



Indian Institute of Technology
Delhi

**CAMPUS
ENGAGEMENT
BROCHURE
2020-21**



Department of Management Studies
Master of Business Administration





MESSAGE FROM HOD

Welcome to the Department of Management Studies (IIT Delhi)! As you move to next pages, you will discover various facets of DMS programs, courses, research areas, faculty profile, facilities, outreach and students' activities. Over past two decades, DMS has established its name in the league of top Business Schools in the country. It inherits all the strengths that come with IIT brand (a world class institution) ensuring quality at every step. The quality of students along with inputs imparted in the classroom, the outreach activities, the interactions with the industry and a flavor of rigorous research prepare managers not just for nation's development and growth agenda but are also ready to contribute to the global economic canvas. DMS alumni hold top management positions in the best of Indian as well as multinational companies, both in India and abroad. Our faculty has contributed at the highest policy making levels of the government, academia and industry. The

scholastic and infrastructural resources of the Department include one of India's largest single collection of field reports in Management area. The computational facilities are state of the art and comparable to the best academic institutions globally.

DMS also contributes to the management research by its quarterly International Journal - Journal of Advances in Management Research and Global Journal of Flexible Systems Management. These achievements are now recognized in various rankings which rate DMS among Top B-Schools in the country. The Department provides excellent environment to the students to hone up various skills. The Department has been able to attract the leading firms of large number of sectors to take part in the campus recruitment. The Department currently runs a full time MBA programme (2 years) and an executive MBA of three-year duration for working professionals. DMS also has a very strong PhD program.

Prof. Seema Sharma

ABOUT IIT DELHI

Indian Institute of Technology Delhi (IITD) is one of the five original Center of Excellence in Technology education and research (others at Bombay, Kanpur, Kharagpur and Madras) that was started by the first Indian prime minister Pandit Jawaharlal Nehru in 1961 through an "Institutes of Technology Act" of Parliament that was amended by "The Institutes of Technology (Amendment)

Act, 1963" IIT Delhi celebrated the 50th year, the Golden Jubilee on 16th August, 2010. Today, a growing student and faculty research community, major increases in research funding and continuing collaboration with industry, national and international, show the institute's commitment in making significant strides in research and innovation.

While the publication profile of IIT Delhi compares well with the very best Institutions in the country and other similar institutions globally. IITD has an impressive 20% of our student population as research scholars. Creation and modernization of several research facilities, including those of SEM, TEM, NMR, micro and nano-engineering fabrication, and also formulation of a plan to seed part-funding of large scale inter-disciplinary research proposals of faculty addressing some grand challenge issues on the one hand or some major technology development on the other. QS Worldwide University Rankings, with IIT Delhi at a global rank of 179 and Asian rank of 42. IIT Delhi is ranked No. 1 institution in India in the area of Engineering and Technology (globally ranked 44 in this category based on faculty quality) and No. 2 in the areas of natural sciences and social science & management. Subject wise, IIT Delhi figures out between 51-100 globally in Computer Science & information Systems, Chemical Engineering, Civil & Structural Engineering, Electrical & Electronics Engineering and Mechanical Engineering.



ABOUT DMS

The Department of Management Studies (DMS) leads the Management education as one of the oldest within the IIT system. DMS alumni hold inter-alia, top management positions in the best of Indian as well as multinational companies, both in India and abroad. Faculty of the Department has contributed at the highest policy making levels of the government, academia and industry. Its faculty had the privilege of designing and initiating two of the seven old IIMs. The scholastic and infrastructural resources of the Department include one of India's largest single collections of field reports in Management area. The computational facilities are state of the art and comparable to the best academic institutions globally. DMS also contributes to Management Research by its quarterly International Journal – Journal of Advances in Management Research. These achievements are now recognized in various rankings which rate DMS among Top B-Schools in the country.

The Department provides excellent environment to the students to hone up various skills. The Department has been able to attract the leading firms of large number of sectors to take part in the campus recruitment. Since inception, all students have been placed in reputed firms. The Department currently runs a two-year full-time MBA programme with focus on 'Management Systems' and 'Telecommunication Systems Management'. It also runs a three-year part time MBA programme with focus on 'Technology Management' for executives. The students for the following two Full-Time programs are admitted through CAT followed by a Written Ability Test and Interview. The award of Ph.D. degree is, among other things, in recognition of high scholastic achievements, and original contribution to knowledge. Creative and productive enquiry is one of the basic concepts underlying research work. In order to overcome any deficiency in the breadth of fundamental training or proper foundation for advanced work, special foundation or predoctoral courses are given by the Department.

Some of the distinguishing features of the Department of Management Studies (DMS) are:

- Heavy research orientation, which is used extensively for designing courses to respond to current industry issues and continuously revise the contents.
- Home to India's first and till date only research program on 'Comparative Management Practices in Asia'.
- A widely acclaimed faculty, which has been invited to teach in various parts of the globe.

- One of the pioneering entrepreneurship programs in the country that has obtained funding and support from various agencies including SIDBI.
- Every year, DMS IIT Delhi produces 150 PhDs, with nearly three decades of existence.
- The faculty has contributed at the highest policy level committees of Government of India (GoI), served on various boards of corporate entities, as Chairman 'All India Board of Management Education (AICTE)' and th contributed to the establishment of Indian Institute of Management (IIM) at Kozhikode; currently two

members of the consulting team including the leader, for setting up the 7 Indian Institute of Management at Shillong are from the Department.

- The Department faculty has published over five (5) dozen books and over 1000 papers in various journals and conference volumes.
- World class IT infrastructure with a very high computer to student ratio, a rich software repository that facilitates computer aided instructions and enables hands on experience on leading business enterprise.



Management Programs

Selection for MBA(FT) program is through CAT. DMS has also opened its gates to students from all streams. 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.

The Department places heavy emphasis on experiential and process-oriented learning. The pedagogical tools include extensive use of Harvard Business Review (HBR), 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.

MBA Full Time:

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.

MBA 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 (Ph.D 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.

Faculty Profile



Economics



Eri Ikeda

Education:

Ph.D from International Institute of Social Studies, Erasmus University Rotterdam in the Netherlands

Membership: Fellow at IGES (Institute for Global Environmental Strategies) in Japan

Numbers of publications, research, awards: Research in the area of the global economy, with a particular focus on business cycles, development, and industrialisation. Published a book: "Global business cycles and developing countries" by Routledge in 2019. Also work on the environmental and climate change related issues including energy, co-innovation, and climate finance. Forthcoming: a book chapter on the topic of renewable energy development and export-led industrialisation by Palgrave Macmillan.

Area of interest: Business cycles, Global Economy, Development, Macroeconomics, Industrialisation, Environment, Co-innovation



Manish Kumar Singh

Education:

PhD, University of Barcelona

Research: A certified Financial Risk Manager (FRM) by GARP, his research has been published in Journal of International Money and Finance, North American Journal of Economics and Finance and Applied Economics Letters.

Research interests: International finance, Risk management, Capital structure, Securities markets



Prof. Seema Sharma

Education:

Ph.D from IIT Delhi

Memberships: Most of her consulting work, inter alia, centers on startups, enabling them at the entry level as well as devising strategies for their sustainable survival. Apart from consulting assignments, has done research projects funded by government agencies such as Indian Council for Social Science and Research (ICSSR), Ministry of Environment and Forests (MOEF), and Khadi and Village Industries (KVIC). She is also working on sustainable development of Rural India under Unnat Bharat Abhyan, an initiative by MHRD.

No of publications, research, awards: Has published over 60 research papers in various journals and conference proceedings. Published the "STATISTICS for Business and Economics" in 2016 and the "Performance of Indian Fertilizer Industry: An Econometric and Growth Accounting Analysis" in 2010. She has been awarded as the Best Professor in Economics by Dewang Mehta Business School, 2012 and also the Outstanding Young Faculty Award Fellowship by IIT Delhi, 2008-2012

Area of Interest: Sustainable Development, Socio-economic Analysis, Productivity & Efficiency analysis and energy economics.



Prof. Sudhir K Jain

Education:

Ph.D from I.I.T. Kanpur

Years of teaching exp: 35

Memberships: Served as Executive Director, National Institute for Entrepreneurship & Small Business, Development (NIESBUD), Ministry of MSME (Govt. of India) during 2002- 03, Associated with World Intellectual Property Organization (WIPO) as Tutor for DL courses of the Worldwide Academy, Member of Govt committees such as IPR Education Policy Committee (Ministry of HRD), National Entrepreneurship Policy Committee (Ministry of MSME), MHRD Technical Committee on WTO Matters (Ministry of HRD) etc., Visiting Professor at Mongolian Technical University, Ulaanbaatar in 1996, Coordinator of SIDBI Program in Entrepreneurship since 1996.

No of publications, research, awards: Published over 100 research papers in international/national journals and conference proceedings and has supervised 16 Ph.D. theses. Has been a pioneer in IPR education in the country. Coauthored the book "Managerial Economics" with Prof. H. Craig Petersen and Prof. W. Chris Lewis of Utah State University (USA), published by Pearson Education in 2006.

Area of Interest: Managerial Economics, Entrepreneurship Management and Intellectual Property Rights



Finance



Prof. Shveta Singh

Education:

Ph.D from Allahabad University
Years of teaching exp: 10+

Member: Consulted the Directorate General of Supplies & Disposals (DGS&D) and the National Buildings Construction Corporation (NBCC).

No of publications, research, awards: Developed a course on Corporate Governance and received training by the International Finance Corporation (IFC) in collaboration with the Indian Institute of Corporate Affairs (IICA). Co-authored a research monograph titled "Financial Management Practices: An Empirical Study of Indian Corporates" published by Springer. Honored by the "Literati" award for outstanding research by Emerald Publishing Inc. Most downloaded paper" mention by Journal of Advances in Management Research (JAMR) for 2013.

Area of Interest: Managerial Accounting and Financial Management, Indian Financial System and Security Analysis and Portfolio Management



Prof. Smita Kashiramka

Education:

Ph.D from Birla Institute of Technology and Science, Pilani

Years of teaching exp: More than 10

Member: Member, Editorial Review Board of Amity Journal of Finance- An International, Biannual, Refereed Journal of Finance; Committee Member, Banking and Financial Services Sectional Committee, Bureau of Indian Standards; Reviewer, IIMB Management Review. No of publications, research, awards: Published papers in international and national journals of repute. Presented papers in international peer reviewed conferences.

Area of Interest: Accounting, Risk Management, Indian Financial System and Banking, Corporate Restructuring and Financial Management, Mergers and Acquisitions, Financial Markets



Prof. P.K. Jain (Emeritus)

Education:

Ph.D from Delhi University
Years of teaching exp: over 40 years

Member: Expert committee, AICTE. Reviewer of journals like Vision, Abhigyan, Vikalp, Finance India, Management and Change.

No of publications, research, awards: Authored over 9 textbooks, 14 research books/monographs, published over 160 research papers in national and international journals. His paper, "Capital Budgeting Decisions: Evidence from India" was adjudged the "Literati Award" by Emerald for Outstanding Excellence in Research. Conferred 'Best Professor in Financial Management' by World Education Congress and CMO Asia as well as 'Best Teacher in Financial Management' by Amar Ujala in 2012. Visiting faculty at International Centre for Promotion of Enterprises Ljubljana, Slovenia for more than a decade. He has been conferred best teacher award by IIT Delhi in January 2012.



Prof. Sonali Jain

Education:

Ph.D. from Indian Institute of Management, Ahmedabad (IIMA), B.E. from NSIT, Delhi University

Member: Reviewer and sessions chair, India Finance Conference; MENSA

No. of publications, research and awards: Published multiple papers in international peer-reviewed journals. Presented papers in international and national conferences of repute. Recipient of Paul R. Lawrence fellowship (USA), Best Thesis award and Best Thesis Proposal award at IIMA, Merit Scholarship at NSIT.

Areas of interest: Derivatives, Financial Markets, Security Analysis and Portfolio Management, Risk management, Corporate Finance, Management Accounting.



Prof. Neeru Chaudhry

Education:

PhD, Finance, Monash University, Melbourne, Australia. MBA, Major in Finance, Indian School of Business, Hyderabad. B. Tech and M. Tech, Indian Institute of Technology Bombay.

No of Research Papers and Publication: How Does the Funding Status of Defined Benefit Pension Plans affect Investment Decisions of Firms in the United States? (with Chris Veld and Hue Hwa Au Yong). Journal of Business Finance and Accounting, Volume 44, 2017, Issue 1-2, Pages 196-235. Tax Avoidance in Response to a Decline in the Funding Status of Defined Benefit Pension Plans (with Chris Veld and Hue Hwa Au Yong). Journal of International Financial Markets, Institutions and Money, Volume 48, May 2017, 99-116. "Employee Benefit Plans and Bank Loans". Presented at Southwestern Finance Association (SWFA) Annual Meeting 2017, Little Rock, USA. Awarded best paper in the "Financial Institutions" Track. Presented at Finance Management Association (FMA) Annual Meeting 2017, Boston, USA. "Why do Firms Offer Employee Benefit Plans?". Presented at Southwestern Finance Association (SWFA) Annual Meeting 2017, Little Rock, USA.

Areas of interest: Derivatives, Financial Accounting, Financial Institutions and Markets Financial Management, Fixed Income Securities and Management Accounting



Prof. Surendra S. Yadav

Education:

Ph.D from University of Paris 1 Pantheon-Sorbonne

Member: Visiting professor at University of Paris, INSEEC Paris, Paris School of Management and University of Tampa, Florida, USA. On the editorial board of half a dozen research journals. Been a member of several committees for selection / evaluation / preparation of reports.

No of publications, research, awards: Published 12 books - 11 in areas of finance and international finance and one on India. Published 135 research papers and contributed over 75 papers in academic conferences. Editor-in-chief of the Journal of Advances in Management Research (JAMR), published by EMERALD. Conducted an Executive Development Programme in collaboration with Macmillan India Ltd. for several years, Carried out several sponsored/ consultancy projects

Area of Interest: Corporate Finance, International Finance, International Business, and Security Analysis & Portfolio Management.



Human Resources



Prof. Kanika T. Bhal

Education:

Ph.D from IIT Kanpur, and a visiting fellow at Sloan School of Management

Memberships: Member of the Academy of Management, USA; Society for Industrial Organization and Psychology and Global Institute of Flexible Systems Management. Invited as an expert on Government committees and serves as Independent Director on the boards of public and private sector companies

No of publications, research, awards: Published over 100 articles in national and international journals and conferences of repute. Listed in the top researchers in the area of OB/ HR of the country. Authored books on leadership, culture, ethics and flexibility in organizations. Done several nationally and internationally funded research (with Fordham University and Wharton Business School, AAORD, US Air Force, ICSSR) projects. Consultant to various government organizations like Fifth Central Pay Commission of India, DRDO, UPSC, DGS&D, Ministry of Rural Development, NICD, Ministry of Women & Child Development, Ministry of Finance and Ministry of Environment and Forests among others. Received excellence in teaching award of IIT Delhi, Dr. Hari Singh Gaur Award for Excellent Work in Management Education and Best professor in Management by Headlines Today.

Area of Interest: Human Resource Management, Corporate Governance, Business Ethics, Leadership and Culture



Prof. Shuchi Sinha

Education:

Ph.D from University of London

Memberships: One of the track chairs at the British Academy of Management (BAM) Conference. Worked as a consultant and trainer in the areas of change management, leadership development and talent assessment across different industry verticals.

No of publications, research, awards: Taught and researched in the areas of Human Resource Management, leadership, identity work, workplace controls, employee resistance and other aspects of organization studies at various universities of repute like the University of London, University of Bath and University of Roehampton, United Kingdom. She has also worked as a research fellow with the National Health Service (NHS) South West Strategic Health Authority, UK and University of Bath. Participated and presented her research in many international conferences like the European Group for Organizational Studies (EGOS), the British Academy of Management (BAM), the International Labour Process Conference (ILPC), the Critical Management Studies (CMS) and the Psychology of Women Section (POWS) of the British Psychological Society.

Area of Interest: Identity regulation, Leadership, Contemporary organizational controls



Information Systems



Prof. Arpan Kumar Kar

Education:

Doctorate and Post-Graduation in Business Management from XLRI Jamshedpur

Memberships: Chairman / Coordinator / Member of different administrative portfolios like Smart Campus, Office Automation, Corporate Relations and Placements, Faculty Recruitment, Post-Doctoral Fellow recruitment, Case Center and Policy & Vision. Visiting Professor at IIM L & A. Editorial Board of International Journal of Intelligent Information Systems. Reviewer for Decision Support Systems, Communication of the AIS, European Journal of Operational Research, Omega, Government Information Quarterly among many others. Reviewer for prestigious international conferences like HICSS and ICIS.

No of publications, research, awards: Provided his advisory expertise as a free-lance consultant for multiple multinational organizations, Govt organizations and start-up web-based ventures. Conferred for the award of the "Best Professor in Information Systems" by the World Education Congress, 2013, Mumbai, India. Received the Silver Medal, JL Batra Best Researcher award for business management research, awarded by the Association of Indian Management Schools (AIMS), among all Business School faculties & researchers in India. Awarded with the Gold Medal, for the best research project, titled "A digital image watermarking scheme based on the vector quantization technique", awarded by Tata Consultancy Services, 2007.

Area of Interest: E-business, E-commerce, E-governance, M-commerce, Decision Support Systems, Business Analytics



Prof. Agam Gupta

Education:

Fellow (Ph.D) from Indian Institute of Management (IIM) Calcutta.

Experience: Before joining academics he worked in a Digital Marketing Consultancy firm in Bangalore, between 2008-2010, the early days of digital marketing. Post his PhD he worked at IIM Trichy and IIM Rohtak before joining IIT Delhi.

Research Interests and Publications: Published several research papers in leading international journals. His research has been published in international journals like PlosOne, International Journal of Information Management, Computational Economics, Marketing Intelligence and Planning and has also presented his work at various international forums.

Area of Interest: His areas of research include digitization, platform ecosystems, organizational ecology, computational social science, digital advertising, and networks.



Prof. P. Vigneswara Ilavarasan

Education:

Ph.D from IIT Kanpur

Memberships: Life Member in various institutes like Global Institute of Flexible Systems in Management, All India Management Association, Indian Sociological Society, Indian Society for Labour Economics, Indian Society for Training & Development.

No of publications, research, awards: Recipient of the Outstanding Young Faculty Fellowship Award at IIT Delhi and Prof. M.N. Srinivas Memorial Prize of the Indian Sociological Society. Recipient of research grants from IDRC (Canada), Govt. of India, Oxford Analytica (UK), IPTS (European Commission) and IdeaCorp. (Philippines). Earlier taught at Pondicherry Central University and IIM Rohtak.

Areas of Interest: Information and Communication Technologies and Development (ICTD); Urban Women Micro Entrepreneurs & Mobile phones; Electronic Governance; ICT Employment in India; Indian IT Industry - Inter firm linkages, small firms, R&D centers of MNCs; Social Media & Business applications. Management Information Systems (MIS); Market Research; Management Research Methods.



Prof. M.P. Gupta

Education:

Ph.D from IIT Delhi

Memberships: Involved in several policy making committees on ICT in the Center and State Governments in India (CBI, DIT, NIC, CDSCO, IGNOU, MP and Jharkhand Govt). A regular reviewer of Public Administration Review, Omega, Decision Support Systems, DataBase for Advances in Information Systems. Currently member of the Committee on 'Prasar Bharti' chaired by Dr.Sam Pitroda (Advisor to PM). Jury of prestigious awards committee viz. Data Security Council of India (DSCI), Computer Society of India (CSI) Egov Awards and Web Ratna Awards.

No of publications, research, awards: Founded the International Conference on E-governance (ICEG) in 2003 which is running into its 9th year. Recipient of the Best Professor Award in 2012 at Singapore and prestigious Humanities & Social Sciences (HSS) fellowship of Shastri Indo Canadian Institute, Calgary (Canada) and was a visiting Fellow at the University of Manitoba in 1996. Area Chair of Information Systems & also Coordinator- Center for Excellence in E-gov at IIT Delhi. Known for pioneering works in the area of e-governance that include 18 doctoral thesis, 13 sponsored projects worth >5 crores, co-authored book 'Government Online', two other edited books 'Towards E-government' & 'Promise of E-governance' and 176 research papers. Reputed journals where his publications appear are 'Government Information Quarterly (GIQ)', 'International Journal of E-government Research (IJEGR)', 'Journal of Enterprise Information Management', and 'Transforming Government: People, Process and Policy'. Conferred Best Professor award in 2012 at Singapore by World Education Congress and CMO Asia.

Area of Interest: ICT Policy and Information Systems



Marketing



Biswajita Parida

Education:

PhD: FPM (equivalent PhD) from IIM Ahmedabad

Experience: 4 years of industry experience, 2 years of teaching experience

Association: Associated with National Academy of Psychology, Indian Academy of Management, Association of Consumer Research, Institute for Operations Research and the Management Sciences

Background: Recipient of Best Paper award by National Academy of Psychology, Best Thesis Award at IIM Ahmedabad, Young Faculty Fellowship at IIT Delhi, New Faculty Seed Grant at IIT Delhi, Published research papers and case study in National and International Journals, Earlier taught at IIM Sambalpur, XLRI Jamshedpur and NMIMS Mumbai

Area of Interest: Consumer Behavior, Integrated Marketing Communication



Prof. Harish Chaudhry

Education:

PGDM in Marketing/ Behavioral Sciences from IIM, Bangalore and a PhD from IIT Delhi

Member: Trainer for organizations like Godfrey Philips, Coke, ITC, Network Ltd., PCL, IRCON, RITES and STC. Served as a consultant for number of organizations such as Modi Rubber Ltd., Godfrey Philips, BPL, Dynamic Fashions, Personal Point and Plan International.

No of publications, research, awards: Has done certification course in TQM/ISO9000 and is a certified Lead Assessor by RWTUV, Germany. Attended a course in ERP conducted by Baan Systems, Holland, besides many other training programmes. Conducted more than 100 training programmes in areas such as expert systems, marketing and sales, behavioural sciences and technology management.

Area of Interest: Marketing Management, Strategic Marketing, Rural Marketing, Product Planning and Management, Brand Management



Prof. Mahim Sagar

Education:

Ph.D from IIITM

Member: Associated with IIM – Ahmedabad, NIFT & IIIT M

No of publications, research, awards: Research has appeared in leading International and National Journals and as well as in public media. Developed a seminal concept on Ethical Positioning Index. Current focus is in the area of Aware Consumer & Informed Choice. He has also contributed in Telecommunication policy. In Telecom area, he has focused on Policy Issues, MVNO, OTT & as well as Telecom Market Models. Recipient of Teaching Excellence Award at IIT Delhi. His recent book is from Springer on Telecom policy. He has also published a book on Brand Management.

Area of Interest: Brand Management, Ethical Brand Positioning, Product Development, Consumer Based Strategy and Telecom Policy & Marketing.



Operations



Prof. Ravi Shankar

Education:

Indian Institute of Technology Delhi India; M.Tech. (Industrial Engineering), M.B.A.

Years of teaching exp: Over 27 years

Member: Consultant to many reputed organizations such as Xerox India Ltd., National Highways Authority of India (NHAI), Ministry of Environment & Forest, Project Development India Ltd., Continental Carbon, India Today Group of Publications, National Institute of Smart Governance (NISG), LML Kanpur, C. K. Birla Group of Companies, National Bearing Jaipur, Buffalo Tours Hanoi Emerald UK etc.

No of publications, research, awards: H-index: 51, Total Citation over 10,000 (as on Oct.2016), Which is highest in any Business School in India. Published over 275 research publications in reputed journals and conferences. Awarded thrice for his outstanding papers in EMERALD Journals and also for best case study by Institution of Industrial Engineering (IIE) in 2007. Authored several books. Co-author of e-Learning program on Supply Chain Management with Macmillan India Ltd. Recipient of RCUK Fellowship for research collaboration at Aston Business School, Birmingham UK (June-July 2010). Awarded "The Most influential researcher" in the area of operations management in India at Loughborough University in London.



Prof. Surya Prakash Singh

Education:

Ph.D from IIT Kanpur; Post-Doctoral fellow in Manufacturing Systems from Singapore-MIT Alliance, National University of Singapore, Singapore.

Years of Experience: 11

Memberships: Life member of International Association of Engineers (IAENG) Hong Kong; Senior Member at International Association of Computer Science and Information Technology, Singapore; Senior Member at The Association of Computer, Electronics and Electrical Engineers (ACEEE), India. Regularly reviews articles for International Journal of Production Research, International Journal of Advance Manufacturing Technology, and European Journal of Operational Research. On the Editorial board of Journal of Management and Public Policy.

No of publications, research, awards: Published his work International Journal of Production Research, International Journal of Advance Manufacturing Technology, European Journal of management, Review of Business Research, International Journal of Recent Trends in Engineering, Asia Pacific Management Review and Journal of Academy of Business and Economics. Contributed to two books titled Continuous Optimization and Knowledge Based Technologies and Travelling Salesman Problem: Theory and Applications.



Prof. Gourav Dwivedi

Education:

Fellow (PhD) of the Indian Institute of Management (IIM) Lucknow, Bachelor of Technology in Mechanical Engineering from HBTI Kanpur

Years of Experience: Total nine years of experience. Previous experience: two years of academic work experience at IIM Rohtak as an Assistant Professor and at Great Lakes Institute of Management, Gurgaon in the Operations Management area. Additionally, he has six years of work experience with Larsen & Toubro Technology Services Limited, where he has worked in several projects including process plant design and installation support, for Fortune 500 CPG companies.

No of publications, research, awards: Published research papers in the leading international journals such as International Journal of Production Economics (IJPE), Computers & Industrial Engineering (CAIE), International Journal of Physical Distribution and Logistics Management (IJPDLM), Expert Systems With Applications (ESWA) and presented his research work in international conferences organised by INFORMS USA/EuROMA Europe/IIMs/IITs. He has done consulting assignments with government, non-profit, and private organizations.

Area of Interest: Supply Chain Management, Transportation or Logistics Modelling, Sustainability, Industry 4.0, and Systems Thinking.



Prof. Jitendra Madaan

Education:

Ph.D from Indian Institute of Technology (IIT) Delhi, India

No of publications, research, awards: Published over 4 book chapters, over 25 refereed international journal and 48 peer reviewed international conference papers. Reviewer of several international journal of repute. Spent about 4 years at IIT Roorkee as an Assistant Professor in the Mechanical and Industrial Engineering Department and two years at GGSIP University Delhi as Assistant Professor in Mechanical and Automation. Published his individual contribution and also with a diverse esteemed co-authors at several esteemed international publication platforms.

Areas of Interest: Reverse Logistics and Supply Chain Management, Sustainable Operations Management, Production Management, information and governance effectiveness, Sy



Prof. Prasanna R

Education:

Fellow (Ph.D.) from Indian Institute of Management Ahmedabad; Post-doctoral fellow – John Molson School of Business, Concordia University, Montreal, Canada

No. of Publications, Research, Awards: Research has appeared in European Journal of Operational research. He was awarded Quebec Provincial tax waiver award for the period from 2018 – 2023. Prior to his Ph.D., he also worked in Mahindra Automotive sector for a period of four years.

Research Interests: Application wise, he is interested in optimization problems arising in passenger and goods logistics, network design and supply chain issues. Theoretically he is interested in investigating Multi-level and Multi-objective optimization problems and Robust Optimization problems. He is also interested in designing exact algorithms for solving these problems.



Strategy



Prof. Sanjay Dhir

Education:

Fellow (Ph.D) from Indian Institute of Management (IIM) Lucknow

No of publications, research, awards: Published several research papers in leading international journals including case studies at Richard Ivey School of Business, Western Ontario jointly distributed by Ivey and Harvard Business School. His research papers were presented and published as conference proceedings at several prestigious academic conferences such as Academy of Management (AoM), Academy of International Business (AIB), Strategic Management Society (SMS), Southern Management Association (SMA), International Simulation Conference of India (ISCI, IIT Mumbai) and Strategic Management Forum (SMF, IIM Lucknow).

Area of Interest: Strategic Management, Joint Ventures, Innovation Management, Management of Change and Transformation, Implementation Strategy and International Strategy



Prof. Sushil

Education:

Ph.D from IIT Delhi

Memberships: Served as Visiting Professor at The Center for the Development of Technological Leadership, University of Minnesota, and Minneapolis, MN, USA in the year 2008-09. Acted as consultant to both governmental and private industrial organizations like LG Electronics, Rockwell International, Tata Consultancy Services, Tata Infotech Ltd., CMC Ltd., James Martin & Co., Gas Authority of India Ltd. and Sona Koyo Steering Systems. Founder President of the Global Institute of Flexible Systems Management

No of publications, research, awards: He has twelve books to his credit in the areas of Flexibility, Systems Thinking, and Technology Management. Has over 200 papers in various refereed journals and conferences. Pioneered the area of 'Flexible Systems Management' and made original contributions to the field of knowledge in the form of SAPLAP models and linkages. Evolved the concept and framework of 'Flowing Stream Strategy' as strategic flexibility to manage continuity and change.

Area of Interest: Strategies Management, Strategies Alliances and M & A Flexible System Management, Strategic Change & Flexibility, Technology Management, Creative Pro

Consultancy Projects

The Department has undertaken consultancy work on behalf of Government Departments such as Department of MHRD, Ministry of Science and Technology; Development Personnel and Training etc. It has provided consultancy support to various service and manufacturing sector industries and cooperatives besides consulting for international organizations.

Project	Departments
Organization Design of the Proposed NEPA	Ministry of Environment & Forests, Gol
Measuring National Differences in Cognition	US Air Force
Preparation of a Concept Note for National Mission for Empowerment of women	MWCD, NMEW.
Design of performance Appraisal for Rail Vikas Nigam Limited	Rail Vikas Nigam Limited.
Setting up of National Institute of Procurement Management	Directorate General of Supplies & Disposals (DGS&D)
A Study for Switching over to Life Cycle Costs for Select Procurement Items	Directorate General of Supplies & Disposals (DGS&D), Ministry of Commerce and Industry
Procurement of Stores post Decentralization in 1991	Directorate General of Supplies & Disposals (DGS&D), Ministry of Commerce and Industry
Setting up of National Institute of Procurement Management	Directorate General of Supplies & Disposals (DGS&D), Ministry of Commerce and Industry
Benchmarking of Performance of DGS&D Procurement Processes	Directorate General of Supplies & Disposals (DGS&D), Ministry of Commerce and Industry
Consultancy for Design of PGDM Course Curriculum and Syllabus of Satyug Darshan Trust, Faridabad	Satyug Darshan Trust, Faridabad
Design of Performance Appraisal System for RVNL (CW12383)	Sponsored by RVNL, New Delhi.
Consultancy for Design of PGDM Course Curriculum & Syllabus,	Satyug Darshan Trust, Faridabad
Analysis & Risk Assessment of Toll Fee Collection Software (TFCS)	National Highways Authority of India, New Delhi
SWOT and Training Need Analysis	Directorate of Technical Education, Haryana
Editorial Work for JAMR, Emerald Group Publishing Limited	United Kingdom
Analysis & Risk Assessment of Software Toll free Collection used by National Highways Authority of India (NHAI)	National Highways Authority of India (NHAI)
Organization Design of the Proposed National Environment Assessment & Monitoring Authority (NEAMA)	Ministry of Environment & Forest (MoEF), Govt. of India, New Delhi
Advice on Development of eLearning Programmes	Vikas Publishing House Pvt. Ltd., New Delhi
Analysis & Risk Assessment of Software Toll free Collection used by National Highways Authority of India (NHAI)	National Highways Authority of India (NHAI)

Our Corporate Partners



Infrastructure

The Department of Management Studies has fully air-conditioned, Wi-Fi enabled state-of-the-art lecture theatres equipped with 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. DMS also has an exclusive in-house library in addition to the central library of the institute. The department also grants students access to the following laboratories to facilitate learning and research: • Computing Lab • Behavioural Lab • Strategy and Competitiveness Lab • Intellectual Property Rights Cell • Entrepreneurship Development Cell

A large collection of software packages including SPSS, AMOS, STATA, Hummingbird Knowledge Management Suite, Prowess, LINGO, ARENA etc.) are available in the laboratories. Further, the Behavioural Laboratory is equipped with specialized software to help the students hone their behavioural skills.

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 Euro-monitor, Capoline, 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. The institute also provides students 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 hostels are equipped with high-speed wi-fi to meet the students' internet needs. 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. The institute has grounds for hockey, football, cricket, basketball, volleyball, badminton and tennis, 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 in other facets of one's growth. 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



Student Committees

Admissions Committee

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

Alumni Relations Committee

Alumni Relations Committee acts as a bridge between the Institute's alumni network and its current students, engaging and assisting them, thereby reinforcing the fact that they are part of DMS even long after their graduation. The committee provides a one-stop solution for alumni who are looking to give back to the society, who'd like assistance from the institution, and who are looking for mentorship and career opportunities, by organizing networking events and via maintaining an active Alumni Portal. ARC also conducts Annual Alumni Meets in multiple cities, where alumni can come together to reminisce about their DMS days and network with alumni from the same cities.

Corporate Relations and Placement Committee

Corporate Relations and Placement Committee is a student elected body that interacts with the corporates 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.

Cultural Committee

Cultural Committee organizes the national level annual business festival of the Department. Aply named "PARIVARTAN", the fest gives students a snapshot of the Indian business scenario through a spectrum of events ranging from business plan competitions, case studies, paper presentations, brand equity quizzes to seminars and talk series.



Industry Interaction Committee

The Industry interaction committee is dedicated to creating synergy among the industry and academia by organizing programs such as summits, conclaves, guest lectures, seminars, round table conferences and symposiums by eminent personalities from various domains of the industry. The Annual Business Summit - Building India Inc. is the flagship event of IIC where experts from various domains share their valuable experience with the students of the department.

Media Committee

Acting as the Golden connection between Department of Management Studies and external environment, Media and PR Cell takes up the roles like working towards promoting DMS via print and digital Media platforms. The various platforms include newspapers, LinkedIn, Instagram, Facebook, InsidellM, Pagalguy and others. The cell also works towards improving the department's ranking by various agencies such as NIRF. The cell conducts Media conclaves on important and trending topics in the industry. It conducts quizzes and voting for college awards by associating with partnering agencies. The cell also designs a creative and innovative Yearbook for _closing_ batches and gift them a lifetime memory.

Overall, the cell plays an unparalleled role in each and every event of college by providing coverage and support to organizing committee.

Management Systems Society

The Management Systems Society oversees and coordinates the functioning of the 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. Another notable initiative presently underway is design and implementation of a Vendor Management System to regulate costs.

NIVAH:

NIVAH is the social sector committee of Department of Management Studies, IIT Delhi. NIVAH was established in 2015 to create awareness about societal issues through interactive sessions, awareness campaigns and volunteering opportunities. The committee aims at sensitising students to build responsible future leaders. NIVAH organises Social Sector Attachment program, an annual CSR conclave called Saksham, a case study competition called Samarth, clothes collection drive(Share Your Wardrobe), WishTree initiative, etc. all of which play an essential role in connecting our students to the ground realities of our community.

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 endeavours of DMS' Students.

Technical Committee

The Technical Committee is responsible for providing the students of DMS, IIT-Delhi an interface to the latest innovations, trends and technical knowledge in the management and related areas, with the aim of enabling them to become Techno-Managers in the truest sense of the world.

Student Clubs

Ad-Marque: The Marketing Club

Ad-Marque was formed with the purpose of supplementing classroom learning with knowledge sharing and practical experience. It is the testing and learning ground for all the marketing enthusiasts at DMS. The club tries to analyze the marketing strategies of many successful MNCs in various domains and use these learnings to solve real-life problems. Ad-Marque also organizes guest lectures by the marketing industry leaders and helps students take part in various marketing competitions.

EntreeBiz

The EntreeBiz is a Platform run by DMS students. The Club aims to encourage everyone to think out of the box. The Club provides a platform to all budding ideas through workshops, guest lectures, brainstorming and discussion sessions and mentorship. We help young minds refine their ideas, find funding, networking and necessary connections.

Finatics: The Finance Club

The finance club of DMS aims to promote finance related activities and careers throughout the DMS Students community. It will serve the students, interested in finance, by providing them with a professional, social and educational focus. Apart from conducting seminars and guest lectures from the industry heads, the club provides an excellent platform for preparation for certifications and organizing simulation games in the area of finance.



i-Prabhat: The Information Technology Club

The IT club of DMS fosters managerial talent that is interested in IT management and provides them inter-disciplinary exposure through entry into the UG curriculum and activities of IIT and participation and organization of activities at IIT that seeks IT Management. The club voyages the entourage of DMS into the newer horizons of IT Management and equips the members with the adequate skill set of manoeuvring the waves of IT in India to its own advantage through a series of live projects, lectures, discussions and initiatives.

Opcentuate: The Operations Club

The Operations Club of DMS IIT Delhi aims to acquaint the students with the latest trends in Operations and Supply Chain Management, thus helping them in their career growth. The club seeks to develop the operational mindset among the students through several relevant certifications and competency development courses, knowledge transfer sessions, and workshops. It also conducts business case competitions, quizzes, and simulation games at both Department and National level to engage students from IIT Delhi as well as other colleges. The forte of the club lies in its initiative to extend the industry outreach through its biannual magazine "Opurent", which contains a plethora of outstanding articles from DMS students, faculties, alumni and business leaders.



Quiz Club

The Club's focus lies on business-quizzing. The club acts as 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'. The club prepares students for various inter college and corporate competitions

Strategica: The Strategy Club

The strategy and consulting club of DMS aim to inculcate strategic thinking and help students excel in analytical & consultative skills. Team Strategica as we call it, is the mastermind behind quantifying managerial acumen of DMS, condensing it into a theory nutshell and presenting it to the receptive students of DMS. The core of the club lies in extracting strategic thought from the students through interactive case studies and live discussions in the class.

Resource Dimension: The Human Resource Club

HR Club Resource Dimension focuses on issues like Organisational Behaviour and Organisational Management. Several Organizations are studied thoroughly by the students, who then share their learnings through interactive presentations and case studies with the entire student body. Apart from this the club also handles activities like Team Building games and Personal Analysis tests like MBTI test for the students thus enabling Organisational Learning over Individual learning.

dms
OPURENT
January 2020 | Volume 1

Digital Transformation Opportunities and Challenges

Product Development of Complex Engineered Products

How Design Thinking Can Accelerate Digital Transformation

Making Lemonade from Lemons

Healthcare Supply Chain in Perspective

OPCENTUATE
OPERATIONS CLUB
DMS, IIT DELHI

DMS Events

Parivartan

Parivartan is the Annual Management, Cultural and Sports fest of DMS IIT Delhi. It gives students a snapshot of the Indian business scenario through a spectrum of events ranging from business plan competitions, case studies, quizzes to seminars and talk sessions. It aims to provide the young management prodigies of the country a platform to know discuss and debate on contemporary corporate and social issues.

To top it off, the fest also witnesses participation from prominent industry stalwarts during the Cultural Night, which hosts events such as Comedy Night and EDM performances. This year witnessed SunBurn with performances from Sartek, Switchers and comedian Kumar Varun along with Group Dance and Street Drama. Parivartan is the spirit of DMS and imbibes the values of DMS at its core.



Additional stats for reference:

Domains covered under Management: HR, strategy, marketing, finance, operations, business quiz, content writing, Stock trading simulation.

Culture: Group & Solo dance, Street Drama (nukkad natak)

Total no. of Registrations: 9398

No of B-schools participated: 26

No of participants (on-campus):

- Business events: 292
- Cultural events: 338

No of sponsors: 21 (sponsorship in cash & kind)

- Associate Sponsor - Utkarsh Small Finance Bank
- Co-sponsors - Canara Bank & LIC

Building India Inc

BUILDING INDIA INC.

Building India Inc., the Annual Business Summit 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 economy. The business summit is an endeavor to connect academia, corporate, socioeconomic sector and the government in pursuit of advocating the great Indian growth and deliberating on challenges lying ahead for future managers of the country. Building India Inc. witnesses active participation from the drivers of change in the corporate and the social world, faculty from leading institutions and students from the top B-schools.

WHAT IS BUILDING INDIA INC.?

Building India Inc. (BII) is known for raising topics of contemporary Indian relevance, the professional treatment on them by eminent dignitaries from the practicing world and the appetizing question and answer session that customarily follows. It provides a splendid opportunity to the management students at DMS to conceive, create and carry out a fully fledged event on a subject of their interest as well as provides a stage to interact with distinguished practitioners from the field.



Global Field Study Program

Global Field Study Program (GFS) at Department of Management Studies, IIT Delhi provides a unique opportunity for MBA students to observe and understand the business dynamics and cultural variations at the global level. Half of the batch got an opportunity to spend a week across

three European countries- France, Belgium & Netherlands and explored the luxury and fashion ecosystem through academic experience, industry exposures, and cultural visits to better understand business in a global perspective. IESEG, School of Management, Paris, an elite business school situated in the corporate hub of Paris hosted our students for a complete four days' experience of the fashion & luxury world. Students of DMS, IIT Delhi attended a 14-hour course on Luxury & Fashion Management IESEG, School of Management. The course helped students to understand the concept of luxury brands, what constitutes the luxury industry today, its markets, players and recent challenges such as managing desirability and accessibility, going digital, etc. and specificities of various industries such as Perfumes -Wine & Spirit Watches & Jewellery -Fashion. For a complete understanding of fashion & luxury industries, students visited different industries in the premises of Paris and explored across their workshops to get a real-life exposure. Industry visits included visits to École Lesage, The Place vendôme, and the batch had a rich cultural experience by visiting places the Versailles, Louvre, Madurodam and the UEFA Champions League. The other half got an opportunity to visit Italy and study a course on Luxury management at MIP Politecnico di Milano, Graduate School of Business, a premier B-school situated in the capital of fashion and design, Milan, Italy. This also provided students an opportunity to understand the business environment and the cultural dynamics of Italy. The University program involved students visiting the headquarters of Italian luxury brand Moreschi in Vigevano. The students also visited the headquarters of Mantero Seta in Como. The batch visited the cities of Milan, Venice, Florence, Pisa and Mount Titlis in Switzerland and had a rich cultural experience.



Conclaves

Horizon '19

Theme: The Trust Conundrum: A Generation Losing Faith?

- Neeru Anand, Director HR, Acreaty
- Monica Marwah, University Hiring Leader (India), NCR-Corporation

- Megha Gupta, Director HR, Fiserv
- Vanitha Nitin, Director HR, Sun Life Financial
- Avishek Roy, Head HR, McCormick & Company
- Aparajita Roy, Director HR, PHFI



Theme: People Teams: Aligning Talent and Business

- Avadhesh Dixit, Head HR, Moody's Analytics
- Parul Verma, Director HR, Schneider Electric
- Sharad Verma, CHRO, Iris Software

- Priya Surana, Head HR, Jungle Games
- Harpreet Sandhu, VP-HR, IMG
- Sumit Sabharwal, CHRO, Fujitsu Consulting

Opera '19

Theme: Outlook for future Supply Chain: Agility and Resilience

- Sandeep Bhargava, COO and VP, OLA Skilling
- Vinay Kumar, Director Operations, Grofers
- Sanjay Gupta, VP, DS Group
- Vipul Aggarwal, Head-Supply Chain, Havells

- Firoze Zia Hussian, CSO, Delhivery
- Ashish Agarwal, President, Welspun
- Amit Sinha, COO, Richemont
- Sanjeev Duggal, COO, Bruce Clay
- Sridhar Kulkarni, Senior Director, Pepsico



Theme: Road Map to Lean Industry 4.0

- Mohit Grover, Director Industry 4.0 Consulting, Nagarro
- Parvez Siraj, Manufacturing Excellence leader-India, Target
- Nilekh Kumar, Chief Digital Operations, Nokia

- Sudeep Jain, Group Head - Strategic Sourcing, Bennet and Coleman co.
- Prabh Preet Pammi, Director - Operations, AIG
- Nitin Kochchar, COO, Hero Electronix
- Shantanu Kodesia, Head - Operations Enablement, Sun life Insurance

Strategia '19

Theme: The Looming Economic Downturn and the Strategy Forward

- Saurabh Gupta, Head strategy, Fortis Healthcare
- Sudhir Agarwal, Chief Strategy Officer, Silvertouch Technologies
- Nitin Bahl, Head Strategy, Savillis
- Jagdish Mitra, CSO, Tech Mahindra
- Naveen Khandelwal, Chief Investment and Strategy Officer, Hero Future Energies

- Rohit Gulati, Head - Strategy & Marketing, Karl Storz Endoscopy Private Limited
- Mayur Dogra, VP Finance and Development, ITC Limited



Theme: The Conundrum: Generalist vs Specialist in Consulting

- Sandeep Gupta, Director, AT Kearney
- Sayantan Chatterjee, Director, PwC

- Raghav Jindal, Senior Director, FTI Consulting
- Sudripto De, Partner, TCS
- Raghav Datta, Principal, Mercer
- Somikdeb Datta, Partner, Gartner
- Mayank Verma, Director- AI & Consulting, Fractal Analysis
- Simmi Dhimmija, Global Head Strategy, Tech Mahindra
- Ujjwal Jyoti, VP, Accenture Consulting
- Vinay Piparsania, Consulting Director, Counter Point Research



Confluence '20

Theme: Financial Sector: Route to resurgence of Indian Economy?

- Vikas Wadhawan, Group CFO, PropTiger.com
- Sumeet Bhandari, Senior VP, RBL Bank
- Rajesh Swami, Director- Finance, Baxter International
- Abhay Batra, CFO, Clovia
- Jatin Khanna, CFO, Max Financial Services

- Sanjay Mal, CFO, NIIT Technologies
- Hitesh Uppal, Head-Finance, Magicbricks.com



Theme: Marketing as a Service: Is it the future of Marketing?

- Jasrita Dhir, Head: Brand, Marketing & CSR, Fortis Healthcare

- Manik Mahajan, Director- Marketing, Michelin
- Rachit Gupta, CMO, EazyDiner
- Rakesh Bansal, Marketing Head, Lotus Group
- Avinash Choudhary, Sr. Brand manager: Kurkure, PepsiCo
- Shweta Srivastava, Head of Digital, BCD&M (Brand, Communications, Digital & Media), Philips
- Anand Narang, VP- Marketing, Bata



Mantra'19

Theme: Impact of digitization and buzz marketing in customer's decision journey

- Mr. Ajey Shiledar, CMO, Jindal Stainless
- Mr. Anshul Punhani, CMO (APAC & Middle East), Monster
- Mr. Arindam Mukhopadhyay, VP and Global head Consulting CoE, Gartner
- Mr. Dipesh Masrani, DGM Marketing, Carlsberg India Pvt Ltd
- Ms. Dola Halder, Brand Head, Doritos, India Region, PepsiCo
- Mr. Piyush Rajpal, Director Marketing & Strategy, Schneider Electric
- Mr. Sahil Deswal, Head Growth & Marketing, Times of India, Times Internet
- Ms. Sapna Arora, CMO, OLX

- Mr. Shashi Mukherjee, Head of Digital Marketing, RB Health, RB
- Mr. Vaibhav Mehrotra, Head of Marketing, DLF Office Business



Saksham

Theme: Impact of Economic Slowdown on CSR

- Akanksha Sharma, Head- Sustainability & CSR (Amongst '100 Most Influential CSR Leaders' globally), Sterlite Technologies Limited
- Ritu Jhingon, GM- Corporate Communication and CSR, Cairn India
- Vivek Prakash, Vice President CSR, Jubilant Life Sciences

- G. Sridhar, AGM-CSR, NTPC
- Chandan Bhavnani, Corporate Sustainability Professional, Yes Bank
- Piyush Goyal, Head- CSR, Strategy and Business, Tata Power Delhi Distribution Ltd
- Arun Singh Panwar, Vice President - Alliances Sustainability & CSR, Finnovation
- Neha Oberoi, Manager-HR, Lotus Herbals Pvt. Ltd.



Business Leader Lecture

Speaker	Designation	Organisation
Manoj Madhusudanan	India Head	Dunnhumby
Sangram Sinha	Head of International Business	Pernod Ricard India
Avinash Chandra,	Sr Director	Capgemini.
Akshay Agrawal	National Head-Ad Sales	Sony Pictures Networks
Feroz Khan	Partner and Associate Director	BCG
Upasna Batra	Ex-Head Business Development	Creditmantri
Rushikesh Humbe	Vice President HR	Merkele Sokrati
Tapaswi PVN	India Head Logistics	Henkel
Prasanna Pendse	Head of Technology	ThoughtWorks
Dipankar Mukherjee	Head Marketing and Sales	Mjunction
Sanjay Bhutani	Managing Director- India & SAARC	Bausch + Lomb
Amit Kalra	Chief Financial Officer	Hilti
Subhrajit Mukhopadhyay	Chief Actuary	Edelweiss Tokio Life insurance
Mehernaaz Zahir	Ex-Director, Human Resources, Asia Pacific	Pearson VUE
Ankush Minocha	Transformation Director	Wipro
Kushal Sanghvi	Business Head	Reliance Entertainment and Digital
Akhilesh Sabharwal	Senior Vice President	Fulcro
Apurv Abhay Modi	Managing Director	Atechnos
Shubhra Chakraborty	Marketing Manager	Phillips



Social Sector Attachment

NIVAH, as a committee collaborates with NGOs in providing students with a platform to contribute to society through the Social Sector Attachment (SSA) initiative. Since companies are moving more towards social responsibility and community engagement, we students being the future corporates, get a taste of that social engagement through SSA. Social Sector Attachment (SSA) is an initiative by DMS, IIT Delhi in which students work with various NGOs towards the empowerment and development of the society. It is a part of the course curriculum of our full-time MBA program and takes place after the first semester gets over. The students have to dedicate at least 28 hours towards social service, and the department in the next semester also evaluates their work. As a part of their SSA, our students have contributed to various NGOs by doing activities like teaching, brochure and website designing, database updation, financial modelling, surveying, doing disaster-relief work, social-media campaign designing, organising events, giving strategic measures to improve the NGO functionality, etc. Doing groundwork with direct community involvement is a compulsory part of the SSA program. NIVAH committee is responsible for carrying out all the SSA related tasks for the whole batch. We have



had the privilege to be associated with NGOs covering a diverse field of work, such as malnutrition, education, employment, disaster management, child trafficking, youth empowerment, communication, environment, etc. Some of our NGO partners are Smile Foundation, Akshay Patra, YouWeCan, Bachpan Bachao Andolan, Udayan Care, Helpage India, Action Aid, Dreamgirl Foundation, Goonj, Arohan, Hunar, Tamana, Tarkeybein, etc.

Through this activity, our objective is to sensitise our students towards the challenges that exist in our community. The SSA aims to be able to ingrain a will in students to contribute for a good cause and synergise their talent, skill and will to make some tangible contribution towards the society.



Campus Engagement Program



Live Projects

The concept and exercise of Live Projects is quite unique to IIT Delhi. The academic system at DMS, IIT Delhi offers ample time and mental space for the pursuit of current and ongoing projects in research and in the Industry, providing a very distinctive and greatly beneficial platform to its students for gaining additional industrial experience. These opportunities provide students a chance to implement their classroom learning in a real business scenario and also help them understand the responsibilities attached to various roles

Guest Lectures

The guest lecture initiative at DMS IIT Delhi aims to enrich the participants by accentuating their academic learning with real time industry knowledge. It also provides corporates one of the most direct channels to interact with a student fraternity that possess a very high intellectual quotient and indirectly identify the best potential industry talent at its source

Winter Internships

Industrial internships are an integral part of an MBA program, forming the backbone for placements and careers. It is in keeping with this design that DMS offers its students an additional avenue for pursuing internships during the winters, supplementing the more traditional summer internship placements. Leveraging the six-week winter vacation prescribed by IIT Delhi's academic calendar, students at DMS are provided a unique opportunity to participate in an additional internship process for one-and-a-half month's duration during December-January. A wide variety of excellent profiles are offered by our Recruiters for winter internships presenting hands-on experience, more industry exposure and handsome stipend

Final Placements

The class of 2018-20 was offered coveted profiles across domains by some of the most respected names in the industry who were looking for a talented pool of candidates. The Final placement drive at DMS IIT Delhi aims to unleash the highest order of industry- ready talent into the corporate circles. Students received offers for profiles in Manufacturing, Supply Chain Management, Consulting, Banking and Finance, General Management as well as in leadership roles. Several students received international placement offers indicative of the spread of Brand DMS, IIT Delhi in the industry

Summer Placements

8 weeks period after the completion of the first year of the MBA program has been earmarked by the institute for its students to intern at some of the most prestigious organizations and develop a practical understanding of the theory that has been taught so far. A typical MBA program necessitates industry exposure and hands-on experience, traditionally offered to students in the form of a two month summer internship-placement during the summer break between academic years. DMS leverages the structuring of IIT Delhi's academic calendar, offering to its students a longer summer break, making provisions for a unique summer internship program that can be extended to three months. A beneficial differentiator for DMS, an additional month in summer internships presents the potential for greater industry exposure and a longer period for corporate interaction.

Placement Process

The placement process of DMS, IIT Delhi starts with the companies approaching the Placement Cell, DMS IIT Delhi. Organizations can directly contact placements@dmsiitd.org to communicate their intent to participate in the campus recruitment process. Following that, the organizations can conduct Pre Placement talks for the students where they may showcase their company, the job on offer and its compensation details. After the Pre Placement Talks, the placement cell of DMS IIT Delhi shares the batch profile and resumes of the interested candidates with the respective organizations. The companies are then given slots to visit the campus for when the campus recruitment process is organized, abiding by the norms of Placement Cell, Department of Management Studies, IIT Delhi.



Courses

Information Systems

- Information Systems Management
- Business System Analysis and Design
- Decision Support and Expert Systems
- Business Process Re-engineering
- Technology Management
- Electronic Commerce
- Business Intelligence
- Business Analytics
- Current and Emerging Issues in IT
- Cyber Security: Managing Risk
- Data Visualization
- Software Project Management
- Electronic Payments
- IT Consulting Practice
- Business Research Methods

Marketing

- 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
- Shoestring Marketing
- Current and Emerging Issues in Marketing
- Advertising Management
- Promotion Management
- Research Methods

Strategy

- 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
- Game theory

Finance

- Managerial Accounting and Financial Management
- Managerial Economics
- 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
- Investment Banking
- Wealth Management
- Risk Management
- Current and Emerging Issues in Finance
- Banking & Financial Services
- Merges and Acquisitions
- Asset Management

Human Resource

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

Operations

- Quantitative Methods in Management
- Operations Management
- Manufacturing Strategy
- Supply Chain Logistics Management
- System Reliability, Safety and Maintenance Management
- Total Project Systems Management
- Total Productivity Management
- Supply Chain Analytics
- Supply chain Modelling
- Manufacturing Management
- Material Management
- Group Technology & Production Strategy
- Automation in Manufacturing
- Total Quality Management
- Industrial Waste Management
- Advances Six Sigma tools
- Current and Emerging Issues
- Applied Operations Research
- Procurement Management

Prominent Alumni & DMS Entrepreneurs

Prominent Alumni



Sudipto Ghosh
Year: 1997-2000
Position: Executive Director
Company: Lenovo



Priyank Kalra
Year: 1999-2002
Position: CEO
Company: Farmtrac Tractors Europe Sp.zo.o



Amit Kumar
Year: 2006-2008
Position: Chief Operating officer
Company: ArcelorMittal



Anand Krishna Rohatgi
Year: 2002-2004
Position: Chief Operating Officer
Company: Synergy Consulting Inc



Syed Rushdi Ali
Year: 2005-2007
Position: CFO Power Digital - Middle East, Africa, China and India
Company: General Electric



Anshul Kheterpal
Year: 2005-2007
Position: CFO
Company: Freecharge



Aneesh Chaudhry
Year: 1997-1999
Position: Chief Data Officer
Company: Hindustan Unilever Limited



Deepak Bhatia
Year: 1997-1999
Position: Director - Infrastructure and Operations
Company: Egon Zehnder



Neeraj Arora
Year: 1999-2001
Position: Partner
Company: Deloitte



Sumit Kumar
Year: 2001-2003
Position: Group Executive Vice President
Company: Yes Bank



Taranjeet Singh Walia
Year: 2003-2005
Position: Director and Head, Cash and trade
Company: Barclays



Marut Setia
Year: 2005-2007
Position: Chief Marketing Officer
Company: GE Healthcare



Sarthak Prakash
Year: 2010-12
Position: Global Supply chain and Sourcing
Company: GE Power

Entrepreneurs



Tarun Dara
Year: 1998-2000
Company founded: Explorars



Kapil Bardeja
Year: 2001-2003
Company Founded: Vehant Technologies



Anuj Jalote
Year: 2008-2010
Company Founded: PokerLauncher



Nishant Gupta
Year: 2008-2010
Company Founded: Bliss Botanicals



Mayank Premi
Year: 2001-2003
Company Founded: Beacon Analytics



CAMPUS ENGAGEMENT BROCHURE 2020-21

Department of Management Studies
Master of Business Administration
IIT Delhi

Corporate Relations & Placement Committee



Aditi S R
6360270984



Anindya Mukherjee
9792661914



Atri Gulati
9855335838



Bhavani Erupudi
7981681339



Krittibas Majumdar
9591353906



Kunal Deshwal
8368564619



Kunal Kapadia
7678250900



Mayank Joshi
8979477591



Nandeesh Kumar
9106610461



Shubham Yadav
9999054293



Shubhi Agarwal
8360221182



Vijay Bandhiya
9664654564

Email- corporate.relations@dmsiitd.org

www.dms.iitd.ac.in

Department of Management Studies

IV floor, Vishwakarma bhawan, IIT Delhi, Hauz khas, New Delhi, 110016