The tradition of imparting management education at IIT Delhi dates back to more than three decades. Over the years, management teaching has evolved here and from the year 1997 onwards, DMS started offering the MBA programme. Since then, several batches have passed out and have been placed in leading business organizations in all major areas—BFSI, IT/ITES, Marketing, Operations, Consulting, Strategic Management, HRM etc. IIT Delhi MBAs have been the preferred choice of many recruiters.

The thrust of learning at DMS is on the synthesis of what is modern and latest with the traditional and ancient, so as to develop holistic managers. DMS, IIT Delhi, has consistently been ranked amongst the top Business Schools of the country. While we value the constant encouragement that these high rankings provide, we do not rest content with what we have achieved.

A continued effort on building and improving infrastructure whether physical or intellectual is something that is a part of the department. We have added a new building with well-equipped class rooms and other facilities. At the same time our library has, through Indes, developed access to a very large number of journals and databases. Events like the fortnightly Confluence, the annual Building India Inc seminar and the management festival Parivartan, have increased interaction of students with industry. Beside these activities, a two month summer internship with reputed organizations, provides the students with vital industry exposure. So, whether you are a prospective student, recruiter or international partner, DMS, IIT Delhi has a lot to offer you. A special word of welcome also to our alumni, who are eminent in every walk of life and in every part of the world.

Our Vision
To attain global prominence by developing thought leadership, innovative solutions, and responsible business leaders through flexible, values-based management education driven by high impact research.

Our Mission
To provide high-quality and values-based management education to nurture business leaders with global outlook; conduct cutting edge research to contribute to the body of knowledge in management; and offer innovative management solutions to our stakeholders integrating technology and management for a sustainable world.

Our Commitment to Stakeholders
Students: To provide high impact learning for growth and development.
Industry: To provide globally relevant and responsible leaders and solutions.
Professional Community: To create knowledge and through leadership.
Society: To be responsible citizen and provide innovative solutions for social problems.
Government: To address national priorities and technological competitiveness for efficient governance.
CONTENTS

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DMS IIT DELHI RANKINGS 22
The Department currently runs three MBA programs: a **two-year full time MBA programme**, a **two-year full-time MBA programme with focus on ‘Telecommunication Systems Management’** (under the aegis of Bharti School of Telecom Technology and Management) and a **three-year Executive MBA programme with focus on ‘Technology Management’**. Department offers functional area specialization in Finance, Marketing, Information Systems, Strategy, Organization Management, Human Resource, Economics, Technology Management and Telecom Management. The students in a two-year full time MBA programme are admitted on the basis of robust **Shortlisting Index (SI)** which takes into account CAT (Common Admission Test) Score, Group Discussion and Personal Interview.

### MBA PROGRAMS

**Master in Business Administration**

With the unique features of systems orientation and a blend of creativity and analytical problem-solving skills, 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 take courses in major - streams: Information Systems, Finance, Marketing, Strategic Management, Human Resource Management and Operations Management. Along with the functional areas of specialization, the students also get a cross functional perspective.

**Master in Business Administration (Telecommunication Systems Management)**

The MBA 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 – Information Systems, Finance, Marketing, Strategic Management, Human Resource Management and Operations Management, 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 Year Master in Business Administration (Technology Management)**

For the Indian industry to gain global competitiveness, effective management of technology is crucial. This would mean using technology as a strategic variable to gain competitive advantage and would require an organization to critically understand processes of technology planning and strategy, management of technology transfer and absorption, and more. The Executive MBA programme with focus on 'Technology Management' is aimed at fulfilling these requirements so as to enable the managers to effectively contribute in evolving core competencies in Indian industry. This program is designed to impart management education to working executives.

### 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, to facilitate the same. 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.
The department of Management Studies has a full-fledged PhD program in Management. With its liberal multidisciplinary approach, the department provides excellent ambience for research amidst the world class infrastructure at IIT Delhi. In a recent Stanford study on Indian Universities doing research in social science, the Department of Management Studies, IIT Delhi has been ranked Second in the Business and Management category. Surpassed only by IIM Bangalore, DMS is ahead of all other IIMs, IITs and ISB.

The research areas are broadly classified into the following areas: Economics, Finance & Accounting, Information Technology & Systems, Marketing, Operations, Supply Chain Management, Strategy, Technology Management and Human Resource Management.

Specific research and teaching interests of the department include:

Global strategy & strategic alliance; Knowledge management; Flexible systems Management & planning of service systems; Technology Management; Systems approach to waste management & productivity; Business forecasting; Strategic business management; Managerial economics International economics; Economic feasibility & Techno economic analysis; Productivity & efficiency analysis; Business ethics & Innovation; R & D management; Intellectual Property Rights; Financial analysis & control; Corporate Finance; International Financial Management Derivatives; Mergers & Acquisition; Risk management; Financial analytics; Financial management of manufacturing & service sectors; Marketing management; Industrial and Hi-Tech marketing; International marketing; Industrial marketing & service marketing management; Strategic marketing; Market research; Consumer behavior; Customer Relationship Management; E-Marketing; Human resource management; Organization management; Organization behavior & Development; Leadership; Entrepreneurship management; Corporate Entrepreneurship; Logistics & Supply chain management; Operations Research; Manufacturing systems management; Project management; Product management; Enterprise resource planning; Total Quality Management; JIT operations; Business Process Re-engineering; Management of IT; System analysis & computer applications; Management Information system & Decision Support System; Business Analytics; E-Commerce; E-Governance; Information Communication Technology & Development; Social Media; Telecom Management.
## COURSES OFFERED

### FINANCE
- Management Accounting
- Financial Management
- Mergers & Acquisitions
- Corporate Governance
- Banking and Financial Services
- Security Analysis & Portfolio Management
- Indian Financial System
- International Financial Management
- Current & Emerging Issues in Finance
- Working Capital Management

### MARKETING
- Marketing Management
- Market Research
- Product Management
- Advertising and Sales Promotion Management
- Corporate Communication
- Sales Management
- International Marketing
- Industrial Marketing Management
- Current & Emerging Issues in Marketing

### ORGANIZATION BEHAVIOUR AND HUMAN RESOURCE MANAGEMENT
- Communication Skills
- Negotiation Skills & Strategies
- Interpersonal Behavior & Team Dynamics
- Individual Behavior in Organization
- Managing With Power
- Developing Self Awareness
- Ethics & Values Based Leadership
- Organizational Structure and Processes
- Management of Change
- International Human Resources Management
- HRM Systems
- Current & Emerging Issues in Organizational

### OPERATIONS
- Operations Management
- Procurement Management
- Services Operations Management
- Total Quality Management
- Manufacturing Strategy
- Supply Chain Analytics
- Supply Chain Modeling
- Total Project Systems Management
- Applied Operations Research
- Current & Emerging Issues in Manufacturing Management
- Supply Chain Logistics Management
- Quantitative Methods in Management
### COURSES OFFERED

#### INFORMATION SYSTEMS
- Cyber Security: Managing Risks
- Big Data Analytics & Data Science
- Electronic Commerce
- Business Intelligence
- Business Process Management with IT
- Enterprise Cloud Computing
- Digital Marketing-Analytics & Optimization
- IT Consulting & Practice
- Mobile Commerce
- Data Analytics using SPSS
- Predictive Analytics
- Social Media & Business Practices
- Software Project Management
- Electronic Payments

#### STRATEGIC MANAGEMENT
- Strategic Management
- Strategic Technology Management
- Fundamentals of Management of Technology
- Management of Innovation and R&D
- Management of Technology Transfer and Absorption
- Systems Thinking
- Creative Problem Solving
- Flexible Systems Management
- Strategy Execution Excellence
- International Business
- Strategic Change & Flexibility
- Global Strategic Management
- Strategic Alliance

#### ECONOMICS
- Managerial Economics
- International Economic Policy
- Financial Mathematics
- Statistics for Management
- Econometrics
- Macro Economics

#### TELECOM MANAGEMENT
- Telecommunication Systems
- International Telecommunication Management
- Telecom System Analysis Planning & Design
- Telecom Systems
## FACULTY PROFILE

<table>
<thead>
<tr>
<th>Name</th>
<th>Designation</th>
<th>Research and Training Interests</th>
<th>Degree Details</th>
<th>Area</th>
</tr>
</thead>
<tbody>
<tr>
<td>Prof. Kanika T. Bhal</td>
<td>(Professor and Head of Department)</td>
<td>Corporate Governance, Business Ethics, Leadership and Culture, HRM</td>
<td>Ph.D., IIT/K; VF Sloan School of Management, MIT</td>
<td>OB &amp; HR</td>
</tr>
<tr>
<td>Prof. P. K. Jain</td>
<td>(Professor)</td>
<td>Financial Management, Management and Cost Accounting, Corporate Finance and Corporate Restructuring and Business Valuation</td>
<td>Ph.D., Delhi University</td>
<td>Finance</td>
</tr>
<tr>
<td>Prof. Sudhir K. Jain</td>
<td>(Professor)</td>
<td>Managerial Economics, Entrepreneurship Management &amp; Intellectual Property Rights</td>
<td>Ph.D., IIT/K</td>
<td>Economics</td>
</tr>
<tr>
<td>(currently on leave)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Prof. M.P. Gupta</td>
<td>(Professor)</td>
<td>Information System, Business Intelligence, E-commerce and E-governance</td>
<td>Ph.D., IIT/D</td>
<td>Information Systems</td>
</tr>
<tr>
<td>Faculty Name</td>
<td>Title</td>
<td>Research and Training Interests</td>
<td>Ph.D. Institution</td>
<td>Area</td>
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</tr>
<tr>
<td>Prof. Ravi Shankar</td>
<td>(Professor)</td>
<td>Supply Chain Management, Operations Management, Project Management, Total Quality Management &amp; Six Sigma, Strategic Technology Management, Quantitative modeling &amp; Optimization, Knowledge Management</td>
<td>IIT/D</td>
<td>Operations &amp; Supply Chain Management</td>
</tr>
<tr>
<td>Dr. Seema Sharma</td>
<td>(Associate Professor)</td>
<td>Productivity and Efficiency Analysis, Socio-economic Analysis, Energy Economics and Sustainable Development</td>
<td>IIT/D</td>
<td>Economics, Statistics</td>
</tr>
<tr>
<td>Dr. Mahim Sagar</td>
<td>(Associate Professor)</td>
<td>Marketing, Brand Management, Ethical Brand Positioning, Product Management, Consumer Based Business Strategy, Telecom Policy and Management</td>
<td>IITM/G</td>
<td>Marketing</td>
</tr>
<tr>
<td>Dr. P. Vigneswara Ilavarasan</td>
<td>(Associate Professor)</td>
<td>Information and Communication Technologies &amp; Development (ICTD), Information Technology Industry in India, ICTs &amp; Government, Social Media &amp; Business Practices.</td>
<td>IIT/K</td>
<td>Information Systems</td>
</tr>
<tr>
<td>Dr. Harish Chaudhary</td>
<td>(Assistant Professor)</td>
<td>Marketing Management, Strategic Marketing, Education Management, Product Planning &amp; Management, and Brand Management</td>
<td>IIT/D</td>
<td>Marketing</td>
</tr>
<tr>
<td>Dr. Surya Prakash Singh</td>
<td>(Associate Professor)</td>
<td>Operations Management, Manufacturing Systems, Optimization Techniques, Operation Research and Supply Chain Management, Project Management, Modelling Operations and Big Data Analytics</td>
<td>IIT/K; PDF (NUS Singapore-MIT USA Alliance)</td>
<td>Operations</td>
</tr>
</tbody>
</table>
Dr. Shveta Singh  
(Associate Professor)  
Research and Training Interests:  
Financial Management, Security Analysis and Portfolio Management and Corporate Governance  
Ph.D., University of Allahabad  
Area: Finance & Corporate Governance

Dr. Jitendra Kumar Madaan  
(Assistant Professor)  
Research and Training Interests:  
Ph.D., IIT/D  
Area: Operations

Dr. Shuchi Sinha  
(Assistant Professor)  
Research and Training Interests:  
Leadership development, Identity work, Workplace controls, Service work, Managing change, Workplace Spirituality  
Ph.D., University of London  
Area: OB & HR

Dr. Sanjay Dhir  
(Assistant Professor)  
Research and Training Interests:  
Strategic Management, Joint Ventures, Innovation, Creative Problem Solving, Technology Transfer and Strategic Alliances  
Fellow, IIM Lucknow  
Area: Strategy

Dr. Amlendu Kumar Dubey  
(Assistant Professor)  
Research and Training Interests:  
Macro Economics & Econometrics  
Ph.D., IGIDR, Mumbai  
Area: Economics

Dr. Smita Kashiramka  
(Assistant Professor)  
Research and Training Interests:  
Financial Accounting, Financial Management, Financial Markets and Institutions, and Corporate Restructuring  
Ph.D., BITS/Pilani  
Area: Finance

Dr. Sanjay Dhir  
(Assistant Professor)  
Research and Training Interests:  
E-Commerce, M-Commerce, Social Media, Business Analytics and Intelligence, Digital Marketing and Software Project Management  
Fellow, XLRI  
Area: Information Systems
## FACULTY PROFILE

### Dr. Jaijit Bhattacharya (Adjunct Faculty)
- **Research and Training Interests:**
  - Next Generation Governance, E-Governance, Open Technology and Applications, IT Business Modeling and Strategy
- **Ph.D., IIT/D**

### Dr. Sanjay Patro (Adjunct Faculty)
- **Research and Training Interests:**
  - Marketing
- **Associate Dean, FPM & Research, XLRI Jamshedpur**

### Dr. Vasant Dhar (Adjunct Faculty)
- **Research and Training Interests:**
  - Information Systems
- **Director, Center of Digital Economy Research, Stern Business School, USA**

### Guest Faculty

<table>
<thead>
<tr>
<th>Name</th>
<th>Position/Institution</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dr. Sharda S Nandram</td>
<td>Associate Professor, Nyenrode Business Universiteit, Netherlands</td>
</tr>
<tr>
<td>Prof. S. G. Deshmukh</td>
<td>Director, IIITM Gwalior</td>
</tr>
<tr>
<td>Prof. V. Upadhyaya</td>
<td>Humanities &amp; Social Sciences, IIT Delhi</td>
</tr>
<tr>
<td>Dr. A. Khurana</td>
<td>Humanities &amp; Social Sciences, IIT Delhi</td>
</tr>
<tr>
<td>Prof. M.Y. Khan</td>
<td>Ex. Dean, Faculty of Business (Delhi University)</td>
</tr>
<tr>
<td>Prof. Abid Haleem</td>
<td>Jamia Millia University, Delhi</td>
</tr>
<tr>
<td>Prof. Suman Modwel</td>
<td>School of International Business ENPC France</td>
</tr>
<tr>
<td>Prof. Arvind Mahajan</td>
<td>University of Texas, USA</td>
</tr>
<tr>
<td>Dr. Vinay Bharat Ram</td>
<td>CEO, DCM group</td>
</tr>
<tr>
<td>Mr. Umeshwar Srivastava</td>
<td>M.D., Ei-In (Pvt.) Ltd.</td>
</tr>
<tr>
<td>Dr. Vinay Kumar</td>
<td>Ex-Advisor, DSIR</td>
</tr>
<tr>
<td>Mr. Priyank Narayan</td>
<td>Founder, IndiaPreneurship and People Dynamic</td>
</tr>
<tr>
<td>Mr. Ashok Wahi</td>
<td>Director, Convergys</td>
</tr>
<tr>
<td>Mr. Priyank Narayan</td>
<td>Founder, IndiaPreneurship and People Dynamic</td>
</tr>
<tr>
<td>Prof. Stan Kachnowaski</td>
<td>Columbia Univeristy</td>
</tr>
<tr>
<td>Dr. Shyam S. Sethi</td>
<td>Life Time Associate, Whirlpool</td>
</tr>
<tr>
<td>Dr. K.V. Damodaran</td>
<td>Joint Director, TRAI</td>
</tr>
<tr>
<td>Dr. D. Vijayrao</td>
<td>DRDO</td>
</tr>
<tr>
<td>Dr. Kamlesh K Bajaj</td>
<td>CEO, Data Security Council of India</td>
</tr>
</tbody>
</table>
Life at DMS

- Learning
- Alumni Meet
- Interactions
- Conclave
- Rendezvous
- Business Competitions
- Personality Development
- Sports
Life at DMS

DMS, IIT Delhi believes in an overall development of a student and in order to achieve this we try to make the stay at DMS exciting and enriching. Life @ DMS is a combination of case studies, assignments, exams, guest lectures, competitions, Alumni meets, organizing events and lots of fun. In the Fun part students of DMS go on trips which includes a global field study where DMS students visit different industries and universities in different countries, participate in different cultural and sports events. Our list of achievements in business and cultural events shows that our students have maintained a right mixture of work and fun in their life.

DMS, IIT Delhi is situated at a strategic position in NCR hence students are exposed to lots of events organized by GOI and other eminent bodies like TRAI, CII and FICCI. Because of DMS presence in Delhi DMS students also enjoy an advantage of knowing the current policies and government take on these policies. IIT the parent body of DMS in collaboration with GOI organizes many events where eminent personalities visits the campus and expresses their views on technology and management.

DMS believes in providing world class facilities to its students. It comprises a separate auditorium, world class lecture rooms, a library containing all important business materials, etc. Along with the above facilities DMS also have conference room, syndicate room and computer labs to keep the student in pace with world class institutes. Other than these facilities students also have the access to IIT facilities like Club Building, Gymnasium Hall, Swimming Pool, Amphitheatre, Music Rooms, and Hobbies Workshop.

DMS students organize many business meets and guest lecture series to keep themselves updated and industry ready. Building India Inc., Confluence, Horizon and Strategia among others, are business guest lecture series which our institute has been organizing for a decade. We also organize Alumni meets in different cities like Delhi, Mumbai, and Bangalore to keep our Alumni engaged with the institute and shares their industry experience and success mantras with us. Parivatan, the flagship event of DMS is one of the biggest B-school event of this country and is organized to encourage interaction between various institutions and to promote competitions of high standard.
INFRASTRUCTURE and FACILITIES

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:

1. Computer Lab
2. Behavioral Lab
3. Strategy and Competitiveness Lab
4. Intellectual Property Rights Cell
5. 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 an 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.

IIT DELHI

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 the research work.

The Institute provides accommodation for 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. An elected student body with House Secretary, Mess Secretary, Cultural Secretary, Sports Secretaries, and Secretaries for various functions and along with the representatives run the hostel functions and ensures 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 Departmental 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.
**BATCH PROFILE**

**CLASS of 2015-2017**

**Educational Background**

- Chemical Engineering, 5%
- Production & Industrial Engineering, 7%
- Metallurgical Engineering, 5%
- Civil Engineering, 4%
- Information Technology Engineering, 7%
- Electrical Engineering, 7%
- Mechanical Engineering, 14%
- Electrical Engineering, 23%
- Computer Science Engineering, 36%
- BA Honors (Economics), 7%

**Freshers, 36 %**

**Experienced, 62 %**

**Females 30 %**
- Males 70 %

**Work Experience Domain**

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

**Experience in Years**

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

**Diversity**

- Delhi NCR, 27%
- Uttar Pradesh, 13%
- Andhra Pradesh, 13%
- Haryana, 19%
- Maharashtra, 5%
- West Bengal, 5%
- Punjab, 5%
- Karnataka, 2%
- Tamil Nadu, 2%
- Rajasthan, 2%
- Gujarat, 2%
- Bihar, 2%
- Jharkhand, 2%
- Uttarakhand, 2%
- Other, 2%
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.

## THE CLUBS GALORE

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

### D-Mint The Finance Club

The official music club of DMS provides a clique for musical events throughout the year. It seeks to bring together the 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.

### Chamber 42

The Consulting and Strategy Club takes up case studies on a regular basis to ensure that students understand the complexities underlying strategic decision-making. The club familiarizes the students with various consulting frameworks, which are then applied to develop solutions for given problem statements.

### Opcentuate

The Operations Club conducts a variety of events aimed at honing the skills of the students in applying concepts learnt in the classroom. Many of the club’s activities involve developing solutions for different problems within IIT Delhi itself. It also aims to make sure the students are up to date with the latest best practices in the world of operations and manufacturing.

### 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

### G-String

The official music club of DMS provides a clique for musical events throughout the year. It seeks to bring together the 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 of DMS.

### EntreeBiz

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

### Ad-Marque The Marketing Club

Ad-Marque, the Marketing Club, formed with the purpose of supplementing class room learning with knowledge sharing and practical experience, Is the testing and learning ground for all the marketing enthusiasts at DMS.
COMMITTEES at DMS

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 reduce costs and the formation of a formalized Students Council.

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.

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.

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.

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.

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.

Global Field Study Committee
This committee is responsible for organizing trip to various universities and industries across the world that exposes the students to global business environments and pedagogies.
EVENTS at DMS

Parivartan

DMS has its own flavor while organizing a cultural and a competitive extravaganza. Parivartan envelops a wide range of events and competitions challenging the best Business brains of the country on different frontiers of management and unscalled 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?
The Industry Interaction Committee of DMS, IIT Delhi organized STRATEGIA '15 (Analytics & Consulting Conclave) where eminent guest speakers have been invited to share their key insights and enlighten the students on Analytics and Consulting domain. The topic for the first session was ‘Leading Business Change through Analytics’. The topic for the second session was ‘The Digitization Megatrend - Consulting in the Age of Disruption’.

The Department of Management Studies, IIT Delhi successfully organized Horizon '15, the annual Human Resource Conclave, on September 26, 2015. The first session of the event focused on the theme “Employee Growth in times of Economic Growth - Devising the firm’s hiring, training and development agenda”. The post lunch session focused on the theme: “Local Leaders drive Global Success - Globalization spurs HR to rethink hiring, operating models”.

Mr. Vipul Tuli, Director - McKinsey & Company

JANE (Japan Association of New Economy)

Department of Management Studies (DMS), IIT Delhi & Healthcare Innovation & Technology Lab, New York conducted HITLAB INNOVATORS SUMMIT INDIA 2015. The HITLAB Innovators Summit culminates in the HITLAB World Cup℠ India 2015, a challenge of unparalleled diversity where innovators from start-ups present original solutions to pressing global healthcare challenges.
“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.

Mr. Anup Roy Chaudhary
Chairman and MD, NTPC

Mr. Rajat Sharma,
Chief Editor, India Today

Mr. Sam Pitroda,
Former Advisor to the Prime Minister on Public Information Infrastructure & Innovations (PIII)

The Industry Interaction Committee of DMS, IIT Delhi organized OPERA ‘15 (Operations Conclave) where eminent guest speakers have been invited to share their key insights and enlighten the students. The topic for the first session was ‘Smart Supply Chain: What makes them really smart’. The post lunch session focused upon the topic: “Reverse Logistics - An Untapped Revenue Stream”.

The Department of Management Studies, IIT Delhi organized Confluence ‘15, the annual Finance & Marketing Conclave on September 12, 2015. The first session was marketing oriented based on the theme "Target Marketing: Emerging Trends in Optimizing Business". The post lunch session was finance oriented based on the theme "Vision 2020: Innovating towards a Better Financial Health".
**DMS IIT Delhi students make GFS to Netherlands, Belgium and France in 2016**

The Global Field Study trip to Europe covering Netherlands, Brussels and Paris stood out to be a wonderful trip with its enriching insights of knowledge and enjoyment offered to students. The students of DMS had attained an international industry exposure through the visits to Heineken Brewery, European Parliament, AUDI factory, Yakult and ESSEC business school during their stay in Europe.

Each of the visits to the above industries proved out to be one of its kind. The Heineken experience detailed its entire brewing mechanism to the students through an extremely interactive and knowledgeable session. The visit to European Parliament provided huge information to students regarding the history of Europe and the formation of EU. The experience at AUDI happened to be a loveable experience giving deeper manufacturing insights of AUDI’s approach through a tour to their assembly line and body shop. Yakult was a great learning in terms of how technology is used in the creation of probiotic dairy product to benefit its customers. The ESSEC business school provided the platform for interaction with international B-School students and increased the student’s perception on IOT through an interactive session by Prof. Fourcadet.

Apart from the huge industry exposure offered by the trip, the visits to ‘Dam Square’ and canal cruise at Amsterdam, Eiffel tower, Seine river cruise and ‘Disney land’ offered a fun-loving experience. Overall the Europe trip was a unique opportunity offered by DMS to the students to broaden their international exposure.

**GFS to Singapore**

The Singapore field study was kick started with a visit to the Coca Cola bottling plant located at the outskirts of Tuas, a large industrial zone located in the western part of Singapore. participation from students, academia and industry. They also went to East Asian School of Business. A visit to Shell’s corporate office was also organized.
DISTINGUISHED ALUMNI

- Pearl Uppal  
  Founder, Sideas Inc
- Rajnish Sharma  
  CEO, UTD Motors
- Parag Sharma  
  CEO, ReNew Wind Power Private Limited
- Vijay Kumar  
  CEO, Vaibhav Informatics
- Sanjeev Sadavarti  
  CEO, Q Ultima Consultants
- Ajit Jain  
  Vice President, Deutsche Bank
- Ajay Gupta  
  Head, Infra Finance, Investment Banking, HDFC
- Sandeep Malhotra  
  Sr. Director, ICICI Ventures
- Rajesh Raghuvanshi  
  Regional Business Leader, Yes Bank
- Ankur Dhingra  
  VP, AMEX
- Nikhil Gupta  
  Head of Analytics, JP Morgan Chase
- Rohit Sareen  
  VP, Credit Suisse
- Pradeep Joshi  
  Head, Business Excellence, Franklin Templeton Inv.
- Simardeep Singh  
  VP, Transformation & Process Excellence, HSBC
- Satyam Kumar  
  Director, CitiGroup global markets
- Tanay Sape  
  VP, Barclays Capital Japan Ltd.
- Divyaman Srivastava  
  AGM, RBI
- Gautam Garg  
  Director - Integration, Pepsico
- Parag Sharma  
  Associate Director, KPMG
- Manu Dwivedi  
  Associate Director, PricewaterhouseCoopers
- Anshuman Kalia  
  Head Business Consulting, IBM
- Shreejay Mehta  
  IT Leader, GE Healthcare
- Munish Myer  
  Director, A.C. Nielsen
- Ashok Kamal  
  Chairman, Orient Resins Group
- Savinder Sarna  
  CEO, Mconverge Services
- Kapil Bardeja  
  CEO, Kritikal Secure Scan
- Sanjay Gupta  
  CEO, Mobisolv
- Aneesh Chaudhry  
  Director, Unilever
- Gautam Garg  
  Director – Integration, Pepsico International
- Udai Maydeo  
  Deputy General Manager, Aditya Birla Group
- Arun Sethi  
  Director Quality, United Health Group
- Ramit Mahajan  
  Business Planning and Operations Leader, SABIC
- Gaurav Saxena  
  Head, Logistics, SONY
- Ajoy Shah  
  Deputy Gen Manager, JK Tyres
- Amit Gossain  
  EVP, JCB India Ltd.
- Neeraj Vyas  
  VP, Ericsson
- Subba Rao  
  Director, Scheinider Electric
- Ashish Mathur  
  Director, Emerson
- Anshuman Kalia  
  Head – Deployment, Nokia
- Gundeep Singh Sandhu  
  Director - SEA & Korea (Applications), Teradata
- Kapil Ghorse  
  Head, Chief projects Officer, Trident
- Anurag Joshi  
  Regional Head, Middle East, Airtel
- Shagun Chadha  
  Head, VAS, Aircel
- Pankaj Nawani  
  AVP, Max Newyork Life Insurance co.
- Sanjay Khanduja  
  GM, Pearson India
- Rohit Sareen  
  VP, Maersk
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:

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PLACEMENT 2014-2015 HIGHLIGHTS
EMINENT VISITORS

Dr. APJ Abdul Kalam, Hon. Ex. President of India
A P Verghese, Executive Director (LNG), IDCL
A. Chandrashekar, Director, TCI
Abhishek Pandey, Corporate VP, Max Life Insurance Co. Ltd
Aeavill Gill, President, W.M. Sunroses Ltd
Agendra Kumar, Director, Symantec Corp.
Ajay Garg, Managing Director, Equinus Capital
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
Amit Puri, Global Delivery Leader, IBM-Twitter
Amrita Das, Associate Director - HR, HCL Technologies
Amrita Ganguli, Director, Airtel
Anand Shankar, Director, Eicher Motors
Anil Aggarwal, CEO, Vedanta Group
Anil Jain, Product Group Head, Electrolux.
Anshuman Gupta, Associate Director, CTS
Anup Pandey, MD & Country head, NetCustomer
Anupam Singh, CEO, Conexant India
Anuradha Balram, Consultant, ADB
Anurag Mehra, Director, KPFG
Anurag Sharma, Perot Systems
Arun Bhatla, Executive Director (BD), Power Trading
Arun Jainley, Ex- Minister of Commerce
Arvind Mediratta, VP Marketing, Whirlpool
Arvind Singh, FAUH, KSA Technopak.
Ashok Bhatcharraya, VP - HR, Dalmiya Cements
Ashok Sethi, CIO, Sapien Corporation
Ashok Wahi , Director, Convergys
Atul Chaturvedi, COO, Idea Cellular
Avik Banerjee, Product Manager, Adobe India
B K Gairola, DG, NIC
Balaji Iyengar, Plant Manager and Regional HR, Baddi Plant, P&G
Balbir Kaur, Director Research, RII
Ben Gaucherin, CTO, Sapien Technologies
BVR Subbu, MD, Hyundai Motors India
Capt I. S. Mohan Ram, President, TVS Motors
Cariappa Appaish, VP Marketing, LG Systems
Chintamani Rao, President, McCann Ericsson Corporation
Chitrangna Minocha, KPFG
Deepak Bajaj, Director, Unitech Reality Investors
Deepak Jain, Partner, Bain & Company
Deepak Puri, CEO, Moser Baer India
Deepak Sethi, CEO, MAYER Pharma
Deepender Bedi, Executive Director, Tulip Telecom
Dharmender Kapoor, COO, Birla Soft
Dhruba Gupta, Advisor, IFCl
Dilip Modi, CEO, Spice Group
Dinesh Tiwari, Managing Director, Multiples Alternate Asset Management
F.C. Kohli, Emeritus Vice Chair, TCS
Gulraj Bhatia, VP Marketing, NIIT
Gunjan Bhardwaj,Innoplexus
Gourcharan Das, Author, Columnist, TOI, India
Indranil Chakroborty, Director, Business Management, Barclays
Jay Sultan, Strategy Consultant, Edifice Technologies Pvt. Ltd.
Jaideep Gokhale, Marketing Communications Director, Region South Asia, East Asia and Oceania, Tetra Pak
J.C. Jhuraney, VP
K. K. Agrawal, Ex. Vice Chancellor, IP University
K. Kulpibhushan, Head (Quality), Jabil Organonys
Kalpana Jain, Director, Deloitte
Kalyaan Banerjee, Co-founder, Mindtree
Kapil Mehta, Max New York Life
Keith Budge, Managing Director, Oracle
Khalid Raza, IBM
Kiran Bedi, Social Activist
Krishan Kalra, Secretary General, PHD Chambers
Kunal Bajaj, TRAI
Mahesh Mahajan, VP Marketing, TCS
Manish Maheshwari, VP & Head of Seller Ecosystem, Flipkart
M. Pazi Sinjela, Dean, WW Academy, WIPO
Mahesh Gupta, Chairman, KENT RO Systems Ltd
Manoj Chugh, CEO, EMC India
Manoj Dhingra, Director Finance, KPMG
Massoud Amin, Director CDTL, University of Minnesota, USA
Mita Ray Brahma, Corporate HR, Nucleus s/w
Murali Iyer, Director HR, Crisiil
Marlindhar Rao, COO, NIS
N. N. Akhuri, VP - HR, Hero Honda.
Namrata Suri, Director NIA
Naveen Jindal, MP & MD, Jindal Power and Steel
P Jalote, Director, IITI, Delhi
P. K. Agarwal, Director, EIL
Palash Jain, Director, Google
Parul Soni, Executive Director, E&Y
Piyush Singhania, KPMG
Pradeep Jolly, Jt. MD, Foma (P) Limited
Pratyush Kumar, President and CEO, GE Infrastructure
Pushpendra Rai, Director, WIPO
R Ramakrishna, Director, SAP
R. Mukherjee, Head, Corp affairs, Idea Cellular
Rajeev Karwal, CEO, Electrolux.
Rajendra Singh, Advisor, TRAI
Rajiv Chawla, President, FSIA
Rajiv Karwal, CEO, Milagrow
Ranjjan Kumar Dash, AVP, Axis Bank
Ravi Vasudev, Director (F), shivani Locks
Rohit Mahajan, CEO, Saviance Technologies
Rohit Sharma, Senior Director-Supply Chain, Flipkart
Ruchir Godhra, Country Manager, UTStarcomm
Sanmiron Ghoshal, Partner, Advisory Services, E&Y
Sanjay Thawakar, Assistant Vice President, Max Life Insurance Co. Ltd
S D Saxena, Director-Finance, BSNL
S R Rao, Additional Secretary, DIT
S Ramakrishna, Executive Director, Caterpillar
S. M. Krishna, CM Karnataka
S. S. Sandhu, VP Marketing, Ichiban India.Ltd.
S. V. Raman, VP Systems, CISCO.
Sanjay Diwan, Director Strategy, TATA Telecom
Sanjay Nandipadapu, CEO
Sanjeev Bikhchandani, President and CEO, Naukari.com
Saurabh Srivastava, EC , Xansa (India)
Sean Dexter, CEO, Spice Telecom
Selvaj, Chief, Human Resources, Walpole
Shafali Chachi, GM, Marketing
Shyam Sethi, Ex-Director Whirlpool
Stan Kachnowski, Columbia University
Subhash Lakhotia, Income Tax Expert
Suharto Ghosh, Director – Lean CoE, Global Operations, Barclays
Sudeepo Mukherjee, Director Sapient Tech.
Suresh Gupta, Head (Operations), Deutsche Bank
Surya Kant, VP-HR, TCS
T. K. Banerjee, CEO, Haier India
Tandra 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.
Vasunil Dhari, Stern Business School, USA
Venu Nair, Director Sapient
Vikas Aggarwal, National Head - Customer Servicing, Indiamart
Viniti Gajee, Sr. Consultant, Deloitte Touché
Vipul Tuli, Director, McKinsey & Company
Vinti Gajri, Sr. Consultant, Deloitte
Vishnu R Dasad, MD, Nucleus Software Export Ltd.
Virendra Sehwag, Cricketer
Wajahat Habibullah, Chief Information Commissioner
Yasufumi Hirai, Executive Vice President and Representative Director, Rakuten Inc., and Chairman, Asia Wireless Communications Corporation
Y V Verma, Director (HR), LG India
Yogendra Prasad, CMD, NHPC
DMS IIT DELHI RANKINGS

DMS, IIT Delhi featured in the **top 100 - 150 rankings** across the world according to **QS World University Rankings (2015)**

Stanford University (USA) ranked DMS, IIT Delhi **2nd best institute in India** in the Business & Management Research category (2015)

The Department of Management Studies, IIT Delhi has been ranked in the **top 5 business schools in the “4 palmes of Excellence - Top Business School with significant International Influence”** category of the “Eduniversal Business School Rankings” for 2015.

The Department of Management Studies, IIT Delhi has been ranked in the **top 3 schools in the "Top Public B-Schools in India 2015"** category of the "Career360" for 2015.

The Department of Management Studies, IIT Delhi has been ranked **12th in Top B-Schools: All India and top 4th in the Northern Zone**

DMS, IIT Delhi has been conferred with "**EDUCATION FUTURIST AWARD**" by the "**BUSINESS WORLD - RICOH EDUCATION EXCELLENCE AWARD 2016**"

DMS IIT DELHI the ‘Best Management Institute In North India Award’ by Brands Academy in Education Excellence Awards, 2015.

ABP National Education Awards 2015 has adjudged the DMS, IIT Delhi as the “Outstanding B-School (North)” for year 2015.
GLIMPSES 2016

ESSEC BUSINESS SCHOOL

YAKULT, NETHERLANDS
*Visitor entry from IIT Main Gate and Vishwakarma Bhawan Gate
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