Department of Management Studies
IIT Delhi

CAMPUS ENGAGEMENT BROCHURE 2016-17
Since its inception almost 3 decades ago, Department of Management Studies, IIT Delhi has emerged as a pioneer among the various management institutes in the country. Department brings the unique processes, that IIT Delhi as a world class institution follows, ensuring quality at every step; be it students intake; the kind of research we do; the inputs imparted in the classroom; or the interactions we have with the industry.

Management is in putting to action whatever you are learning, thus our endeavour is to synergise student interactions with the teachings imparted in the classroom environment to develop holistic managers. We try to bring in research, practice and theory together and it is this amalgamation, which gives us a cutting edge. We at DMS aim to develop managers who are responsive to the complex industry needs and responsible to the society.

**Our Vision**

To contribute to the Indian economy and the world through excellence in management education, training and research, and to contribute to the all round development of the Indian world of business and its global associates, through excellence in decision making and problem solving. In doing so, DMS at IIT Delhi aims to emerge as a prime knowledge resource for the growth of industry and society, and to remain a source of pride for all Indians.

**Our Mission**

Through effective research, education extension activities and teaching, we constantly seek to strengthen the ongoing processes of management and extend the frontiers of management knowledge. In doing so, we would endeavour to consolidate the creative bridges between the traditions of management thought in India and the global management thinking.
The Post-graduate Program in Management at IIT Delhi has existed for nearly three decades and has carved a niche for itself. DMS, in collaboration with the other departments of IIT Delhi, offers specialized electives to students so as to enrich their learning experience. DMS offers three variants of its MBA program.

**PEDAGOGY**

The Department places heavy emphasis on experiential and process-oriented learning. The pedagogical tools include extensive use of Harvard case studies (HBS), simulation exercises, industry-oriented project work, eight weeks of summer projects, and the like. The process-oriented learning is further enhanced by Global Field Studies (GFS) which students undertake for their projects. Besides honing up the skills of individual decision-making, enough emphasis is laid on developing team skills and value-focused decision-making. The compulsory audit courses are designed for this purpose. Extensive research and consultancy that have gained wide peer-level recognition back the teaching.

>> Selection for MBA(FT) program is through CAT, with a cutoff of 98.2 percentile. DMS has also opened its gates to students from all streams

**MBA Full Time**

**Generic**

With the unique features of systems orientation and a blend of creativity and analytical problem-solving skills, Generic MBA is aimed to develop holistic managers who internalize a synthesis of conventional and modern management - thinking and who can comfortably adapt to changing business requirements. The program provides the students with various routes to the industry, matching its requirements with their skills and predispositions. Every student gets the opportunity to specialize in major streams, like Information Technology, Finance, Marketing, Strategy, Human Resource / Organization Management and Operations Management. Along with the functional areas of specialization, the students also get a cross-functional perspective.

**Telecom**

The MBA Full Time program with focus in Telecommunication Systems is a hallmark of techno-managerial excellence imparted to the scholars at DMS. This programme is comprehensive in nature, involving all the business functions - Accounting, Finance, Operations, Human Resource or Organization Management, Marketing and Business Computing Science, with an emphasis on Telecommunications Systems Management, which provides a strong foundation in Telecom Technology, Business and Regulation. This programme draws Telecom Technology inputs from Bharti School of Telecom Technology and Management of IIT Delhi. The inclusive nature of the program fosters creation of effective managers across different domains, equipping them with holistic skills and a strategic advantage when it comes to leading business in the Telecom sector.

**Executive MBA (3 years) - Focus in Technology Management**

For the Indian industry to gain global competitiveness, effective management of technology is crucial. Executive MBA with focus on “Technology Management” is aimed at fulfilling these requirements so as to enable the working executives to effectively contribute in evolving core competencies in Indian industry.

**Doctoral (PhD Program)**

The award of Ph.D. degree is, among other things, in recognition of high scholastic achievements, and original contribution to knowledge. In order to overcome any deficiency in the breadth of fundamental training or proper foundation for advanced work, special foundation or pre-doctoral courses are given by the department.
Class of 2015-17

EU Business School, Munich (Global Field Study Trip '15 - Germany)

Educational Background

- Chemical Engineering, 2%
- Civil Engineering, 4%
- Computer Science Engineering, 18%
- Electrical Engineering, 7%
- Mechanical Engineering, 14%
- Electronics Engineering, 21%
- Metallurgical Engineering, 5%
- Information Technology Engineering, 7%
- Production & Industrial Engineering, 2%
- BA Honors (Economics), 2%

Freshers, 38%

FEMALES 30%
MALES 70%

Experienced, 62%

Work Experience - Years Split-up

- Less than a Year, 11%
- 1 to 2 Years, 42%
- 2 to 3 Years, 28%
- 3+ Years, 18%

- IT - Cloud Based Technologies, 4%
- IT - Ecommerce, 6%
- IT - FMCG, 6%
- IT - Retail, 4%
- IT - Life Sciences and Healthcare, 9%
- IT - Travel, Transport and Hospitality, 7%
- Others, 7% (IT - Media, Education, Gaming, etc.)
- BFSI / IT-BFSI, 14%
- Manufacturing & Operations, 21%
- Education / B2B, 11%
- IT - Telecom, 11%
MBA Domains

- Quantitative Methods in Management
- Operations Management
- Manufacturing Strategy
- Supply Chain Logistics Management
- Systems Reliability, Safety and Maintenance Management
- Total Project Systems Management
- Total Productivity Management
- Supply Chain Analytics
- Supply Chain Modeling
- Manufacturing Management
- Materials Management
- Group Technology & Production Strategy
- Automation in Manufacturing
- Total Quality Management
- Industrial Waste Management
- Advanced SIX-SIGMA tools
- Current and Emerging Issues
- Applied Operations Research
- Procurement Management

Areas of Expertise:
- Supply Chain Management, Operations Management, Quantitative modeling,
  Project Management, Total Quality Management & Six Sigma

**PROF. RAVI SHANKAR**
Ph.D., IIIT/D

Areas of Expertise:
- Manufacturing Systems, Optimization techniques, Materials Management,
  Operations Management, Operations Research

**DR. SURYA PRAKASH SINGH**
Ph.D., IIIT/K

Areas of Expertise:
- Operation Management, Supply Chain Management, Industrial Systems Engineering,
  Green Supply Chains

**DR. JITENDRA MADHAN**
Ph.D., IIIT/D

Areas of Expertise:
- Operations Mgmt., Supply Chain & Logistics Management, IT Enabled DSS, Industrial
  System Engineering, TQM, Project Mgt., Entrepreneurship Mgt.

**PROF. D.K. BANWET (EMERITUS)**
Ph.D., IIIT/D, FIE
# MBA Domains

- **Amit Kohli**  
  GM, Sun Pharma

- **Mayank Awasthi**  
  Head-OSS Office, Ericsson Global Services

- **Sanjay Khanduja**  
  AVP, Macmillan Publishers India

- **Shyam Sundar Kandpal**  
  GM, Rockwell Automation

- **Rajit Mahajan**  
  Head, Business Operations, SABIC

- **Amarpreet Sandhu**  
  Sr. Director-Operations, Fidelity

- **Hrishikesh Trivedi**  
  Associate Director, Cognizant

- **Gaurav Saxena**  
  AVP, Reliance Jio Infocomm

- **Arun Sethi**  
  Principal, Mercer

- **Ashutosh Sharma**  
  National Head, Bharti Airtel

- **Bhavneet Goyal**  
  CEO, Agile Engineers

- **Navneet Kumar**  
  Sr. Manager (Strategy), VE Commercial Vehicles

- **Mahima Bhargava**  
  Senior Manager, Welspun

- **Nagesh Rajan**  
  Lubricants Operations Manager, Oryx Services
MBA Domains

- Marketing Management
- Social Media & Business Practices
- Market Research
- Product Management
- Distribution Management
- Sales Management
- International Marketing
- Industrial Marketing Management
- Management Service Marketing
- Strategic Marketing
- Online Marketing
- Digital Marketing-Analytics & Optimization
- Mass communication and promotion
- Shoestring Marketing
- Current and Emerging Issues in Marketing
- Advertising Management
- Promotion Management
- Research Methods

Areas of Expertise:
Marketing Management, Strategic Marketing,
Rural Marketing, Product Planning and Management, Brand Management

DR. HARISH CHAUDHARY  Ph.D., IIT/D

Areas of Expertise:
Brand Management, Ethical Brand Positioning, Product development and Consumer Based Business Strategy

DR. MAHIM SAGAR  Ph.D., IIITM/G

Areas of Expertise:
Marketing Research, Statistical Analysis, Economics and Productivity Analysis

DR. SEEMA SHARMA  Ph.D., IIT/D

Areas of Expertise:
Marketing Research, Businessness Strategy Leadership Development, Strategy Planning

DR. SANJAY PATRO
# MBA Domains

- **Amit Gossain**  
  EVP, JCB India Ltd.
- **Neeraj Vyas**  
  VP, Ericsson
- **Pankaj Jasal**  
  Sr. Manager IT, DELL International Services
- **Gautam Garg**  
  Director-Integration, Pepsico International
- **Vivek Yadav**  
  VP, Schneider Electric
- **Shahab Ahmed**  
  Regional Business Manager, Bluestar Ltd.
- **Debapratim Choudhury**  
  Director, ABB Pte Ltd. Singapore
- **Gundeepr Singh Sandhu**  
  Director - SEA & Korea (Applications), Teradata
- **Uday Prakash Maydeo**  
  DGM, Aditya Birla Management Corporation
- **Kapil Ghose**  
  President, Operations, Trident
- **Shagun Chadha**  
  National Marketing Manager, TATA Teleservices
- **Anurag Joshi**  
  Regional Head, Middle East, Airtel
- **Sanjay Gupta**  
  VP, Lanco
- **Pankaj Nawani**  
  AVP, Max Newyork Life Insurance Co.
MBA Domains

- Managerial Accounting and Financial Management
- Managerial Economics
- Statistics for Management
- Advanced Financial Management
- Accounting for Decision Making
- Working Capital Management
- Security Analysis and Portfolio Management
- Corporate Governance
- Econometrics
- Indian Financial System
- International Financial Management
- Industrial Economics
- International Economics
- Investment Banking
- Wealth Management
- Risk management
- Current and Emerging Issues in Finance
- Banking & Financial Services
- Mergers and Acquisitions

Department of Management Studies
Indian Institute of Technology Delhi

Areas of Expertise:
Financial management, Financial Accounting,
Management and Cost Accounting,
Corporate Finance, Corporate Restructuring and Business Valuation

Prof. P.K. Jain
Member, Expert Committee, AICTE
Ph.D., Delhi University

Areas of Expertise:
Corporate Finance, Security Analysis & Portfolio Management

Dr. Shveta Singh
Ph.D., Allahabad Univ.

Areas of Expertise:
Managerial Economics,
Entrepreneurship Management & Intellectual Property Rights

Prof. Sudhir K. Jain
Currently on Leave
Ph.D., IIT/K

Areas of Expertise:

Dr. Smita Kashiramka
PhD., BITS, Pilani
## MBA Domains

- **Subhashish Saha**  
  VP, Deutsche Bank
- **Ajay Gupta**  
  Head, Infra. Fin., Investment Banking, HDFC
- **Sandeep Malhotra**  
  Sr. Director, ICICI Ventures
- **Rajesh Raghuwanshi**  
  Executive VP, Yes Bank
- **Ankur Dhirgara**  
  VP, AMEX
- **Nikhil Gupta**  
  Head of Analytics, JP Morgan Chase
- **Sapan Goyal**  
  AVP, Edelweiss Capital

- **Padmaja Rajgopal**  
  AVP, General Electric
- **Pradeep Joshi**  
  Head, Bus. Exc., Franklin Templeton Investments
- **Simardeep Singh**  
  SVP & Head - Global Service Centers, HSBC
- **Sachin Wakodikar**  
  AVP, Citi
- **Tanay Sape**  
  VP, JP Morgan
- **Divyaman Srivastava**  
  AGM, RBI
- **Ajitabh Ambasth**  
  Head-L&D, Tata Capital
MBA Domains

- Individual behaviour in Organizations
- HRM Systems
- Developing Self Awareness
- Organization Management
- Human Resources Management
- Organizational Structure and Processes
- Management of Change
- Managing Innovation for Organizational Effectiveness
- Communication Skills
- Negotiation Skills and Strategies
- Interpersonal behaviour and Team Dynamics
- Organizational Development
- Organizational Dynamics and Environment
- Labour Legislation and Industrial Relations
- Personality Structure and Dynamics
- Human Values in Management
- Current and Emerging Issues

Areas of Expertise:

Human Resource Management,
Managerial Ethics, Leadership and Culture

Prof. Kanika T Bhal
Head of the Department
Ph.D., IIT K
VP, Sloan School of Mgmt., MIT

Human Resource Management,
Identity work, Contemporary organizational controls

Dr. Shuchi Sinha
Ph.D., Univ. of London
# MBA Domains

<table>
<thead>
<tr>
<th>Vishal Rana</th>
<th>Prem Singh</th>
</tr>
</thead>
<tbody>
<tr>
<td>Director, Tokio Marine Middle East</td>
<td>President-Global HR, Wockhardt Ltd.</td>
</tr>
<tr>
<td>Prabal Moudgil</td>
<td>Amit Narang</td>
</tr>
<tr>
<td>Senior Manager(HRD), Flextronics Tech.</td>
<td>Project Manager (HR), GT Nexus</td>
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<tr>
<td>Mohit Kapoor</td>
<td>Vimmi Chachra</td>
</tr>
<tr>
<td>Manager-HR, Ranbaxy</td>
<td>VP &amp; Head-Talent, Sopra Group India</td>
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<tr>
<td>Sanjay Suri</td>
<td>Praful Malviya</td>
</tr>
<tr>
<td>HR Account Manager, Shell India</td>
<td>HR, BHEL</td>
</tr>
<tr>
<td>Abhineet Gupta</td>
<td>Harsha Vardhan Reddy</td>
</tr>
<tr>
<td>Senior Executive (HR), BHEL</td>
<td>HR Manager, Capital Fortunes</td>
</tr>
<tr>
<td>Angelika Yadav</td>
<td>Arun Sethi</td>
</tr>
<tr>
<td>HR Partner, Bharti Airtel</td>
<td>Principal, Mercer</td>
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**Corporate Partners:**

- EY
- JCB
- LT
- IBM
- Jindal Steel & Power
- Tech Mahindra
- Welspun
- HP
- GMAR
- BHEL
- ONGC
- State Bank of India
- HITLAB
MBA Domains

- Healthcare e - Governance in India
- Information Systems Management
- Business System Analysis and Design
- Decision Support and Expert Systems
- Business Process Re-engineering
- Decision Support and Expert Systems
- Technology Management
- Electronic Commerce
- Business Intelligence
- Business Analytics
- Advanced SIX-SIGMA tools
- Current and Emerging Issues in IT
- Cyber Security: Managing Risks
- Data Visualization
- Software Project Management
- Electronic Payments
- IT Consulting Practice
- Business Research Methods

Areas of Expertise:

**Department of Management Studies**
**Indian Institute of Technology Delhi**

**Areas of Expertise:**
Information System Management, E-Commerce and E-Governance

**PROF. M.P. GUPTA**
Member, Sam Pitroda Comm. Prasar Bharati
Ph.D., IIT/D

**Department of Management Studies**
**Indian Institute of Technology Delhi**

**Areas of Expertise:**
Information and Communication Technologies & Development (ICTD) (Use of mobiles & other ICTs by Women micro-entrepreneurs in India), Information Technology Industry in India (Labour, R&D Centers of MNCs, Inter-firm linkages, Clusters and Sub-national Policy), ICTs & Government (Electronic Governance)

**DR. P. VIGNESWARA ILARAVASAN**
Ph.D., IIT/K

**Department of Management Studies**
**Indian Institute of Technology Delhi**

**Areas of Expertise:**
E-Governance, Open Technology and Applications, IT Business

**DR. JAYIT BHATTACHARYA (Adj. Faculty)**
Director, Govt. Advisory, HP
Ph.D., IIT/D

**Department of Management Studies**
**Indian Institute of Technology Delhi**

**Areas of Expertise:**
E-business, E-commerce, E-governance, M-commerce, Decision Support Systems, Business Analytics

**DR. ARPAN KUMAR KAR**
Fellow, XLRI

**Department of Management Studies**
**Indian Institute of Technology Delhi**

**Area of Expertise:**
Information Systems

**DR. VASANT DHAR**
(ADJUNCT FACULTY)
Director, Centre for Digital Economy Research, IIM Business School, USA
MBA Domains

- Creative Problem Solving
- Management of Innovation and R&D
- Strategic Management
- Strategies in Functional Management
- System Thinking
- Flexible Management Systems
- Systems Methodology for Management
- Consultancy Process and Skill
- Big Data Analytics & Data Science
- Consultancy and Professional Practices
- International Business
- International Competitiveness
- Business Ethics
- Data Analytics using SPSS
- Data Warehousing for Business Decisions
- Business Laws

Department of Management Studies
Indian Institute of Technology Delhi

Areas of Expertise:
Flexible System Management,
Strategic Change & Flexibility,
Technology Management.

Prof. Sushil
Ph.D., IIT/D

Research & Training Interests:
Strategy, Telecom Policy & Management, Policy Analysis,
Flexible Systems Management,
Corporate Governance,
E-Governance, Supply Chain
Management and Project Management

Dr. Manoj K Sharma
BE, ME, MBA, Ph.D. (IITD)

Department of Management Studies
Indian Institute of Technology Delhi

Areas of Expertise:
Strategic Management,
Creative Problem Solving

Dr. Sanjay Dhir
Fellow, IIM Lucknow

Research & Training Interests:
Education, Corporate Law and Governance, Community
Development and Revitalization

Dr. Vandana Chak
Esq. Adv. L.L.M. (Harvard), L.L.B. (Delhi),
P.A. Honors (LSR)
MBA Domains

- Rajendra Jain
  Group Leader, Capital Markets, TCS
- Gaurav Kalani
  Manager, Business Technology Research, McKinsey & Co.
- Anup Mandal
  CIO and Senior IT Leader, HT Media Ltd
- Iolinnder Singh
  Director, IT -Shared Services, Alexion Pharmaceuticals, Inc.
- Manish Kumar Srivastava
  Global Head Futures IT, Macquarie Group
- Gaurav Agarwal
  Director Operations & Sales Public Sector, CISCO
- Aneesh Chaudhry
  Global Analytics Director, Unilever
- Anuj Gupta
  Strategic Accounts, Capital Markets, Capgemini

- Rajiv Thapar
  Director Channel Sales – APAC, MongoDB, Inc.
- Vidhu Shekhar
  Partner Technology Strategist, Microsoft
- Rohit Menon
  Sr Client Partner & Sales Director, HCL Technologies
- Gaurav Sahdev
  VP, EY
- Anshuman Kalia
  Digital Transformation Executive, IBM
- Parag Sharma
  COO, ReNew Wind Power Private Limited
- Shreejai Mehta
  IT Leader, GE Healthcare
- Manu Dwivedi
  Director, Cyber Security, PWC
Dr. Sharda S Nandram
Associate Professor, Nyenrode Business Universiteit, Netherlands

Prof. S.G. Deshmukh
Director, IITM Gwalior

Prof. V. Ipadhyaya
Humanities & Social Sciences, IIT Delhi

Dr. A Khurana
Humanities & Social Sciences, IIT Delhi

Prof. M.Y. Khan
Ex. Dean, Faculty of Business (Delhi University)

Prof. Abid Haleem
Jamia Millia University, Delhi

Prof. Suman Modwel
School of International Business ENPC France

Prof. Arvind Mahajan
University of Texas, USA

Dr. Vinay Bharat Ram
CEO, DCM group

Mr. Umeshwar Srivastava
M.D., E-In (Pvt.) Ltd

Dr. Vinay Kumar
Ex-Advisor, DSIR

Mr. Ashok Wahi
Director, Convergys

Prof. Stan Kachnowski
Columbia University

Dr. Shyam S. Sethi
Life Time Associate, Whirlpool

Mr. Priyank Narayan
Founder, IndiaPreneurship and People Dynamic

Dr. K.V. Damodaran
Joint Director, TRAI

Dr. D. Vijayrao
DRDO

Dr. Kamlesh K Bajaj
CEO, Data Security Council of India
Telecom Sector has seen a revolutionary growth in the last decade changing the way people work by providing seamless opportunities of communication. IIT Delhi has been one of leading institutes aligning its focus to cater the demand of this challenging sector.

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**Telecom Management**

**Bharti School of Telecom Technology Management**

Bharti School of Telecom Technology and Management was set up in year 2000 through a joint initiative of IIT Delhi and Bharti Enterprises, with a vision “To develop Telecom Leaders through excellence in education and research.” To fulfill emerging technological as well as managerial aspects of telecom, Bharti School of Telecommunication Technology and Management has been established as a center of excellence in telecommunication technologies. As an integral part of IIT Delhi, Bharti School will foster excellence in teaching, training and continuing education program and create young telecom leaders who will provide the right impetus to telecom research and development.

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**Airtel Lecture Series**

Students in DMS get opportunities to learn the latest happenings across the globe in Telecom through a Lecture Series by Airtel, with the following esteemed speakers:

- **Mr. Shyam Mardikar**  
  Chief of Strategy, Bharti Airtel

- **Professor Ashutosh Sabarwal**  
  Rice University, USA

- **Mr. Anurag Garg**  
  IPS, Head IPCU, CFSL Delhi

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**Visiting Faculty**

- Mr. Umeshwar Shrivastava
- Dr. K. V. Damodran
- Mr. Parveen Tyagi
- Mr. Ravi Gandhi
- Mr. D Vijay Rao
- Dr. Kamlesh K Bajaj
The Department of Management Studies has five fully air conditioned Wi-Fi enabled lecture theatres equipped with LCD projectors to ensure the best possible environment for learning. The auditorium has a seating capacity of over 120 and hosts numerous guest lectures, seminars and other programmes. There is also an exclusive library in addition to the central library of the institute. The following laboratories facilitate learning and research:

- Computer Lab
- Behavioral Lab
- Strategy and Competitiveness Lab
- Intellectual Property Rights Cell
- Entrepreneurship Development Cell

A large collection of software packages such as SPSS, AMOS, STATA, Hummingbird Knowledge Management Suite, Prowess, LINGO, ARENA etc.) are available in the laboratories. Further, the Behavioral Laboratory has in-house camera, TV, VCR and specialized software to help the students hone their behavioral skills. The department has adequate work space for all the full time PhD students.

The Department’s own impressive infrastructure is further augmented by that of IIT Delhi. The Central Library of the Institute has over 300,000 books, out of which over 21000 pertain to management. Through INDEST (Indian National Digital Library in Engineering, Sciences and Technology) and other subscriptions, the students have access to a vast array of journals and databases, including Euromonitor, Capitaline, Science Direct, CMIE (Centre for Monitoring of Indian Economy) Scopus database, EBSCO database, Emerald database, ASCE Journals, INSIGHT, Nature Sci Finder Scholar access, ACS achieves, JSTOR etc. Institute also provides latest software such as MATLAB and ARENA simulation for research work.

The Institute provides accommodation to all students in its thirteen hostels out of which three are exclusively for girls. Each hostel is self-contained with a mess, common room, reading room, indoor games room, gym and other such facilities. The rooms are provided with internet through a 10 Mbps leased line. There is a Warden-in-charge of every hostel. A student elected body with House Secretary, Mess Secretary, Cultural Secretary, Sports Secretaries, and Secretaries for various functions along with club representatives run the hostel functions and ensure that the stay in hostel is memorable. The huge 320 acre campus also provides ample opportunities for sports and games. There are grounds for hockey, football and cricket; basketball, volleyball, badminton and tennis courts, along with a multi-equipment gym and a swimming pool.

The excellence of the infrastructure available at both the Department and Institute level ensures an extremely enriching experience for the student – academically as well as at other levels. Learning takes place not just inside the classroom, but in a very large number of settings and activities that DMS and IIT Delhi expose one to.
The Clubs Galore

The club activities along with the academic rigor make learning holistic. The following is a quick peek into the clubs that exist in DMS and their functions.

D-Mint
The Finance and Economics Club of DMS has its own special legacy. Ratios have been debated, approaches to valuation have been discussed and many a rating agency has been blamed in our sessions.

Opcentuate
The Operations club of DMS makes sure the students are up to date with the latest best practices in the world of operations and supply chain management.

Chamber 42
The Consulting and Strategy Club takes up regular case studies to ensure that students understand the complexities underlying strategic decision-making. The club familiarizes the students with various consulting frameworks used by some of the biggest players in the industry.

Quiz Club
The Club’s focus lies on business-quizzing. The club sessions are a window to the business world, its current affairs, history, origins, and if one can extrapolate, one will get a glimpse of what makes great companies ‘great’.

Egg’s Act (Fun + Learning = MBA)
A subtle amalgamation of literary skills and hardcore management art, where students take the centre stage to learn, teach and practice via group discussions, presentations & KT sessions, all in a fun-filled setting.

G-String
The official Music club of DMS provides a clique for musical events throughout the year. It seeks to bring together everyone with a passion for any genre of music. It is the perfect refuge for all those who can’t seem to fill their appetite for music.

Oculus
The Photography club of DMS instigates the artistic perspective of students, with regular excursions to exotic locations, and also supplements DMS editorials and blogs by capturing crisp moments at all the major events at DMS.

EntreeBiz
The entrepreneurship development cell of DMS brings great concepts to life under the aegis of great business leaders of the IIT Delhi fraternity.
Student Committees

Management Systems Society
The MSS oversees and coordinates the functioning of various clubs and committees at DMS. It works under the guidance of a faculty coordinator and is responsible for allocation and monitoring of the funds spent by the bodies under it. Other notable initiatives presently underway include a Vendor Management System to regulate costs and the formation of a formalized Students Council.

Placement Committee
PlaceCom is a student elected body that interacts with the companies on a continuous basis, to bring the optimum and best-fit career opportunities to the students of DMS for their summers, winters and final placements. The team plays an integral and vital role in building the DMS brand in the corporate world.

Industrial Interaction Committee
The activities of the Committee include organizing business summits, arranging guest lectures, seminars, round table conferences and symposiums by eminent personalities from various sectors. Building India Inc. and Confluence are the flagship events where industry experts share their experience with the students of the department.

Cultural Committee
It organizes the national level annual business festival of the Department "PARIVARTAN" that takes a snapshot of the Indian business scenarios through a spectrum of events ranging from business plan, case studies, paper presentations, brand equity quizzes to seminars and talk series.

Alumni Committee
Alumni Committee bridges the gap between alumni and present students, and makes them feel a part of DMS even long after they have gone by organizing “All India Alumni” meets, where they share their valuable insights about the corporate world, specializations and life in general.

Media Committee
The Media Committee (MediaCom) is the blood stream of all activities at DMS. It’s primary activity is brand building and promotion of DMS through the media.

Technical Committee
The Technical Committee (TechCom) is responsible for providing the students of DMS, IIT-Delhi, an interface to the newly innovated technical knowledge with the aim of making them Techno-Managers in true sense.

Sports committee
What is life with all work and no play? Here at DMS, we take pride in our ability to maintain a fine balance between both. The Sports Committee is at the fore in organizing and facilitating the sporting endeavors of DMS.

Admissions committee
The Admissions Committee is responsible for conducting all the activities related to the admissions in the institute. The face of the college for prospective students, the committee surely has a challenging and exciting job to do and strives for continual improvement in the admissions process.
**Parivartan**

The biggest B-School fest in North India, Parivartan, envelopes a wide range of events and competitions challenging the best Business brains of the country on different frontiers of management and unscaled domains of non management activities. A perfect mixture of culture with a managerial flavor, Parivartan brings along a wide range of events like Corporate Roadies, Nut crackers, B-School Got talent etc. Every February Parivartan comes along with a wide variety of questions and creates new for next year.

**Rendezvous**

Rendezvous, the cultural fest of IIT Delhi, started way back in 1978; those black and white photographs still haunt the dusty cabinets at IIT Delhi. Today we realize that a few things remain constant though, the zeal, the passion, the amazing enthusiasm and the camaraderie that the people share. Rendezvous introduces a host of new events, in addition to the past favorites. With the choice of informal events, competitive ones and performances lined up at this year's Rendezvous, where else would you be this October?
“Building India Inc.”, the annual seminar series organized by Department of Management Studies IIT Delhi, is a podium to highlight the contribution of Corporate India in the Indian Economy and towards making India a developed nation. This seminar is an attempt to bring together the government, corporate and the academia, to deliberate on the issues and challenges facing the nation and share their experiences and views with the larger audience.

Confluence is a monthly seminar series, with each session focusing on one or two functional areas of management - Operations, Marketing, Finance and HR. During the seminar, eminent speakers from the industry come to the campus and give their views on the issues under study. The seminar is an interactive session, helping the students to learn from real industry practitioners.
DMS Events

Recent Competitions Hosted by DMS, IIT Delhi

Business Leaders Lecture Series - Recent Guests

Mr. Neil Wilson
COO, PwC India

Mr. Vinod S Krishnan
CIO, Walmart

Mr. Siddharth Yadav
Head HR, Phillip Morris

Mr. Akhil Prasad
Country Counsel India, Boeing

Global Field Study’15 - Germany
DMS Conclaves

Horizon 2015 - HR Conclave

Employee Growth in times of Economic Growth

Local Leaders drive Global Success - Glocalization

OPERA 2015 - Operations Conclave

Smart Supply Chains: What Makes Them Really Smart?

Reverse Logistics: An Untapped Revenue Stream

Finance and Marketing Conclave

Target Marketing: Emerging Trends in Optimizing Business

Vision 2020: Innovating Towards a Better Financial Health
**Business Leadership Lecture Series**

**Start-ups Ecosystem in India**

Mr. Deepak Jain  
Partner, Bain & Company

Mr. Manish Maheshwari  
VP & Head of Seller Ecosystem, Flipkart

**EMINENT SPEAKERS AT DMS**

Mr. Samiron Ghoshal  
Partner, Advisory Services  
E&Y

Mr. Vipul Tuli  
Director  
McKinsey & Company

Mr. Rohit Sharma  
Sr. Director, Supply Chain  
Flipkart

**SPEAKERS FROM THE PAST**

Business Leadership Lecture (BLL) series is a platform where Department of Management Studies, IIT Delhi invites eminent business leaders to its campus to share their valuable experience and knowledge with academia. BLL attempts to give students a glimpse of the rapidly changing industry from the perspective of top leaders.
Eminent Visitors

Dr. APJ Abdul Kalam, Hon. Ex. President of India
A P Verghese, Executive Director (LNG), IOCL
A. Chandrashekhar, Director, TCIL
Aevinder Gill, President, W.M. Sunroofs Ltd
Agendra Kumar, Director, Symantec Corp
Ajay Gupta, AVP, Hughes Software
Alok Agarwal, CEO, Polaris
Alok Baveja, Rutger, US
Alok Chaudhary, Sheffield University, UK
Amarjit Singh, Regional Manager, SEBI
Amit Chatterjee, Tata Honeywell
Amrita Gangotra - Director, Airtel
Anand Shankar, Director, Eicher Motors
Anil Aggarwal, CEO, Vedanta Group
Anil Jain, Product Group Head, Electrolux.
Anup Pandey, MD & Country head, NetCustomer
Anup Roy Choudhry, MD & Chairman, NTPC
Anupam Singh, CEO, Conexant India
Anuradha Balam, Consultant, ADB
Anurag Mehra, Director, KPMG.
Anurag Sharma, Perol Systems
Arun Bhalia, Executive Director (BD), Power Trading
Arun Jaitley, Ex- Minister of Commerce
Arvind Mediratta, VP Marketing, Whirlpool
Arvind Singhal, Chairman, KSA Technopak.
Ashok Bhattacharya, VP - HR, Dalmiya Cements
Ashok Sethi, CIO, Sapient Corporation
Ashok Bahl, Director, Convergys
Atul Chaturvedi, COO, Idea Cellular
B K Girotra, DG, NIC
Balbir Kaur, Director Research, RBL
Ben Gaucherin, CTO, Sapient Technologies
BVR Sudhu, MD, Hyundai Motors India
Capi I. S. Mohan Ram, President, TVS Motors
Carlappa Appalash, VP Marketing, LG Systems
Chintanani Rao, President, McCann Ericsson Corporation
Deepak Bajaj, Director, Unitel Realty Investors
Deepak Puri, CEO, Moser Baer India
Deepak Sethi, CEO, Mayer Pharma
Deependra Bedi, Executive Director, Tulip Telecom
Dhruva Gupta, Advisor, IFCI
Dilip Modil, CEO, Spice Group
F.C.Kohli, Emeritus Vice Chair, TCS
Guraj Bhatia, VP Marketing, NIIT
Gurcharan Das, Author, Columnist, TOI, India
J.C. Jhuraney, VP - HR, Samtel Group
Jasbir Singh, CTO , Airtel
K K Agrawal, Ex. Vice Chancellor, IP University
K.Kulbhushan, Head(Quality), Jubliant Organosys
Kalpana Jain, Senior Director, Deloitte
Kalyan Banerjee, Co founder, Mindtree
Kapil Mehta, Max New York Life
Keith Budge, Managing Director, Oracle
Kiran Bedi, Social Activist
Kiran Karnik, President, Nasscom
Krishna Kaira, Secretary General, PHD Chambers
Kunal Bajaj, TRAI
M. Pazi Sinjela, Dean, WW Academy, WIPO
Mahesh Gupta, Chairman, KENT RO Systems Ltd
Mahesh Mahajan , VP Marketing , TCS
Manoj Chugh, CEO, EMC India
Manoj Dhingra, Director Finance, KPMG
Massoud Amin, Director CDTL, University of Minnesotan, USA
Mila Ray Brahma, Corporate HR, Nucleus s/w
Murali Iyer, Director HR, Crisil
Muridhar Rao, COO, NIS
N. N. Akhuri, VP -HR, Hero Honda.
Namrata Suri, Director NIA
Naveen Jindal, MP & MD, Jindal Power and Steel
Neil Wilson, COO, PWC India
P Jalote, Director, IIIT, Delhi
P. K. Agarwal, Director, EIL
Palash Jain, Director, Google
Parul Soni, Executive Director, E&Y
Pradeep Jolly, Jt. MD, Feno (P) Limited
Prayush Kumar, President and CEO, GE Infrastructure
Pushpendra Rai, Director, WIFO
R Ramakrishna, Director, SAP
R. Mukerjee, Head, Corp affairs, Idea Cellular
Rajat Sharma, Chief Editor, India Today
Rajeev Karwal, CEO Electrolux
Rajendra Singh, Advisor, TRAI
Rajiv Chawla, President, FSl
Rajiv Karwal, CEO, Milagrow
Ranjjan Kumar Dash, Asst. VP, Axis Bank
Ravi Vasudev, Director (F), shivani Locks
Rohit Bansal, CO-Founder, Snapdeal
Rohit Mahajan, CEO, Saviance Technologies
Ruchir Godnra, Country Manager, UIStarcomm
S D Saxena, Director-Finance, BSNL
S R Rao, Additional Secretary, DIT
S Ramakrishna, Executive Director, Caterpillar
S. M. Krishna, GM Kamataka
S. S. Sandhu, VP Marketing, Ichiban India Ltd
S. V. Raman, VP Systems, CISCO
Sam Pitroda, Advisor to the Prime Minister of India
Sanjay Diwan, Director Strategy, TATA Telecom
Sanjay Nandragoj, CEO, Airtel
Sanjeev Bikhchandani, CEO, Naukari.com
Saurabh Srivastava, FC , Xansa (India)
Sean Dexter, CEO, Spice telecom
Selvraj, Administrator, Lakshdeep
Shefali Chachl, GM, Marketing
Shyam Sethi, Ex-Director Whirlpool
Stan Kachnowski, Columbia University
Subhash Lakhotia, Income Tax Expert
Sudeepo Mukherjee, Director Sapient Tech.
Suresh Gupta, Head (Operations), Deutsche Bank
Surya Kant, VP-HR, TCS
T.K. Banerjee, CEO, Halil India
Tantra N Thakur, CMD, PTC
Tejender Pal Singh, CEO, Indiabulls
Tom Rabon, VP of Corp Affairs, Red Hat Inc.
V K Garg, Chairman, Power Finance Corp.
Vasant Dhar, Stern Business School, USA
Venu Nair, Director Sapient
Vinil Gajree, Sr. Consultant, Deloitte Touché
Vishnu R Dusad, MD, Nucleus Software Export Ltd.
Virendra Sehwag, Cricketer
Wajahat Habibullah, Chief Information Commissioner
Y V Verma, Director (HR), LG India
Yogendra Prasad, CMD, NHPC
Campus Engagement Program

At DMS we intend to foster functional, mutually beneficial and long-term relationships within our corporate and industrial networks. By means of a comprehensive approach aptly titled the Campus Engagement Program, we attempt to involve our potential employers and recruiters throughout the year, in a variety of avenues such as:

**LIVE PROJECTS & COMPETITIONS**
- Virtual Internships
- Case Studies
- Research Aiding Term Paper

**WINTER INTERNSHIP**
- Full Time Internship
- Duration: One and a Half Month
- Timeline: December - January

**FINAL PLACEMENTS**
- Coveted Profiles Offered Across Operations, Marketing, Consulting, Finance and HR
- Leadership Programs, General Management Roles & International Offers

**GUEST LECTURES**
- Business Leaders Lecture Series
- Confluence - Operations, Marketing, Finance and HR Conclaves
- Workshops

**SPONSORSHIPS**
- Sponsorship for Management Cultural Festival of DMS - Parivartan
- Sponsorship for Annual Business Summit - Building India Inc.

**SUMMER INTERNSHIP**
- 3 Months Advantage
- Distinctive Intern Performance - High PPI to PPO Conversions
- Internship Duration - May to July

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**Placement Process**

Organization contacts the Placement Cell (placements@dmsiitd.org)

Pre Placement Talks with Job Description & Salary Details

Profiles & Resumes of Interested Candidates are shared with the organization.

Slotting of Companies

Campus Recruitment Process

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**Organization Slotting Criteria**

- Profile Offered & Growth Opportunity
- Salary
- Brand Image
- Alumni Feedback
- First Time Recruiter
- Relationship
Placements’15 at a Glance

Operations & Marketing

Finance

Consulting, IT & Analytics

Highest Accepted Salary for the Class of 2013-15: 21.87 LPA
Average Salary for the Class of 2013-15: 13.27 LPA
Department of Management Studies, IIT Delhi strongly believes in continuous industry interaction and inculcation of the feedback received. As part of this endeavour, we had a number of industry leaders & alumni selecting students as part of the Admission Committee this year. Some of them were:

**Akhil Aggarwal**  
AVP, IL&FS Energy

**Amit Behki**  
Process Improvement Consultant, Mahindra Comviva

**Amit Gossain**  
AVP, JCB India Ltd

**Arbind Kumar**  
Group General Manager, RITES

**Jayram B**  
Dy General Manager, Jaypee Group

**Lalit Grover**  
Dy. Manager Sales, Mitsubishi

**Manish Vats**  
CSD Head - Punjab & HP, Aircel

**Neeraj Vyas**  
VP, Ericsson

**Sameer Mathur**  
Senior Manager, Accenture Strategy

**Sudipto Ghosh**  
Executive Director, Lenovo

**Sanjay Gupta**  
VP - Business Development and Strategy, Lanco

**Satyam Kumar**  
Director, Citigroup Global Markets

**Mussarat Hussain**  
Corporate HR, Maruti Suzuki India Ltd.

**Tapan Sahoo**  
VP, Maruti Suzuki India Limited

**Rajesh Raghuvanshi**  
Regional Business Leader, Yes Bank

**Gaurav Agarwal**  
Business Unit Executive India/SA, IBM

**Pankaj Jasal**  
Sr. Manager IT, DELL International Services

**Ranit Mahajan**  
Business Operations Leader, SABIC

**Aishwarya Saxena**  
AVP, Aviva Life Insurance

**Ipininder Singh**  
Director, Technology, Convergys

**Munish Myer**  
Director, A.C. Nielsen

**Gaurav Saxena**  
Head-Logistics, Sony

**Anand K. Rohatgi**  
Vice President, Synergy Consulting Inc.

**Gaurav Kalani**  
Research Lead, Mckinsey & Company

**Navneet Kumar**  
SM(Strategic Planning), VE Commercial Vehicles

**>> MBA degree <<**

**>> Student-Faculty Ratio (6:1) <<**

**>> Winter Internship <<**

**>> Live Internship <<**

**>> Term Projects <<**

**>> Courses in Telecom Management <<**

**>> Consultancy Projects with THE GOVERNMENT OF INDIA <<**
DMS, IIT DELHI RANKINGS

ranked DMS, IIT Delhi second best institute in India in the Business & Management Research Category (2014)

<table>
<thead>
<tr>
<th>Rank</th>
<th>Year</th>
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<tbody>
<tr>
<td>Overall Rank (India)</td>
<td>3st (2015)</td>
</tr>
<tr>
<td>Overall Rank</td>
<td>4th (2015)</td>
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<tr>
<td>Overall Rank</td>
<td>3rd (2015)</td>
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<tr>
<td>Best Management Institute in North India</td>
<td>2015</td>
</tr>
<tr>
<td>DMS, IIT Delhi covered in The Economist</td>
<td>2014</td>
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<tr>
<td>Overall Rank</td>
<td>15th (2013)</td>
</tr>
<tr>
<td>Placement Performance</td>
<td>6th (2013)</td>
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</tbody>
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