



# Shri Niranjanlal Dalmia

*(4th September 1915 - 26th September 2005)*

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*Founder - Chairman*

**NIRANJANLAL DALMIA EDUCATIONAL SOCIETY**

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# M E M B E R S

## MEMBERS OF THE MANAGING COUNCIL

**Shri. Shivkumar Dalmia** | Chairman

**Shri. Shailesh Dalmia** | Honorary Secretary

**Prof. Seema Saini** | CEO

**Prof. Dr. Dinesh Hegde** | Dean - Academics

**Dr. D.M. Nachane** | Professor Emeritus IGIDR & Chancellor Manipur Central University

**Dr. Sunil Rai** | Vice Chancellor, MIT ADT University, Pune

**Dr. M.A. Khan** | Ex-Registrar Mumbai University, CEO - Haj Committee of India

## ACADEMIC ADVISORY COUNCIL – FINANCE

**Mr. Chaitanya Ghaisas** | Director, Citicorp

**Aman Singhania** | Vice President & Head, Index Development & Research, NSE Mumbai

**Anil Talreja** | Partner, Deloitte

**Shailesh Prajapati** | AVP, Elizabeth Parle Tools Pvt. Ltd. (Alumnus MMS 2005-07 Batch)

**Prof. Dr. Anil Gor** | Professor, HOD Finance & Chairman Placements

## ACADEMIC ADVISORY COUNCIL – MARKETING

**Kaustubh Shukla** | COO Industrial Products Division, Godrej & Boyce Manufacturing Co. Ltd.

**Dr. Gibson Vedamani** | Founder & CEO, Retail Solutions & Learning Tech LLP | Director, Heavenly Foods Pvt. Ltd | Author & Retail Professional

**Mr. Manoj Nair** | National Marketing and Product Head at Flight Centre Travel Group India (Alumnus MMS 1997-99 Batch)

**Dr. Joyeeta Chatterjee** | Professor & HOD Marketing

## ACADEMIC ADVISORY COUNCIL – HUMAN RESOURCES

**Soumitra Dutt (OXON)** | Sr. Advisor, United Nations (Empretec). President - First Equals Global

**Dr. Sharad Sawant** | TISCO Chair Professor in TISS, Former Director - Maharashtra Institute of Labour Studies

**Prof. Seema Saini** | CEO, Professor HR

**Prof. Dr. Rima Ghosh Chowdhury** | Professor, HOD HR

# ABOUT US

Located at Mira Road, N. L. Dalmia Institute of Management Studies and Research (NLDIMSR) was established in the year 1995 by the late Shri Niranjanaaji Dalmia with the vision to become a world-class management Institute. Currently, we rank among the top B-schools of India and one of the most preferred business schools in Mumbai.

We commenced our academic program in the year 1997 and are known for being one of the fastest evolving B-schools in India today. We believe in creating, nurturing and transforming business leaders through academic rigour, coupled with holistic exposure to the industry.

NLDIMSR offers a 2-year full-time PGDM (AICTE approved), 2-year full time MMS degree programme (Affiliated to University of Mumbai), 3-year part-time degree programmes in Marketing, Finance & Human Resource (Affiliated to University of Mumbai) and a one plus one Global MBA degree in partnership with University of Wisconsin, Parkside, USA (AACSB Accredited State University) apart from being a recognised Research Centre for Ph.D. programme of University of Mumbai.

Our faculty has established industry veterans and scholars with their research papers published in various prestigious national & international journals. Our scrupulously designed curriculum empowers students to meet the evolving industry requirements and updates them with the latest trends. At the end of the first year, as a part of the curriculum, our students are encouraged to take up full-time internships to get hands-on industry experience and understand the corporate culture.

We have been growing strength to strength since 23 years, striving to establish new norms of excellence and fast emerging as a prominent B-School in India. The Institute has seen consistently high ratings in terms of recruiter perception, with students serving as successful ambassadors in reputed firms.

## THE INSTITUTE IS ISO 9001:2015 CERTIFIED AND HAS BEEN ACCREDITED 'A' GRADE BY NAAC

In addition, it also enjoys the premier college status by **ASIC** (Accreditation Services for the International Colleges), UK. We are ranked A\*\*\* at the State level and A\*\* at the National level by **CRISIL**. Adhering to our long-term vision and looking at the ever-expanding role of data to make better organizational decisions, we recently flagged off the 11-month PG programme in Big Data and Advanced Analytics with SAS.



# ACCREDITATIONS, AFFILIATIONS, MEMBERSHIPS & CERTIFICATIONS

We are ISO 9001:2015 certified by UKAS, United Kingdom Accredited Services & SGS.

With the mission to advance quality management education through accreditation, memberships and value added services, the Institute has been awarded "Premiere College Status" by Accreditation Service for International Schools, Colleges & Universities (ASIC), UK.

The Institute has also been awarded 'A' Grade by National Assessment and Accreditation Council (NAAC).

Our 2 year full-time PGDM is Awarded A\*\* (National Level) and A\*\*\* (State Level) grading by CRISIL.

## WE ARE PROUD OF OUR ASSOCIATIONS AND MEMBERSHIPS WITH PROFESSIONAL BODIES LIKE:

- Advance Collegiate School of Business (AACSB), USA
- European Foundation for Management Development (EFMD), Belgium
- European Foundation for Management Development Global Network
- (EFMDGN), Belgium.
- Bombay Management Association (BMA)
- Confederation of Indian Industry (CII)
- Institute of Management Consultants of India (IMCI)
- Indian Merchants Chamber (IMC)
- Association of Indian Management Schools (AIMS)
- All India Management Association (AIMA)



# VISION

- To be a World Class Management Institute

# MISSION

- To provide value based quality management education with a global outlook and social conscience

# QUALITY POLICY

- We at N. L. Dalmia Institute of Management Studies and Research are committed to nurture, empower and enhance skills of future business leaders by providing value-based quality education

# OBJECTIVES

- To train young minds to excel in professional and personal life
- To upgrade the managerial skills and competencies of working executives
- To research in various functional disciplines
- To provide solution-based consultancy services
- To be value based and ethical in all aspects of life



## CHAIRMAN'S ADDRESS

We live in a challenging world brimming with technological, social, virtual and economic innovations. Education imparted in academic institutions actively enables students to cope with the rapid, changing world around them by disseminating knowledge and values which will certainly mould the leaders of tomorrow. It has been my philanthropic father, late Shri Niranjnlal Dalmia's vision and dream to create an educational institute that encourages the imparting of knowledge and wisdom, rather than just good academic results. We, at N. L. Dalmia Institute of Management Studies & Research, strive to emulate his ideas and work towards realizing his dreams of imparting high-quality education and empowering our students to write their individual success stories.

I trust our students to rise as winners in this competitive world and embark on a journey to become ideal Indian citizens while preserving our values and shouldering the responsibilities of life with confidence, impeccable character and a discerning judgement.

Warm regards,  
***Shivkumar Dalmia***



### **Social Welfare And Growth Award For “Empowering Social Change Through Education”**

Conferred by  
CSR Journal Excellence Awards in at Vigyan Bhavan,  
New Delhi.

### **Best Management Institute Award - Research Excellence And Academic Award**

Conferred by  
Combined Society for Educational Research and  
Development, Dehradun

### **Best Education Brand**

Conferred by  
Economic Times

### **Kotler Award For Best Visionary Leader In Education**

Conferred upon  
Shri Shailesh Dalmia - Hon. Secretary  
N. L. Dalmia Educational Society  
At the World Marketing Summit, New Delhi.

### **Kotler Award For Excellence In Business Education**

Conferred by  
The World Marketing Summit, New Delhi.

### **Asia 's Greatest Leaders**

Award was presented to  
Shri Shailesh Dalmia - Hon. Secretary  
N. L. Dalmia Educational Society  
By Asia One Magazine

### **Top Private Business Schools In Maharashtra**

Ranked amongst the Top 15 Private Business Schools in  
Maharashtra by Education World.

### **India's Best Management Institute, West India Region**

Conferred by  
India's Education Excellence Award

### **Excellence In Infrastructure**

Conferred by  
India Today Group -Excellence in Education Award

### **Mid-day Excellence In Education Award :**

- Visionary Leadership in Education Society
- Exemplary Contribution in Education - Gaurav Icon, Mid-day
- Excellence in B-School Education - Western Mumbai
- Excellence in Infrastructure - Mumbai





# L. Dalmia<sup>®</sup> Educational Society











The N. L. Dalmia Institute of Management Studies and Research established in 1995, enjoys a stellar reputation in business and management circles. When we started in 1997, we were ranked amongst the top 700 B-Schools all over India. Now, we are amongst the top Institutes in Mumbai. Good leadership facilitates individuals, companies and industries to think differently about how to do business for the benefit of the stakeholders and the society. It transforms behaviour, creates new opportunities, inspires decisive action, motivates excellence and represents the best of essential leadership skills.

Quality leadership begins with an idea that is communicated and embraced by others. At our management Institute, we train students to think independently and nurture ideas. This process results in grooming the future leaders. When this exercise is driven by values and ethics, it shapes young students graduating from our business school with leadership qualities that will go a long way in building a civilized, prosperous and progressive society.

I welcome you to our Institute.

Warm regards,  
**Shailesh Dalmia**



## CEO'S ADDRESS

Greetings from N. L. Dalmia Institute of Management Studies and Research!

Our deep commitment to Management Education, balanced with social responsibility ensures that students attain a first-hand understanding of the challenges faced by our economy at large and the community in particular. Through case studies, business games simulations, research projects, coaching and mentoring, our students are encouraged to develop an acumen, which will enable them to become successful business leaders.

The Institute strongly believes in disseminating relevant knowledge that serves the requirement of the industry. The Institute has been regularly inviting faculties from renowned foreign universities that give our students a global exposure and provides the invaluable learning experience of cross-cultural business environments, an essential and critical exercise in becoming a successful leader. I wholeheartedly welcome you to experience academic excellence here.

Warm regards,

***Prof. Seema Saini***

# DEAN'S ADDRESS

At NLDIMSR, our aim is to strive for excellence as a continuum and provide students with quality management education with global outlook and social conscience. At the core of this endeavour are the Indian ethos and values. So, our budding managers and leaders are firmly grounded with their minds open to the latest developments and ideas of the contemporary world. Our most recent efforts have been to sensitize students to the emerging technologies by organizing conclaves, workshops, seminars and conferences. In the process, we regularly update our curriculum and syllabi, bringing in rigor and relevance. This is complemented with regular inputs from our alumni and industry experts from time to time. We also have

a competent team of faculty with sound academic background and rich industry experience. The state-of-the-art library, IT facility and Bloomberg lab give the students access to live data on corporates, industries and economies across the globe.

I am happy to inform you that our students have been placed in top notch companies over the years and risen to higher rungs of the corporate ladder in a short period of time.

Warm regards,  
***Dr. Dinesh Hegde***



# CHAIRMAN PLACEMENT

Dear Friends,

N. L. Dalmia Institute of Management Studies & Research continues to serve the corporate and academicians. It is certainly a matter of immense satisfaction and pride that we are getting continuous positive feedback from the corporates, that our alumni are excelling in their performance and taking their respective organizations to greater heights. The fact that most of the recruiters keep visiting the campus year after year to recruit our students both for summer internship and final placements itself is the proof of the corporate world's confidence in us. We are also pleased to place on records that our placement partners actively join us in all our activities right from selecting candidates for new batch to complementing our efforts by visiting the campus for guest lectures highlighting the current industry practices.

We immensely value our relationship with you and find pleasure in keeping in constant touch with you. We are grateful to you for your support, which helps us our excel in jobs as academicians and meeting your expectations.

We invite and welcome all the leading Indian organizations and transnationals to visit our campus for offering job opportunities to our students. But for your great support and proactive inputs, we would not have been where we are today in this fast moving competitive world.

We welcome you once again to our campus and are sincerely waiting for the opportunity to serve you.

Warm regards,  
***Dr. Anil Gor***



# INTELLECTUAL CAPITAL



## PROF. SEEMA SAINI

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MS-HRD (USA), PMP (USA), MA(Economics)  
CEO  
Faculty - Human Resources  
Organisational Development & Personal Assessment,  
Leadership Behaviour



## DR. DINESH HEGDE

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Ph.D., MA (Econometrics & Mathematical Economics)  
Dean - Academics  
Faculty - Research Methodology  
Quantitative Analysis, Business Environment & Policy



## DR. GULAB MOHITE

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Ph.D., M.Phil., MA (Economics)  
Dean - Administration



## DR. ANIL GOR

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Ph.D. (Mergers & Acquisition), LLM, MFM, M.Com., FCS, CAIIB  
HOD - Finance  
Chairman Placements  
Head - MMS  
Mergers & Acquisitions, Taxation & Corporate Governance





### **DR. JOYEETA CHATTERJEE**

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Ph.D., MBA, BA (Economics)  
HOD - Marketing  
Faculty - Marketing

Marketing Management, Strategic Brand Management,  
Retailing, Services Marketing



### **DR. RIMA GHOSE CHOWDHURY**

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Ph.D., MBA, B.Pharm. Tech., Diploma in ISO 9000 & TQM  
HOD - Human Resources  
Faculty - Human Resources

HRM, High Performance Leadership  
Development & Personal Growth Lab, HR Analytics



### **DR. MANGESH KASBEKAR**

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Ph.D.(Business Management), MMS (Marketing), B.E. (Electronics)  
Program Head - Global MBA Programs  
Head Admissions - PGDM  
Faculty - Marketing

Marketing Research & Analysis,  
Business Research Methods, Business Communication



### **PROF. ULHAS DE SHPANDE**

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Pursuing Ph.D., LLB, MLS, B.Sc.  
Faculty - Human Resources

Labour Laws, Organisation Behaviour, Compensation & Benefits,  
Industrial Relations & Labour Welfare



### **PROF. PIUS MORAS**

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MA (Social Welfare Administration - TISS), BA (Psychology - Gold Medalist - M.U.)

Chairperson -Alumni Connect  
Chairperson - MSR Program  
Faculty- General Management

Principles & Practices of Management  
Business Communication



### **DR. AMARJEEV KAUL**

---

Ph.D., M.S. MBA (USA),  
B.Tech., (IIT - Kharagpur)  
Faculty General Management  
HOD - General Management

Strategic Management



### **DR. NIGEL D'SILVA**

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Ph.D. (Econometrics) , FDP (IIM-A), MBA (Australia), B.Sc. (Stats.)  
Faculty - General Management & Emerging Technologies  
Head - Emerging Technologies

Business Analytics



### **PROF. ANUPAM SINHA**

---

M.Tech. (IIT- Kharagpur)  
Faculty - General Management

Business Statistics, Operation Management



### **DR. SINIMOLE K. R.**

---

Ph.D. (TISS), MSc., BSc.  
Faculty - General Management

Business Statistics, Operations Research, Operations Analytics



### **DR. KANTI MOHAN**

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Ph.D.  
Faculty - Human Resources

Organisation Theory, Organisation Behaviour,  
Learning & Development,  
Human Resource Management



### **PROF. CARAL D'CUNHA**

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Pursuing Ph.D., NET, MA (Psychology), MMS - HR, BMS, Diploma in Labour Laws and Labour Welfare  
Faculty - Human Resources

People & Performance/ Organisational Behaviour, Performance Management Systems, Human Resource Management, Training and Development



### **DR. M. R. KOSHTI**

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Ph.D., MBA (IIM Ahmedabad), B.E.  
Faculty - Marketing  
Head - Part Time MBA Courses

Principles & Practices of Management, Customer Relationship Management, Event Management, Marketing Management



### **DR. RASHMI JAIN**

---

Ph.D, MMS (Marketing), BE (Computer)  
Faculty - Marketing

Digital Marketing, Marketing Management, Marketing Analytics, Integrated Marketing Communication.



### **DR. AMIT SHRIVASTAVA**

---

Ph.D., PGDBM (Marketing), B.Sc.(Maths)  
Faculty - Marketing  
Head - Accreditation

Marketing Management, Strategic Marketing Management, Rural Marketing, Marketing Analytics



### **DR. BAISAKHI MITRA MUSTAPHI**

---

Ph.D. ,MBA, BA (Hons)  
Faculty - Marketing

International Marketing, International Business





### **PROF. RUPESHKUMAR SIYODIA**

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Pursuing Ph.D. (NMIMS), Diploma in Export-Import Management (ETTI-Mumbai)  
MMS (Mumbai University), BSc.

Faculty - Operations & Supply chain Management

Operations Management, Logistics & Supply Chain Management ,  
Materials Management



### **DR. JYOTI NAIR**

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Ph.D, FCA, M.Com., B.Com.

Faculty - Finance

Head - PGDM

Advanced Financial Statement Analysis (AFSA),  
Corporate Valuation, Financial Accounting,  
Direct & Indirect Taxation



### **PROF. VIJAY KANCHAN**

---

MBA (JBIMS), PET, B.Sc. (Chemistry)

Faculty - Finance

Fixed Income, International Finance, Derivatives & Risk Management,  
Financial Management, Financial Markets and Institutions



### **PROF. SATHIANARAYANA MURTHY**

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MBA (International Business), M Com (Banking & Insurance), MFM,  
MA (Business Economics), CAIIB, Diploma in Treasury Management  
Faculty - Finance

Certified Bank Trainer, Certified Bank Compliance Professional  
Treasury & Risk Management, Banking & Insurance



### **DR. CHIRAG SHAH**

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Pursuing Ph.D., MMS (Finance), BBA, DMTT, DBM

Faculty - Finance

Derivatives, Fixed Income Securities,  
Security Analysis & Portfolio Management



### **DR. CHETANA ASBE**

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Ph.D., CFA (ICFAI), MFM, NET (UGC), M.Com., B.Com.  
Faculty - Finance

Financial Management, Financial Accounting, Cost & Management Accounting, Financial Markets & Institutions



### **DR. SASMITA SINGH**

---

Ph.D., MMS, B.Com.  
Faculty - Finance

Financial & Cost Accounting, Management Accounting, Financial Management, Business Law



### **DR. RUCHIKA AGARWAL**

---

Ph.D., MA, PGDBM, B.Sc.  
Faculty - Finance

Security Analysis & Portfolio Management (SAPM)  
Macro & Micro Economics  
Financial Management (FM)  
Financial Markets and Institutions (FMI)



### **PROF. KHUSHBOO VORA**

---

Pursuing Ph.D. NET, SET, PGDBM (Finance), M.Com., BMS  
Faculty - Finance (Management)

Financial Markets & Institutions  
Strategic Financial Management



### **PROF. PRAKASH RATHOD**

---

MBA (Finance), B.Com.,  
Diploma in Computer Application, CISI

Faculty - Finance Bloomberg Expert



### **PROF. MASUMA CYCLEWALA**

---

LLM (Criminal Administration), LLM (Business Law)  
Faculty - Business Law

Legal Aspects of Business, Financial Regulation



### **DR. VIJETA CHAUDHARY**

---

Ph. D, M. Phil, MA (Economics), Diploma in Statistical Techniques & Application  
Research Associate

Economics, Statistics using SPSS



### **MS. SAJITA PRADEEP**

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MHRDM, DMS, M.Com.  
Manager - Corporate Relations





# INFRASTRUCTURE



## CAFETERIA



## MDP



## COMPUTER LAB







AUDITORIUM



SEMINAR  
HALL



BLOOMBERG LAB



CAMPUS

# PROGRAMS CURRICULUM

## **Masters of Management Studies (MMS)**

Two years full-time degree  
Affiliated to the University  
of Mumbai.

## **Post Graduate Diploma in Management (PGDM)**

Two years full-time Diploma Program  
Recognised by AICTE & Ministry of HRD,  
Govt of India, New Delhi

## **Three year part-time Masters Degree (Affiliated to University of Mumbai)**

- Masters in Marketing Management (MMM)
- Masters in Financial Management (MFM)
- Masters in Human Resource Development Management (MHRDM)

## **Global MBA Program**

- MBA, University of Wisconsin, Parkside, USA

## **Doctorate Degree**

- Affiliated to University of Mumbai

# GLOBAL MBA PROGRAM

in association with



## University of Wisconsin, Parkside, U.S.A.

University of Wisconsin, Parkside, estd. 1968 is a State University offering an MBA Programme in alliance with N. L. Dalmia Institute of Management Studies and Research. UW - Parkside empowers graduates with the knowledge and practical skills vital to achieving personal and professional success in the changing local and global landscape.

## UW - Parkside - Accreditation

- Association to Advance Collegiate Schools of Business (AACSB)
- Higher Learning Commission (HLC)

## Eligibility

1st Year at NLDIMSR:

1. A candidate must have passed a three-years Bachelor's degree examination as per university rule from any UGC recognized University with preferably 50% at the time of graduation.
2. The candidate has to appear for any of the seven entrance examinations: CAT/XAT/CMAT/CET/MAT/ATMA/ NL Dalmia Aptitude Test.
3. The institute performs PI session as well as document verification of academic qualification from school to graduation.

Students who successfully complete the first year (11 months) of this programme at NLDIMSR will be eligible for the 2nd year at UW-Parkside, MBA Program.

2nd year at Wisconsin-Parkside, USA:

Students should clear a 16 credit foundation course at NLDIMSR with a minimum US equivalent GPA of 2.75 on a scale of 4.0. For an international student scholarship, a minimum GPA of 3.0 on a scale of 4.0 is required.

## Advantages

- A State University offering a full time MBA Degree • Internationally accredited Institution
- TOEFL & GMAT waived off • Work experience - waived off
- International Scholarship on scoring minimum 3.0 GPA • Global Career opportunities

# ADDITIONAL CERTIFICATIONS OFFERED

Our Institute philosophy has been to nurture, transform and create global business leaders. In order to adhere to the industry trends and demands of the global corporate world, we nurture our students to be industry ready, and transform them to meet and deliver on the expectations of respective industry segments in emerging technologies such as Big Data Analytics, Machine Learning, Artificial Intelligence, Augmented Reality, Reporting Tools, Business Intelligence, etc. These global certifications are offered in association with industry leaders such as Bloomberg, SAS, Alphabeta, SPSS, Markstrat, My Social Responsibility (MSR), etc.

## Bloomberg

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## SPSS®

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## sas®

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## markstrat

BY STRATX

## aiwmi

Association of International  
Wealth Management of India

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## CCRA™

CERTIFIED CREDIT RISK ANALYST

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# GLOBAL EXPOSURE



**DR. GURU GHOSH**

Vice-President,  
Outreach & International Affairs,  
Virginia Tech, USA



**DR. ROBERT DUCOFFE**

Provost & Vice Chancellor  
University of Wisconsin - Parkside, USA



**DR. PHILIP YOUNG**

Author & Economist  
Cornell University, USA



**MR. DAVID ALLEN**

Time MTHR Cxo Forum, USA



**DR. MICJELE GEE**

Associate Dean,  
Director of Graduate Programs  
University of Wisconsin - Parkside, USA



**DR. LESA HANLIN**

Executive Director,  
Roanoke Regional Initiatives  
Virginia Tech, USA



**MARGARET OSBORNE**

Professor,  
Seneca Business, Canada

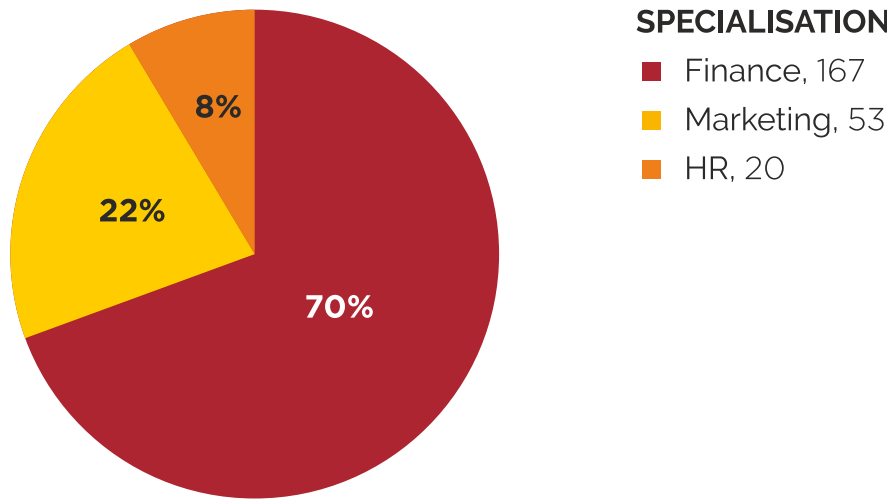


**DR. PARAG DHUMAL**

Associate Professor  
University of Wisconsin - Parkside, USA

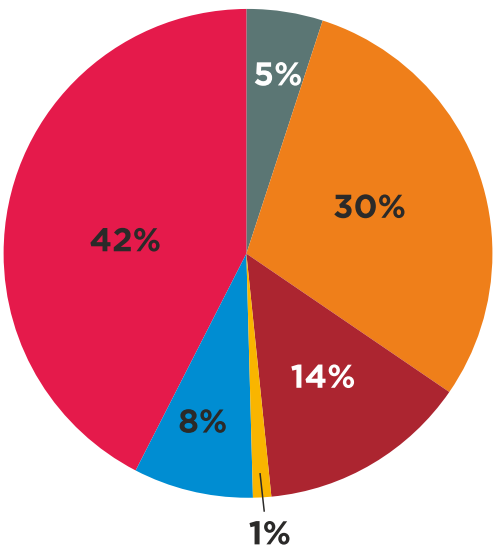
# STUDENT COMPOSITION BATCH 2018-20 : 240 STUDENTS

## SPECIALISATION



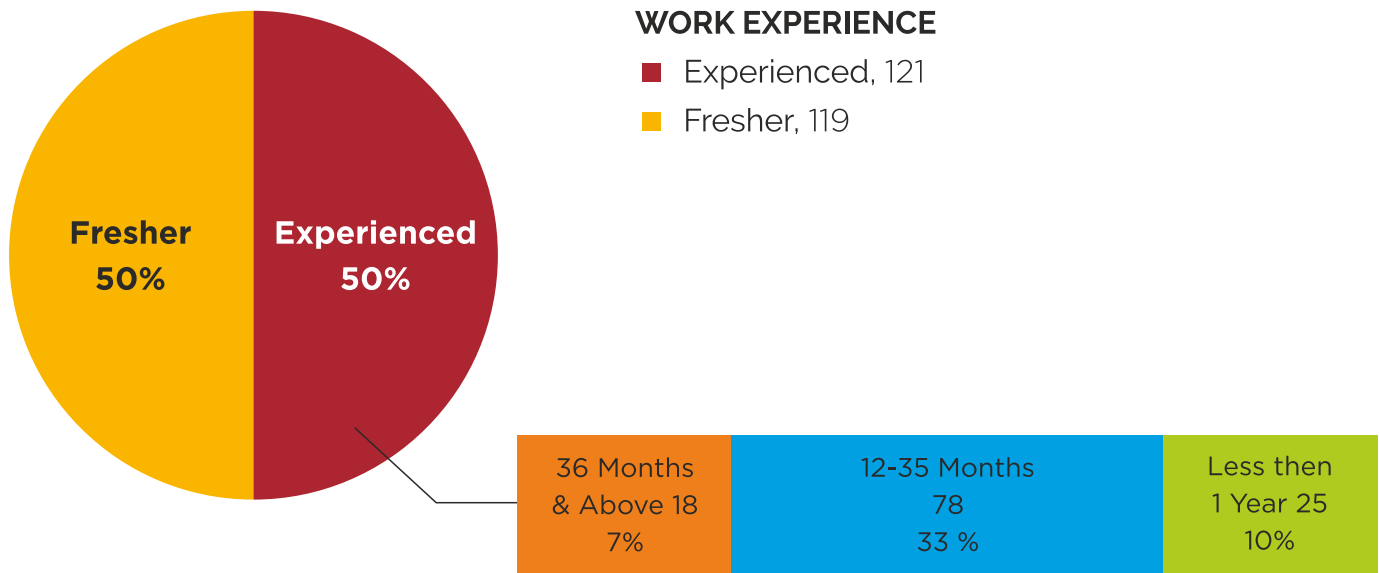
## GRADUATION QUALIFICATION

- M.Com., 12
- B.Com. / BAF / BBI / BFM, 71
- BMS / BBA / BMM, 33
- Others (B.Arch. / B.Pharm.), 3
- MSc. / B.Sc. / BCA, 19
- B.E. / B-Tech, 102



## WORK EXPERIENCE

- Experienced, 121
- Fresher, 119



## COMMON SUBJECTS FOR ALL STREAMS

### PGDM SEMESTER I

Principles and Practices of Management  
People and Performance  
Business Environment  
Financial Accounting  
Business Statistics  
Marketing Management -I  
Operations Management  
Business Law  
Strategic IT for Management  
Business Communication  
Financial Markets and Institutions ( For Finance)  
Digital Marketing ( For Marketing )  
Human Resource Management ( For HR )

### MMS SEMESTER I

Perspective Management  
Organization Behavior (Elective)  
Business Environment  
Financial Accounting  
Business Statistics  
Marketing Management - I  
Operations Management  
Legal Aspect of Business  
Information Technology for Management (Elective)  
Effective & Management Communication (Elective)  
Financial Markets and Institutions ( For Finance )  
Digital Marketing ( For Marketing )

### SEMESTER II

Marketing Management - II  
Financial Management  
Operations Research  
Business Research Methods  
Managerial Economics  
Corporate Social Responsibility  
Direct and Indirect Taxation  
Summer Internship Project

### SEMESTER II

Marketing Management - II  
Financial Management  
Operations Research  
Business Research Methods  
Managerial Economics  
Corporate Social Responsibility  
Direct and Indirect Taxation

#### **Additional Subjects (PGDM Finance)**

Analysis of Financial Statements  
Banking and Financial Services  
Cost and Management Accounting  
Financial Regulations

#### **Additional Subjects (PGDM Marketing)**

Sales and Distribution Management  
Selling and Negotiation Skills  
Customer Relation Management  
Consumer Buying Behaviour  
Rural Marketing

#### **Additional Subjects (PGDM HR)**

HR Information System  
Labour Laws  
Learning & Development  
Compensation & Benefits

#### **Additional Subjects (MMS Finance)**

Analysis of Financial Statements  
Banking and Financial Services  
Cost and Management Accounting  
Financial Regulations

#### **Additional Subjects (MMS Marketing)**

Human Resource Management  
Sales and Distribution Management  
Marketing Metrics and Audit  
Rural Marketing  
Marketing Analytics

# HOD FINANCE & CHAIRMAN PLACEMENT



Dear Friends,

It is indeed a matter of great pleasure to interact with you to update you on some of the initiatives taken by our Finance Department and the Institute to ensure that our students are ready to perform and possess skill sets relevant to the industry:

- a) **Bloomberg Lab:** Our Institute is the first in Mumbai to have a setup of 12 terminal Bloomberg laboratory. We are making special efforts to ensure that every student is not only familiar with using Bloomberg Data, but also obtaining online Bloomberg certifications. These students extensively use the data available on Bloomberg for their assignments as well as projects. It is a great pleasure to inform you that our students won the first ever Bloomberg Olympiad held by **T.A. Pai Management Institute, Manipal**. We also conduct tests for students to ascertain their proficiency in use of Bloomberg database and award certificates to those who score 70% marks or above.
- b) **Additional Programs:** In addition to academic curriculum, we conduct several certificate programs to train our students in acquiring skill sets which make them industry ready. During last year we conducted special certificate programs as under:
  - 1. Equity Research and Valuation
  - 2. Technical Analysis
  - 3. Treasury and Foreign Exchange
  - 4. Investment Banking
  - 5. Financial Analytics (Introduced this year)
  - 6. This year we are also introducing a special subject of Corporate Credit Analysis & Finance, to prepare our students for taking up the responsibilities of a Finance Manager in various companies or credit appraisal officer of commercial banks.
- c) **Corporate Interactions:** Apart from conducting national level competitions and seminars, our institute has made it a practice to invite corporate guests / alumni to interact with our students every week to acquaint them with the current industry practices. With continued support from all our placement partners, we continue our efforts to provide you best talent to help you achieve your corporate goals.
- d) **Institutional Tie Ups:** We have also tied up with
  - i. MCX: Multi Commodities Exchange for conducting an awareness program in commodities markets.
  - ii. Association of International Wealth Managers of India (AIWMI) for a certificate program in Credit Research Analysis (CRA).

It is due to these efforts, that our Institute draws a large number of students for finance specialisation. We promise you our attention to continuous innovation and movement in delivering the best of knowledge with practical applications in finance.

**Dr. Anil Gor**

HOD Finance and Chairman Placements.

# FINANCE

## SEMESTER III PDGM

International Business  
Strategic Management  
Strategic Financial Management  
Corporate Valuation  
Securities Analysis and Portfolio Management  
International Finance

### Elective

(i) Derivatives and Risk Management  
(ii) Corporate Credit Appraisal and Finance  
Fixed Income Securities  
Treasury and Risk Management  
Mergers and Acquisitions  
Financial Analytics

## SEMESTER IV PDGM

Project Management  
Final Project

## SEMESTER III MMS

International Business  
Strategic Management  
Strategic Financial Management (Additional)  
Corporate Valuation  
Securities Analysis and Portfolio Management  
International Finance (Additional)  
Derivatives and Risk Management  
Fixed Income Securities (Additional)  
Treasury and Risk Management (Additional)  
Mergers and Acquisitions  
Financial Analytics

## SEMESTER IV MMS

Project Management  
Final Project

1. Social Relevance
2. General Management
3. Specialization

### Additional

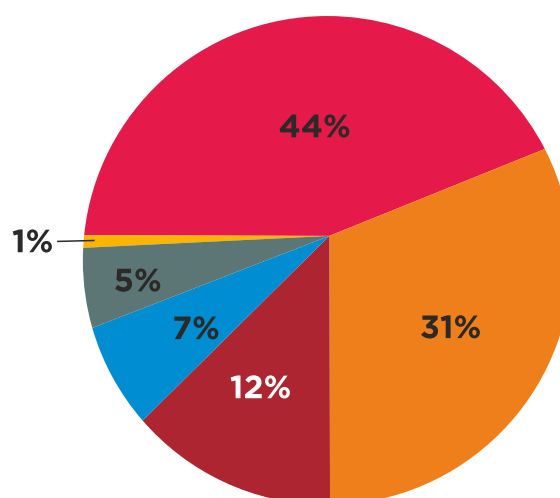
Ethics & Corporate Governance

# BATCH ANALYTICS

## FINANCE

### Student Composition by Graduation Qualification

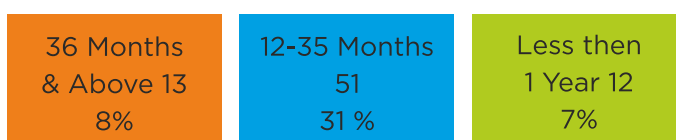
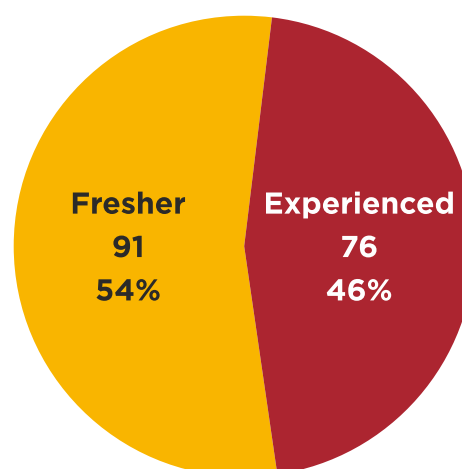
- B.E. / B-Tech / M.Tech, 73
- B.Com. / BAF / BBI / BFM, 52
- BMS / BBA, 21
- MSc. / B.Sc., 11
- M.Com., 9
- Others (B.Arch.), 1



### Batch 2018-20 :

### Composition by Work Experience

- Experienced, 76
- Fresher, 91



# GUEST SESSIONS

SPEAKER	COMPANY & DESIGNATION	TOPIC
Mr. Subodh Salunke	Western Regional Manager, HDFC Ltd.	Industry Expectations from MBAs during PGDM 2018-20 Batch Induction
Mr. Vatsal Mishra	Director, Secant Consultants Ltd.	Industry Expectations from MBAs during PGDM /MMS 2018-20 Batch Induction
Mr. Piyush Chitalngia	Director, Finshiksha	Career Options in Finance
Mrs. Munmun Desai	Dy. Managing Director, Batlivala & Karani Securities Ltd.	Career Options in Financial Products
Mr. Ashwini Kumar	Dy G.M, ICRA Ltd.	Career Opportunities in Debt Market
Mr. Aditya Gadge	CEO, Association of International Wealth Management of India	Certified Credit Research Analyst
Mr. Rajan Janjani	Senior Director, Capgemini	Merger and Acquisition, Case Study: IGATE-PATNI
Mr. Chaitanya Ghaisus	Director - FRI, Citi Corp. (India)	Industry Expectations from MBAs for MMS induction
Mr. Vishal Bhojani	Director Magic Institute of Excellence	Personality Transformation Workshop
Mr. Prathmesh Veling	Director Magic Institute of Excellence	Personality Transformation Workshop
Ms. Munmun Desai	Dy. Managing Director, Batlivala & Karani Securities Ltd.	Info Session on Career in Fixed Income and Sale in Finance
Mr. Vikram Pandya	Director, SP Jain Global School of Management	Fintech Technologies
Mr. Pratik Soni	Dep. Manager, Deloitte	Investment Banking.
Interaction Session with 19 Senior Alumni of the Institute	Sr. Alumni were Chosen basis their Industry Experience, Seniority, Profile to guide 2nd Yr Finace Students.	Career options in Finance - Dos & Don'ts while making career choices for Final Placements

# GUEST SESSIONS

SPEAKER	COMPANY & DESIGNATION	TOPIC
A. Balasubramanian	CEO, Birla Sunlife Asset Mgt	Panel discussions on the topic of Equity Research. Each Panel Comprised of 3 speakers moderated & the Panel Discussion was moderated by Manglam Maloo -Senior Research Analyst & Anchor: CNBC TV18
ICG Risk Dept of Citi Corp (India)	Credit Risk Competition for 2nd Year Finance Students of the Institute	This Competition's Winner was Student Nishant Tiwari - MMS (Finance) 2018-20 Batch
Mr. Amit Shah	Director IDFC First Bank.	Careers In Banking
Mr. Shagun Jain	VP Kotak Mahindra Bank	Pitfalls in Investing in Equity
Mr. Aman Singhania	VP - Index Development Research at National Stock Exchange (NSE - India)	Career Opportunities in Exchanges
Mr. Shubham Chorey	Regional Marketing Manager, ICICI Securities	Stock Mind Competition in association with ICICI Securities
Mr. Jatin Mehta	Treasury Manager, Reliance Life Insurance	Fixed Income Securities
Visit to Bombay Stock Exchnge	BSE (India)	141 Finance students visited BSE.
Vishleshan Case Study Competition	Intra Collegiate event for Finance	Release of Second Volume of Delta (NLDIMSR Magazine)
Mr. Pankaj Murarka	Founder, Renaissance Investment Managers	Today's Mid Caps are future large Caps.
Mr. Vinit Bollinjar	Head of Equities Ventura Securities	Workshop on Equity Research and Valuation for PGDM / MMS Finance Students 2018-20 Batch Interested to make career in Equity Research.
Mr. Vishal Dalvi	Founder & CEO Waves Research	Workshop on Technical Analysis attended by PGDM / MMS Finance students





**Abhigyan Srivastava**

22  
MMS, B.Com.

**Work Experience** - Fresher

**Summer Internship** - Mahindra & Mahindra Ltd.

Predictive Analytics of Foreign Exchange Movements



**Abhishek Sawant**

24  
PGDM, M.Com. / B.Com.

**Work Experience** - 05 months

Faze Three Limited

**Summer Internship** - Ventura Securities Ltd.

Evaluating the investment worthiness of L&T finance Holdings through Equity research and Valuation of the stock.



**Adarsh Pandey**

24  
MMS, B.E. (Mechanical)

**Work Experience** - Fresher

**Summer Internship** - KIFS Trade Capital

Fundamental and Technical Analysis of Energy Sector



**Aditi Dharampuriya**

24  
MMS, B.E. (Electronics)

**Work Experience** - Fresher

**Summer Internship** - Phiwaves Capital

Alternative Investment Fund



**Aditi Sharma**

23  
MMS, B.Com.

**Work Experience** - 36 months

K. S. Aiyar (CA Articleship)

**Summer Internship** - Ventura Securities Ltd..

Equity Research & Valuation of Mahindra Logistics Ltd. (Logistics Sector)



**Ajinkya Dhote**

27  
MMS, B.E. (Mechanical)

**Work Experience** - Fresher

**Summer Internship** - KIFS Trade Capital

Financial Analysis of HDFC Standard Life Ltd





**Akanksha Bisani**

21  
PGDM, BMS

**Work Experience** - Fresher

**Summer Internship** - Reserve Bank of India

Role of Lead Bank Scheme in Addressing Regional Disparity with regard to Credit Disbursal



**Akash Agarwal**

24  
PGDM, B.Tech. (EXTC)  
CFA L1 (June 19)

**Work Experience** - 08 months

Agarwal & Sons, Kota

**Summer Internship** - Bajaj & Goyanka Advisory

Sector Analysis of Indian Aviation Industry and Fundamental analysis of Indigo.



**Aleeta Vaz**

26  
MMS, M.Com.-Part II  
/ BAF

**Work Experience** - 47 months

Citizen Credit Co-operative Bank Ltd.

**Summer Internship** - Elara Capital

FMCG- Distribution Checks / Strategy and Valuation



**Ameya Chandak**

23  
PGDM, B.Com.  
NISM Paper XV :  
Research Analyst

**Work Experience** - Fresher

**Summer Internship** - Reliance Securities Ltd.

Sectoral Analysis- Indian Diagnostic



**Aniket Daiv**

24  
PGDM, B.Tech. (Mechanical)

**Work Experience** - Fresher

**Summer Internship** - CRISIL

Performance Measurement of Alternative investment funds



**Ankit Jaiswal**

25  
MMS, B.E. (Electrical)

**Work Experience** - Fresher

**Summer Internship** - KIFS Trade Capital

A Study on Pair Trading of SBI vs Bank Nifty



**Ankita Jaiswal**  
23  
MMS, B.E. ( E&C)

**Work Experience** - Fresher  
**Summer Internship** - Union bank of India  
Risk Analysis of Fixed income securities



**Ankita Sharma**  
22  
MMS, BBA

**Work Experience** - Fresher  
**Summer Internship** - Ventura Securities Ltd.  
Analysis and Valuation of PVR Ltd



**Ankur Singh**  
26  
MMS, B.E. (Mechanical)

**Work Experience** - 07 months  
Piaggio Vehicles Pvt. Ltd  
**Summer Internship** - Ventura Securities Ltd.  
Evaluating the Investment Worthiness of  
Larsen and Toubro Infotech



**Annie Jain**  
22  
MMS, BA (Economics)

**Work Experience** - Fresher  
**Summer Internship** - SBM Bank India Ltd. .  
SBM Bank India Ltd - Products and Branding.



**Anurag Sharma**  
24  
MMS, B.E. (EXTC)

**Work Experience** - Fresher  
**Summer Internship** - Ventura Securities Ltd.  
Equity research  
Analysis and Valuation of Petronet LNG Ltd. along  
with sector (LNG) analysis.



**Apoorva Bellapu**  
23  
MMS,  
B.E. (Electronics &  
Telecommunication)

**Work Experience** - Fresher  
**Summer Internship** - Federal Bank  
CRR Maintenance (Treasury department)



**Arbaz Khan**  
23  
MMS, B.Com.

**Work Experience - Fresher**

**Summer Internship - KIFS Trade Capital**

How & Why to Diversify your investment portfolio



**Arjun Sudarshan**  
24  
MMS, B.E. (Computers)

**Work Experience - Fresher**

**Summer Internship - KIFS Trade Capital**

Technical analysis with the help of Candlestick Charts.



**Ashmita Sharma**  
22  
MMS, B.Com.

**Work Experience - Fresher**

**Summer Internship - Alkem Laboratories Ltd.**

Over view of the pharmaceutical industry with performance review of Alkem Laboratories for the year 2017-18 and Alkem Domestic Operations Report



**Austin D'sa**  
24  
PGDM, BSc. (Statistics)/  
PG Diploma  
in Applied Statistics  
with Software

**Work Experience - Fresher**

**Summer Internship -**

**Batliwala and Karani (B&K)Securities Pvt. Ltd.**

Public finance - Analysis of Union Budget for the past 5 years.



**Avnish Yadav**  
27  
MMS, BAF

**Work Experience - 42 months**

Anderson Business Solutions Pvt. Ltd.

**Summer Internship - N. L. Dalmia Institute of Management Studies and Research under faculty Prof. Sasmita Singh**

Fundamental Analysis - Havells (India)



**Bhakti Lathi**  
22  
MMS, B.Com.

**Work Experience - Fresher**

**Summer Internship - Union Bank of India**

Comparative analysis of risk weighted assets based on standardized approach vs. internal rating based approach



**Bharat Jaju**

22  
MMS, M.Com. Part I  
/ BAF

**Work Experience** - Fresher

**Summer Internship** -

**Batliwala and Karani (B&K)Securities Pvt. Ltd.**

Analysis of Indian Chemical Industry



**Bhavesh Gosai**

24  
MMS, B.E. (Electrical)

**Work Experience** - 13 months

Gajendra transformers

**Summer Internship** - KIFS Trade Capital

GREEKS IN OPTIONS CONTRACT



**Bhavya Shah**

23  
PGDM, B.Com.

**Work Experience** - Fresher

**Summer Internship** - KIFS Trade Capital

A Study on Wealth Management with emphasis  
on Financial Planning



**Brandon Dsouza**

22  
PGDM, B.Com.

**Work Experience** - Fresher

**Summer Internship** -

**IDBI Capital Markets and Securities Ltd.**

Private Equity: Company Appraisal and Fund  
Disbursement Process



**Chinmay Mandawat**

25  
PGDM,  
B.Tech. (Computer Science)

**Work Experience** - Fresher

**Summer Internship** -

**Batliwala and Karani (B&K)Securities Pvt. Ltd.**

Equity Research on Grasim Industries Ltd.



**Darpan Ramgaonkar**

24  
MMS, B.E. ( IT )

**Work Experience** - Fresher

**Summer Internship** - Pack8

Commercial Depth Analytics





**Deepika Gupta**

24  
MMS,  
B.E. (Mechanical)  
CFA (Level II) - Pass

**Work Experience** - 22 months

ND Engineering Services

**Summer Internship - N. L. Dalmia Institute of Management Studies and Research under faculty Prof. Dr.Jyoti Nair**

Pre and post Merger analysis of Ultratech and Jaypee Cement



**Dhiraj Shah**

23  
MMS,  
M.Com. Part I / B.Com.

**Work Experience** - Fresher

**Summer Internship -**

**Pwc (Price waterhouse Coopers Services LLP)**

ITR Filing Process- Expatriate Individuals



**Dhiren Dhameja**

25  
PGDM,  
B.E. (Computers)

**Work Experience** - 10 months

Accenture

**Summer Internship - KIFS Trade Capital**

Sector Analysis - NBFC and FMCG



**Dhruvin Jani**

25  
MMS,  
M.Com. / B.Com.

**Work Experience** - 48 months

Edelweiss Broking Ltd.

Edelweiss Broking Ltd. - Channel Partner

**Summer Internship - Batliwala and Karani (B&K) Securities Pvt. Ltd.**

A study on Future Lifestyle Fashion Limited - Initial Coverage & Future outlook.



**Govind Rathi**

23  
MMS,  
B.E. (Mechanical)

**Work Experience** - Fresher

**Summer Internship - Batliwala and Karani (B&K) Securities Pvt. Ltd.**

Fundamental Analysis and Valuation of Aurobindo Pharma Ltd. Prof. N Murthy Sir.



**Harsh Shah**

22  
PGDM, B.Com.  
CFA Level - I (June 19)

**Work Experience** - Fresher

**Summer Internship - N. L. Dalmia Institute of Management Studies and Research under faculty Prof. Dr.Jyoti Nair**

Sector Report - Paints & Varnishes



**Harshita Deshmukh**

22  
MMS,  
M.Com. Part I / BAF

**Work Experience** - Fresher

**Summer Internship** - Union Bank of India

Analysis of liquidity management of banks.



**Heema Joshi**

23  
MMS, BAF

**Work Experience** - Fresher

**Summer Internship** - NSE India Ltd.

ESG Theme, capturing sustainable investment and performance Commercial Analytics



**Hemangi Dhonde**

24  
MMS, BMS

**Work Experience** - 29 months

Accenture Solutions Pvt. Ltd.

SIFCON Financial Consultants

**Summer Internship** - Transparent Value Pvt. Ltd.

Financial analysis w.r.t. corporate financials & mergers & acquisitions



**Hersh Patel**

23  
PGDM, BAF

**Work Experience** - 24 months

GoldenSource International Pvt. Ltd.

**Summer Internship** - CITI Corp. India

GRB Deposit Net Interest Margin Analysis



**Hetvi Pathak**

24  
MMS, B.E. (CMPN)

**Work Experience** - Fresher

**Summer Internship** - N. L. Dalmia Institute of Management Studies and Research under Prof. S. Narayan Murthy

A comparative study of financial statements of Jet Airways and Indigo



**Himanshu Musale**

26  
MMS, B.E. (Computers)

**Work Experience** - 24 months

JustDial Pvt. Ltd.

**Summer Internship** - KIFS Trade Capital

NIFTY & BANK NIFTY PUT Option Strategies



**Hitesh Singh**

25  
MMS,  
B.E. (Mechanical)

**Work Experience** - 12 months

Automotive Manufacturer Pvt Ltd.

**Summer Internship** - Motilal Oswal Financial Services Ltd.

Deep dive into Indian Ceramic Sector -  
An Equity Research Perspective



**Ishita Grover**

23  
PGDM, BFM

**Work Experience** - Fresher

**Summer Internship** - CRISIL

Competitive Benchmarking on retail products



**Jatin Garg**

24  
MMS,  
B.E. (Computers)

**Work Experience** - 24 months

Standard Scientific Glass Industries

**Summer Internship** - National Stock Exchange (NSE) of India Ltd.

Analysis of Indian Corporate Bond Market  
and its liquidity



**Jay Bagwe**

24  
MMS, BAF

**Work Experience** - 20 months

Swami Samarth industries

Intelenet Global Services Pvt. Ltd.

**Summer Internship** - A-1 Fence Products Company Pvt. Ltd.

Benchmarking the financial health for A-1 Fence.



**Jayraj Shekhawat**

23  
MMS, B.Com.

**Work Experience** - 17 months

Choice Consultancy Services Pvt Ltd.

**Summer Internship** - Reserve Bank of India

"Re-evaluating penal provisions under FEMA,  
1999 - Bringing legislative harmony"



**Jhanvi Devani**

25  
PGDM, BBA

**Work Experience** - 34 months

TSR Darashaw

Infobip Ltd.

**Summer Internship** - PwC  
(Price waterhouse Coopers Pvt. Ltd.)

Analysis of Financial Instruments & implications for  
Foreign Investors.



**Jyoti Porriya**

25  
MMS,  
M.Com., BBI

**Work Experience** - 15 months

Associate : IWO Crisil Ltd.

Synergy Relationship Services

**Summer Internship - Industrial and Commercial bank of China (ICBC)**

Corporate appraisal at ICBC



**Kajal Agarwal**

21  
PGDM, BBA

**Work Experience** - Fresher

**Summer Internship - DMI Finance Private Limited**

Overview of Indian real estate market and lending process at DMI Finance Pvt. Ltd.



**Karan Gupta**

25  
MMS, B.Sc. (IT)

**Work Experience** - 31 months

Heisenberg Eduventures

Liaison Consultancy & Services

**Summer Internship - N. L. Dalmia Institute of Management Studies and Research under faculty Prof. Dr.Jyoti Nair**

Analysis of Travel Industry



**Karan Khursankar**

25  
MMS, B.E. (Electrical)

**Work Experience** - 09 months

Byjus

Federal bank

**Summer Internship - Batliwala and Karani (B&K) Securities Pvt. Ltd.**

Evolving LNG Landscapes and Petronet LNG Concerns Overdone



**Karishma Bathija**

26  
PGDM, BAF

**Work Experience** - 48 months

Borkar & Muzumdar

**Summer Internship - ICICI Securities**

Alternative Investment Fund Research and Analysis



**Kartik Samant**

24  
MMS, B.E. (Mechanical)

**Work Experience** - Fresher

**Summer Internship - Ventura Securities Ltd.**

Analysis & Valuation of Federal Bank (Banking Sector)





**Kedar Mhambrey**

23  
MMS, BMS

**Work Experience** - Fresher

**Summer Internship** - PwC

(Price waterhouse Coopers Pvt. Ltd.)

Analysis of Advance Tax and use of Technology  
in the field



**Keshav Bhattad**

25  
PGDM, BMS

**Work Experience** - 33 months

J.P Morgan Chase

**Summer Internship** - CITI Corp. India

Direct expense reporting & analysis



**Kevin Madapally**

24  
PGDM, BAF

**Work Experience** - 15 months

Quattro Mortgage Solutions Pvt. Ltd.

**Summer Internship** - Transparent Value Pvt. Ltd.

Fundamental analysis of Tech Companies for  
Corporate Credit Research



**Khushboo Goenka**

22  
MMS, BMS

**Work Experience** - Fresher

**Summer Internship** - SBM Bank India Ltd.

Risk and Compliance Culture for SBM Bank India Ltd



**Kinnari Sangodkar**

24  
MMS, B.Tech.

**Work Experience** - 17 months

Ericsson India Global Services Pvt LTD.

**Summer Internship** - KIFS Trade Capital

NIFTY 50 Outlook and Analysis



**Komal Modani**

25  
MMS, B.E. (E&TC)

**Work Experience** - 18 months

TCS

**Summer Internship** - pwc

(Price waterhouse Coopers Pvt. Ltd.)

Study on international assignment services



**Kriti Wadhwa**

26  
PGDM,  
M.Com. Part I / B.Com.

**Work Experience** - 48 months

JCR & Co. Chartered Accountants

SBI Funds Management Pvt. Ltd.

**Summer Internship** - Reserve Bank of India

Strengthening Market Intelligence in the NBFC Sector



**Kundan Hood**

23  
MMS, B.Sc.

**Work Experience** - Fresher

**Summer Internship** - KIFS Trade Capital

Mergers and Acquisitions in Banking sector



**Madhulika Rai**

24  
MMS, B.E. (EXTC)

**Work Experience** - Fresher

**Summer Internship** - N. L. Dalmia Institute of  
Management Studies and Research under faculty  
Prof. Dr. Jyoti Nair

NBFCs: Current Challenges & Outlook



**Manali Jain**

21  
MMS, BMS

**Work Experience** - Fresher

**Summer Internship** - Kotak Mahindra Bank Ltd.

Impact of digitization on credit



**Megha Bhatia**

22  
PGDM, BAF

**Work Experience** - Fresher

**Summer Internship** - Kotak Mahindra Bank Ltd.

Study on Banking Financial Products and Operations



**Meghna Ashtekar**

22  
PGDM, BMS

**Work Experience** - Fresher

**Summer Internship** - CRISIL

Deriving Credit Estimate score of a Technology Company.  
Environmental, Social and Governance Evaluation.



**Mehakpreet Khurana**

22  
PGDM, B.E. (ETC)

**Work Experience** - Fresher

**Summer Internship** - HDFC Ltd.

Analysis of Housing Markets in Nagpur



**Mitali Salgaonkar**

24  
MMS, B.Com.

**Work Experience** - Fresher

**Summer Internship** - Hindustan Petroleum Corporation Ltd.

Evaluating the viability of setting up Compressed Bio-gas Plant



**Mitisha Telisafa**

24  
MMS, B.Com.

**Work Experience** - 18 months

Vidyalankar Classes and Publications

**Summer Internship** - State Bank of Mauritius (SBM) India Ltd.

Product and Process differentiation strategy for a start up bank and How to improve client satisfaction/service deliveries/ productivity through operational excellence.



**Mohit Chaubey**

25  
MMS, B.E. (EXTC)

**Work Experience** - 03 months

Technowin solutions pvt. Ltd.

**Summer Internship** - Ventura Securities Ltd.

Equity research on Mahindra and Mahindra (swaraj engines and tractor industry)



**Mohit Dave**

23  
MMS, BMS

**Work Experience** - 12 months

Kitchen Culture LLP

**Summer Internship** - pwc

(Price waterhouse Coopers Pvt. Ltd.)

Study on Global Mobility International Assignment Services and Foreign Tax Treaties



**Molisha Jain**

22  
PGDM, BMS  
CFA Level I (June 19)

**Work Experience** - Fresher

**Summer Internship** - L&T Financial Services

Mergers and Acquisitions- The new survival strategy of Infrastructure sector in India



**Mubeen Uttanwala**

22  
MMS,  
B.Sc. (Economics)

**Work Experience** - Fresher

**Summer Internship** - CRISIL

Assessment of the seed industry in India



**Namita Palkhe**

25  
MMS, B.E. (ECE)

**Work Experience** - Fresher

**Summer Internship** - Federal Bank - Treasury Dept

Cash and Liquidity Management



**Neeti Jaju**

23  
MMS, B.Com.

**Work Experience** - 36 months

P C Agrawal( CA Firm)

**Summer Internship** - SIDBI

(Small Industries Development Bank of India)

Analyse audited financial statement of NABARD for last 3 FYs to examine their refinance portfolio



**Neha Deshmukh**

27  
PGDM, B.E. (Electronics)

**Work Experience** - 40 months

TATA Consultancy Services

**Summer Internship** - CITI Corp. India

Asia Pacific Credit Risk Analysis and Reporting



**Neha Hariramani**

26  
MMS, B.Arch.

**Work Experience** - 20 months

Freelance Architect & Interior Designer

**Summer Internship** - N. L. Dalmia Institute of Management Studies and Research

under faculty Prof. Dr .Anil Gor Evaluating investment worthiness of Aurobindo Pharma Limited (Pharmaceutical Sector)



**Nikhil Agarwal**

26  
MMS, B.E. ( IT )

**Work Experience** - 31 months

Accenture Solutions Pvt. Ltd.

**Summer Internship** - National Stock Exchange (NSE) of India Ltd.

Nifty Indices - From Brainstorming to Execution





**Niraj Tatiya**

26  
MMS,  
B.E. (Mechanical)

**Work Experience** - 14 months

Amazon Development Center, Pune  
Assetrek Solutions Pvt. Ltd., Pune.

**Summer Internship - Phiwaves Capital**

Alternative Investment Fund (AIF)



**Nishank Rathod**

24  
PGDM, BAF

**Work Experience** - Fresher

**Summer Internship - State Bank of India**

Financing to Real Estate Sector in the current scenario :  
Threats and Mitigations



**Nishant Patil**

23  
MMS, B.Com.

**Work Experience** - 20 months

M/S Gokhale & Sathe  
M/S Sureka & Associates

**Summer Internship - Hardcastle Restaurants Pvt. Ltd.**

Internal controls framework for McDonalds Restaurants



**Nishi Srivastava**

23  
PGDM, B.Sc. (Mathematics)

**Work Experience** - Fresher

**Summer Internship - Black & Veatch Private Limited**

Audit of GST



**Nitesh Jain**

24  
MMS, B.E. (EN)

**Work Experience** - Fresher

**Summer Internship - KIFS Trade Capital**

A study on correlation between HDFC Bank and  
Bank NIFTY and trading strategy based on it



**Nupur Agrawal**

23  
PGDM,  
BBA (Accounting, Finance  
and Marketing)

**Work Experience** - 12 months

Shree Balaji bakeries Pvt Ltd

**Summer Internship - Industrial and Commercial bank  
of China (ICBC)**

Fundamental analysis of Payment Service Sector with  
specific focus on cash free company



**Pallav Kanther**

21  
MMS, B.Com.

**Work Experience** - 4 months

Bajaj Associates & Co.

**Summer Internship** - Prabhudas Liladher

Analysis of the NBFC Sector Co.



**Parul Sodhani**

21  
MMS, B.Com.

**Work Experience** - Fresher

**Summer Internship** - PwC

(Price waterhouse Coopers Services LLP)

International taxation treaties of India with countries worldwide for avoidance of double taxation of expatriates.



**Payal Singh**

23  
PGDM, BAF

**Work Experience** - Fresher

**Summer Internship** - State Bank of Mauritius (SBM) India Ltd.

Generation of NII and Fee Income in the Banking Sector.



**Pooja Dabhade**

23  
MMS,  
M.Com. Part I / BAF

**Work Experience** - Fresher

**Summer Internship** - State Bank of Mauritius (SBM) India Ltd.

How to raise the speed and agility in execution at SBM and Asset Quality



**Poonam Singh**

26  
MMS,  
B.Tech. (Textile Technology)

**Work Experience** - 29 months

Raymond Ltd.

Welspun Global Brands Ltd.

**Summer Internship** - STATE BANK OF INDIA

Risk management in Real Estate financing



**Prabhuti Ojha**

23  
PGDM,  
M.Com. Part I / BMS

**Work Experience** - Fresher

**Summer Internship** - AMUL (HO)

Financial Analysis of AMUL



**Pranav Lohare**

23  
PGDM, B.E. (EXTC)

**Work Experience** - Fresher

**Summer Internship** - L&T Financial Services

Mandate Clearance and Gross Non Starter Control  
in Two Wheeler Business



**Prasad Wankhade**

28  
PGDM,  
M.Tech. / B.E. (Electrical)

**Work Experience** - 22 months

K.B.Electronics, Mumbai

G.H. Rasoni College of Engineering, Amravati

**Summer Internship** - L&T Financial Services

Comparative Analysis of Mutual Funds commercial  
terms and it's impact on Income.



**Prashant Shukla**

26  
MMS, B.E. (Electrical)

**Work Experience** - 18 months

Saitech Engineering

**Summer Internship** - KIFS Trade Capital

Investment Analysis And Portfolio Management



**Pratik Maheshwari**

23  
MMS, B.E. (Mechanical)

**Work Experience** - Fresher

**Summer Internship** - N. L. Dalmia Institute of  
Management Studies and Research under faculty  
Prof. Vijay Kanchan

Fundament Analysis and Valuation of Bajaj Auto Ltd.  
(Automobile Sector)



**Pratik Thakur**

23  
MMS,  
B.Sc. (Mathematics)

**Work Experience** - Fresher

**Summer Internship** - KIFS Trade Capital

Portfolio management



**Priya Mariwala**

22  
PGDM, BAF

**Work Experience** - Fresher

**Summer Internship** - HDFC Ltd.

An analytical study of the housing finance segment of  
India with an emphasis on home loan overdraft product  
feasibility.



**Raam Anandhan  
Ramanathan**  
24  
MMS, B.Tech. (Chemical)

**Work Experience** - Fresher

**Summer Internship** - Star Union Dai-ichi

**Life Insurance**

Study of relation between state finances and its  
SDL spreads



**Raina Vyas**  
25  
MMS, M.Com., BAF  
CFA Level I cleared

**Work Experience** - Fresher

**Summer Internship** - N. L. Dalmia Institute of  
Management Studies and Research under faculty  
Prof. Sasmita Singh

Cash Flow Analysis of Aviation Industry



**Rajas Muley**  
24  
MMS, B.E. (EXTC)

**Work Experience** - Fresher

**Summer Internship** - KIFS Trade Capital

Fundamental and Technical Analysis of  
NIFTY METAL INDEX and 5 Comprising Stocks



**Ranjeet Kadam**  
23  
MMS, B.E. (Mechanical)

**Work Experience** - Fresher

**Summer Internship** - KIFS Trade Capital

Sectoral Analysis of NIFTY sectors by using Relative  
Rotation Graph(RRG) Tool



**Raushni Bose**  
26  
PGDM, B.Tech. (ENC)

**Work Experience** - 30 months

Infosys

Itiviti

**Summer Internship** - Industrial and Commercial  
bank of China (ICBC)

Trade Finance in ICBC



**Ravi Kant**  
24  
PGDM,  
B.Tech. (Mechanical)

**Work Experience** - Fresher

**Summer Internship** - Derivium Tradition Securities  
(India) Pvt. Ltd.

Debt Market in India





**Riddhi Gandhi**

23  
PGDM,  
M.Com. / B.Com.

**Work Experience** - 12 months

Emmbi Industries Ltd

**Summer Internship** - Kotak AMC

Risk in mutual funds with emphasis on debt funds



**Riddhi Shah**

22  
PGDM, BMS

**Work Experience** - 12 months

Chemistry Design India Pvt Ltd.

**Summer Internship** - Kotak AMC

Interpretation of yield curve with respect to Fixed Income Securities



**Riya Baldewa**

23  
MMS, B.Com.

**Work Experience** - Fresher

**Summer Internship** - Elara capital

Research in power and renewable sector



**Roshni Nathani**

22  
MMS, BBA

**Work Experience** - Fresher

**Summer Internship** - Batliwala and Karani (B&K)

Securities Pvt. Ltd.

Credit Evaluation of companies under financial distress and its impact on mutual funds



**Ruchi Agrawal**

25  
PGDM, B.E.

**Work Experience** - 24 months

Accenture

**Summer Internship** - Waves Research

Machine learning in finance and FUNDAMENTAL and Technical analysis of luggage industry



**Runali Naik**

23  
PGDM, BAF

**Work Experience** - 10 months

J.P.Morgan Chase & Co.

**Summer Internship** - SMC Global Securities Ltd.

Analysis of Railway Industry and Equity Research on Rites Ltd.



**Rupesh Lohiya**

26  
MMS, B.E. (Mechanical)

**Work Experience** - 15 months

Videocon Industries Ltd.

**Summer Internship** - N. L. Dalmia Institute of Management Studies and Research under faculty Prof. Vijay Kanchan

Fundamental Analysis of Edelweiss Financial Services



**Ruthuja Patil**

25  
PGDM,  
B.E. (Mechanical)

**Work Experience** - 11 months

Accenture

**Summer Internship** - Batliwala and Karani (B&K) Securities Pvt. Ltd.

Research of private Logistics and Staffing companies for investment banking



**Sachin Nahar**

21  
PGDM, BMS

**Work Experience** - Fresher

**Summer Internship** - pwc (Price waterhouse Coopers Pvt. Ltd.)

Financial Instruments : Investment Avenue for an Indian Investor.



**Sagar Gajbiye**

25  
MMS, B.Tech. (Civil)  
CFA Level I (June 19)

**Work Experience** - 12 months

Narang Realty Pvt Ltd

**Summer Internship** - N. L. Dalmia Institute of Management Studies and Research under faculty Prof. Dr. Jyoti Nair

Analysis of the Indian Cement Industry



**Sagar Lalwani**

23  
PGDM, B.E. (EXTC)

**Work Experience** - Fresher

**Summer Internship** - Centrum

Strategy for covered call option writing.



**Sakshi Jaiswal**

23  
PGDM, B.Com. (Hons)

**Work Experience** - Fresher

**Summer Internship** - Batliwala and Karani (B&K) Securities Pvt. Ltd.

Understanding housing market with focus on real estate. And Understanding expenditure trend in core infra related industries.



**Salonee Dedhia**

23  
MMS,  
M.Com. / BAF

**Work Experience** - 06 months

Bhauwala & Associates

**Summer Internship - KIFS Trade Capital**

Comparative analysis of mutual funds.



**Sanjana Singh**

23  
MMS, B.Com.

**Work Experience** - Fresher

**Summer Internship - State Bank of Mauritius (SBM) India Ltd.**

How to increase the liability book of a bank.



**Sanskar Sharma**

25  
MMS, B.E. (Mechanical)

**Work Experience** - Fresher

**Summer Internship - pwc**

**(Price waterhouse Coopers Pvt. Ltd.)**

Tax Savings in India for individual assessee



**Sarthak Srivastava**

23  
PGDM, B.Com.

**Work Experience** - Fresher

**Summer Internship - pwc**

**(Price waterhouse Coopers Pvt. Ltd.)**

Study alternative Instrument fund of market in India.



**Saurabh Paliwal**

27  
PGDM, B.E. (Mechanical)

**Work Experience** - 43 months

TAL Manufacturing Solutions Limited.

**Summer Internship - KIFS Trade Capital**

A study on Mutual Fund Schemes and it's Performance Evaluation.



**Saurav Gupta**

21  
MMS, BFM

**Work Experience** - Fresher

**Summer Internship - KIFS Trade Capital**

A Study on Elliot wave theory with the help of FIBONACCI RETRAIEMENTS



**Sayali Vartak**

23  
PGDM, BAF

**Work Experience** - Fresher

**Summer Internship** - Yes Bank Ltd.

Competition Bench marking of Indian Private Banks



**Shahjad Alam Shaikh**

25  
MMS,  
B.Sc. (Biotechnology)

**Work Experience** - 15 months

Intelenet Global services Pvt. Ltd.

Convergys services India Pvt Ltd.

**Summer Internship** - KIFS Trade Capital

Risk management by analysis of chart patterns



**Shikha Soi**

26  
PGDM, B.Com.

**Work Experience** - 35 months

CRISIL

**Summer Internship** - HDFC Bank

A study on Cost-Profit analysis and Market penetration with reference to the financial products of HDFC Bank (Sai Baba Nagar Branch) along with a comparative analysis of HDFC Bank.



**Shivani Dave**

26  
PGDM, B.Com.

**Work Experience** - 24 months

Edelweiss Securities Ltd.

**Summer Internship** - CITI Corp. India

"Genesis" - Analysis of CITI Deposit Reports



**Shradha Maurya**

23  
MMS, B.E. (Computers)

**Work Experience** - Fresher

**Summer Internship** - KIFS Trade Capital

Alternative Investment Funds



**Shreya**

23  
MMS, B.Sc.  
(Hospitality and  
Hotel Administration)

**Work Experience** - Fresher

**Summer Internship** - National Stock Exchange (NSE) of India Ltd.

Analysis of Corporate Bond Market in India





**Shreya Kulkarni**

23  
MMS, B.E. (EXTC)

**Work Experience** - Fresher

**Summer Internship - KIFS Trade Capital**

Sectoral Analysis using Relative Rotation Graph



**Shreyas Rajadhyaksha**

24  
MMS,  
M.Com. Part I / B.Com.

**Work Experience** - Fresher

**Summer Internship - KIFS Trade Capital**

Credit risk management in Bank



**Shristi Thorat**

26  
MMS,  
B.E. (Instrumentation)

**Work Experience** - 24 months

L&T Automation centre

Fox Solutions

**Summer Internship - KIFS Trade Capital**

Comparative study of Public and Private Mutual Funds



**Shubendra Singh**

23  
PGDM, B.E. (Mechanical)

**Work Experience** - Fresher

**Summer Internship - L&T Financial Services**

Strengthening Businesses Incentive plan and Analysis of Insurance Debtor for Housing Retail



**Shubham Agrawal**

25  
MMS, B.E. (E.C.)  
CFA Level I cleared

**Work Experience** - 14 months

Golden Systems, Akola

**Summer Internship - Transparent Value Pvt. Ltd.**

Corporate Credit Research of selected company



**Shubham Bhelkar**

24  
MMS,  
B.E. (Information Technology)

**Work Experience** - Fresher

**Summer Internship - KIFS Trade Capital**

Investment Analysis and Investor in different product.



**Shubham Kadam**

25  
PGDM, B.E. (Electrical)

**Work Experience** - 29 months

Viraj Profiles LTD.

**Summer Internship - Ventura Securities Ltd.**

Equity Research on Mahindra Lifespace  
Developers



**Shubham Varma**

23  
MMS, B.E. (Mechanical)

**Work Experience** - Fresher

**Summer Internship - KIFS Trade Capital**

Understanding option chain & Greeks



**Siddharth Jain**

23  
PGDM, BMS

**Work Experience** - 18 months

Sitel India Pvt. Ltd.

Standard Chartered Bank

**Summer Internship - HDFC Property Ventures Ltd.**

Real Estate Sector Research , NCD Valuations &  
Due Diligence for New Fund



**Siddhika Kore**

25  
PGDM, B.Com.

**Work Experience** - 44 months

Articleship. M/s VMD and Co. CA Firm

H. M. Gymnasium as Accountant

**Summer Internship - IDBI Capital Markets and  
Securities Ltd.**

A Study on Private Equity Fund Appraisal and  
Disbursement



**Sifat Inamdar**

24  
MMS, B.Tech. (Electrical)

**Work Experience** - 19 months

Institute of Banking Services.

Endo Japan Lighting Pvt. Ltd.

**Summer Internship - CRISIL**

Development of solar rooftop in Indian Markets



**Simran Nangalia**

23  
MMS, B.E. (CSE)

**Work Experience** - Fresher

**Summer Internship - Bhavesh Khetan**

A detailed study and analysis of Mutual funds



**Sneha**

24

MMS, B.E. (Computers)

**Work Experience** - 10 months

Accenture Solutions Pvt. Ltd.

**Summer Internship - CITI Corp. India**

Client Analytics Interactive Dashboard  
(Treasury and IB)



**Sonam Sarda**

24

MMS.

M.Com. Part I / B.Com.  
CA Final Group I

**Work Experience** - 36 months

Chaturvedi & Shah, Chartered Accountants

**Summer Internship - N. L. Dalmia Institute of  
Management Studies and Research under faculty  
Prof. Dr. Chetana Asbe**

Mergers & Acquisitions: A pre-post analysis



**Sreyaa Jain**

23

PGDM, BMS

**Work Experience** - 13 months

Agarwal singhal and associates

**Summer Internship - Equinomics**

Equity Research on cement sector



**Suchi Mehta**

23

PGDM, M.Com. / BAF

**Work Experience** - 14 months

Scrabble Digital Limited

**Summer Internship - Reserve Bank of India**

Disclosures by Central Banks forming part of their  
Financial statements.



**Sugghosh Deshpande**

26

MMS, B.E. (Mechanical)

**Work Experience** - 18 months

Hasan Juma backer trading and contracting  
co. LLC, Muscat - Sultanate of Oman

**Summer Internship - Pwc**

**(Price waterhouse Coopers Pvt. Ltd.)**

Study on International Assignment Services



**Sumit Badwane**

26

PGDM, B.E. (Mechanical)

**Work Experience** - 15 months

Videocon Industries Ltd.

**Summer Internship - Ventura Securities Ltd.**

Equity Research on Mahindra and Mahindra Ltd.  
(Automobile Sector)



**Tejas Kshatriya**  
30  
MMS, B.E. (Electronics)

**Work Experience** - 33 months  
InfoCepts Technologies Pvt. Ltd.  
**Summer Internship - Ventura Securities Ltd.**  
Equity research & valuation of  
Mahindra CIE Automotive (Automobile sector)



**Tejasvi Poyekar**  
23  
MMS, BAF.

**Work Experience** - 08 months  
Econship Marine Pvt Ltd  
**Summer Internship - Industrial And Commercial Bank Of China (ICBC)**  
Clearing Department Of ICBC Bank-Mumbai Branch



**Tejaswani Fotedar**  
23  
MMS, B.Tech. (ECE)

**Work Experience** - Fresher  
**Summer Internship - CMIE**  
Corporate ownership study



**Udayan Arya**  
23  
MMS, B.E. (Electronics)

**Work Experience** - Fresher  
**Summer Internship - Ventura Securities Ltd.**  
Equity Research on Mahindra EPC (Agriculture Sector)



**Ujala Kumari**  
24  
MMS, B.Com.  
CFA Level I Cleared

**Work Experience** - 11 months  
Devendra Goyal & Associates (CA Articleship)  
**Summer Internship - N. L. Dalmia Institute of Management Studies and Research under faculty Prof. Vijay Kanchan**  
Analysis of Telecom Industry



**Vaibhav Bobade**  
25  
PGDM, B.E. (EXTC)

**Work Experience** - 13 months  
Vodafone  
**Summer Internship - KIFS Trade Capital**  
Analysis of Mutual fund portfolio





**Vaishnavi Satyadev Shetty**

23

PGDM, M.Com. / B.Com.

**Work Experience** - 12 months

R T JAIN & CO LLP

**Summer Internship - Hindustan Petroleum Corporation Ltd.**

Technical analysis for forex management including overall risk analysis of hpcl



**Vallabh Hayatnagarkar**

24

PGDM, B.E. (Civil)

**Work Experience** - 05 months

Muthoot Homefin India Ltd

**Summer Internship - HDFC Bank**

Segmentation And Penetration of Digital Banking at HDFC Bank



**Valton Fernandes**

22

MMS, B.Sc. (Statistics)

**Work Experience** - Fresher

**Summer Internship - Hindustan Petroleum Corporation Ltd.**

Fundamental analysis of HPCL



**Varsha Singh**

23

MMS, BMS

**Work Experience** - Fresher

**Summer Internship - pwc**

(Price waterhouse Coopers Pvt. Ltd.)

International Assignment Services



**Varun bhandari**

22

MMS, B.Com.

**Work Experience** - Fresher

**Summer Internship - HDFC Securities**

Equity research on diagnostic sector



**Venkatachalam**

**Ramachandran**

28

PGDM, B.Com.

**Work Experience** - 68 months

State Street Syntel Services Private limited.

**Summer Internship - Veda Corporate Advisors Limited**

A Study on Private Equity Investments in India's consumer sector with special focus on the Snacking Industry.



**Vidhi Shah**  
22  
MMS, B.Com.

**Work Experience - 18 months**

MT Educare

**Summer Internship - Derivium Tradition Securities (India) Pvt. Ltd.**

A Study of Investment Avenues for Investors in the Bond Market



**Vinay Singh**  
24  
MMS, B.E. (Computers)

**Work Experience - 18 months**

Infosys

**Summer Internship - N. L. Dalmia Institute of Management Studies & Research under Prof. Dr. Ruchika Agarwal**

Fundamental Analysis of Infosys



**Vinita Javeri**  
26  
MMS,  
CFA Level-2 / B.Com.

**Work Experience - 28 months**

Royal Bank of Scotland BS Pvt Ltd

CRISIL

**Summer Internship - Reserve Bank of India**

Significance of Cyber Security in the Banking Sector;  
Suggested Methodology of Cyber Risk Measurement



**Vrinda Lohana**  
23  
PGDM, BBA

**Work Experience - Fresher**

**Summer Internship - JM Financial Services Ltd.**

Familiarization to NBFC sector and fundamental analysis of Muthoot Capital Services Ltd.



**Wayne Dsouza**  
27  
PGDM, B.E. (Mechanical)

**Work Experience - 34 months**

Greka Drilling Services

Hidada

**Summer Internship - N. L. Dalmia Institute of Management Studies and Research under faculty Prof. Dr. Jyoti Nair**

Dividends & its Effect on Stock Prices.



**Yash Bora**  
23  
MMS, B.E. (EXTC)

**Work Experience - Fresher**

**Summer Internship - N. L. Dalmia Institute of Management Studies and Research under faculty Prof. Dr. Anil Gor**

Fundamental analysis of PI Industry



**Yash Kothawale**

27  
MMS, B.E. (EXTC)

**Work Experience** - 24 months

Syntel Pvt. Ltd.

**Summer Internship** - KIFS Trade Capital

Equity Valuation



**Yash Soni**

24  
MMS,  
M.Com. Part I / B.Com.

**Work Experience** - 36 months

Ayush Jewellers

**Summer Internship** - Industrial and commercial bank  
of China (ICBC)

Potential of Chines ECA in India.



**Yashashree Rathi**

23  
MMS, B.E. (Industrial)

**Work Experience** - Fresher

**Summer Internship** - pwc

(Price waterhouse Coopers Pvt. Ltd.)

A study on International Assignment Services for PwC



**Yasir Ansari**

23  
MMS, B.Com.

**Work Experience** - Fresher

**Summer Internship** - Ventura Securities Ltd.

Equity Research on Defense Sector



**Zain Deshmukh**

23  
MMS,  
B.Sc. (Biotechnology)

**Work Experience** - Fresher

**Summer Internship** - Hindustan Petroleum  
Corporation Ltd.

Use of Derivatives to Hedge Foreign Exchange  
Exposures

# HOD MARKETING CO-CHAIR PLACEMENT



Dear Recruiter,

Greetings from N. L. Dalmia Institute of Management Studies and Research, Mumbai.

It gives me immense pleasure to welcome you to the Placement Activities of the Institute and present to you the class of PGDM Marketing Class of 2020. This batch has a good blend of experience with participants from several organizations, which has created a unique experience-sharing opportunity in the class. They have been working hard to acquire industry exposure through company research projects, industry visits and guest lectures. Our students have also competed in numerous inter-university competitions, winning several awards. This brochure will provide you an overview of our PGDM Marketing Programme offered by the School of Management of N. L. Dalmia Institute of Management Studies and Research, (NLDIMSR) Mumbai, the different activities organized by the students of PGDM Marketing and the placement process.

We have contemporary program aimed at developing our students into leaders, ready to take the industry in their stride. We ensure that our students have an understanding of the present-day sales and marketing realities. At the same time they are also sensitized to the Indian economic and societal inevitabilities.

N. L. Dalmia Institute of Management Studies and Research has not only met standards of excellence but also made a commitment towards academic improvement to ensure that the institution will continue to provide quality education to its students. I welcome you to read this placement brochure to know more about the Post Graduate Program-Marketing. I am sure you will find this batch of PGDM Marketing suitable for your organizations' needs and look forward to you recruiting them into positions that match their competence.

***Dr. Joyeeta Chatterjee***

Professor and HOD, Marketing

N. L. Dalmia Institute of Management Studies and Research, Mumbai



# MARKETING

## SEMESTER III PGDM

International Business  
Strategic Management  
Strategic Marketing Management  
Marketing Metrics, Audit and Analytics  
Supply Chain Management  
Integrated Marketing Communication  
Strategic Brand Management  
Market Research  
International Marketing  
Science of Retailing  
Marketing Simulation  
Summer Internship Project

## SEMESTER IV PGDM

Services Marketing  
Final Project

## SEMESTER III MMS

International Business  
Strategic Management  
Marketing Strategy  
Consumer Behaviour  
Supply Chain Management (Additional)  
Integrated Marketing Communication  
Product & Brand Management  
Market Research (Additional)  
International Marketing (Additional)  
Retail Management  
Marketing Analytics (Additional)  
Summer Internship Project

## SEMESTER IV MMS

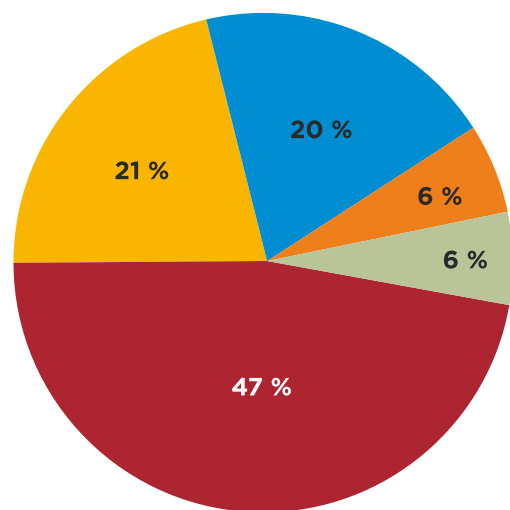
Services Marketing  
Final Project  
1. Social Relevance  
2. General Management  
3. Specialization  
Project Management

# BATCH ANALYTICS

## MARKETING

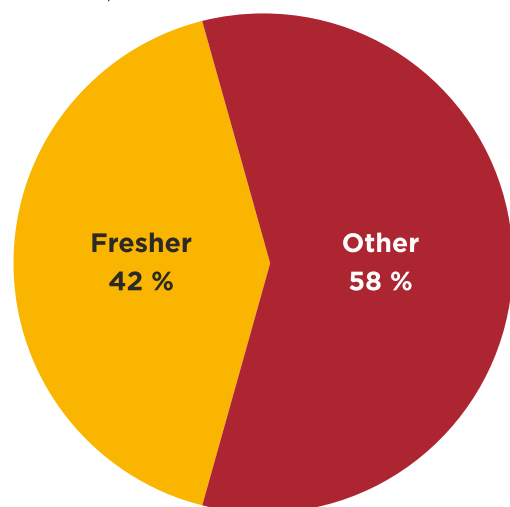
### Student Composition by Graduation Qualification

- B.E. / B-Tech, 24
- B.Com. / BAF / BBI, 11
- BMS / BMM/ BBI , 10
- BSc.(Stats.) /Bsc.(Economics), 3
- M.Com., 3
- Others (B.Arch./ B.Pharm), 2



### Batch 2018-20 : Composition by Work Experience

- Experienced, 31
- Fresher, 22



36 Months  
& Above 5  
9%

12-35 Months  
19  
36%

Less then  
1 Year 7  
13%

# GUEST SESSIONS

SPEAKER	COMPANY & DESIGNATION	TOPIC
Ms. Deepali Desai	Deputy General Manager Tata Motors	Career opportunities in Sales
Mr. Virendra Yadav	Founder and Director BU Solar Solutions	Guidance for Entrepreneurship
Mr. Pramod Patil	Sales Head- Domestic and Export - Grasim Industries Ltd. - Chemical Division (Aditya Birla Group)	Overview on Supply Chain Management, Sales and Distribution
Ms. Vinath Hegde	GM-CRM Eureka Forbes	Role of a call centre in CRM
Mr. Nishith Bhandarkar	President & COO - Egg First Advertising and Design	Advertising and Media
Ms. Vinath Hegde	GM-CRM Eureka Forbes	CSR initiatives at Eureka Forbes
Mr. Pawan Tiwari	CEO & MD, Virtual Veda Communications	Media Careers demystifying myths
Mr. Vijay Shrivastava	National Manager -Franchisee , Mahindra First Choice	Branding in low priority services category
Mr. Lalit Bangera	Sr. Business Development Manager, Schneider Electric	B2B Selling
Mr. Alok Singh	AVP, Contracts and Project Management - Reliance Infrastructure Ltd.	Industrial Marketing
Ms. Divya Jagirdar	Bunge India Pvt. Ltd	Sales as a Career Option in FMCG Sector
Mr. Pradeep Dutta	GFK	Research and Analytics in the Retail Sector
Mr. Alok Kapoor	Mahindra First Choice Services	Marketing of Services and its Challenges
Mr. Dippak Dubey	CNBC TV 18	Digital Marketing
Mr. Sachin Nair	O & M	Modern Technique of Marketing



**Abhishek Kori**

24

MMS, B.E. (Civil)

**Work Experience - Fresher**

**Summer Internship - Mirum Financial Services**

Selling of Financial Services



**Aditi Agrawal**

24

PGDM, B.E. (ETNT)

**Work Experience - Fresher**

**Summer Internship - Godrej Properties Ltd.**

Management of Regional Channel Partners  
in the region from Andheri to Bandra



**Aditya Patil**

27

PGDM, B.E. (Mechanical)

**Work Experience - 38 months**

Ring Plus Aqua Ltd.

Volkswagen India

**Summer Internship - Tata Consultancy Services (TCS)**

Developing a Business Intelligence Tool for Competitor  
Assessment and Analysis.



**Aditya Pradhan**

26

MMS, B.Tech. (Mechanical)

**Work Experience - Fresher**

**Summer Internship - Godrej Properties Ltd.**

Sales-Institution channel partners at Godrej Emerald,  
Thane.



**Akash Gupta**

23

MMS, B.Com.

**Work Experience - Fresher**

**Summer Internship - Higuests Airbnb Management  
Company**

Sales and Market Research



**Aniket Hastak**

27

MMS, B.E. (Mechanical)

**Work Experience - 24 months**

GrowTech Innovations India Pvt. Ltd.

Sanjeev Auto Parts Manufacturers Pvt. Ltd.

**Summer Internship - 21ID**

Startup Studios: An ecosystem to scale business



**Aniruddha Kadam**  
26  
PGDM,  
B.E. (Instrumentation)

**Work Experience** - 18 months

BYJUS The Learning App(Think & Learn pvt.lt)

Eduisfun Technologies pvt.ltd

**Summer Internship - HDFC Bank**

Segmentation and penetration Strategies for  
HDFC BANK Retail Branch Banking Products.



**Ankit Mundada**  
23  
MMS, B.E. (EXTC)

**Work Experience** - Fresher

**Summer Internship - ExtraaEdge Software  
Solutions PVT LTD**

Managing Marketing activities of B2Bsoftware  
as a service (Saas) in education industry



**Anurag Singh**  
26  
MMS, B.Com.

**Work Experience** - Fresher

**Summer Internship - Mirum Financial Services**

Sales of Financial Services



**Arshad Shaikh**  
27  
MMS, B.E. (Mechanical)

**Work Experience** - 43 months

AZIZI Automibiles

A R Engineering Works

**Summer Internship - Glaxosmithkline (GSK)  
Consumer Healthcare**

To study the sales process for business development  
in FMCG category



**Arushi Bajaj**  
23  
MMS, BA (Economics)

**Work Experience** - Fresher

**Summer Internship - Reliance Jio Infocomm Ltd.**

Understanding & Implementing Digital Growth

Hacking Techniques at Reliance Jio Info comm Ltd.



**Ashish Shetty**  
25  
PGDM, B.E. (EXTC)

**Work Experience** - 36 months

L&T Infotech

**Summer Internship - HDFC Bank**

Study of the Consumer's Banking Relationship and  
Business Opportunities in the Surrounding Catchment  
(Catchment Mining Program)





**Bharati Rupani**

23  
PGDM, BMS (Marketing)

**Work Experience** - Fresher

**Summer Internship** - Nascens Enterprise Pvt Ltd  
(Happa Foods)

A project on Launch of Happa Foods in Thane Region.



**Chaitra Gawade**

23  
PGDM, BAF

**Work Experience** - Fresher

**Summer Internship** - Sower Of Seeds -  
Springstreet Bakery

Developing Corporate Relations through CSR Initiatives :  
A Detailed Case Study



**Chiranjeev  
Chandrasekaran**

26  
PGDM, B.E. (EXTC)

**Work Experience** - 17 months

Praxis Interactive Services Pvt. Ltd.  
Packt Publishing Pvt. Ltd.

**Summer Internship** - A-1 Fence Products  
Company Pvt. Ltd.

Designing an end to end process for sourcing leads  
from online database



**Dhawal Rawat**

22  
PGDM, BMS

**Work Experience** - Fresher

**Summer Internship** - Mahindra & Mahindra Ltd.

IT system Specification Benchmarking Study for  
Business Management Software in Spares Industry  
benchmarking of loyalty programs, packaging and  
second brands in the spares industry | Consumer  
buying behavior and patterns in the spares industry



**Diptarka Datta**

25  
PGDM, B.E. (Electrical)

**Work Experience** - 03 months

Capgemini  
Appco Group India

**Summer Internship** - Drshti Strategic Research  
Services Pvt. Ltd.

Outlook Professional College Ranking 2019



**Gauri Bhate**

25  
PGDM, B.E. (Electrical)

**Work Experience** - 23 months

Havells India Ltd.  
S.R.Jog Electricals

**Summer Internship** - Tata Consultancy Services (TCS)

Designing a Diversity and Inclusion benchmarking  
model for TCS



**Gautam Singh**

27  
PGDM, B.E. (EXTC)

**Work Experience - 30 months**

Reliance Integrated Services Pvt. Ltd.-

Global Cloud Xchange

Capgemini India Technology Services Ltd.

**Summer Internship - Decathlon India Sports Pvt. Ltd.**

Customer Relationship Management -

After Sales Feedback Mechanism



**Hrishikesh Poduval**

24  
PGDM,  
BSc. (Statistics) /  
PGDP in Economics

**Work Experience - 08 months**

Avanti Traders

**Summer Internship - A-1 Fence Products Company Pvt. Ltd.**

Conducting research and designing strategies to identify new avenues for business expansion.



**Jash Thakkar**

24  
PGDM, B.Com.

**Work Experience - 10 months**

Parshwanath Developers Pvt Ltd.

**Summer Internship - Glaxosmithkline (GSK)**

**Consumer Healthcare**

Increasing the reach and acceptability of GSK products in the western region of Mumbai



**Jayesh Nair**

23  
PGDM, B.E. (IT)

**Work Experience - Fresher**

**Summer Internship - HDFC Bank**

Promotion of HDFC Bank's Digital Offerings.



**Kavyashree Kundalia**

24  
PGDM, B.Com.

**Work Experience - 09 months**

R D Kundalia & Co.

**Summer Internship - Reliance Jio Infocomm Ltd.**

Reliance Jio's Digital Impact in India with respect to Housing Societies and MSMEs



**Khushboo Surana**

26  
PGDM, B.Arch.

**Work Experience - 24 months**

Prafull Surana Architects & Interiors

Binesh Sukumar Architects and Planners

**Summer Internship - GTB (WPP)**

Customers : The New CMO's



**Kinjal Parmar**

25  
MMS, B.Pharm.

**Work Experience** - 12 months

Envisage Insights LLP

**Summer Internship - Course5 Intelligence Pvt. Ltd.**

B2B - Branding and Marketing Strategies



**Kushal Kabra**

24  
PGDM, B.E. (Mechanical)

**Work Experience** - 24 months

Think and Learn Pvt. Ltd.

Siddhi Vinayak Knots and Prints Pvt Ltd

Kabra Textile Pvt Ltd

**Summer Internship - Clensta International**

Building online brand strategy through digital medium



**Megha Khaitan**

22  
PGDM, BMS

**Work Experience** - Fresher

**Summer Internship - Drshti Strategic Research Services Pvt. Ltd.**

Post launch analysis of a web series for a major OTT platform in India.



**Mrunal Kongre**

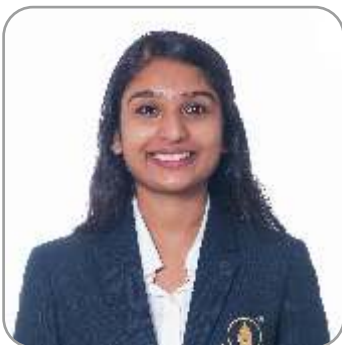
24  
PGDM, B.E. (EXTC)

**Work Experience** - 15 months

Amazon

**Summer Internship - Godrej Properties Ltd.**

Institutional Channel Sales in Real Estate Industry



**Nidhi Kotian**

24  
PGDM, B.Com.

**Work Experience** - 24 months

MDC Group

Flintstop

**Summer Internship - Drshti Strategic Research Services Pvt. Ltd.**

Concept testing on International flavors of a leading snack company / brand.



**Nikhil Sharma**

23  
PGDM, BMS

**Work Experience** - Fresher

**Summer Internship - Decathlon India sports Pvt. Ltd.**

Market analysis of water sports and creating a local sports project.



**Omkar Varadkar**

26  
PGDM, B.E. (Instrumentation)

**Work Experience** - 36 months

Tecnimont Pvt. Ltd.

**Summer Internship** - Godrej Properties Ltd.

Channel Sales in Real Estate



**Palak Lapasia**

22  
PGDM, BBI

**Work Experience** - Fresher

**Summer Internship** - L&T Financial Services

Establishing customer communication in the loan life cycle



**Prachi Vora**

24  
PGDM, BMM

**Work Experience** - 24 months

XS CAD Ltd.

**Summer Internship** - Nascens - Happa Organic Baby Foods

Product launch of organic baby product in the region of Mumbai



**Prachi Vyas**

23  
PGDM,  
M.Com. Part I / B.Com.

**Work Experience** - 06 months

Mars Management Consultancy

**Summer Internship** - Pulse Secure

Risk Management and Mitigation in Customer Operations



**Pranav Dave**

24  
PGDM, BBA (IT)

**Work Experience** - Fresher

**Summer Internship** - Reliance Jio Infocomm Ltd.

Identification and Prioritisation of software applications used by SME's in India.



**Prathik Poojary**

25  
PGDM, M.Com., B.Com.

**Work Experience** - 24 months

Media.net (Directi)

**Summer Internship** - Reliance Jio Infocomm Ltd.

A Study on New Product Development





**Pratyush kumar**  
21  
PGDM,  
B.Com. ( Accountancy Hons)

**Work Experience - Fresher**

**Summer Internship - L&T Finance and holdings**

High End Segment market in Two Wheeler Business



**Rahul Gupta**  
25  
MMS, B.E. (EXTC)

**Work Experience - 17 months**

Lumina datamatics

TCI Infotech

**Summer Internship - Hindustan Times**

A study on perception of potential  
customers towards print media



**Raj Vora**  
23  
PGDM, BMS

**Work Experience - Fresher**

**Summer Internship - Reliance Jio Infocomm Ltd.**

Branding via OOH Media, Cinema Advertising &  
Insurance Marketing.



**Ruchika Gattani**  
21  
PGDM, BBI

**Work Experience - 04 months**

Reliance Brands Ltd.

**Summer Internship - HDFC Bank**

A study with reference to customer satisfaction  
towards Digitalization



**Rutuj Karandikar**  
26  
PGDM, B.E. (Electronics)

**Work Experience - 34 months**

ARK Technosolutions

Rediff.com

**Summer Internship - Tata Consultancy Services (TCS)**

Design a framework to measure direct and indirect  
social impact of TCS Research and Innovation (R&I)  
teams offerings in India.



**Sachin Rajput**  
26  
MMS,  
B.Tech. (Mechanical)

**Work Experience - Fresher**

**Summer Internship - Hindustan Times**

Market Research



**Sanket Patlekar**  
27  
PGDM, B.E. (EXTC)

**Work Experience** - 27 months  
Autocop India Pvt Ltd.

**Summer Internship - Godrej Properties Ltd.**  
Channel sales in real estate



**Sean Moraes**  
27  
PGDM, M.Com. / BMS

**Work Experience** - 24 months  
Flarepath Solutions  
Liqvd Asia

**Summer Internship - Brewarchy Hospitality Pvt. Ltd.**  
Trade Channel Analysis and online brand communication for a New Product Category in Urban Markets



**Shilpa Chandani**  
24  
PGDM, B.Tech. (ECE)

**Work Experience** - 06 months  
Byjus

**Summer Internship - Godrej Properties Ltd.**  
Management of Retail Channel Partners in Real Estate Industry



**Shimoni Timbadia**  
22  
PGDM, BBA

**Work Experience** - Fresher  
**Summer Internship - HDFC Bank**  
Digitalization at HDFC Bank



**Shruti Girap**  
25  
MMS, B.E. (EXTC)

**Work Experience** - 17 months  
WAM India Pvt LTD  
SVC Co-operative Bank Ltd

**Summer Internship - Webgyor Technologies**  
Various Channels of Digital Marketing



**Sumita Das**  
25  
PGDM, B.Sc. (Botany)

**Work Experience** - 06 months  
Abhilasha Jyoti Foundation  
**Summer Internship - L&T Financial Services**  
FCM Dash board Matrix



**Supratik Sarkar**

24  
PGDM, BMS

**Work Experience** - Fresher

**Summer Internship** - A-1 Fence Products  
Company Pvt. Ltd.

Blogging : The New Way of Lead Generation



**Supriya Tanwar**

27  
MMS,  
B.Tech. (Computer Science)

**Work Experience** - 36 months

Anti-Corruption and Welfare Organisation

Cognizant Technology Solutions

Dev Polytechnic College

**Summer Internship** - SIDBI

**(Small Industries Development Organisation)**

Constraints faced by Banking industry in marketing  
their financial products.



**Vaibhavi Mehta**

22  
PGDM, B.Com.

**Work Experience** - Fresher

**Summer Internship** - Flintstop

Business development for Innovative products in the  
Corporate Gifting Industry of India.



**Xenia Mehta**

23  
PGDM, M.Com / B.Com.

**Work Experience** - Fresher

**Summer Internship** - Godrej Properties Ltd.

A study to understand the application of Sales  
process for channel development.

# HOD HR CO-CHAIR PLACEMENT



Dear Friends

PGDM HR@NLDIMSR stands for the all-round growth and development of a student, who is at the threshold of joining the dynamic corporate world. We are proud to present to you the batch of PGDM HR students, who have been groomed by the academic and industry experts for a successful career.

It is a matter of pride and honour for us, that for years the corporate houses have believed in the quality education and all-round development which we provide to our students. Regular recruiters and new additions to the recruiter list every year for Summer Internships and Final Placements, ensure that students get the best experience in the field of HR and get moulded into fine business managers of tomorrow. We also acknowledge the tremendous contribution from our esteemed alumni in the industry, to partner with our students' developmental journey right from playing an active role in selection process, to grooming them through special sessions intermittently, as a part of our industry-academia interface activities.

Our HR students study various areas including but not limited to Industrial relations, Talent Acquisition and Management, Compensation and Benefits, Learning and Organisational Development, HR Analytics through hands-on activities, case studies and stimulating classroom discussions. Workshops on problem solving skills and executive coaching keep students on the forefront of HR practices. Students experience the inter-dynamics between different functions, because end of the day, it is all about people, irrespective of the function.

The strength of the HR course lies in :

- Regular review and revamp of the course plan
- Interventions targeted towards skill building of the students
- Exposure to planning and executing events at a national and international level
- Research orientation
- Participation in competitions and fests in-house and across India
- Participation in various business and HR forums
- Social responsibility exposure
- Industry visits
- Special workshops and guest lectures by senior HR Mentors from the industry
- Enriching summer internships, Capstone projects, live projects
- Alumni interaction forum
- Valuable personalised attention from expert faculty, both from academia and the industry.

We welcome you to the campus, to start off yet another year of career collaboration.

**Prof. Dr Rima Ghose Chowdhury**

Professor & HOD HRM



## SEMESTER III PGDM

- International Business
- Strategic Management
- Strategic HRM
- Performance Management Systems
- Organisation Structure, Theory & Design
- Organisational Development & Change Management
- HR Planning & Audit
- Industrial Relations & Employee Welfare
- Assessment center and Competency mapping
- High Performance Leadership Dev &
- Personal Growth Labs
- HR Analytics
- Summer Internship Project

## SEMESTER IV PGDM

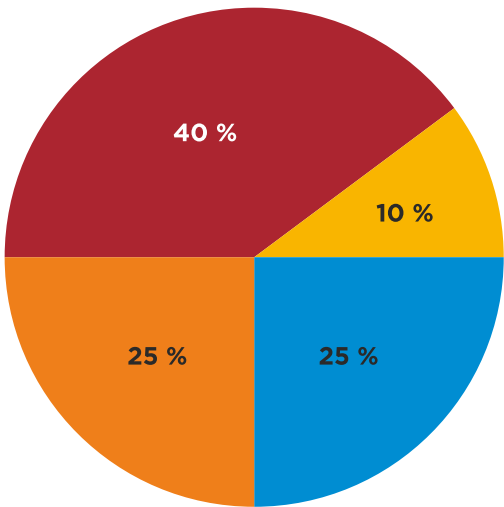
- Business Ethics & Corporate Governance
- Introduction to Executive Coaching
- Final Project

# BATCH ANALYTICS

## HR

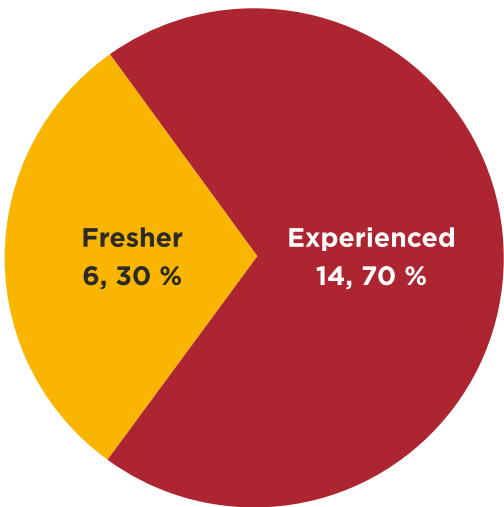
### Student Composition by Graduation Qualification

- B.Com. / BAF / BBI / BFM, 8
- BMS / BBA, 2
- MSc. / B.Sc. (Pshychology)/ BCA, 5
- B.E. / B-Tech, 5



### Batch 2018-20 : Composition by Work Experience

- Experienced, 14
- Fresher, 6



# GUEST SESSIONS

SPEAKER	COMPANY & DESIGNATION	TOPIC
Mr. Romit Mufti	VP - HCM - ILFS	Career Options in HR
Mr. S K Dutt	Sr Advisor & President - First Equals Global - UN Empretec	Career Options in HR
Ms. Nikita Joshi	Zonal HR - Karvy Private Wealth & Alumnus of N L Dalmia Institute	Success Imperatives for HR
Mr. Jayaram Shetty	NIPM-er, Managing Director- VCG Consulting Group	(NIPM) ASCEND – Be Corporate-ready
Mr. Mudit Yadav	Founder of MY Success Coaching, TedX Speaker-My Success Coaching	Executive Coaching
Mr. Jayaram Shetty	NIPM-er, Managing Director- VCG Consulting Group	Successful Preparation for Selection Process
Mr. Suri Surinder	CEO – CTR Factor Inc, (Fmr) Managing Director - Barclays (US - Florida) CTR Leadership Institute, Florida	The CTR Factor : How High Is Your Leadership Quotient
Dr. J Shanthilakshmi	Professor Jansons School of Business, Coimbatore	Workplace Effectiveness
Ms. Madhavi Rai	AVP-HR - Sanctum Wealth Management	Talent Retention Strategies
Mr. Babith Nayak	Sr. Manager- HR - Mahindra & Mahindra	Performance Management Through Balanced Scorecard
Mr. Bhaskar Ghoshal	VP - Emsus Consulting	Leadership readiness
Mr. Gaurav Gupta	Sr Manager HR BP - Boehringer Ingelheim	Conversational Intelligence
Mr. Ahetesham Thaver	Advocate - ALTMT Associates	Legal Issues in HR
Ms. Shraddha Gotad	Senior Manager- Training and Performance Management - Carnival Group	Training and Development and PMS
Mr. Hirak Mukherjee	Chief Mentor - Neotia Innovation Hub	Merging Financial Capital with Human Capital
Mr. Danish Shaikh	Manager - L&D - ACG	Measuring effectiveness of training
Mr. Srivathsan S	Head Human Resources - Times TV Group	Workshop on Creative Problem Solving
Ms. Amrita Pandhi	Deputy Manager - Bajaj Electricals	Learning and Development
Mr. Deepak Alhuwalia	Senior General Manager - Mahindra Lifespaces	HR Practices in the Industry
Mr. Ryan Mascarenhas	GM – L&OD - Godrej Properties	Unconscious Bias, POSH



**Aashna Thawrani**

24  
PGDM,  
BMM (Advertising)

**Work Experience** - 19 months

Cortaal Global Pvt Ltd.

**Summer Internship - More Retail Ltd.  
(Formerly Aditya Birla Retail Ltd.)**

Mission Upskill: Talent Management and  
Organisational Health Survey.



**Aishwarya Salkute**

23  
PGDM, B.E. (E&C)

**Work Experience** - Fresher

**Summer Internship - IIFL Securities**

A Study of Channel Attrition Trends at IIFL Securities



**Alifiya Nasikwala**

25  
PGDM,  
MA (Clinical Psychology) /  
BA (Psychology)

**Work Experience** - Fresher

**Summer Internship - Pidilite Industries Ltd.**

Employee Evaluation: Developed a Competency  
based Psychometric test and Designed a STAR  
base Interviewing Process.



**Anaya Tripathi**

23  
PGDM, BCA

**Work Experience** - 09 months

AEGIS PVT. LTD.

**Summer Internship - Nascens Enterprises Pvt. Ltd.**

A Study on Performance Appraisal System in a  
Startup Firm



**Anupama Shetty**

23  
PGDM, B.Com.

**Work Experience** - 21 months

HDFC Bank

**Summer Internship - State Bank of Mauritius (SBM)  
India Ltd.**

Culture-transition : Towards a high growth and  
ownership culture with cohesive and  
collaborative team



**Aparna Kulkarni**

23  
PGDM, BA (Psychology)

**Work Experience** - 03 months

WNS Global Services Ltd

**Summer Internship - Pidilite Industries Ltd.**

Talent Attraction: Showcasing Pidilite as an 'Employer  
of Choice' on Digital Platforms.



**Disha Soi**  
22  
PGDM,  
B.Sc. (Biotechnology)

**Work Experience - Fresher**

**Summer Internship - A-1 Fence Products Company Pvt. Ltd.**

A study on employer branding and employee satisfaction in an organization



**Kiran Yadav**  
25  
PGDM, B.E. (Computers)

**Work Experience - 33 months**

Infosys Ltd

**Summer Internship - Chenoa Information and Software Services Pvt. Ltd.**

To Create a Compelling Employee Value Proposition for a high performance workplace



**Manaswi Mulchandani**  
24  
PGDM, B.E. (Electronics)

**Work Experience - 03 months**

Capgemini

**Summer Internship - More Retail Ltd. (Formerly Aditya Birla Retail Ltd.)**

Study of Performance Management System and Effectiveness of Annual Performance review at More Retail limited.



**Parth Ahuja**  
25  
PGDM, B.Sc. (HMCT)

**Work Experience - 31 months**

Intelenet Global Services

Siddhi Mindshare

**Summer Internship - Course5 Intelligence Pvt. Ltd.**

Building a Talent Pool and a Talent Pipeline, Creating and conducting employee and candidate experience survey.



**Pooja Deshpande**  
25  
PGDM, B.E. (ICE)

**Work Experience - 12 months**

Saavli foundation

**Summer Internship - Reliance Jio Infocomm Ltd.**

Project on annual skill based ready for role and employee engagement drive.



**Priya Sayani**  
23  
PGDM, B.Com.

**Work Experience - 03 months**

Indiabulls Ventures Ltd.

**Summer Internship - Course5 Intelligence Pvt. Ltd.**

Restructuring Compensation and Benefits practices with respect to Merger.





**Reetika Patil**

24  
PGDM, BBI

**Work Experience** - 03 months

Siddharth Investment

**Summer Internship** - More Retail Ltd.  
(Formerly Aditya Birla Retail Ltd.)

Effectiveness of Annual performance Review-  
Quality of performance conversation and  
performance document.



**Sakshi Gohil**

22  
PGDM, B.Com.

**Work Experience** - Fresher

**Summer Internship** - Nascens Enterprises Pvt. Ltd.

A Study on Design of Performance Appraisal Process  
for Summer Interns in a Start-up.



**Shreya Katakwar**

22  
PGDM, BBA

**Work Experience** - Fresher

**Summer Internship** - SHL

Determination of Competent Employees  
Through Analysis



**Shreya Ranka**

23  
PGDM, B.Com.

**Work Experience** - 03 months

Cortaal global

**Summer Internship** - More Retail Ltd.

Organizational Development by Engagement,  
Learning and YLP



**Shruti Kunder**

25  
PGDM, M.Com. / B.Com.

**Work Experience** - 24 months

Tata Consultancy services (TCS)

**Summer Internship** - India Infoline (IIFL)

A Study on Employee life-cycle management  
process at IIFL



**Sneha Singh**

23  
PGDM, B.Com.

**Work Experience** - 26 months

The CSR Journal

**Summer Internship** - IIFL Securities

Talent Acquisition & Pulse Check of Employees at  
IIFL Securities.



**Tanushree Pal**  
26  
PGDM, B.E. (EXTC)

**Work Experience** - 32 months

Tata Consultancy Services

**Summer Internship** - Nascens Enterprises Pvt. Ltd.

A study on evaluation of summer interns' performance in a start-up



**Yuden Shyodhi**  
22  
PGDM, B.Com.

**Work Experience** - 2 months

Khelomore Pvt. Ltd.

**Summer Internship** - Cravatex Brands Ltd.

Benchmarking the Compensation and Benefits practices in the Retail industry





# MEMORIAL LECTURE

Memorial lectures are a source of pride and honour for any institution and to celebrate this event in the memory of our Late Founder Shri. Niranjantal Dalmia, is always an awaited one . In the wake of rapidly rising India, that is redefining the rules of the business game, this year, we were honoured to have Mr. Dilip Piramal, Chairman and Managing Director, VIP Industries Ltd, as our guest and speaker for the lecture. Mr. Dilip Piramal, a leader par excellence, a strong believer in the nation's potential, spoke about "Changing status Quo". The memorial lecture was inaugurated by Mr. Shivkumar Dalmia, Honorary Chairman N. L. Dalmia Educational Society (NLDES), Mr. Shailesh Dalmia, Honorary Secretary, NLDES, Ms. Seema Saini, CEO, NLDES and Dr. Dinesh Hegde, Dean Academics, NLDIMSR, with the lighting of the lamp. With a brief introduction about the history and legacy of NLDES by Ms. Seema Saini, and a welcome by Dr. Hegde, the stage was all set for Mr. Piramal. Mr. Dilip Piramal gave a thoroughly stimulating master class on more than half a century of journey of marketing, branding, and managing VIP Industries in turbulent times. He spoke about all the innovations and disruptions that were brought about by VIP bags through these years. The lecture was enlightening for the students as Mr. Piramal demonstrated how VIP bags changed its perception from being an "aging brand" to a "youth product" through advertisements over 3 decades, and an introduction to Skybags. He also spoke about how the economic policies of the country have an effect on all the decisions that need to be taken by an organisation. The enthusiasm thus created for the subject, culminated in a highly interactive Q&A session that completely engaged the audience, and the vote of thanks by Dr. Anil Gor, HOD Department of Finance and Chairman Placements.



In the past we have had prominent guests like:

- Dr. Jayant Narlikar (Padma Vibhushan, Renowned Astrophysicist)
- Dr. J. J. Irani (Executive Director, Tata Sons Ltd.)
- Mrs. Anu Aga (Chairperson, Thermax Ltd.)
- Mr. Keki M. Mistry (Chairman, HDFC Ltd.)
- Mr. R. Gopalakrishnan (Director, Tata Sons Ltd.)
- Dr. R. A. Mashelkar (Padma Vibhushan, FRS National Research Professor & President, Global Research Alliance)

# EVENTS

Apart from the emphasis on academic rigour at the institute, students also get exposed to organisations and participate in intercollegiate level conferences and paper presentation competitions. It's important for the students to stay plugged-in to the paradigm of the current business environment and form their own opinions. Such events encourage students to be innovative, creative and bode them well in their journey towards corporate success. The events organised at our institute are as follows:

## INTERNATIONAL MARKETING CONCLAVE

International Marketing Conclave the annual flagship event of the marketing department, witnessed discussion by leaders from the best organisations in the world. The theme of the Conclave was "Design Thinking: The Key to happy Customers". Eminent speakers from the industry enlightened the students with their speeches.



Mr. Ajay Agarwal, Design Thinking Practice Lead, KPMG India, the key note speaker with other esteemed dignitaries and NLDIMSR team

## MULYANKAN

Organised by the finance forum of the institute. Mulyankan, included an annual national level paper presentation on 5th October, followed by a seminar by eminent speakers from financial sector on 6th October 2018. The theme for Mulyankan 2018 was "Equity Challenge: Spot the Multibagger"

## MAADHYAM

Maadhyam 2019, a national level inter college B School research paper presentation competition, was themed on "Artificial Intelligence and Marketing Experience". The esteemed jury for the event comprised of various industry experts in the domain of AI.



Ms. Seema Saini, CEO NLDDES, awarding the 1<sup>st</sup> runner up team from ISB, Hyderabad

The winning team along with HOD Marketing and other participants



## SHIKHAR

This national level paper presentation competition is the flagship event of our institute. Students from all over India come to indulge in a healthy combat of knowledge, erudition and comprehensive learning. This year the topic was "Global economic challenges and opportunities; their impact and relevance to India"



Students of N. L. Dalmia Institute, the proud winners of Shikhar 2018, among 5 teams from other Institutes

## HR CONCLAVE

The Knowledge Trifecta 2018 was a run of three grand events, viz. Manusandhan, Anveshan & Utkarsh.

**Manusandhan** is an annual HR seminar, which provides a platform for a panel discussion by industry experts on various ongoing trends in the HR fraternity. The theme for the event, "Culture Eats Strategy for Breakfast," narrated how to basically turn corporate culture into competitive advantage.

Dr. Joy Mukhopadhyay – Adjunct Prof. Presidency University, Mr. Surajit Sen – CEO Crest Technologies along with other esteemed dignitaries and NLDIMSR team

**Utkarsh** is an annual national level B-School paper presentation competition. The theme for Utkarsh 2018 was "Leadership & Inclusion: The Millennial Way", where management students across the country came together to showcase their thoughts and present a holistic view of the HR function.

**Anveshan** – A research paper presentation by academicians and corporate experts was unveiled at the annual HR Conclave - The Knowledge Trifecta 2018 for the first time. The aim of the event was to provide the students with the tools that would enable them to quench their thirst for knowledge with constant expert guidance.



Eminent speakers enlightened the students on the theme 'Rebuilding HR with emerging technology':

# NLD TALK

**"The best and the most beautiful things in the world cannot be seen or even touched. They must be felt with the heart." – Helen Keller.**

NLD Talk is an initiative of the students, by the students and for the students, under the slogan "Transform. Aspire. Learn. Konnect". It was inspired by the global event – TED talk. Our initiative is aimed at hosting eminent speakers and student orators who may not be high on age, but are rich with their own unique experiences. The purpose is to give a platform to those who do not often have one, but who inspire us with their life experiences and stories. A suite of short, carefully prepared speeches, experience-focused demonstrations that cover a wide range of subjects to foster learning, inspiration and invoke ideas that matter. NLD talk concentrates on embarking on extraordinary topics, which are help the students gain a new perspective and aid innovative thinking.

What started as a mere idea, took a visual stage and successfully completed five editions with eminent speakers like Shree Gauri Suresh Sawant (Transgender Activist and Director, Sakhi Char Chowghi), Natasha Noel (yogini and health enthusiast), Braj Mohan Das (A monk, life coach and an inspirational speaker – ISKCON), Anmol Rodriguez (model and influencer), Rizwan Shaikh (CTO & Founder at Pristine InfoSolutions who is well known ethical hacker , cyber crime consultant and more.)



Faculty incharge of NLD Talk, Prof. Dr. Mangesh Kasbekar along with the team



# CONVOCATION

The N. L. Dalmia Parivaar celebrated the bright beginning of the PGDM batch 2016-18 in the corporate world by conferring 120 PGDM students with their degrees. The Convocation Ceremony was graced by the presence of Dr. Anand Deshpande, Founder, Chairman and Managing Director, of Persistent Systems and a visionary in the field of technology. He gave students a very important message using the quote by, **"The world needs dreamers and the world needs doers. But above all, the world needs dreamers who do."**



# ALUMNI MEET

To take a walk down the corridors of nostalgia, the N. L. Dalmia alumni meet is organized annually for full-time and part-time students. The platform is used by alumni to contribute to their alma mater's growth and emphasized the need for further strengthening the links between the alumni and current students. This helps them to maintain their hunger for excellence and knowledge, and celebrate their unique individuality to excel in what they love most.





# AAKARSHAN

Aakarshan is the institute's flagship cultural intra-collegiate event. It's organized by seniors for the freshers. Aakarshan 2018 was a grand event which turned into a prelude to showcase how MBA is not just about books and presentations, but also about fun, teamwork, and a competitive spirit. At the end, the seniors handed over the baton to the juniors who promised to make Aakarshan equally memorable for the next batch.



# HOWZATT!



Howzatt is an inter B-school T20 cricket tournament organized by NLDIMSR. It is the only coloured clothed, white leather ball 20 over cricket tournament organized by our institute for all the B-schools nationwide. Howzatt was conceptualized by us with a vision to help students excel not only in studies but also in other extra-curricular activities. The aim is to produce all-rounders for the industry, which requires people to be skilled and adept at multitasking.

# SPORTS LEAGUE

Sports league is a 3 day event which is conceptualised, planned and executed wholly by the students, backed and supported by our professors. The first and second year students get to showcase their skills along with unity, team-building and great team effort. Currently, the Sports League comprises of 7 sports, namely, cricket, football, badminton, table tennis, carom, obstacle relay race and tug-of-war.





# STUDENT COMMITTEES ON CAMPUS



## PLACEMENT COMMITTEE

Call it the backbone, the support system or just a group of selected students, one cannot ignore. The most vital committee of our institute, the placement committee (PlaceCom), serves every student of NLDIMSR in their holistic development and placement requirements. Acting as an all-round support to the leaders and guides, Dr. Anil Gor (HOD Finance and Chairman Placements) and Ms. Sajita Pradeep (Manager, Corporate Relations) are glad to introduce the Student Heads of PlaceCom; Hersh Patel, Omkar Varadkar, Rutuj Karandikar, Alifiya Nasikwala and Aparna Kulkarni assisted by student members of the PlaceCom Palak Lapasia, Gauri Bhate, Shimoni Timbadia, Khushboo Surana, Kushal Kabra, Shreya Ranka, Manaswi Mulchandani, Aashna Thawrani, Vallabh Hayatnagarkar, Avnish Yadav, Dhruvin Jani, Komal Modani, Riddhi Gandhi, Ruchi Agrawal, Shreya Kulkarni, Shreya, Sughosh Deshpande, and Shrishti Thorat. Our institute is proud to be associated with various elite organisations that help us with our record breaking placements every year. The 2 months' summer internship process for 1<sup>st</sup> year students starts every year in September, in which students are rigorously trained to bring out their best, followed by the final placement season for the final year students. Our endeavour is to not only connect the right talent to the right job, but also train them to be an apt match for the same.



## ALUMNI COMMITTEE

Known as the Alcom, it works for and in association with the alumni, who is the institute's integral part. It tries to keep the alumni connected to their alma mater with the help of an annual alumni meet. Since our alumni is involved with the institute right from admissions to the placements and are willing to walk an extra mile for us, we try to express our gratitude to them using this platform. The meet is an occasion of fellowship and nostalgia where the alumni reunite with their peers, seniors, juniors and professors. These meets also give a chance to the current batch of students to network and gain insights about the corporates and different industries from our senior alumni. Alcom aims to further strengthen the bond between them and pass on their valuable experiences and achievements to inspire the present batch.



## MSR – MY SOCIAL RESPONSIBILITY

A social initiative started by the NLDIMSR students of 2011 batch, to provide an opportunity to students of the institute to help the needy and the underprivileged sections of the society. The students of the Sparsh (MSR) Committee, have organized various drives like distribution of educational kits to needy students, 'Joy of Giving' week, with the funds collected from the faculty. The proceeds are donated to various NGOs in Mumbai. Kondgaon Utsav – an event wherein the villagers from Kondagaon were given the institute's premises to sell organically grown vegetables, Warli painted handicrafts and pottery products with live demo were sold at reasonable prices to the institute's students and staff. The event closed with a thanks giving lunch to participating villagers by MSR student volunteers and the parting traditional 'Therpa' dance performed by the villagers along with our students. In November 2016, a heartfelt need to work on a larger canvas and work for the holistic development of a tribal village was acknowledged. Therefore, in December 2016, NLDIMSR adopted Kondgaon Village in the Vikramgad Taluka of the Palghar District, a 100% tribal village with 3500 people, to empower and develop it. Many interventions in health and sanitation, education, environment, skill development and women and child welfare that have been planned by the students under the guidance of a senior faculty member, are being implemented by them as a part of their experiential learning. Medical camps, tree plantations, spreading awareness about using toilets and efforts to reduce open defecation are undertaken. This collaboration is expected to serve the twin purpose of touching and enriching the lives of the people in this village as well as providing valuable rural exposure to the MBA students of our institute through its social responsibility program.



## HR CLUB & HR EXPERT TALK TEAM

Since its inception, the HR club & HR Expert Talk Team have believed in having their roots in the deeper understanding of HR and management related issues. Both teams complement each other & serve dual purpose. The HR Club imparts practical knowledge and application of the theoretical concepts that the students learn via classroom & non classroom trainings. Through activities like management games, quizzes and games, The club promotes team spirit and implements HR practices in real-life situations on regular basis. The HR Expert Talk Team helps bridge the gap between the campus to corporates by conducting regular guest lectures for the HR students.





## FINANCE FORUM

An executive body managed by the student representatives of the finance stream, this forum aims to transform the students' academic skills into an industry fit by providing insights on job-specific finesse. The forum has its flagship event Mulyankan, a national level B-School competition and Vishleshan, an intra-college paper presentation competition. Other than that, the forum organises workshops, guest lectures and seminars by industry veterans. It also publishes DELTA, our institute's semi-annual e-magazine, which, is a financial paradigm for generating and gathering ideas, opinions and views from the minds of future financial leaders. The forum endeavours to bridge the gap between the students and finance industry by providing a holistic experience and ensuring that they are prepared to handle the nuances of the corporate world.



## ACE CLUB

It's a students' association of the marketing discipline of NLDIMSR. The club is involved in organising guest sessions, marketing quizzes, and online case studies to widen the students' horizons. The students also organize Madhyam, that offers contemporary views on latest marketing issues. It also has the ambition to launch a book club and other interesting, informative and thrilling activities in the upcoming year.

## GENERAL MANAGEMENT COMMITTEE

General Management Committee actively arranges debate & discussions on relevant topics in the domain of General Management. Some of the events included AICTE Panel Debate, Moot Court, Leadership Forum, Mock Parliament etc.

## CULTURAL CLUBS

Our students never fail to surprise. So the NLDIMSR Dance Club and Drama Club was formed with a thought to synchronise and instil the curriculum's management learnings in the students, with an art which requires dedication, determination, passion, teamwork guided with dedicated techniques and accurate timings. The club has performed for all the in-house and inter-collegiate events, serving as a platform to create, transform and nurture future business leaders.





# OUR PUBLICATIONS



"Creativity is giving yourself the permission to see things differently" - David Robert. To think out of the box step out of the ordinary and dare to do something extraordinary. With our newsletter – Goonj, we hope to provide our fellow students one platform for their voice to be heard, because we believe that everyone can be creative if only given a chance . It is a quarterly magazine wherein we cover all the important academic and non-academic events of NLDIMSR, making it the one stop shop for your regular dose of

## DELTA

It's a financial paradigm for generating and gathering ideas, opinions and views in young minds of future financial leaders. Delta, being a semi-annual e-magazine for finance, keeps you updated with current issues of business and gives an overview of other important functions of management. It has brilliant articles, all penned after thorough research. This magazine hooks you from the beginning and encourages students to use this platform to express their ideas freely. The magazine, being a valued addition to our college's compositions, enhances its readers' knowledge.

# Episteme

Episteme refers to knowledge and understanding. It's also a quarterly magazine of HR. Changing the outlook from "Drishtikon" to "Episteme", the motive of reviving this magazine is to spread knowledge and wisdom and ensure that the readers' minds bloom.



Mark X is an attempt to see the future trends and upcoming changes in the marketing field of that are likely to leave a mark. It's a focused magazine for the student community, published half-yearly by the marketing students of NLDIMSR. To stay ahead of time and stay abreast with the dynamic marketing world, constant learning and sharing has to happen between the students and the industry. Mark X aspires to bridge this gap. The article contributors are recognized featured authors from various B-Schools, helping the readers to get all-round perspective of their learning. Thus, this magazine will be a platform for continuous learning, connecting, and an avenue to unleash the student community's untapped potential.



# STAR ACHIEVERS



## AMAN SINGHANIA

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VICE PRESIDENT & INDEX DEVELOPMENT & RESEARCH  
National Stock Exchange of India Ltd.  
2005 - 2007 Batch

"NLDIMSR offered me an opportunity to hone my leadership and general management skills through an exceptionally well-researched, inter active and team-based approach to learning, made possible with the remarkable opportunities and tools provided by the institute. Solving problems solving using real-life scenarios is the institute's perfect formula for working in any fast-paced and dynamic business environment."

## ANKUR JHAVERI

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HEAD - DERIVATIVES  
Edelweiss Securities Ltd.  
2003-2005 Batch

"I owe my career success to this prestigious institute which not only honed my general management skills but also taught how to be Industry leaders of tomorrow. I thoroughly enjoyed the learning highs in the college with the clear management vision to make this institute a mirror of industry's requirement. One thing that stands out even today, is the passionate people this institute nurtures, who aspire to make a difference to the community in impacting life skills."



## BHOOPESH JAIN

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ASSOCIATE DIRECTOR  
SPA Global Pvt. Ltd.  
2000-2002 Batch

Everybody has some speciality in them naturally but one needs to identify it, nurture it and sharpen it well. At NLDIMSR, we followed the same approach with the help of strong faculty, staff members and my class mates, Strong focus on academics stands equally credited for our growth. Our batch entered the professional world during an economic crunch, but that gave us strong lesson for career to develop in future.

## DEEPAK AHLUWALIA

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SENIOR GENERAL MANAGER - HR  
Mahindra Lifespace Developers Ltd. (M&M)  
1998-2000 Batch

"NLDIMSR helps you build the clarity of fundamentals along with their application and a distinguishable character. It's temple of learning where you equip yourself with a knowledge arsenal through an excellent faculty, case study method of teaching, the library treasure-trove, live industry projects, intelligent co-students, state of the art infrastructure et al. N. L. Dalmia has helped me to rise both in my personal and professional life."





## GAURAV JAIN

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SR. V P. INSTITUTIONAL EQUITIES  
Motilal Oswal Financial Services Ltd.  
2006-2008 Batch

At the heart NLDIMSR, is the perpetual and honest striving to better oneself. It is an ideal, and a vision, that the institution upholds in its daily functioning more crucially in its communication with those who are a part of it. Having been a DALMite, one feels prepared to take on anything, anywhere in the world. The institute truly inspires through its egalitarianism and honest ambition.

## JITENDRA GOHIL, CFA

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DIRECTOR INDIA RESEARCH, PRIVATE BANKING &  
WEALTH MANAGEMENT Credit Suisse  
2001-2003 Batch

It was really a rewarding experience to be a part of the 2001-03 batch. NLDIMSR's clear focus on strong academics, along with case studies and interactive learning really helped my overall development, professionally and personally. I was trained by experienced and well-regarded faculty members, who helped me to understand academic and general management concepts thoroughly. My batch was full of competitive, fun-loving people and the friends that I made for life.



## KUNAL VALIA

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J M Financial Ltd.  
1999-2001 Batch

I have always regarded N.L.Dalmia as my intellectual home and as an integral part of my spirit. Every day of 2 years spent in N.L.Dalmia not just added intellectual growth but an all-round value system to adapt to ever changing corporate world and society at large. It has been good to see that the institution has prospered academically and the quality/diversity of students has increased over the years.

## MANOJ NAIR

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NATIONAL MARKETING & PRODUCTS LEADER - INDIA  
Flight Centre Travel Group  
1997-1999 Batch

I am from the very first batch of NLDIMSR, passing out in the year 1999. I cherish the time spent under the guidance of our erudite teachers. NLDIMSR was the training ground to learn about various aspects of business management and it armed me with the requisite knowledge to step up confidently into the corporate world. I have always been in touch with alma mater through various forums including guest lecture which connects us and help me with insights and inputs.





## MUNMUN DESAI

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DEPUTY MANAGING DIRECTOR INSTITUTIONAL SALES  
Batlivala and Karani Securities (B&K Securities)  
2004-2006 Batch

"My two years at NLDIMSR were career defining for me. The excellent faculty, interaction with experienced classmates from various backgrounds and thought-provoking guest lecturers in a wonderful environment built my rock-solid foundation. Continuous mentoring by professors and interaction with industry experts & alumni helped shape my personality, thoughts and approach towards my career and life."

## PUSHPARAJ SHETTY

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HEAD RESEARCH ENGLISH CLUSTER AT  
Zee Entertainment Enterprises Ltd.  
2006-2008 Batch

"NLDIMSR has enriched my understanding of all the key functions in any business such as HR, operations, finance and marketing. It provides a framework to develop your thinking in any key business challenge and identify the right solution. It helped me sharpen my leadership skills and empowered me to shift from tactical thinking to strategic thinking."



## RAJA RAMESH RAYDU

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VICE PRESIDENT  
Human Capital Management  
2006-2008 Batch

"NLDIMSR has played a very important role in both my professional and personal life. I completed my MMS in Human Resources in the 2006-2008 batch from the institute. As an institute it focussed on academic rigour along with a lot of focus on value systems and professional ethics which differentiates it from other institutes. This has made the students of NLDIMSR excel in their career and lot of alumni are doing exceptionally well in the corporate world. The faculty is excellent and approachable."

## RAM KRISHNA

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MARKET DEVELOPMENT MANAGER, PRINTING, IMAGING AND  
DIGITIZATION BUSINESS, WEST INDIA AT HP Inc.  
2002 -2004 Batch

"NLDIMSR transformed me from a young lad to an amiable professional, with clarity, understanding of viewpoints and perspectives, and decisiveness. Teachers laid the foundation of subjects and inspired to delve into details. This was introduced to me for the first time there, and now I use them at will with finesse. Students from quite diverse backgrounds, come together and imbibe a sense of understanding and accommodation."







## ROMIT MUFTI

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HEAD HR - PRIVATE DEBT & PUBLIC MARKETS  
Edelweiss Asset Management Ltd.  
2002-2004 Batch

"I'm proud of my alma mater, having completed my post-graduation in HR, which has truly helped me shape my career in this competitive world. The theory and industry experience given to the students is commendable in preparing future leaders. The robust curriculum followed by an astute faculty, covering various subjects in the first year, and the rigorous second year of specialization gave a perfect shape to students' aspirations."

## SANDEEP KOTAK

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MANAGER - BRAND EXTENTIONS  
McDonald's  
2006-2008 Batch

"At NLDIMSR, students are given opportunities to explore discover their strengths and choose the right career path. This is the role, that our institute has played in my life. Astute focus on academics, and giving practical exposure through interaction with able faculty helped me to get ready for the professional world. I thank the institute & especially Late Prof. P. L. Arya for it."



## SHIJU VARGHESE

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HEAD - HRBP MGF, PM & HR OPERATIONS,  
India Merck Group  
2011-2013 Batch

"The NLDIMSR faculty comprising distinguished academicians and leading professionals gives you the freedom to think, express yourself and succeed. The teaching methods help develop an understanding of strategic human resource management and organizational effectiveness. They have instilled self-awareness, presentations, teamwork, and leadership qualities in me."

## SHWETA TIWARI

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BUSINESS DIRECTOR  
McCann World Group  
2006-2008 Batch

"NLDIMSR introduced me to the concepts and tools of marketing and creative methodologies I would employ later in life in my chosen field. The communication techniques I learned in the class have been fundamental to me in delivering my professional responsibilities. The values and strength of character have been instrumental. These values and core strength helped me to manage the pressures and demands of the competitive corporate world with empathy."



# PLACEMENT PARTNERS

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			AND MANY MORE...	

