

# Institute Brochure

## Academic Year 2017-18

भारतीय प्रबंध संस्थान तिरुचिरापल्ली  
Indian Institute of Management Tiruchirappalli





# ABOUT THE INSTITUTE

The eleventh IIM, Indian Institute of Management Tiruchirappalli (IIM Tiruchirappalli), was instituted on January 4, 2011 under the patronage of the Government of India and functions as an autonomous institute. IIM Tiruchirappalli has been established in Tiruchirappalli, a city in Tamil Nadu renowned for its art and culture.

## Mission

To nurture a learning environment, for the creation and dissemination of management knowledge to develop leaders of enterprises who add value to society

## Values

### Dignity of the individual

We uphold the dignity of the individual in all our transactions and activities.

### Academic freedom with professional responsibility

We believe in academic freedom. Academic freedom means (i) freedom to undertake and publish research, (ii) freedom to design and offer courses, and (iii) freedom of expression in the classroom. We will be guided by the highest standards of academic integrity in exercising our academic freedom.

### Fairness

We treat our employees, students and other stakeholders in ways that are just, honest and free from prejudice. We rely on the principles of justice in allocation of resources and distribution of benefits and outcomes to our stakeholders.

### Spirit of collaboration

We respect and nurture the spirit of collaboration with all stakeholders for achieving academic excellence.

### Learning and research environment

We promote a learning and research environment among the faculty and students of IIM Trichy. We strive to contribute to academia and industry by continuously involving ourselves in pioneering research that will contribute to the body of knowledge and shall help industry to improve its processes. We believe that knowledge is endless and one keeps on learning throughout one's life.

### Innovation and continuous improvement

We strive for continuous improvement in all our activities to enable a thriving learning environment. We are open to innovate in all our processes.

### Sustainability

We are sensitive to our natural environment and resources and promote their efficient and sustainable use.

### Ethical behaviour

We wish to inculcate among all stakeholders honesty in whatever the person does. Ethical behaviour should be an integral part of one's personality and it should be depicted in whatever a person does in his/her professional or personal life.

### Diversity to promote inclusiveness

We promote inclusiveness by supporting and encouraging diversity in age, gender, cultural and academic background. As an academic institution and thought leader, we also create an atmosphere of mutual respect by accepting and accommodating multiple and diverse perspectives.

# BOARD OF GOVERNORS

## Shri. Kewal Kumar Sharma, IAS

Chairman, Secretary (HE)

## Dr. Bhimaraya Metri

Director, IIM Trichy

## Members of Board of Governors, Indian Institute of Management Tiruchirappalli

### Shri. Kewal Kumar Sharma, IAS

Chairman, Secretary (HE), Department of Higher Education, Ministry of HRD, Government of India.

### Ms. Darshana Momaya Dabral

Joint Secretary & Financial Advisor (HRD), Department of Higher Education, Ministry of HRD, Government of India

### Shri Cyril Shroff

Managing Partner, Cyril Amarchand & Mangaldas

### Shri K. Venkataramanan

CEO and Managing Director (Retd.), Larsen & Toubro (L&T)

### Shri Vikram Singh Mehta

Executive Chairman of Brookings India, New Delhi

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Chief Secretary, Government of Tamil Nadu

### Shri. Sunil Paliwal, IAS

Principal Secretary, Government of Tamil Nadu

### Prof. Appa Rao Podile

Vice Chancellor, University of Hyderabad

### Shri. A.P. Mittal

Member Secretary, All India Council for Technical Education, New Delhi

### Shri H. M. Nerurkar

President, AIMA & Chairman - TRL Krosaki Refractories Ltd., Mumbai

### Dr. R. Karunamoorthy

Academic Administrator & Strategic Planner, Gopalan Foundation, Bengaluru

### Dr. Bhimaraya Metri

Director, IIM Trichy

### Prof. V. Gopal

Professor, IIM Trichy

### Prof. G. Sethu

Professor, IIM Trichy



# DIRECTOR'S MESSAGE



Dear Recruiter,  
Greetings from IIM Tiruchirappalli!

Since 2011, IIM Trichy has been a trailblazer. The quality of the five batches that graduated from IIM Trichy has proved that the calibre of students produced by this institute can only climb higher. The faith our recruiters place on our students stand testimonial to the institute's commitment to provide the corporate world with managers of unparalleled ability.

Our 36 full time faculty design their pedagogies to impart the best of knowledge and skills to students and ensure they are ready to enter the corporate world. We are proud of the fact that all our faculty members are Ph.D. or Fellow from top national and

international institutes. They are adept in their respective fields, having published in scholastic international journals and presented their research work at various international conferences.

At IIM Trichy, we believe in the overall development of a student and they are provided with every avenue to grow and develop their innate abilities and passions. In addition to the outstanding academic performance, our students also excel in extra-curricular activities and competitions held at national and international levels each year.

It gives us immense pride to state that we have, yet again this year, witnessed a 100% placement record with the mean CTC offered rising to INR 13.30 lakhs per annum. Noted recruiters like Mahindra, JP Morgan Chase, Saint Gobain, Bharat Petroleum, Bosch, to name a few, have graced our campus for recruiting students in the past academic year. With the new season for placements approaching, we expect to strengthen our past relationships and build new ones.

We take pride in the diversity in backgrounds, both academically as well as professionally, of our student portfolio. Our placement team will be in touch with you to deliver a great recruitment experience.

Look forward to hosting you at IIM Trichy.

Warm Regards,

**Dr. Bhimaraya Metri,**  
Director, IIM Trichy

# PLACEMENT CHAIRPERSON'S MESSAGE



Dear Recruiter,  
Greetings from IIM Tiruchirappalli!

IIM Trichy has witnessed meteoric rise over the last six years. The combination of a rigorous academic and extensive corporate exposure has created successful and responsible business leaders, who are already making their mark in this world. We have become one of the most sought-after business schools for students and recruiters, and a force to reckon with, in this short span of time. The start of a new Academic year and Placement season provides us another opportunity for us to surge ahead.

IIM Trichy believes in providing students with every avenue possible to get an insight into the corporate world. “**Insight – The Corporate Window**” is a guest lecture series where leading industry experts interact with students and share their invaluable experiences. Students get a glimpse of the latest business practices and a holistic view of the industry from seasoned veterans.

We also engage with the industry in form of **live projects**. Live projects provide students with the opportunity to apply theory learnt in the classrooms to the real world. Students participate in live projects floated by organisations along with their academic commitments. This is an opportunity for students to learn the responsibilities of various roles while the organizations benefit from the fresh infusion of ideas.

Our intensive academic program along with valuable industry interactions enable IIM Trichy to produce socially responsible and industry ready business professionals. This is best reflected in our Summer & Final Placement processes. IIM Trichy is becoming the recruitment destination of choice for many of India's most prestigious corporate houses. The number of recruiters visiting IIM Trichy has been growing consistently. Previous recruiters have continued their relationship with us and we are building relationships with new ones. The trust and confidence recruiters have shown in us, drives us to challenge the boundaries professional excellence, in quest for greater heights.

I welcome you to IIM Trichy for **Placement Season 2017-18**. Here, you will find a talent pool of outstanding business professionals with inquisitive minds, ready to take on the challenges of the business world.

Yours Sincerely,

**Prof. Abhishek Totawar**  
Placement Chairperson, IIM Trichy





# FACULTY & RESEARCH

IIM Trichy meets global standards in pedagogy and research. The quality of IIM Trichy's pedagogy is second to none with all our faculty holding PhD/Fellow qualification from institutions in India and abroad that are reputed all over the world. We currently have 36 full time faculty members and visiting faculty from the industry and other management institutes in the roster.

Our faculty is actively involved not just in academics, but also in research, governance and consultancy. The research done by the faculty has been published in eminent international and national journals. We have been represented at the prestigious Academy of Management (AoM) annual conference in USA by more than one faculty member every year since our inception.

The results and insights of this research are directly imparted to the students. This ensures that the curriculum is constantly enhanced and augmented by the faculty. IIM Trichy's qualified, experienced faculty are key members in nurturing a learning environment and in creating the future business leaders.

## FACULTY PROFILES

### Economics & Public Policy



**Alka Chadha**

Ph.D (National University of Singapore), M.A (Delhi School of Economic, Delhi University)



**Prabhvir Vishnu Poruthiyil**

Ph.D (Rotterdam School of Management, Erasmus University), M.A. in Public Policy & Management (Institute of Social Studies, Erasmus University)



**Sanja Samirana Pattnayak**

Ph.D (National University of Singapore), M.Phil in Economics (Jawaharlal Nehru University New Delhi), M.A in Economics (Utkal University, Orissa India)



**Saumen Majumdar**

Ph.D (IGIDR, Mumbai), M. Sc (University of Calcutta)

### Finance & Accounting



**Bipin Kumar Dixit**

Fellow (IIM Bangalore), M Tech (IIT Kharagpur)



**Gopal.V**

Fellow (IIMC), BE (College of Engineering Guindy Madras), AICWA (ICWAI), ACS (ICSI)



**Narahari Hansoge**

Fellow (IIM Bangalore), PGP (IIM Ahmedabad), ACA (ICAI)



**Nilesh Kumar Gupta**

Fellow (IIM Ahmedabad), B.Tech



**Rohan Chinchwadkar**

Ph.D in Finance (IIM Calcutta),  
B.Tech. in Electronics (VJTI)

**Sethu.G**

Fellow (IIM Ahmedabad), M.Tech  
(IIT Madras), B.Tech (IIT  
Kharagpur)

**Nithyananda KV**

Ph.D (National Law School of  
India University, Bangalore)  
Master of Business Law  
(National Law School of India  
University, Bangalore).

## Management Information Systems

**Agam Gupta**

Fellow ( IIM Calcutta), B.Tech in  
ECE, (NIT Hamirpur (H.P.))

**Jang Bahadur Singh**

Fellow (IIM Bangalore), M Tech  
(IIT Kharagpur)

## Marketing

**Anirban Som**

PhD (Bond University, Australia),  
M.Sc. (National University of  
Singapore)

**Apoorv Khare**

Fellow (IIM Calcutta), MBA in  
Institute of Management Studies  
(DAVV, Indore)

**Hari Sreekumar**

Fellow (IIM Calcutta), M.Sc.  
(Tech.) BITS, Pilani

**Satish S Maheswarappa**

Ph.D. (IIT Madras), PG (IIM  
Ahmedabad), BVSC (Veterinary  
College, Bangalore)

**Suresh Paul Antony**

Fellow (IIM Lucknow)

## Operations Management & Quantitative Techniques

**Ayon Chakraborty**

Ph.D (National University of  
Singapore), M.E. (Birla Institute  
of Technology and Science,  
Pilani), B.E. (University of  
Rajasthan, Jaipur)

**Bhimaraya Metri**

Ph.D (IIT Bombay), ME (Shivaji  
University Kolhapur)

**Gajanand M. S.**

Ph.D (IIT Madras), B.E. (College  
of Engineering Guindy, Anna  
University Chennai)

**Godwin Tennyson**

Ph.D (IIT Madras), M. Tech (NIT  
Calicut)



**Sirish Kumar Gouda**

Fellow (IIM Bangalore), B.Tech in Civil (NIT Warangal)

**Sivakumar S**

Fellow (IIM Bangalore), PG Diploma in Software Enterprise Management (IIM Bangalore), B.E. in Mechanical Engg. (NIT Trichy)

**Srirangacharyulu B.**

Ph.D (IIT Madras), M. Tech (Sri Venkateswara University Tirupati)

**Vinu C T**

Fellow (IIM Bangalore), M Tech in QROR (ISI Kolkata), MSc Statistics.

**Yamini S**

Pursuing Ph.D (IIT Madras), M.S. by Research (IIT Madras), B.E. (College of Engineering Guindy, Anna University Chennai)

## Organizational Behavior & Human Resource Management

**Abhishek K. Totawar**

Fellow (IIM Indore), MA in Psychology (BHU, Varanasi)

**Papri Nath**

PhD (IIT Kharagpur), M.A. (Banaras Hindu University)

**Smita Chattopadhyay**

Fellow (IIM Bangalore)

**Upam Pushpak Makhecha**

Fellow (IIM Bangalore), MBA (FMS, University of Delhi), MA (Psychology, Barkatullah Vishwavidyalaya)

**Vijaya V**

Ph.D. (IIT Madras), M. Phil (Programme in Psychology at the University of Madras), Masters Programme in Clinical & Counseling Psychology

## Strategy

**Karthik Dhandapani**

Fellow (IIM Ahmedabad), Associate Member, Institute of Company Secretaries of India Bachelor of Commerce (Honours), University of Delhi

**Manikandan K S**

Fellow (IIM Bangalore), B.E. in Mechanical Engineering (College of Engineering Guindy, Anna University) Gold Medal

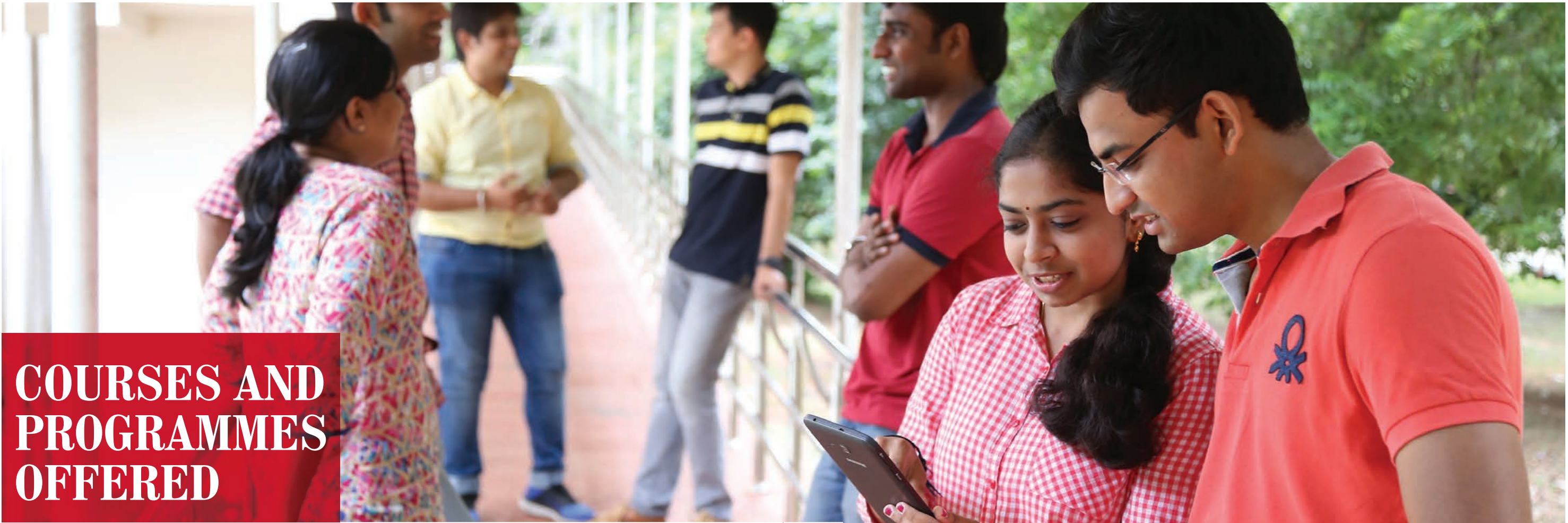
**Mukundhan K.V.**

Fellow (IIM Kozhikode), B.E. (Hons.) Electrical and Electronics Engineering (BITS, Pilani)

**Sankalp Pratap**

Fellow (IIM Calcutta), MBA (IIM Calcutta), B.E. (Marine Engineering & Research Institute)





# COURSES AND PROGRAMMES OFFERED

## Post Graduate Programme in Management (PGPM)

The Post Graduate Programme in Management at IIM Tiruchirappalli is a full time two-year programme designed to empower the students with the knowledge and skills required to be competitive managers of the future. The first year of the program offers foundation level core courses covering various disciplines exposing the students to different facets of business

management. On completion of these core courses, the programme provides the option of choosing electives from a pool of specialized courses during the second year. The elective courses are designed to nurture future managers in the area of their interests, aligning them with their career goals and objectives.

## Core Courses-Year 1 (Term I, II and III)

| Term I                           | Cr | Term II  | Credits | Term III                      | Credits |
|----------------------------------|----|--|---------|-------------------------------|---------|
| Financial Accounting             | 3  | Corporate Finance                                | 3       | Business Law                  | 3       |
| Managing Organisations           | 3  | Macroeconomics                                   | 3       | Competition & Strategy        | 3       |
| Marketing Management             | 3  | Managerial Communication                         | 2       | Indian Economy and Policy     | 3       |
| Microeconomics                   | 3  | Managing People and Performance in Organisations | 3       | Management Accounting         | 2       |
| Quantitative Methods I           | 3  | Quantitative Methods II                          | 3       | Management Information System | 3       |
| Written Analysis & Communication | 2  | Research for Marketing Decisions                 | 3       | Operations Management         | 3       |
| TOTAL                            | 17 | TOTAL  | 17      | TOTAL                         | 17      |



## Elective Courses-Year 2 (Term IV, V and VI)

### Economy & Public Policy

- Business Ethics: An Introduction
- Game Theory for Managers
- Econometrics
- Movies, Morality & Public Policy

### Organisational Behaviour & Human Resource Management

- Compensation Management
- Employee Relations and Labour Laws
- HR Metrics & Analytics

- Compensation Management
- Employee Relations and Labour laws
- HR Metrics and Analytics
- Managing difficult people at work
- Manpower Planning Recruitment & Selection
- Organizational Change & Development
- Managing Global Workforce
- Performance Management & Employee Engagement

### General Management

- Communication for Leaders
- Strategic Management of Intellectual Property Rights
- Data Visualization for Managers
- International Business Practice



## Finance & Accounting

- Behavioural Finance
- Derivatives & Risk Management
- Financial Derivatives
- Financial Statement Analysis & Valuation
- Fixed Income Securities
- International Finance
- Investment Analysis and Portfolio Management
- Management of Banking and Financial Institution
- Mergers and Acquisitions
- Project Appraisal and Finance
- Securities Markets Regulation
- Strategic Financial Management
- Trading Strategies
- Valuation

## Operations Management & Quantitative Techniques

- Applied Management Science
- Business Process and System Optimization using Simulation
- Decision Analysis for Managers
- Lean Management
- Logistics Management
- Management of Manufacturing Systems
- Manufacturing Strategy
- Operations Research Applications
- Operations Strategy
- Pricing and Revenue Management
- Quality Toolkit for Managers
- Supply Chain Analytics
- Supply Chain and Logistics Management
- Business Forecasting

## Strategy

- Advanced Corporate Strategy
- Competing in Global Markets
- Dynamics of Framing & Executing Strategy
- Foundation of Strategy Consulting
- Industry and Competitor Analysis
- New Product Development
- New Venture Creation
- Platform Business Models
- Strategic Leadership
- Tools, Techniques & Rituals of the Practicing Strategist
- Entrepreneurship
- Designing and configuring Business Models



## CFA UNIVERSITY RECOGNITION

Our PGPM programme is the first IIM programme to be accepted into the CFA University Recognition Program. Programmes which cover at least 70% of the CFA curriculum (CBOK) are considered for the recognition. In addition, the institution also needs to demonstrate a commitment to ethics in their curriculum. As a result of this recognition, PGP students of IIM Trichy are entitled to three scholarships per academic year for the CFA Program.

## Marketing

- Business to Business Marketing
- Consumer Behaviour
- Digital Marketing
- Integrated Marketing Communication
- Marketing Analytics
- Product and Brand Management
- Retail Management
- Role and Impact on Social Media Marketing
- Sales and Distribution Management
- Services Marketing
- Strategic Marketing
- Promotion Strategy
- Marketing to Base of Pyramid Consumers

## Management Information System

- Big Data Analytics
- Business Analysis & IT Consulting
- Data Mining for Business Decisions
- E-Commerce & Digital Markets: Economics, Technology and Strategy
- Enterprise Business Applications
- Information Technology and Business Innovation
- IT Consulting
- Managing Software Projects
- Strategic Management of IT



### Course of Independent Study (CIS)

Students are given an option to take up a Course of Independent Study during Terms IV and V, under the supervision of a Faculty Member in lieu of a 3-credit elective course. The objectives of a CIS are as under:

Encouraging students to delve deeply and rigorously into any subject/ theme/ live business case of their interest.

Provide an opportunity for the motivated students to develop the capacity to plan and manage their own learning.

### Fellow Programme in Management (FPM)

FPM is the full-time, residential doctoral programme of IIM Tiruchirappalli. The programme aims in providing rigorous, world-class, inter-disciplinary training in all areas of business management that will equip students with the ability to conduct cutting-edge research. Doctoral students specialize in several disciplines(areas) of management.

### Post Graduate Programme in Business Management (PGPBM)

PGPBM is a 24 month programme for working executives offered at IIM Trichy's Chennai centre. Launched in 2012, the Post Graduate Programme in Business Management (PGPBM) caters to the working executives who aspire to equip themselves with formal management education and move into senior leadership roles. Executives with at least three years of full-time work experience are eligible to apply for the programme. The programme is completely aligned with the two-year programme offered at our Trichy campus in terms of pedagogy.

## EXECUTIVE EDUCATION AND CONSULTANCY

Through its wide array of offerings, the Executive Education and Consulting (EEC) Office at IIM Tiruchirappalli is committed to provide high quality management education and consultancy services. These services give both executives and organizations an opportunity to hone their skills and abilities, become more agile and build valuable competencies to achieve superior performance.

To achieve this objective, we conduct four different types of programs:

Management Development Programmes

In-Company Training Programmes

Consultancy Projects

Technical Education Quality Improvement Programme (TEQIP)

Technology-Enabled Learning

### CENTRE FOR CORPORATE GOVERNANCE

IIM Trichy launched the Centre for Corporate Governance on the 13th of June, 2014. The main objective of the centre is conducting and promoting research in the area of corporate governance. The centre plans to carry out various research activities including organizing an annual conference, initiating and coordinating research projects, and arranging research seminars and workshops. In the long term, the CCG aims to conduct capacity building activities in the area of corporate governance policy through advocacy and intervention. Through this centre, IIM Trichy aims to spread awareness about good corporate governance practices.

## Management Development Programmes OFFERED IN THE ACADEMIC YEAR 2017-18

### Commercial Dispute Resolution for Managers

Dr. Nithyananda KV & CA Pradeep C

July 14-15, 2017

### Managing Corporate Innovation and Entrepreneurship

Dr. Nithyananda KV & Mr. Raj K. Shankar

July 28-29, 2017

### Strategic Management of Intellectual Property Rights (SMIPR)

Dr. Nithyananda KV

August 10-12, 2017

### Strategic Leadership: Securing Organizational Relevance

Prof. K S Manikandan

August 10-12, 2017 & December 14-16, 2017

### Business Strategy: Creating And Sustaining Superior Performance

Prof. K S Manikandan

August 2-5, 2017 & December 6-9, 2017

### Strategic Marketing in Action

Prof. Suresh Paul Antony

October 3-5, 2017 & October 24-26, 2017

### Lean Six Sigma

Prof. Ayon Chakraborty

October 24-26, 2017

### Law and Strategy for Efficient Contract Management

Dr. Nithyananda KV & Prof. Sebastian Tharakan

November 9- 11, 2017

### Business Analytics with R

Prof. Vinu CT

November 11- 12, 2017

### Service Improvement and Innovation Training

Prof. Ayon Chakraborty

November 14- 16, 2016

### Legal Aspects of Marketing (LAM)

Dr. Nithyananda KV

November 23-25, 2017

### Decision Making with Spreadsheets

Prof. B. Srirangacharyulu

December 22-23, 2017

### Mergers, Acquisitions and Corporate Restructuring

Prof. Bipin Kumar Dixit

January 17-19, 2018

### Finance for Non- Finance Professionals

Prof. Bipin Kumar Dixit & Prof. Gopal. V

February 6-9, 2018

### Assessing and improving the Social Impact of CSR projects

Dr. Prabhir Vishnu Poruthiyil

January 20-21, 2018

### Managing and Leading Organizational Change

Prof. Abhishek Totawar & Capt. Raghu Ram

February 17-18, 2018

### HR Metrics and Analytics

Prof. V. Vijaya

March 8-9, 2018 & March 22-23, 2018

### Managing Difficult People at Work

Prof. Papri Nath & Prof. Abhishek Totawar

April 9-10, 2018

### Personality in Managing and Leading

Prof. Papri Nath

April 20-21, 2018



# INTERNATIONAL RELATIONS



In the current era of globalization, student exchange serves as a catalyst to provide international exposure to our students. This not only helps them experience a completely different learning environment but also provides them with an opportunity to interact with students from various nationalities as well as work with them on academic tasks. Student exchange provides an opportunity to learn in an international environment and also facilitates networking at an international level.

IIM Trichy actively encourages student exchanges, where select students from the Post Graduate Programme in Management spend one term in a reputed business school abroad and students from those schools attend a term at IIM Trichy. The students actively gain knowledge of another country and enhance their understanding of international business and sociocultural diversity. The international collaboration platform also provides opportunities for faculty exchange and joint research between IIM Trichy and universities abroad.



IIM Trichy currently has agreement for academic cooperation with the following business schools, for student and faculty exchanges, joint research and teaching by the faculty members:

1. **IAE Aix-Marseille Graduate School of Management, France**
2. **ESSCA– École de Management, School of Management, France**
3. **EMLYON Business School, France**
4. **SKEMA Business School, France**
5. **ISCTE - University Institute of Lisbon, Lisbon**

# CAMPUS AND FACILITIES



## Permanent Campus

The permanent campus of IIM Trichy was inaugurated on 3rd April, 2017 by Shri Prakash Javadekar, Minister Human Resource Development, Government of India.

Each classroom will consist of two separate projectors to display study materials effectively and encourage discussion and peer learning. Classroom capacities will range from 25-250. There will be multiple classrooms with 25-seater, 50-seater and 80-seater, along with 120 seater and 250-seater capacity to cater to larger audiences.

The campus will also have 24X7 power supply and Wi-Fi facilities. Hostel rooms will be air-conditioned during non academic hours.

The permanent campus is also differently-abled friendly. There are special provisions like Braille signage, earmarked toilets, designated parking spots and, auditory signals and Braille symbols in elevators. There are also ramps and pathways built to facilitate ease of movement, along with the provision of battery operated cars.

The campus is designed to be highly self sustainable and energy and water efficient. Solar Power will be harnessed up to 2 MW to

address the electricity needs. A rain water harvesting facility is built to make the campus self sufficient in water.

## Learning Resource Centre (LRC)

The Learning Resource Centre is a key facility that is essential for all the undertakings of IIM Trichy. It is a source of information and knowledge for students, faculty and other stakeholders of IIM Trichy. The LRC has access to a wide variety of research resources, both on and off campus. It subscribes to a number of company and industry and country databases and scholarly articles. Statistical tools and Simulation Software make advanced and detailed research possible. LRC subscribes to Caplitaline, Insight, Euromonitor, Thomson Reuters Eikon, Prowess, Crisil, IndiaStat among others for data on companies and industries.

The Statistical tools available are IBM SPSS, IBM SPSS Modeler, STATA and the Decision Tools Suite. Simulation Tools like NVivo 10, Lingo and EViews are also available.



# INSTITUTE AND STUDENT ACTIVITIES

IIM Trichy is a vibrant, dynamic place that is always buzzing with activity. Various clubs and committees conduct social drives, guest lectures, workshops, events and competitions. IIM Trichy also has an all year calendar of sports events and activities.

## Foundation Day

IIM Trichy celebrated its Sixth Foundation Day on 4 January, 2016 to mark its inception. Mrs. Usha Ananthasubramanian, Managing Director and Chief Executive Officer of Punjab National Bank, was the Chief Guest and Mr. Kwan Chee Sun, Chief Executive Officer, Standard Chartered Global Business Services, India was the Guest of Honour for the function.



## Dhruva

IIM Trichy held its first edition of the business and cultural festival from 21st to 23rd October, 2016. The festival had over 2000 students participating from around 250 institutes. It also saw international participation from students in Sri Lanka and Iran.



## PGP & FPM Inauguration

IIM Trichy inaugurated its 7th batch of Post Graduate Programme in Management (PGP) and 6th batch of Faculty Programme in Management (FPM) on 27th June 2017. Shri. Muthukumar Thanu, CHRO, TAFE Group was the Chief Guest and Shri. Kumar Ramanathan, CEO & MD, Positive Integers, was the Guest of Honor of the function.



## Sangram

Sangram is the annual inter IIM Sports Meet held between IIM Trichy, IIM Bangalore, IIM Kozhikode, IIM Visakhapatnam. IIM Trichy won 3 gold medals in Hockey, Football and TT Women along with 4 silver medals and 11 bronze medals in various sporting events.



## E-Summit'16

The first edition of E-Summit was held on 13 November, 2016. The E-Summit was aimed at budding entrepreneurs and in helping them understand the start-up environment.

A panel discussion on "Designing a Winning Business Model" was held. This was followed by a B-Plan competition and a talk on how investors look at start-up pitches.

## Make a Difference

IIM Trichy's vision is to produce socially responsible corporate managers and leaders who use their skills to contribute to the immediate community of which they and their organizations are a part of. Make a difference' (MAD) project which is a mandatory part of the Post Graduate

Program is conceived in this context, as a part of which all the students of PGPM work in teams on issues of social importance like education, health skill development etc.





# CAMPUS ENGAGEMENT AVENUES

## INSIGHT-The Corporate Window List of Speakers 2016-17

“Insight” is a unique guest lecture series where eminent personalities from the realm of business present a picture of their world to the students. The aim of the lectures is to integrate

theory and practice and heighten the business sensibilities of the students. The list of guests for the academic year 2016-17 are as follows:

- Mr. Binu Sankar, Assistant Director, **ErnstYoung**, on "*Landscape of the consulting industry*", Jan 17
- Dr. Vikram Venkateswaran, Marketing Leader for Digital Business, **NTT Data Services**, on "*Marketing in a digital context*", Nov 16
- Mr. K. Chandrasekhar, Chief Financial Officer, **Dalmia Cements** on "*Role of the CFO in a manufacturing company*", Oct 16
- Ms. Linu Susan Charles, Assistant Manager - HR, **ITC Limited**, on "*HR practices in the manufacturing sector vs service sector*", Aug 16
- Mr. Rajesh Athihalli, Founder, **Metis ERC (I) Pvt. Ltd.**, on "*Essentials of Business Strategy Execution*", Aug 16
- Mr. T. N. Arun Kumar, Executive Director, **CARE Ratings**, on "*Credit Ratings: Past, Present and Future*", Jul 16

## LIVE PROJECTS

Live projects provide opportunities to students to associate with organizations through short term projects on a part time basis from the institute. Some of the Live Projects that were floated in the academic year 2016-17 are:

### Company

|                  |                    |                |                |
|------------------|--------------------|----------------|----------------|
| The Money Roller | Third Eye          | Mainbrain Tech | Zaple          |
| Braingroom       | Vtech BioTron      | Edumentor      | Artuha Trading |
| Quad4Consulting  | yearbookcanvas.com | Snapdeal       | Careers360     |
|                  | JSW Steel Ltd.     | Penabook       |                |

## HR CONCLAVE 2016 List of Speakers

IIM Trichy organized the **4th annual HR Conclave** on 5th November, 2016 at The Westin Chennai. The theme of the event was “Rethinking HR”. The event brought together eminent professionals from the industry on a common stage where they shared their experiences and knowledge pertaining to the evolving role of Human Resources Management (HRM) in organisations.

The theme was explored through two panel discussions. The first panel discussion was titled “People Analytics – The Human Equation” and focussed on how data is used to make sound people decisions to enhance business competence. The panellists were:

- Mr. Asim Rizvi, Senior Director- Human Resources at **CallidusCloud** India Ltd.,
- Ms. Debolina Dutta, Director HR- APAC and India at **VF Corporation**,
- Mr. Rajan Sethuraman, Chief People Officer at **LatentView Analytics**,
- Ms. Vasudha Nandal, VP and Head of Human Capital Management at **Sulekha.com**.

The other panel discussion was titled “Happiness Factor in Organizational Sustainability” and focuses on how the workforce happiness can impact the success equation of an organization. The panellists were:

- Ms. Chitra Byregowda, Head of Sustainability and Diversity at **Mindtree Ltd.**
- Ms. Richa Pande, Chief People Officer at **Inatech**,
- Mr. Sandeep Tyagi, Director HR- **Samsung India Electronics Pvt. Ltd.**
- Capt. J Raghuram, Management Consultant and Leadership Coach

## ACHIEVEMENTS

- 2nd at the Global Supply Chain Management Initiative (GSCMI) 2017 inter-college case study competition held at Purdue University, Illinois, United States of America
- Winners at the National Level of the CFA Institute Research Challenge and represented India in Chicago for the Asia Pacific Round for consecutive years 2015 and 2016
- National Finalists in Mahindra War Room for consecutive years 2015 and 2016
- Runners-up at the Shopclues CXO NEXT Challenge 2017 in the Operations domain
- “Future Business Leader” and Best Participant awards at the CIMA (Chartered Institute of Management Accountants) Global Business Challenge 2015 held in Warsaw, Poland
- Winner at Cognizant Business Consulting's CXO Challenge 2015 and Second Runners Up at the CXO Challenge 2016.



- Runners Up at the Yes Bank Transformation Series 2015.
- Runners Up at the YuStart National Level Startup Challenge 2015 hosted by the Confederation of Indian Industry(CII)
- Winners at Latent View's Data Premier League in 2015.
- South Zone Finalist at Deloitte Maverick 2015.

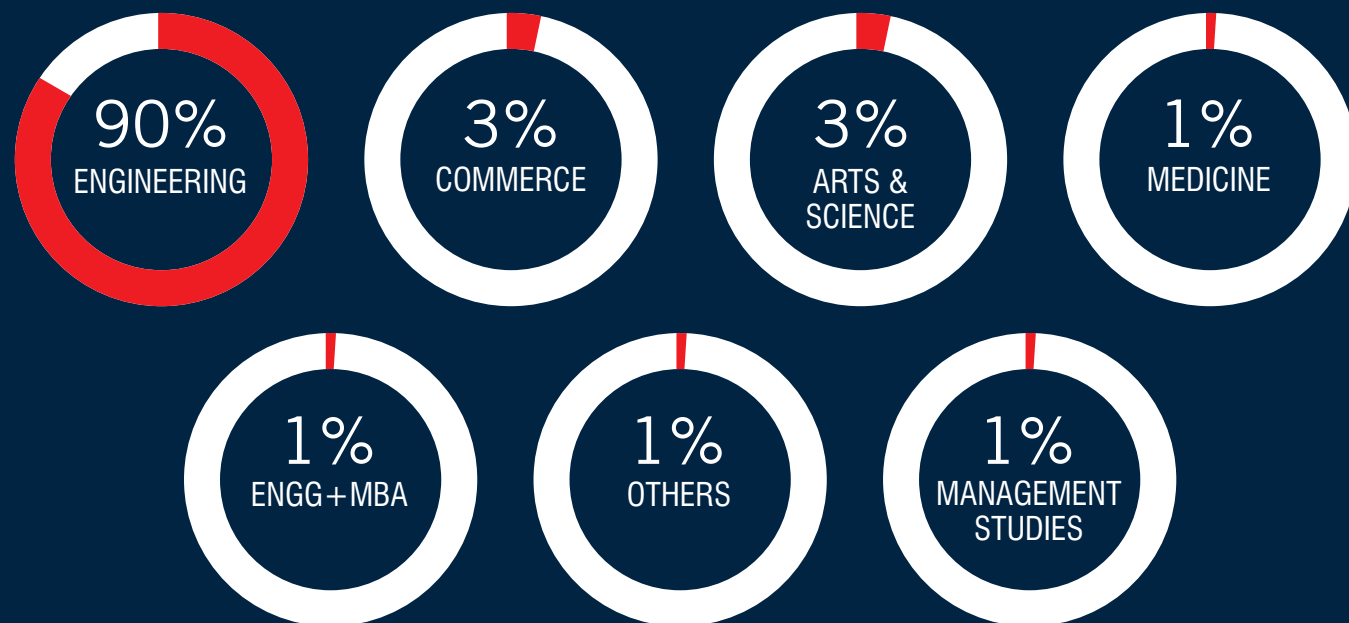




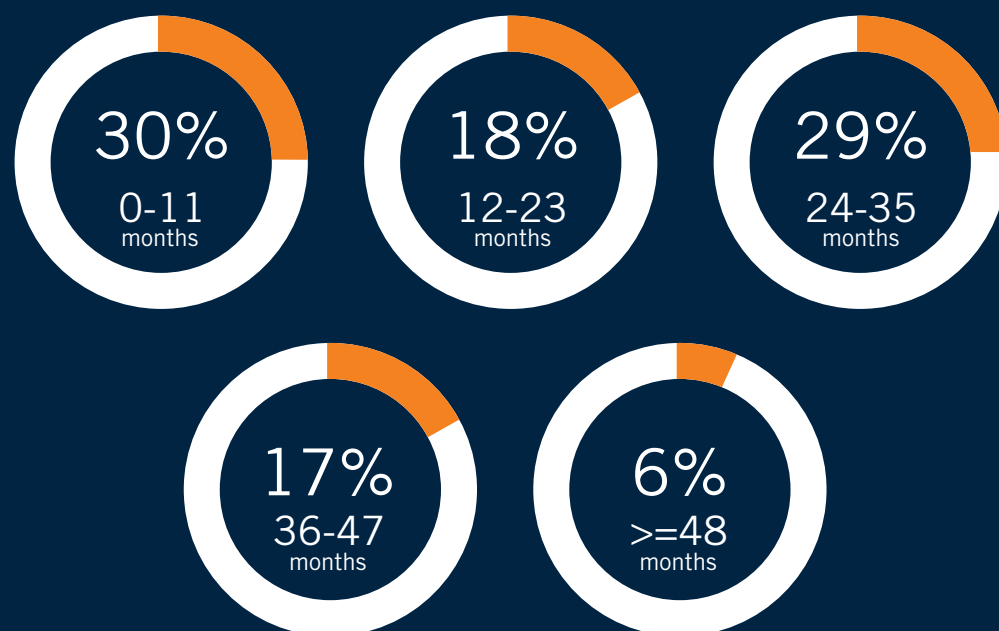
# PGP 2016-2018

Total Students **176**

## EDUCATIONAL BACKGROUND



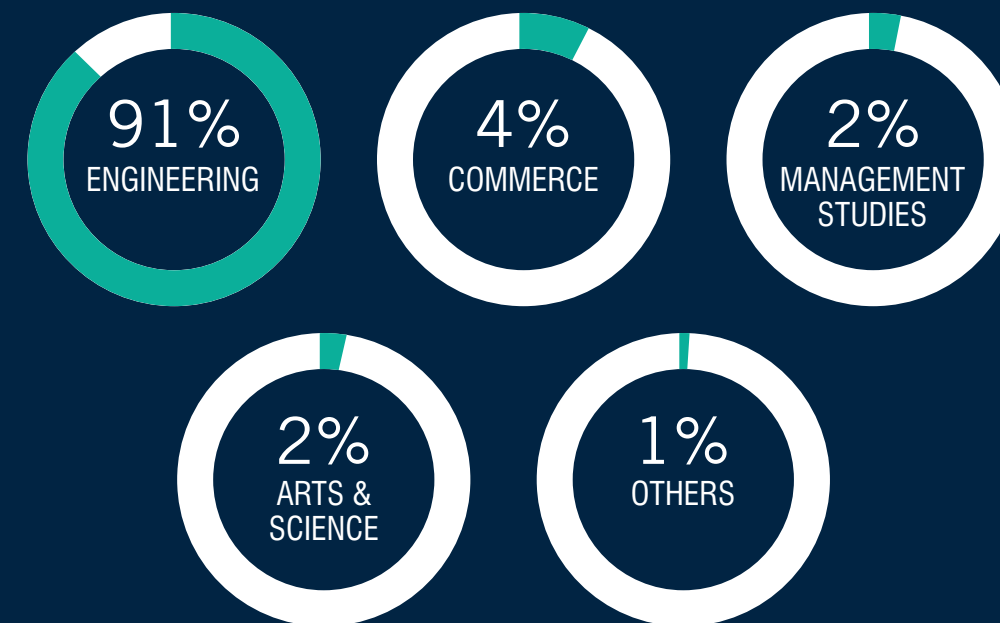
## WORK EXPERIENCE



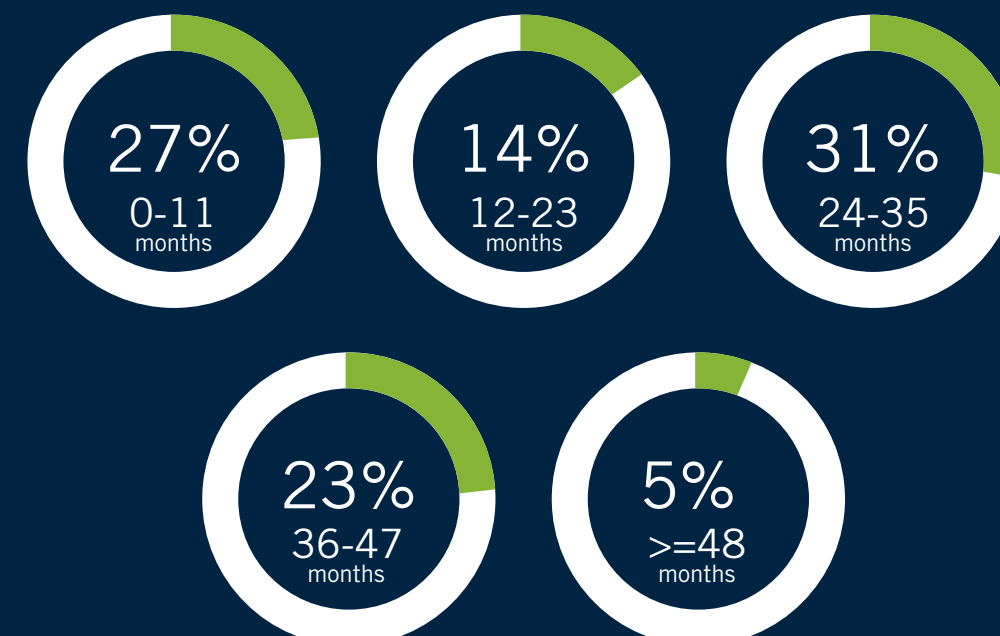
# PGP 2017-2019

Total Students **178**

## EDUCATIONAL BACKGROUND



## WORK EXPERIENCE





## PLACEMENT SEASON 2017-18

Summer Placements  
(PGP 17-19)



Final Placements  
(PGP 16-18)



## Summer Placements 16-17 Highlights

Highest Stipend Offered

INR  
2,50,000\*

Average Stipend

INR  
53,030\*

GMC, GSMO, M&A, Corp Banking  
Roles offered

57% Increase in Highest  
Domestic Stipend

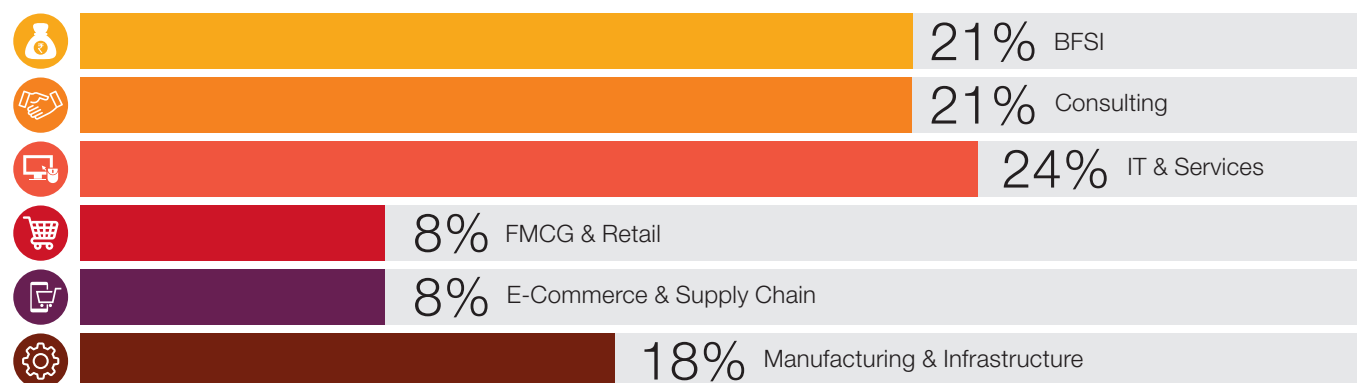
21% Increase in accepted offers greater  
than INR 1 lakh

106 Number of Companies  
that expressed interest

67% Increase in batch size

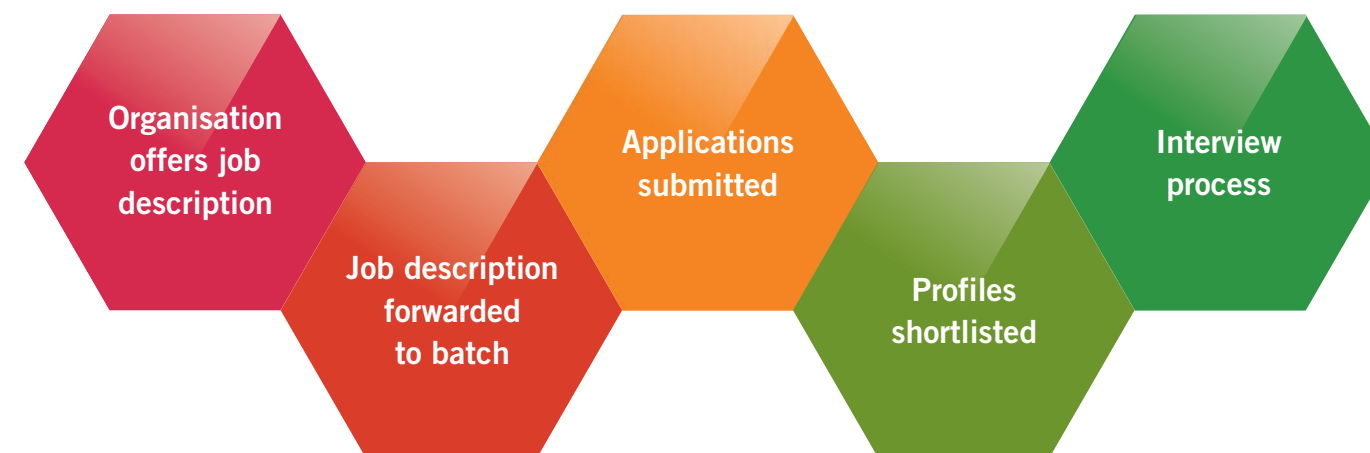
70 Number of Companies  
that recruited

## SECTOR-WISE SPLIT



\* Does not include allowances; for the internship period.

## PLACEMENT PROCESS



## Final Placements 16-17 Highlights

Highest CTC Offered

INR  
33 lakhs

Average CTC

INR  
13.30 lakhs

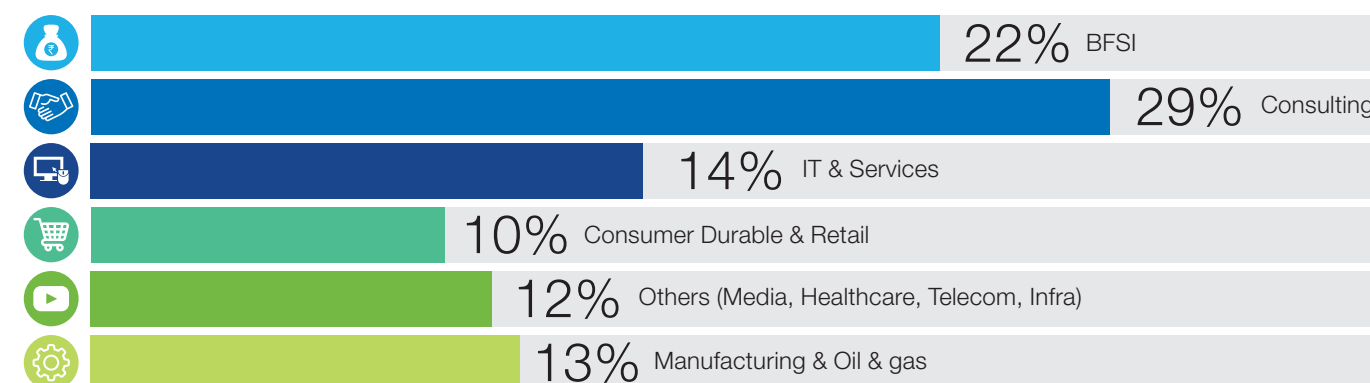
29% Increase in offers  
greater than INR 18 lakhs

13% Increase in number of  
Companies participated

19% Increase in PPO/PPI  
offered

39% Increase in Highest  
Domestic CTC

## SECTOR-WISE SPLIT





# TOP RECRUITERS



# CONTACTS

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Industrial Estate North Phase,  
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(Located off Kasi Theatre Bridge behind  
Jaya TV and adjacent to Amway  
Ph: 044 - 22255565 & 66

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