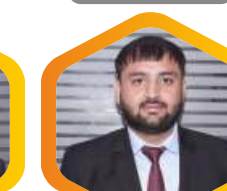



## TOP PLACEMENTS 2022-24

 <b>Pritam Debnath</b> FedEx 16 LPA	 <b>Anuj Kohli</b> PARLE 13 LPA	 <b>Nitish Parashar</b> Dabur 11.5 LPA	 <b>Shubham Kumar</b> Dabur 11.5 LPA	 <b>Sundari Tomar</b> Dabur 9.5 LPA	 <b>Ansul Turangi</b> Dabur 9.5 LPA	 <b>Mohd. Amaan Baig</b> Dabur 9.2 LPA	 <b>Mohd. Saqib Aijaz Farooqi</b> Dabur 9.2 LPA
 <b>Rahul Sharma</b> SIMPLOT 8.5 LPA	 <b>Anjali Sharma</b> LESSO 8.5 LPA	 <b>Rishika Pandey</b> LESSO 8.5 LPA	 <b>Vaibhav Agarwal</b> Purnartha 8.15 LPA	 <b>Lovely Rawat</b> COFFEE DAY 8 LPA	 <b>Utkarsh Rai</b> COFFEE DAY 8 LPA	 <b>Mohd. Amaan Baig</b> Dabur 9.2 LPA	 <b>Mohd. Saqib Aijaz Farooqi</b> Dabur 9.2 LPA
 <b>Abhishek Kumar</b> HFFC 7.75 LPA	 <b>Aditya Singh</b> HFFC 7.75 LPA	 <b>Anurag Chandrawanshi</b> HFFC 7.75 LPA	 <b>Moh. Mustaqueem</b> HFFC 7.75 LPA	 <b>Altamash Ahmad</b> Aludecor 7.5 LPA	 <b>Abhishek Kumar Mishra</b> Zydus Wellness 7.5 LPA	 <b>Saloni Gupta</b> naukri.com 7.2 LPA	 <b>Abhinav Bhadoria</b> Ameriprise 6.5 LPA
 <b>Avinash Choudhary</b> CBRE 6.5 LPA	 <b>Vinit Jain</b> CBRE 6.5 LPA	 <b>Yachika Tyagi</b> CBRE 6.5 LPA	 <b>Himanshu Gautam</b> PRECISION 6.3 LPA	 <b>Ritika</b> PRECISION 6.3 LPA	 <b>Roopali Kanchan</b> PRECISION 6.3 LPA	 <b>Ananya Sharma</b> CLEARWATER 6 LPA	 <b>Divyansh Jaiswal</b> CLEARWATER 6 LPA
 <b>Priya Arora</b> CLEARWATER 6 LPA	 <b>Shubham Pandey</b> CLEARWATER 6 LPA	 <b>Arpita Saxena</b> ITU Limited 6 LPA	 <b>Divya Singh</b> ITU Limited 6 LPA	 <b>Praveen Dubey</b> ITU Limited 6 LPA	 <b>Manav Garg</b> UltraTech 6 LPA	 <b>Manish Bhati</b> UltraTech 6 LPA	 <b>Ayushi Gupta</b> Ameriprise 5.5 LPA

and many more...

## TOP PLACEMENTS HIGHLIGHTS 2023-25 BATCH

 <b>Nitu Kumari</b> amazon 14 LPA	 <b>Gaurav Kumar Singh</b> Dabur 11.5 LPA	 <b>Sandeep Nayak</b> Dabur 11.5 LPA	 <b>Shikha Mishra</b> Dabur 10 LPA	 <b>Piyush Kumar Jaiswal</b> PARLE 9.5 LPA	 <b>Sumit Kumar Yadav</b> PARLE 9.5 LPA
 <b>Jyoti</b> UltraTech 9.5 LPA	 <b>Harshit Dubey</b> UltraTech 9 LPA	 <b>Naincy Kumari</b> UltraTech 9 LPA	 <b>Pranjal Gaur</b> UltraTech 9 LPA	 <b>Sanskar Jaiswal</b> UltraTech 9 LPA	 <b>Shivam Singh</b> UltraTech 9 LPA
 <b>Harsh Kumar</b> Deloitte 8.7 LPA	 <b>Abhishek Kumar Singh</b> UltraTech 8.5 LPA	 <b>Bhoomika</b> UltraTech 8.5 LPA	 <b>Madhav Pandey</b> UltraTech 8.5 LPA	 <b>Nitin Kumar</b> UltraTech 8.5 LPA	 <b>Rahul Sinha</b> UltraTech 8.5 LPA
 <b>Rajat Pratap Singh</b> UltraTech 8.5 LPA	 <b>Shivangi Gupta</b> UltraTech 8.5 LPA	 <b>Ankit Kumar</b> Zydus Wellness 8.5 LPA	 <b>Aditya Gaur</b> Coca Cola 8 LPA	 <b>Aman Kumar Lath</b> WOODS CAPITAL 7.8 LPA	 <b>Ashutosh Gupta</b> WOODS CAPITAL 7.8 LPA
 <b>Diwakar Kumar Dubey</b> WOODS CAPITAL 7.8 LPA	 <b>Rishi Singh</b> WOODS CAPITAL 7.8 LPA	 <b>Shivesh Chaubey</b> WOODS CAPITAL 7.8 LPA	 <b>Alok Verma</b> hffC 7.75 LPA	 <b>Gaurav</b> hffC 7.75 LPA	 <b>Mohd. Sahnool</b> hffC 7.75 LPA
 <b>Nirdosh Kumar Singh</b> CBRE 7.5 LPA	 <b>Manish Prasad</b> Ameriprise Financial 6.35 LPA	 <b>Kriti Saini</b> BLUEPOND.AI 6 LPA	 <b>Sonam Pathak</b> Flipkart 6 LPA	 <b>Ananya Varshney</b> Flipkart 5.5 LPA	 <b>Suansha Bhatnagar</b> Flipkart 5.5 LPA

and many more...



## ADMISSION & SCHOLARSHIP

### ELIGIBILITY

Aspirants seeking admission to the PGDM program of the Institute must fulfill the following criteria :

- Bachelor's degree in any discipline from a recognized university or equivalent with minimum 50% passing marks
- Valid score in CAT/MAT/XAT/ATMA/CMAT or any other national level examination, approved by AICTE.
- Applicants appearing for their Final Year Graduation exams are also eligible to apply

### HOW TO APPLY

Applicants can apply online at our website [www.itsim.edu.in](http://www.itsim.edu.in). The application forms can also be downloaded and submitted at the Institute through mail or in person.



### ATTRACTIVE SCHOLARSHIPS

Scholarship upto Rs. 1 Lac to the eligible candidates based on Academic Performance and score in test like CAT, XAT, CMAT, MAT, ATMA etc.

### SELECTION PROCEDURE

Shortlisted applicants are invited for Group Discussion and Personal Interview Process. The final selection will be made on the basis of the criteria as prescribed by the Institute. The information regarding selection will be communicated to the concerned Applicant by mail.

## ANTI RAGGING INITIATIVE

Ragging, in all its forms, is totally banned in the institute. As per the Supreme Court of India order; anyone indulging in ragging will be punished appropriately. Institute has a 'Zero tolerance policy' in this respect.





**Dr Ajay Kumar**

Professor and Director  
PhD, UGC (JRF), MBA  
Total Years of Exp. : 36

**Dr. V. N. Bajpai**

Professor  
PhD, MBA  
Total Years of Exp. :23

**Dr D.K. Pandey**

Professor  
PhD, MBA, LL.B., BA, UPSLET  
Total Years of Exp. : 22

**Dr Anusha Agarwal**

Professor  
PhD, PGDBM,  
MA (Eco), BBM  
Total Years of Exp. : 25

**Prof. Durba Roy**

Professor  
PGDM, PhD (Pursuing)  
Total Years of Exp. : 19

**Dr Satish Kumar**

Professor  
PhD, MBA, PGDCA, BBA  
Total Years of Exp. : 24

**Prof Sanjeev Kumar Mathur**

Professor  
PhD, MBA  
Total Years of Exp. : 39

**Dr. Namita Mishra**

Professor  
M Com, MBA, PhD  
Total Years of Exp. : 19

**Dr. Shailendra Kumar Dube**

Professor  
B.Tech (Mech), MA(IR),  
M.Phil, PhD  
Total Years of Exp. : 26

**Prof Manoj Kumar Jha**

Professor  
PhD, MBA  
Total Years of Exp. : 38

**Prof Kumar Biswas**

Professor  
MBA (International Business),  
B.Tech (Chemical Engg.),  
B.Sc (Chemistry Honours)  
Total Years of Exp. : 35+

**Dr. Prem P. Srivastav**

PhD, MBA  
Total Years of Exp: 25+

**Dr Uma Gulat**

Professor  
PhD, MPhil, MBA,  
PGDM, M.Com,  
CMI(UK),  
Diploma in Marketing  
Advertising & PR  
Total Years of Exp. : 29

**Prof Sunil Upadhyay**

Associate Professor  
PhD (Pursuing),  
M.S- Business  
Analytics, MCA  
Total Years of Exp. : 18

**Dr Rajeev Johari**

Associate Professor  
PhD, (Economics),  
MBA (IB & OM)  
& MA (Eco.)  
Total Years of Exp. :22

**Prof Vinay Kumar Srivastava**

Associate Professor  
M.Com, MBA,  
D.Phil  
Total Years of Exp. : 24.5

**Dr. Puneet Kumar**

Associate Professor  
PhD, MBA,  
B.Com  
Total Years of Exp. : 29

**Dr. Kamal Singh**

Associate Professor  
PhD  
Total Years of Exp. :18

**Dr. Sanjeev Tandon**

Associate Professor  
PhD (Retail Mgt),  
MBA (Mkt.), PGDMM,  
Cognitive Behavioural  
Therapist, (CBT Practitioner),  
B.Sc (Maths)  
Total Years of Exp. : 37

**Dr. Divya Sharma**

Assistant Professor  
PhD  
Total Years of Exp. : 10+

**Dr. Ritu Saxena**

Assistant Professor  
IIML-EPHRA, PhD,  
MBA, BBA  
Total Years of Exp. :16

**Dr. Gurpreet Kaur**

Assistant Professor  
PhD  
Total Years of Exp. :10

**Dr Ashish Kumar Jha**

Assistant Professor  
PhD, MBA, MMM,  
UGC NET Qualified  
Total Years of Exp. :18

**Dr. Smita Barik**

Assistant Professor  
PhD(HR), UGC NET,  
MBA (HR & Finance),  
B. Tech (IT)  
Total Years of Exp. :12

**CS (Dr.) Jyoti Mahajan**

Assistant Professor  
PhD, UGC NET,  
ACS, CA(Finalist),  
M.Com, B.Com(H)  
Total Years of Exp. : 7+

**Dr. Prachi Pachaury**

Assistant Professor  
PhD  
Total Years of Exp. : 5 years

**Prof Ashutosh Sharma**

Assistant Professor  
M.Sc., Gold Medalist in  
M.Phil. (Statistics)  
Total Years of Exp. : 12.5

**Prof Parul Gupta**

Assistant Professor  
PhD (Pursuing)  
Total Years of Exp. :15

**Prof Amrit Kant Jha**

Assistant Professor  
PhD(Pursuing),  
MBA, UGC-NET  
Total Years of Exp. :3

**Prof Mansi**

Assistant Professor  
PhD (Pursuing), MCA, BCA  
Total Years of Exp. : 9+

**Prof Neha Sabharwal**

Assistant Professor  
MCA, Pursuing PhD  
Total Years of Exp. : 15+

**Prof Neha Shrotriya**

Assistant Professor  
MBA, M.Phil  
Total Years of Exp. : 14 years

**Prof Astha Shukla**

Assistant Professor  
B.Tech (C.S.), M.B.A. ,  
PhD (Pursuing)  
Total Years of Exp. :9

**Prof Shikha Aggarwal**

Assistant Professor  
PhD  
Total Years of Exp. :10

# TESTIMONIALS



Excellent facility and very caring management staff. I.T.S has come up very well over the years. Wish to see I.T.S leading the management institution in future.

**Mr. Nitin Saluja**  
Founder Chaayos

I had an interactive session during Startup Summit 2024. Students have asked some really good questions

**Mr. Saurabh Munjal**  
Co-Founder & CEO  
of Lahori Jeera



Very good experience meeting up with a excellent set of academic faculty and students. Best wishes to all students and faculty of I.T.S.

**Dr. Aprajita Prasad**  
Director,  
PWC

Extremely grand campus, nice interaction with enthusiastic faculty and student. I am sure the future of ITS is very bright.

**Ms. Neha Mathur**  
Vice President HR,  
Urban Company

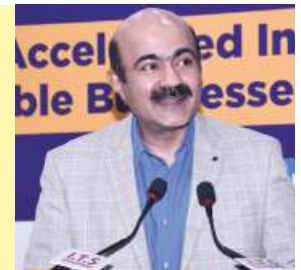


It was a wonderful experience to share our experience with I.T.S Students. Loved the zeal and enthusiasm

**Mr. Nitin Jain**  
Founder of Indigifts and Indibni

It was an amazing experience at ITS. Students, faculty and infrastructure are awesome. It was a wonderful experience.

**Mr. Amit Sinha Roy**  
VP & Global Head,  
Tata Communications



Splendid experience with I.T.S Ghaziabad. Students exhibited great zeal for learning. Wishing all the students a bright future.

**Mr. Vidhya Bhushan**  
Co-Founder  
DaalChini Technologies

The talent at I.T.S Ghaziabad is promising in nature and disciplined with a very high learning curve.

**Mr. Abhinandan Singh**  
Founder & CEO of Fuel Wings



## STUDENT SUCCESS STORY



**Gaurav Kumar Singh**



The caliber of the professors at I.T.S School of Management is unparalleled. It was their enthusiasm that kept me motivated and helped me propel during my master's program. The most striking feature was the high-quality guest lectures that bridged the gap between academics and industry giving us a feel of the real world while we were still in college. Above all the environment of the campus did ensure I had right start of my career in Dabur.



**Sandeep Nayak**



I.T.S School of Management has always believed in providing best career opportunities to its students. The training and development department worked really hard for overall development and conducted various boot camps for us to enhance our aptitude and interpersonal skills. I would also like to appreciate the placement cell for guiding and motivating us at each step thereby helping me in Securing position of Sales officer Trainee it is such a privilege for me to kickstart my career with Dabur.



**Sumit Kumar Yadav**



It was my immense luck and fortune to be the part of I.T.S School of Management where I can grow. The entire faculty and department leaves no stone unturned to shape one's future. My two years at ITS have been a wonderful experience of learning with prolific exposure to outside. Huge respect, love and devotion for entire faculty members and department. It's their efforts that make me to count myself into better professionals.



**Nitu Kumari**



I.T.S School of Management has given me an opportunity to explore different aspects and gain a lot more other than academics. It gave me an opportunity to meet different kind of people and learn a number of things. This training and development has provided me a platform to enhance my skills and an opportunity to showcase them. Because of all the collaborative efforts, I am able to bag a placement in Amazon.



**Piyush Kumar Jaiswal**



My passion was to join a company where the organisational operations would align with my interests. and finally, I found the right place to take ahead my aspirations by getting selected in Parle Products through placement drive conducted by ITS. Now I am confident that my career growth will be tremendous.

MEDIA REFLECTS

आई टी एस स्कूल ऑफ मैनेजमेंट, मोहन नगर में 29वें पीजीडीएम बैच के प्रतिभागियों हेतु ओरिएंटेशन प्रोग्राम एस्पिरेशन-2024 का आयोजन

Business Standard NEW DELHI | FRIDAY, 26 APRIL 2024. I.T.S. SCHOOL OF MANAGEMENT ORGANIZES MEET AND PERFORMANCE IMPROVEMENT AWARDS CEREMONY FOR PGDM 2023-24 Batches. The School of Management, Ghaziabad organized the Meet and Performance Improvement Award Ceremony for Batch PGDM 2023-24 & 2023-25 Batch on Monday, April 26, 2024.

आई टी एस स्कूल ऑफ मैनेजमेंट मोहन नगर में एसआईपी प्रतियोगिता अनुभव-2024 का आयोजन किया

Business Standard NEW DELHI | WEDNESDAY, 13 MAY 2024. I.T.S. EXCELLENCE AWARDS 2023-24 & JASRA & ALVINA FAREWELL PARTY FOR PGDM 2023-24 BATCH. The School of Management, Ghaziabad organized the Excellence Awards 2023-24 & Jasra & Alvina Farewell Party for PGDM 2023-24 Batch on Wednesday, May 13, 2024.

आई.टी.एस स्कूल ऑफ मैनेजमेंट, गाजियाबाद में सी-ओरिएंटेशन कार्यक्रम - कैंपस टू कॉर्पोरेट का आयोजन किया गया

Business Standard NEW DELHI | WEDNESDAY, 14 AUGUST 2024. I.T.S. SCHOOL OF MANAGEMENT, GHAZIABAD ORGANIZES RE-ORIENTATION PROGRAM FOR PGDM 2023-25 BATCH. The School of Management, Ghaziabad organized the Re-orientation Program for PGDM 2023-25 Batch on Wednesday, August 14, 2024.

आई टी एस स्कूल ऑफ मैनेजमेंट में मार्केटिंग समिट-2024 का आयोजन

Business Standard NEW DELHI | WEDNESDAY, 24 JULY 2024. I.T.S. SCHOOL OF MANAGEMENT, GHAZIABAD ORGANIZES MARKETING SUMMIT - 2024. The School of Management, Ghaziabad organized the Marketing Summit - 2024 on Wednesday, July 24, 2024.

आईटीएस स्कूल ऑफ मैनेजमेंट मोहन नगर में पीजीडीएम तंत्र (2024-2026) के प्रतिभागियों हेतु फ्रेशर पार्टी अगमाज-2024 का आयोजन

Business Standard NEW DELHI | WEDNESDAY, 25 SEPTEMBER 2024. I.T.S. SCHOOL OF MANAGEMENT, GHAZIABAD ORGANIZES FRESHERS PARTY FOR PGDM 2024-26 BATCH. The School of Management, Ghaziabad organized the Freshers Party for PGDM 2024-26 Batch on Wednesday, September 25, 2024.

आई टी एस स्कूल ऑफ मैनेजमेंट, मोहन नगर में 29वें पीजीडीएम बैच के प्रतिभागियों हेतु ओरिएंटेशन प्रोग्राम एस्पिरेशन-2024 का आयोजन

Business Standard NEW DELHI | WEDNESDAY, 25 SEPTEMBER 2024. I.T.S. SCHOOL OF MANAGEMENT, GHAZIABAD ORGANIZES ORIENTATION PROGRAM FOR PGDM 2023-24 Batches. The School of Management, Ghaziabad organized the Orientation Program for PGDM 2023-24 Batches on Wednesday, September 25, 2024.

आईटीएस स्कूल ऑफ मैनेजमेंट गाजियाबाद में एचआर कॉन्वल्सिव-2024 का आयोजन

Business Standard NEW DELHI | WEDNESDAY, 25 SEPTEMBER 2024. I.T.S. SCHOOL OF MANAGEMENT, GHAZIABAD ORGANIZES HR CONCLUSIVE FOR PGDM 2023-24 Batches. The School of Management, Ghaziabad organized the HR Conclusive for PGDM 2023-24 Batches on Wednesday, September 25, 2024.

आई टी एस स्कूल ऑफ मैनेजमेंट, मोहन नगर में 29वें पीजीडीएम बैच के प्रतिभागियों हेतु ओरिएंटेशन प्रोग्राम एस्पिरेशन-2024 का आयोजन

Business Standard NEW DELHI | WEDNESDAY, 25 SEPTEMBER 2024. I.T.S. SCHOOL OF MANAGEMENT, GHAZIABAD ORGANIZES ORIENTATION PROGRAM FOR PGDM 2023-24 Batches. The School of Management, Ghaziabad organized the Orientation Program for PGDM 2023-24 Batches on Wednesday, September 25, 2024.

आईटीएस स्कूल ऑफ मैनेजमेंट मोहन नगर में पीजीडीएम के 26वें वार्षिक दीक्षांत समारोह का आयोजन

Business Standard NEW DELHI | WEDNESDAY, 25 SEPTEMBER 2024. I.T.S. SCHOOL OF MANAGEMENT, GHAZIABAD ORGANIZES ANNUAL CONVOCATION FOR PGDM 2023-24 Batches. The School of Management, Ghaziabad organized the Annual Convocation for PGDM 2023-24 Batches on Wednesday, September 25, 2024.

आई टी एस स्कूल ऑफ मैनेजमेंट, मोहन नगर में 29वें पीजीडीएम बैच के प्रतिभागियों हेतु ओरिएंटेशन प्रोग्राम एस्पिरेशन-2024 का आयोजन

Business Standard NEW DELHI | WEDNESDAY, 25 SEPTEMBER 2024. I.T.S. SCHOOL OF MANAGEMENT, GHAZIABAD ORGANIZES ORIENTATION PROGRAM FOR PGDM 2023-24 Batches. The School of Management, Ghaziabad organized the Orientation Program for PGDM 2023-24 Batches on Wednesday, September 25, 2024.



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**I.T.S - UG Campus**

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**BBA BCA**

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**Ph.D** (Pharmaceutical Sciences)

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+91-6397654105/117

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Greater Noida (Estd. 2006)

**CAMPUS-4**  
Greater Noida (Estd. 2006)



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**I.T.S - Surya Hospital**

**B.D.S**      **M.D.S**

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**Chadha Public School**  
**Vaidic Naturopathy & Wellness Village**

Village Nangla Kumbha, PO: Sivalkhas via Jani,  
Meerut-250501, E-mail : cct@its.edu.in  
Ph. : 08192000780



**CAMPUS-5**  
Meerut (Estd. 2015)

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