



FORTUNE INSTITUTE OF INTERNATIONAL BUSINESS

PROSPECTUS 2017



Admission for
23rd Batch

PGDM
2-Year
Full-Time

AICTE
Approved

AIU
Recognized



**Innovative
Employability
Skills
Dominant
Curriculum**



**Unique
Career
Development
Program**



**Exceptional
Study
Abroad
Immersion
Program**



**Connected
Alumni
Base**




**Consistent
Placement
Records**

FIIB Advantage



**Generous
Scholarship**



**Vibrant
Beyond
the Classroom
Experience**



**Strong
Corporate
Linkages**



**Outstanding
Research
Driven
&
Industry
Focused Faculties**

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VISION, MISSION AND OBJECTIVES

About FIIB

Since its establishment **22** years ago, **Fortune Institute of International Business (FIIB)** is committed towards excellence in management education and research. Through its innovative approach towards teaching methods, focus on employability and industry relevant curriculum, FIIB continuously strives towards creating a visible transformation in its students. Powered by the intellect and expertise of highly qualified thought leaders, FIIB-aims experience a metamorphosis that *Inspires* and *Gears* them towards a better tomorrow by *Driving* them to champion and conquer the context.

Vision

To be a Leading Business School, Globally Recognized for Excellence in Management Education

Mission

To advance the practice of management and produce leader-managers of business and social relevance

Strategic Objectives

- Internationalize the curriculum, faculty and students
- Assure quality in all aspects through national and international accreditation
- Position FIIB graduates with differentiated brand attributes
- Attract faculty & students with high leadership potential and appetite for academic rigor
- Support research-based teaching and teaching-based research
- Collaborate with industry to enhance the learning experience

Core Values

- Excellence
- Integrity
- Trust
- Respect
- Ownership of Actions

Academic Advisory Council

- Maj. Gen. D.N.Khurana, AVSM, Ex-Director, All India Management Association (AIMA) – Chairman
- Prof. TN Kapoor, Former Vice Chancellor, Punjab University
- Prof. Rajen K Gupta, Management Development Institute, Gurgaon
- Ms. Ritu Jain, Managing Director, Eos Capital Advisors Pvt Ltd.
- Mr. Amitabh Jhingan, Co-Chair, FICCI K12 Committee
- Maj (Dr) KPS Sandhu, Principal Consultant, Infosecure Consulting Pvt Ltd.
- Mr. Rajat Jain, Executive Vice Chairman, Neva Garments Ltd.
- Mr. Saurabh Mittal, Sr Vice President, Fractal Analysis
- Brig Sham Mediratta, Former Chairman, KV Kolkata and Director Army Public Schools
- Dr. Anil Kumar Sinha, Director, FIIB
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Representatives of Governing Body

For direct interaction between the Governing Body and the members of Academic Advisory Council, following Governing Body members also form part of the Advisory Council:-

- Mr. Manish Kheterpal, Managing Partner, WaterBridge Ventures
- Ms. Radhika Shrivastava, Executive Director, FIIB
- Mr. Nivedan Bharadwaj, Managing Director, Fortune Stones Ltd.

ACCREDITATIONS AND AFFILIATIONS



Prestigious Accreditations and Affiliations & Global Orientation



Prominent Associations



Rankings and Awards

- **Best Management Institute in India for Implementation around Leadership, Governance and Policy** at the *Business World & RICOH Education Excellence Awards Ceremony* held at New Delhi -2016
- Awarded as one of the **Best Management Institute in India for "Unique Career Development Approach"** at the 3rd *Education Excellence Award Ceremony* held at Ahmedabad -2015
- **Best Management Institute for Industry Interface in India** – ASSOCHAM -2015
- Awarded **Best Management Institute for encouraging innovations that leads to better Development-** *Dewang Mehta Business School Awards -2015*
- Awarded **Excellence in Education in the category "High Impact Entrepreneurship Education"**- *Career Options Education Summit 2015*
- **5th Rank in Leadership & Governance** -NHRDN 2015
- **15th Rank** in all India amongst **top B-Schools for "Corporate Connect"**- NHRDN- 2015
- **16th Rank** in **"Placement Performance"**- NHRDN -2015
- **32nd Rank** in **Pvt. B-School in India** -CSR -GHRDC -2015
- Awarded **"High Impact Entrepreneurship Education"** in *Skill Development and Entrepreneurship Education Summit -2015*
- Awarded **"Unique Career Development Approach"** by ASSOCHAM & *The Education Post -2015*
- Awarded **"National Business & Service Excellence"** by *Praxis Media Private Limited -2016*
- **Education Excellence Award for Outstanding Corporate & Industry Interface** by *The Education Post -2016*



MESSAGE
FROM
EXECUTIVE DIRECTOR
Ms. Radhika Shrivastava

“ FIIB aims to be a global center of excellence in management education, grooming leaders of social and business relevance. In almost two decades of existence, the Institute has developed a niche for its programs that focus on developing the student manager with a leadership orientation, a global mindset and a sustainability sensitization. With a professional management, excellent faculty resources, academic and support infrastructure and strategic location, the Institute is a front-runner in providing management education with a difference.

In the past year, FIIB has been able to successfully achieve, (a) Better diversity (research, industry exposure/experience) of faculty, (b) Sharper focus on an industry-relevant and futuristic curriculum, (c) Customized approach to identifying student skill-gaps and better matching of individual student aspirations with learning, employability outcomes and (d) Increased relevance of FIIB activities for external stakeholders like alumni and the industry at large.

FIIB continues to build on carefully chosen areas of excellence (viz. Business Analytics, Digital Marketing, Entrepreneurship, International Business, Supply-Chain, and Sustainability) and is making an all-out effort to improve student learning, faculty development and academic-industry integration in these domains.

While continuous focus on all the above areas will be sustained in the coming year, a special emphasis shall be laid upon, (a) Improved and all-round adoption of Quality Assurance in the curriculum development and delivery, (b) Efforts towards relevant international accreditation of the programs and (c) Enhancement of continuous learning opportunities for industry professionals.

Given that India is going through interesting and unique political and economic changes in the coming year, and as our country strives to rediscover its rightful place in the global economy, FIIB is more committed than ever to embrace these changes and prepare its students for the challenges that the future holds.”



MESSAGE
FROM
DIRECTOR
Dr. Anil Kumar Sinha

“ Management education at **Fortune Institute of International Business (FIIB)** is an intensive experience as we develop leader-managers with a global mindset. Continuous innovation for sustainable business practices is our guiding principle. Through the two years program, we guide and prepare students to meet challenges of corporate work environment.

Courses of our program have been structured in a way that first, they build a strong foundation in the major domains of management education and then allow students to develop expertise in the area of their choice. FIIB follows an 'outcome- based approach of learning', on which the curriculum is designed and reviewed periodically by industry mentors.

FIIB also maintains a strong linkage with the industry mentors. In the past, continuous interaction with them has allowed us to get a deep understanding of the challenges they have and based on their input, we have successfully developed a number of cross-functional courses to understand emerging industry practices.

Faculty resources, drawn from academics as well as industry, present a balanced mix of knowledge and experience. This mix provides contextual input to concepts through interactive teaching methods. This allows students to learn through discussion and participation. As a result, students have an enriching class-room experience.

To conclude, our students have been equipped with the right skill set and attitude to work as 'change leaders' in the contemporary business environment. ”

EMPLOYABILITY FOCUSED CURRICULUM

“**FIIB** understands that in today’s global environment, business education needs to be imparted in a multi-dimensional framework to prepare leader-managers of tomorrow. To match the industry requirement, FIIB offers its students a wide variety of subjects to choose from. It also keeps a constant check on the relevance of its programs through its innovation-driven quality assurance practices. An up-to-date learning environment, reflective, well-designed curriculum and outcome-based approach to teaching and learning help FIIB in its endeavors.

The success of the programs at FIIB is reflected in the fact that our Alumni are spread across the globe working at mid and senior level management for many national and multi national companies and are able to adapt themselves to any opportunity that comes their way.

The redrawn curriculum of FIIB is contemporary and futuristic in its design and delivery. Given their industry experience, the delivery of the specialized curriculum by the erudite faculty is unique and well rounded. The institute revises and upgrades its curriculum regularly to incorporate the ever-changing needs of the industry and business in consultation with the faculty, practitioners and its alumni. The 2-years full-time Post-Graduate Diploma in Management is FIIB's flagship program which aims to groom participants into professional managers with a strong conceptual foundation and practical skills required to manage the businesses of today and tomorrow.”

CURRICULUM PILLARS

01

SUSTAINABILITY SENSITISATION

Apply sustainable practices

Sustainability in academics, operations and communities

03

EMPLOYABILITY

Acquire knowledge and skills in the basic disciplines and functional areas of management

02

LEADERSHIP ORIENTATION

Act as change agent and be a source of motivation in their

Sharper focus on an industry-relevant and futuristic curriculum

04

GLOBAL MINDSET

Adapt to multicultural global environment



THE FIIB GRADUATE



Why FIIB?

The FIIB MBA helps Broaden Perspectives, Creatively Craft Individual Career Plans, and Transform Students into Dynamic Leaders of tomorrow. Approved by the AICTE and accorded equivalence with MBA by Association of Indian Universities (AIU), this MBA equivalent course is the core of FIIB's management education programs. It is designed to enable graduates with divergent educational backgrounds to unlock their infinite managerial potential to emerge winners. The program aims at initiating a marked transformation in the mindsets of management students of the college, in order to create a difference in the society. Individuals, as professional managers, are trained to hone their skills and demonstrate them, with a holistic world view. They are urged to spot opportunities and influence a change, through innovative course work and out-of-class experiences.

- Top-Ranked, AICTE Approved B-School & Equivalence to MBA by AIU
- Excellent Placements and Corporate Linkages
- Cutting-Edge, Employability Focused, Skill-Dominant Curriculum
- Accomplished and Networked Alumni Base
- Diverse Student Experiences for a Holistic Development
- Recreation Center with Indoor Sports Activities
- Value-Adding Study Abroad Immersion Experience
- Superbly Located College Campus in South Delhi
- A World Class State-of-the-art Infrastructure
- Vibrant Beyond the Classroom Experience
- Outstanding Research Driven & Industry Focused Faculties
- Generous Scholarship Schemes
- Unique Career Development Program



Learning Ambience



Life
@ **FIIB**



FIIB boasts of a conducive learning ambience through its world-class infrastructure and state-of-the-art technology interface that complements the physical infrastructure to enhance the teaching and learning experience. The Institute continuously invests in upgrading its technology and facilities to provide students with the inspiration to strive for excellence and scale greater heights.

- The campus is **Wi-Fi enabled** with appropriate security mechanisms. Online learning and teaching software is also provided for flexible access to learning material at all times and to continuously track progress. The campus also has a **state-of-the-art auditorium** and **computer lab** that can seat over 150 persons and has provisions for video conferencing along with other modern technologies. Students can enjoy the provision of multiple conference and seminar halls if required.
- To foster a comfortable environment for the students, **air-conditioned classrooms** and **several reading and syndicate rooms** are available. These Learning Centers are equipped with modern multi-media and audio/video systems to facilitate effective learning.
- A fully computerized and air-conditioned **Knowledge Resource Center** housing over 18,000 books, 201 periodicals/journals, 850 audio-visual and multimedia formats is available for the students to access and learn. The Library subscribes to major online research and informational databases including **Ebsco-Business Source Elite, J-Gate Plus, CMIE-Prowess**; and enjoys Institutional membership with major libraries including **DELNET** and **British Council Library**.
- The **elaborate recreational center** has arrangements for various indoor sports like pool, table tennis, carom and chess along with TV.
- A **world-class amphitheater** exclusively dedicated for student activities.

LEARNING PRINCIPLES

The curriculum at FIIB is developed and delivered using the following principles

Outcome-Based Learning

While designing courses and evaluation mechanisms, we start by identifying the learning objectives that students are expected to meet by the end of the course. These learning outcomes may be of knowledge acquisition or development of attitude/ability. They are clearly specified in the course outlines and linked to specific assessment criteria on which they get measured. This leads to complete transparency between the instructor and students.

Application of Theoretical Concepts to Real-Life Situation

The overarching intent in design of the pedagogy is to introduce students to fundamental concepts and techniques in the classroom, to provide ample opportunities to apply this learning using simulated real-life situations and then reinforce the same through additional discussions, feedback sessions, live corporate projects and interactions with practicing industry leaders.

Academic Rigor

At FIIB, learning is non-stop, intense and dynamic. Through a fast paced and stimulating process, students are required to manage their own schedules between classes, personal study and a variety of activities that happen on an everyday basis at the campus.

Group Work and Presentations

With the objective to develop collective decision-making, group responsibilities and persuasive communication skills, students are required to work in groups regularly and make presentations on assigned topics.

Problem Solving and Decision Making

At FIIB, the case study method, complemented by role plays, management games, etc., is used in all courses to help build the students' skill to effectively diagnose situation and recommend solution.

Continuous Evaluation and Feedback

Course evaluation is designed to assess learning amongst the students and two-way timely feedback is given for improvements. Faculty and students work together as a team towards the overall improvement of both academic and non-academic output.

Integration of the Curriculum

Faculty collaborates regularly with industry to develop courses to help students understand the linkage between functional areas. This provides an avenue to observe impact of decisions on organization, people and society and deal with the repercussions of decision making in one area or the other.

Global Learning

Recognizing the need for our future leaders to operate in a global setting, all our courses provide relevant multi-national inputs that help learn the best practices in differing socio, legal and cultural environments.

Innovation: Establishing an effective Learning Process

In today's complex global business environment and fast changing business needs, there are frequent changes that create high velocity obsolescence of today's business skills. Despite lack of established management theories which can be used to teach students of management on 'How to Innovate', FIIB imparts management education by going through continuous innovative experimentation and learning itself. With the continuous work of **FIIB's Internal Quality Assurance Cell (IQAC)**, courses are regularly upgraded to align with industry needs. Hence courses such as *Structuring Decision Processes*, *Digital Marketing*, *Business Intelligence and Analytics*, and *Entrepreneurial Innovation*, are a part of FIIB's core courses. These courses develop better problem formulation and experimentation skills in students.

COURSE STRUCTURE

Two Year Full-Time Programme (PGDM)

Approved by AICTE

(Ministry of HRD, Government of India)

Recognised MBA by AIU

(Association of Indian Universities)

Specializations Offered

- Marketing
- Finance
- Human Resource
- Operations Management
- International Business
- Information Systems Management
- Strategy and Entrepreneurship

Course Structure

The **Post Graduate Diploma in Management- PGDM Program (Equivalent to MBA)**, is spread over a period of Two Years, and is divided into six terms.

First Year

The courses in the first year provide a balanced foundation in the basic disciplines of management. This lays foundation to groom students into professional managers with strong conceptual foundation and practical skills required to manage the complex businesses of today and tomorrow.

Term I

Term II

Term III

Term I	Term II	Term III
Financial Reporting and Analysis	Managerial Accounting	Corporate Finance
Marketing Management - I	Introduction to Financial Services	Sales, Negotiation & Business Development
Human Behaviour in Organizations	Marketing Management-II	Managing Change
Managerial Communication- I	Organizational Dynamics	Managerial Communication- II
Business Statistics	Managerial Communication- II	Business Environment in Global Perspective
Spread Sheet for Managers	E-Business Management	Operations Management
Managerial Economics	Macro Economics	Operations Research
Entrepreneurship	Legal Aspects of Business	Strategic Management – I
	Business Ethics & CSR	Business Research Methods
	Business Problem Framing	

Second Year

The second year courses are a mix of compulsory courses and electives in the specialization areas chosen by students.

In second year, a mix of Elective Courses is offered by each Academic Area. These count towards the functional specialization for the students, who have an option between specialization in a particular functional area or a mix of courses from different areas of their choice for a General Management degree. A student needs to take a minimum of 7 courses offered in a particular functional area for a specialization major and a minimum of 3 courses offered in a particular functional area for a specialization minor.

Marketing

Term IV	Term V
Consumer Behaviour	Services Marketing
Digital Marketing	International Marketing
Sales & Distribution Management	Retail Marketing
Integrated Marketing Communication	Social Media Marketing
Marketing Research	Marketing Metrics
Business to Business Marketing	Brand Management
Strategic Marketing	Rural Marketing
Marketing of Luxury Products	Customer Relationship Management

Finance

Term IV	Term V
Investment Analysis and Valuation	Project Appraisal & Financing
Management of Banks & Financial Institutions	Financial Derivatives & Risk Management
International Finance & Treasury Management	Portfolio Management : Equity & Fixed Income Securities
Financial Statement Analysis	Financial Modelling
Personal Wealth Management	Mergers Acquisitions & Corporate Restructuring
	Tax Regulations & Planning

Human Resource

Term IV	Term V
Compensation & Benefits	Cross Cultural Management
Employee Engagement	Training & Development
Employee Performance Management	Industrial Relations & Labor Laws
Talent Acquisition & Competency Mapping	Strategic HRM
Lab- I Negotiation & Conflict Management and Lab –II Leadership Skills	Human Resource Information Systems

International Business

Term IV	Term V
International Logistics Management	India's Foreign Trade Training & Development
International Trade Operations & Documentations	Thrust Product & Thrust Market
International Finance & Treasury Management	International Marketing
	Project Management
	Cross Cultural Management

Operations Management

Term IV	Term V
Supply Chain Management	Business Analytics
Quality Management & Six Sigma	Project Management
Business Process Innovation and Management	Multi Criteria Decision Making
Service Operations Management	Advance Spreadsheet for Managers
	Warehouse & Inventory Management
	Industrial Management and Value Creation

Strategy, Entrepreneurship and General Management

Term IV	Term V
Business Research and Consulting	Entrepreneurship & Venture Capital
Social Entrepreneurship	Econometrics for Decision Making
	Innovation Management
	Strategies for Family Businesses

Core Courses

Strategic Management – II	Sustainable Business Practices	Business Simulation
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Term VI

GIS: Guided Independent Study

Live Projects

Throughout the year FIIB provides various opportunities for its students to opt from multiple Live Projects if are structured to enable the students to understand the business environment, enhance their ability to analyse problems/processes and operate individually in a specific unit of business.

Business Study Tour (BST)

A key component of FIIB's global outlook, the Business Study Tour is organized annually with the objective to help students become active and aware participants in a global community; enable them to connect with their academic discipline on a global scale; and encourage them to share their findings with peers, instructors and/or the wider community.

Corporate Internship Programme (CIP)

After completion of three terms in the first year, students undertake Internships in the industry for gaining hands-on experience. CIP is typically of eight weeks' duration, at the end of which every student submits a detailed project report and makes a formal presentation to a faculty panel. The objective of CIP is to help the student get a first-hand exposure to the working of an organization and to provide him/her with an opportunity for applying the concepts and techniques learned in the classroom in the first year to real-life managerial problems.

Faculty



FINANCE



ANIL KUMAR SINHA

Educational Qualifications:
Ph.D (Finance), M.Com

Dr. Sinha has over 39 years of experience in industry, academics and academic administration. He has worked as faculty in **Magadh University** and **Asia-Pacific Institute of Management, KR Mangalam Global Institute of Management** and **IILM College of Management Studies** in various positions from Dean to Director.

Interest Areas:
Banking, Accounting, Finance and Financial Services.



ABHIJIT ROY

Educational Qualifications:
B.Sc Physics (H), MA (Economics), Diploma in Management

Prof. Roy has over 31 years of industry experience with **State Bank of India** and other reputed organisations. For the past many years he has been a guest faculty in leading management institutes in India and abroad including **XLRI Jamshedpur, IMT Ghaziabad, IMI New Delhi** and **National University of Singapore**.

Interest Areas:
Project Finance, International Finance and Commercial Banking.



FEROJUDDIN M. A. KHAN

Educational Qualifications:
M.Com, MBA, NET, Fellow-Member ICWAI (ICAI), Licentiate Company Secretary

Prof. Khan has over 22 years of experience that includes 12 years of Industry experience in **NTPC** and **Bharat Yantra Nigam** and over 9 years in teaching. He has conducted MDPs for public sector companies such as **NTPC, IRCON, GAIL**.

Interest Areas:
Accounting, Income Tax and Corporate Governance



ASHEESH PANDEY

Educational Qualifications:
Ph.D, M.Com, MBA (Finance)

Dr. Asheesh Pandey has 14 years of industry, research and teaching experience. He has industry experience in Investment Banking, Equity Research and Finance Operations. A Ph.D in Finance from Department of Financial Studies, Delhi University, has authored a book, "Capital Market and Financial System in India" and has contributed to over 15 research papers in peer reviewed national and international journals.

Interest Areas:
Corporate Finance, Investment Management, Equity Valuation

MARKETING



NIMIT GUPTA

Educational Qualifications:

PhD, AMT, NET Qualified, M.Phil, MBA, Philip Kotler Certified Marketing Trainer, Google Certified for Google Education

Dr. Nimit Gupta has more than 12 years of experience in teaching and research at different colleges and consulting in the areas of Marketing and General Management.

He has presented several research papers in National and International Seminars and has received Best Paper Presenter Award twice in national seminars.

Interest Areas:

Airlines, Tourism, Hospitality and Services Marketing



UTKARSH

Educational Qualifications:

Ph.D. (Submitted), MBA, UGC-NET & JRF

Prof. Utkarsh has 7 years of experience in teaching and research. He has taught several courses like Advertising Management, Marketing Management and Research Methodology. He has also worked for 2.5 years at IIM Lucknow as Research Associate.

Interest Areas:

Services Marketing, Integrated Marketing Communication, Sales and Distribution Management



SUDHIR RANA

Educational Qualifications:

Ph.D (Financial Assistantship)

Dr. Rana is a Ph.D holder in Marketing subject from an institute of Govt. of India. His research profile is followed by reputed and world class publications into several ABDC Ranked and indexed journals published by Emerald, Inderscience, Malaysian Management Review and Indian Institute of Management. Also his research is admired by Association of Indian Management Scholars, Transportation Science etc.

Intrest Areas:

Services Marketing, Integrated Marketing Communication, Sales and Distribution Management



ANUPAM BHASKAR

Educational Qualifications:

M.T.M, PGDTM, PGDTHM, PGP, MLW

Prof. Bhaskar has 17 years of experience that includes 10 years of teaching and 6 years of industry experience in travel and tourism.

Interest Areas:

Airlines, Tourism, Hospitality and Services Marketing

INFORMATION SYSTEMS MANAGEMENT



MONICA BHARADWAJ

Educational Qualifications:

Pursuing PhD (YMCA University, Faridabad), UGC NET Qualified, Sun Java Certified, MBA, MCA, M.Sc. (Comp. Science), MDU

Prof. Monica has over 12 years of experience in corporate and academics with organizations including **Amity University**, **Ansal Institute of Technology**, **IILM**, **IIMT**, and **KMART Australia**.

Interest Areas:

Technology Adoption, Mobile Commerce, Online Consumer Behaviour and Social Media Research.

HUMAN RESOURCES



VIDYA M. IYER

Educational Qualifications:

Ph.D (Pursuing), MBA, M. Sc

Prof. Vidya Iyer has been in management consulting and teaching for close to 13 years. She has entrepreneurial experience of establishing and running a consulting firm. Prof. Vidya has been a mentor in the **ISB-Goldmansachs 10,000 women entrepreneur's program**. Some of her major consulting projects have been 'Developing and deploying the HR processes' and 'Developing metrics for Performance Management and enhancement' in BPO and Infrastructure industries.

Interest Areas:

Employee Performance Management, Human Resources Management, Employability Development, Corporate Governance, Corporate Ethics, Business Strategy.



RITURAJ KUMAR

Educational Qualifications:

Ph.D (HR), NET Qualified
M.A ,PGDHRM, IGNOU

Dr. Rituraj Kumar has over 16 years of rich and diverse experience in teaching, training, research, and consultancy. He has worked with **Asia Pacific Institute of Management**, **Bhartiya Vidya Bhavan's Usha and Lakshmi Mittal Institute of Management** and **NIILM Centre for Management Studies**. He has also worked in the capacity of a management consultant firm where he rendered professional services to the corporate clients for psychometric testing, recruitment and training.

Interest Areas:

Organizational Behavior, Human Resource Management, Cross Cultural Management, Talent Acquisition & Competency Mapping, Industrial Relations & Labor Laws

STRATEGY AND ENTREPRENEURSHIP



AMIYA KUMAR MOHAPATRA

Educational Qualifications:

Ph.D., MBA, UGC-NET, M.A.(Economics & Public Administration), M.Com

Prof. Amiya Mohapatra has 16 years of teaching experience. His main research focus is to explore economics from the policy perspectives. A few of his research work on public policy has been acknowledged and is used in government documents as a reference today. He has been invited as a keynote speaker in several national research conferences. He has to his credit the authorship of five books and nine edited volumes. He has published more than thirty-eight (38) articles and research papers in various books/magazines and journals of repute. He is also a reviewer and on the editorial board of many reputed national and international journals. He is an active member of Indian Economic Association and Indian Commerce Association.

Interest Areas:

Managerial Economics, Macro Economics, International Economics, Development Economics, International Finance, Business Environment, Business Strategy and Public Policy



ARUN SANGWAN

Educational Qualifications:

B.Sc.(Computer Science), MBA (Marketing)

With a work experience of over 19 years, Prof. Arun has worked in various capacities on academic (**Alliance University**) and industry (**SANRAD, Hewlett-Packard, TATA Unisys, Silicon Graphics Inc. and HCL**) assignments before joining FIIB.

Interest Areas:

Strategic Management, Entrepreneurship, Business Ethics and CSR

OPERATIONS & INTERNATIONAL BUSINESS



SHARAD CHATURVEDI

Educational Qualifications:

Ph.D, UGC NET (Lecturership), B.Tech, MBA

Dr. Sharad has 25 years of industry experience. He has worked in various organisations in India, Middle East & South East Asia in the field of Operations, Quality and Change Management. He has been an Adjunct faculty at **Sharda University**, Greater Noida. He is a qualified Lean Six Sigma Master Black Belt and ISO 9000 lead auditor.

Interest Areas:

Lean & Six Sigma, Operations Management, Quality Management, Supply Chain Management and Project Management.



NITIN SACHDEVA

Educational Qualifications:

Ph.D. (Pursuing),
M.Sc (Operations Research),
B.Sc.(Mathematics)

Prof. Nitin Sachdeva has 12 years of experience and has been associated with IMT Ghaziabad, Amity International Business School, Cvent India Pvt. Ltd., V&M InfoEdge Management Consulting Pvt. Ltd., and V2 Learn. He is member of Society for Reliability Engineering Quality and Operations Management (SREQOM) and reviewer of International Journal of System Assurance Engineering and Management (JSAEM).

Interest Areas:

Operations Research, Quantitative Techniques, Business Statistics, Operations Management, Data Mining & Business Intelligence, Quantitative Marketing, Service Operations Management



PARTHA PRATIM SAIKIA

Educational Qualifications:

MBA (Marketing & International Business), PGDABM, MPhil (Management), UGC NET (Lectureship)

Prof. Partha has 9 years of experience with **ICICI Lombard, GIC Ltd** and **Interkardio Healthcare Technologies**. He also has 4 years of teaching experience with **IILM Institute**.

Interest Areas:

International Trade Operations & Documentation, International Business and International Marketing .

BUSINESS COMMUNICATION



TUSHAR SANKAR BANERJEE

Educational Qualifications:

PGDM (Marketing & HR) ,B.A. (H)

Prof. Tushar S Banerjee has over 7 years of work experience. He has worked for leading corporate houses like **Reckitt Benckiser** and **Indian Angel Network** and has been instrumental in designing course curriculum for NUSSD Programme of **Tata Institute of Social Sciences (TISS), Mumbai**. He has also served as a research consultant at **Gerson Lehrman Group Incorporation**. Prof. Banerjee has worked for a leading Institute in Faridabad as a faculty of Management, where he had also developed a youth development programme focused on communication and soft skills. He had been the proud recipient of 'Faculty Excellence Award' within the very first year of his transition to academics.

Interest Areas:

Emerging Markets, Entrepreneurship, Sustainable Development, Social Enterprises, Corporate Social Responsibility.



ANANT KUMAR DASS

Educational Qualifications:
PGDBM (Finance & Marketing), B.SC (H), DCA

Mr. Anant Kumar Dass is working with us as a Career Advisor, with a rich work experience of over 18 years in Training & Development (PDP & Soft Skills) etc. He has authored books on Campus HR interviews and Group Discussion. He is also an active blogger.

Interest Areas:
Academic and Soft Skills related Writing.



SUPRIYA PATHAK

Educational Qualifications:
MA (English), EFLU

Ms. Supriya Pathak is working as an Assistant Manager- Corporate Communication. She has a rich English Language Teaching and Corporate Training experience of over 7 years with corporates, NGOs, schools and vocational training centers. She is quite active on social media and has a passion for creative writing.

Interest Areas:
Writing for Social Media, Public Speaking.

ADJUNCT FACULTY



PARVESH AGHI

Educational Qualifications:
B.Com (H), Chartered Accountant

Parvesh Aghi having over 25 years of experience in the various functions of finance & commercial department ranging from setting up new business setup and ERP systems, Managed finance, accounts and legal functions in large multi-product, multi-location industrial and service organizations and has teaching experience at leading management institutions for almost a decade.

Interest Areas:
Finance



ANJU GULLA

Educational Qualifications:
Ph.D. (Marketing)

Dr. Anju Gulla has 15 years of work experience in Industry and Academics. She has got a varied & rich corporate exposure in Internet Marketing, Digital Strategies for Companies, Mobile and Internet Marketing, Brand Management, Advertising, Media Planning using digital and traditional media.

Interest Areas:
Digital Marketing



UMESH GULLA

Educational Qualifications:
Ph.D. (Information Systems)

Dr. Umesh Gulla has a work experience of over 20 years which includes teaching, training, market research and consulting. He has worked in collaboration with Yale University, University of Phoenix (USA) and Birmingham City University (UK).

Intrest Areas:
Information Systems



FIB emphasizes on learning by doing and students are encouraged to think out of the box and create opportunities to demonstrate their leadership and management skills. Through various institutionalized forums, FIB-ians take the onus to successfully organize conferences, summits, conclaves and activities. In the process, they learn and implement life size projects outside the class room.

VFT Leadership Series is a Forum where distinguished speakers discuss their leadership style, personal vision, and strategies for success.

VIEW FROM THE TOP

1

2

SAMAVESH- FIB CULTURAL FEST

An annual Management and Cultural Fest where events range from a variety of management competitions based on Strategy, Marketing, Finance, Sustainability and others to competitions on music, dance, dramatics and photography.

Students are sensitized to the growing needs of recycling and renewing energy resources as they organize E Waste Collection drives, paper recycling initiatives, solid waste management drives, and blood donation camp in college.

SUSTAINABILITY INITIATIVES

3

4

SPORTS COMPETITIONS

An active student body, the sports committee at FIB provides many platforms to the students to engage in outdoor and indoor games including cricket, badminton, chess, pool and carom through intra and inter college competitions.

Sankalp is the Employability Fest at the college which gives an opportunity to graduates pursuing MBA, to assess their employability quotient through Assessment Centers, Industry Sessions and Management Games.

SANKALP- FIB EMPLOYABILITY FEST

5

6

SPAC- Student Placement Advisory Committee

A group of 12 students are chosen by CMC team as a student representative body at FIB. The selected students are involved in CMC activities and represent CMC and FIB student community to external and internal stakeholders.

To fuel creativity and channelize the creative energies of the students, FIB has facilitated a myriad of domain clubs specialising in Finance, International Business and Marketing amongst other subjects as well as extra curricular clubs like Cultural Committee, Dramatics and Sports.

THE FIB STUDENT CLUBS

7

8

FIB LEADERSHIP PROGRAM (FLP)

FLP is a program designed with a unique blend of academic, leadership and career development opportunities. Through FLP, students receive focused mentorship from Industry leaders and specialized coaching and training as well.



Through its various Centers of Excellence, FIIB aims to provide a professional forum for exchange between the academic and corporate community; the intent is to identify challenges and opportunities, transform them into relevant research themes and implement best practices and / or facilitates design of 'next' practices.

1

CeSIBA

CENTER FOR SERVICE INNOVATION & BUSINESS AGILITY

CeSIBA was established to ideate, design and nurture innovation in services, with a view to improve business agility in public, private as well as social sectors.

2



SUSTAINABILITY DEVELOPMENT CENTER

The mandate of the SDC to undertake an intellectual capacity building exercise in the sustainable management and policy space using a mix of assignments and training opportunities.

3



EXECUTIVE DEVELOPMENT PROGRAM

EDPs are designed to provide today's professionals with innovative experiences to enhance abilities in facing a demanding, ever-changing workplace.

4



FIIB CASE RESEARCH CENTER

The purpose behind FCRC is to create an intellectually stimulating learning environment that motivates students to pursue and acquire interdisciplinary bodies of knowledge through case study discussions that are interactive.

5



FIIB BUSINESS REVIEW

The Institute has its own journal, a multi-disciplinary peer-reviewed business journal, which over the past 6 years of its published history has become a useful knowledge repository of original research based articles, perspectives, cases on topics of current concerns and books reviews.

SUSTAINABILITY AS THE KEY THEME IN MANAGEMENT PRACTICE

The Summit focused on Sustainability and it's importance in today's evolving businesses and social communities where eminent speakers from organizations like **Goonj, Sulabh Foundation, Lenovo India, Aditya Birla, Diageo, Bharti Foundation** and the likes participated and shared their viewpoints.

1

ENCOURAGING ENTREPRENEURIAL DRIVE IN THE STUDENTS

The 5th edition of the annual B-Plan competition with an overwhelming participation of 131 B-Plans was held at the institute to win fellowships worth Rs. 3,00,000

2

FIIB CONCLAVES

FIIB has hosted several conferences and conclaves in last one year on various fields. International Management Conference on 'Business and Economy- Growth, Governance and Globalization in Mar'16 witnessed contributions from dignitaries from India and abroad. Sustainability Summit Feb'16 saw participation and speakers from organizations like Goonj, Lenovo India, Aditya Birla, and Bharti Foundation. Whereas, the Finance Conclave Dec'15 focused on 'Financial Innovation in Indian Banking Sector' participated by SBI, Allahabad Bank and others. The Operational Excellence Conference Oct'15 facilitated discussions around Sustainable Operational Excellence. Marketing Conclave Sep'15 stressed on Reinventing Marketing for Connected Consumers. Top level HR leaders from Wipro, Hero Honda and Indian Oil participated in the Creating Happy Organizations Conclave in Aug'15.

3

INTERNATIONAL EXPOSURE & COLLABORATION

FIIB is committed to providing high quality global experiences to our students. With that in mind we design short-term study abroad experiences that allow students to take advantage of taking short breaks and creating once-in-a-lifetime experiences. In the past, FIIB students have visited the UAE and China, both countries boasting of being at the center of world developments.



FIIB Students during Business Study Tour at Dubai

PURPOSE OF THE TRIP

The program is designed to give participants exposure to the economic and political environments, business practices, higher education system, language and culture of the host country.

These programs are faculty led and offered as for-credit. Through extensive pre-tour, on-tour and post-tour sessions, student learning is ensured. All students are required to keep photo/video journals and present their experiences to their peers and the faculty group, conduct interview with locals and maintain journal on their observations and reflection, and give on-the-spot assignments.



FIIB Students during Business Study Tour at Dubai

PROGRAM INCLUSIONS

- ➡ **Training:** Up to 5 days comprehensive program which includes practical studies, lectures, workshops, and project work under FIIB faculties
- ➡ **Industrial Exposure:** Visit to minimum 2 modern Plants, and interaction with industry professionals
- ➡ **Sightseeing:** City tours, shopping tours, and cultural tours. Certificate by FIIB upon successful completion
- ➡ **Residential Costs:** at the host country with air-conditioned furnished complexes (Separate for Boys & Girls)
- ➡ **Meals:** Includes Breakfast, Lunch and Dinner with vegetarian dishes and also Indian food

FIIB-WALTON COLLEGE ACCULTURATION PROGRAM

Student Exchange Program at FIIB is popularly known as FIIB-Walton College Acculturation Program; an exchange of ideas and culture via education and learning between the students of Fortune Institute of International Business, New Delhi and Sam Walton College of Business (**WCoB**), University of Arkansas (USA).



Students from FIIB and WCoB seen during different occasions during their program. Students engaged in cultural and management games during the course of their interaction

In 2016, FIIB-ians played host to a group of students from **Sam Walton College of Business**. The Program provides FIIB-ians and their counterparts opportunity to interact, explore, connect and build bonds leading to enhanced global exposure and insights. The students attended sessions on International Management and Indian Economy. They also undertook team projects to explore several aspects of the Indian market and consumer base.

The Student Program included:

- » Academic Sessions by Faculty from **FIIB** and **WCoB**
- » Student Brainstorming and Presentations
- » Management Games and Team Competitions
- » Sight Seeing and Celebrations



"The Program was a splendid opportunity for the FIIB Students. We travelled, learnt and enjoyed with Sam Walton students during the three day program. I'm grateful to FIIB for providing such a practical learning ground where cross cultural thoughts were encouraged and discussed. - Neelanshu Bharadwaj (Batch 2014-2016)

CAREER MANAGEMENT CENTER (CMC)

FIIB's **Career Management Center (CMC)** is a team of dedicated individuals who work towards providing relevant industry exposure, and career opportunities to students at FIIB. Apart from final placements, CMC brings senior corporate and social leaders to the campus and creates regular opportunities for students to engage with domain experts from the industry.

Unmatched Industry Connect

Through various platforms facilitated by CMC, FIIB creates opportunities for students and Industry professionals to interact with each other and share their knowledge. The platforms prove to be an important source of learning for the students as they hear from the experts. Titled **VFTT- View From the Top Lecture Series, Forum For Industry Interaction** and **Sankalp- FIIB Employability Fest**, these platforms engage Industry professionals through **Guest Lectures, Monthly Conferences, Live Projects, Corporate Internship Programs and Final Placements.**

FIIB Career Management Centre dwells on the key pillar strategy- Sustainable Business Education. It focuses on holistic development of students. Apart from career mapping, career advising and career preparedness sessions at the Institute, it facilitates Corporate Internship Program for the students (summer internships after completion of 1st year) and Live Projects (during 2nd year course of study) and full-time placement opportunities for all the students.

During the current Corporate Internship Program our students have exceeded expectations and earned accolades from their respective Internship organizations. Following are some of the projects that our students undertook during CIP 2016.

OPERATIONS

- Online Education Enrolment Platform: A study of admission process - **Edukart.com**
- Scope of Logistics Industry in 2015-2016: Study of logistics industry and Freight Forwarding - **Hansol Logistics**
- Study of Standard Operating Procedures, Suggest Recommendations for improvement in Standardization In Logistics at JSPL - **Jindal Steel & Power Limited**

MARKETING

- Augment external content on happytrips.com- **Times Internet**
- Competition Analysis at PVR Cinemas- **PVR Ltd.**
- Digital marketing of financial services at Just Trade Securities Ltd. (A Bajaj Capital Venture)- **Justtrade.in (Bajaj Capital)**

FINANCE

- Application of Transfer Pricing: A Case Study - **Deloitte Haskins & Sells**
- Comparison of the Financial Performances and Product Features of ULIP of IDBI Federal Life Insurance Co. Ltd. with its competitors - **IDBI Federal Life Insurance**
- Study of Working Capital Assessment at IDBI Bank Ltd - **IDBI Bank**

HUMAN RESOURCES

- Training Interventions and Effectiveness at Indian Oil Corporation Limited - **Indian Oil Corporation**
- Rethinking Industrial Relations-A Study at Fedders Lloyd Corporation Limited - **Fedders Lloyd**
- HR processes at Paharpur Business Centre - **Paharpur Business Centre**

OTHERS (IB, STRATEGY)

- A Study on Exports of Agricultural Product (Documentation Process)- **C.L International**
- Launch and Placement Strategy of new flip flop: Bahamas At Relaxo Footwears Ltd - **Relaxo footwear Ltd.**
- Review of Advertising Strategies: IDBI Federal Life Insurance Co. Ltd. - **IDBI Federal Life Insurance**

In 2011, FIIB instituted a leadership development module for select students who, based on their first year performance and some demonstrated potential for greater development are selected into this program. Called the **FIIB Leadership Program (FLP)**, the purpose of this program is to develop life-long skill sets in the area of career, professional and leadership development, as well as to provide an understanding of the scope of the challenging professional environment.

To accomplish this goal, the program is designed to incorporate required and optional academic course work, career development programming and leadership development opportunities blended in a defined course of progression that ensures well-rounded opportunities for student growth and preparedness. A mix of academic & extra-curricular activities and assignments is created to hone leadership potential of the students.

The FIIB Leadership programme aims to foster greater self-awareness amongst its members as well as impart the values of diverse leadership styles. Each FLP student undergoes workshops for honing Leadership skills, interns with NGOs & under corporate mentors to get the kind of exposure that makes them ready for taking up challenging roles in the companies they get placed in. FLP works towards grooming future leaders holistically.

The FLP Cohorts find the Program beneficial in developing Leadership Skills required for carrying out any Corporate-Academia work successfully



**PRATIK
SETH**

“I learnt that one needs to walk the talk to earn the right to lead and gain commitment of others.”

Project: **Delhivery.com**
NGO : **HT Shine**

**ROHIT
GHOSH**

“We interacted with some truly inspirational individuals from different walks of life. Now, I evaluate and react to situations differently.”

Project: **C.L International**
NGO: **HT Shine**



**PUNEET
PAL**

“I have gained higher self-awareness, social awareness, and social skills. It makes me more effective in any setting.”

Project:
Justtrade.in
(Bajaj Capital)
NGO: **HT Shine**



**SAURABH
RAICHANDANI**

“I loved the experiential activities. It helped me discover and discard some notions that served to limit me.”

Project: **IDBI Federal Life Insurance**
NGO: **HT Shine**



**MADHAV
JOHRI**

“This program is about challenging oneself to discover the leader within.”

Project:
Edukart.com
NGO: **HT Shine**

CORPORATE INTERNSHIP PROGRAM (CIP) EXPERIENCE

"Corporate Internship Program is an eye opener. It taught me the tactics to handle workload pressure and achieve targets within the set deadline which I couldn't have learnt through any other way. Thanks to FIIB, my Faculty Mentor and Corporate Mentor for polishing my skills and building in me an enhanced level of confidence."

AMAN SAHNI

Internship Organization: *Hero Motor Group*
Project Title: Business Development for Spur Technologies Pvt. Ltd

"To build an eye for nitty-gritties of the corporate world, Corporate Internship Program is the best method. The experience was extremely helpful and full of learning. I learnt comprehensively about digital, developed the key skills of time management and networking."

ANKUSH MAHAJAN

Internship Organization: *Ernst & Young*
Project Title: Study the practice of Merger & Acquisitions (M&A) at E&Y

"Corporate Internship Program at Bharti Airtel was a hands-on-experience in the area of marketing and competitor analysis. I gained real time knowledge on entertainment and showcasing industry, the complexities involved in making a success plan competing with well-known industry players in the market. I learnt thoroughly from the Internship."

NEILY VACHASPATI

Internship Organization: *Bharti Airtel*
Project Title: Building Flexibility as A Culture: A Study of Airtel myPlan



Individual mentoring and customized Career development planning are integral to the 2-years PGDM experience at FIIB. A dedicated team of career counselors, trainers and faculty mentors hand-hold students to help them achieve their unrealized potential to build life-long employability focused skills and develop the fortitude to face the global economic and social challenges of the future. Some of these enabling steps are:

Career Mapping

Our dedicated team of career counselors and trainers, work with each student, to facilitate an improved understanding of the self. Based on this analysis we suggest '*Individual Action Plans*', stating the required trainings that the person should undergo during this process of learning.

Employability Skill Development

Based on the '*Individual Action Plans*', we conduct different rounds of learning helping students build key employability skills like *Soft Skills, Leadership Skills and Problem Solving Skills*.

Corporate Interaction

In order to make the students industry ready and to enhance commercial awareness, industry lectures are an integral part of the curriculum. These interactions enable our students to apply their theoretical knowledge in a practical manner.

Business Communication Enhancement

In order to equip our young managers to deal with the challenges of today's global economy, a simulated learning environment is created for the students to learn and practice the rules of the global business communication.

Laying foundation of Teamwork and Leadership

By participating in group presentations, conferences and activities, these students get exposed to a highly interactive working environment. This allows them to learn situation handling and conflict management, enabling them to handle team dynamics.

Coaching and Mentoring

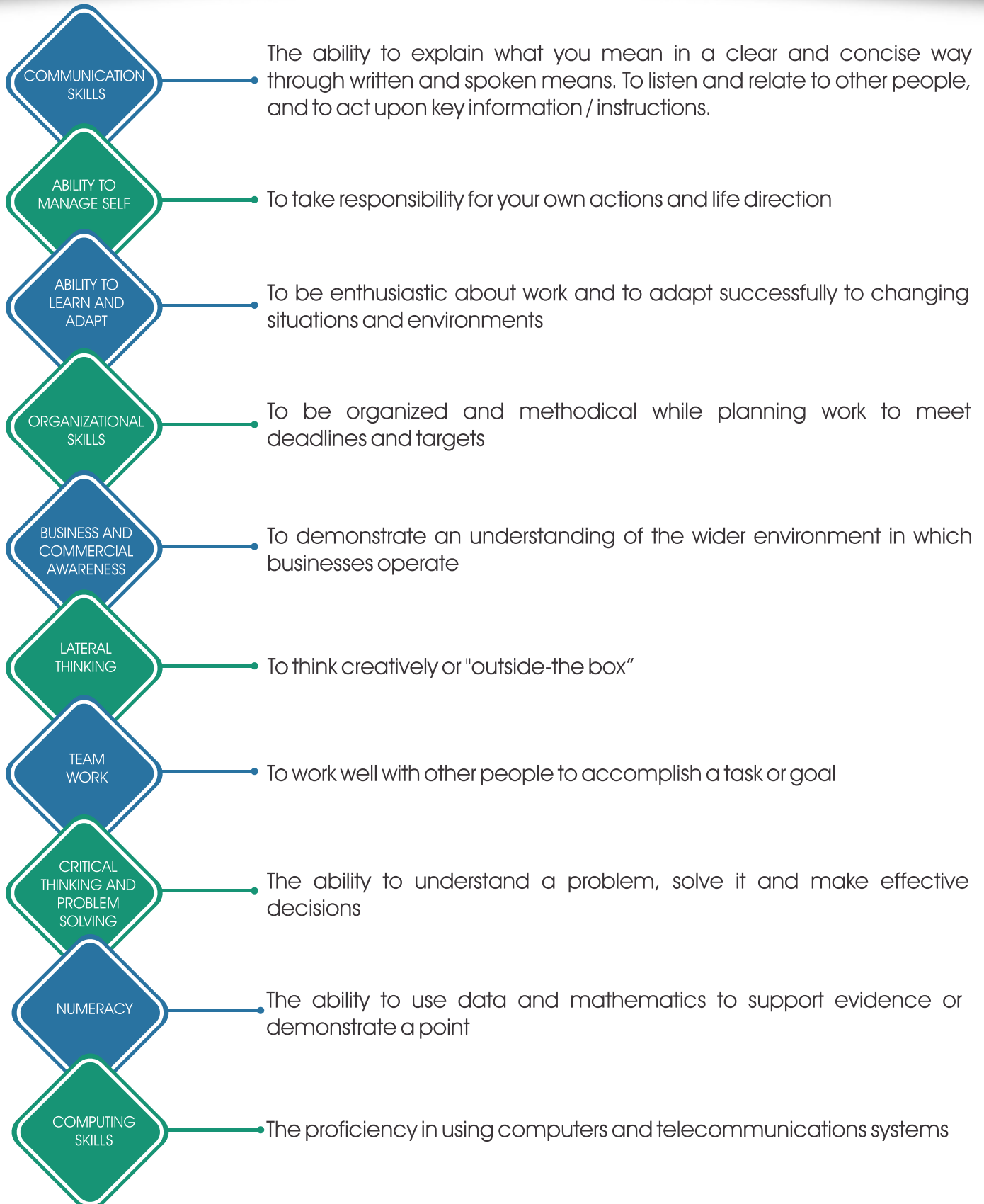
In order to lay an appropriate business foundation, our students are assigned faculty mentors from the initial stage, facilitating monthly feedback around academics, self and skill improvement. Through coaching and feedback, these mentors handhold students to enable a smooth transition from being a *student to an effective professional*.

Interview Preparatory Lab

Equipping students with knowledge from all aspects of management, current affairs and industry, these exercises teach the students to build a constructive argument and to present their viewpoints reflecting clarity of thought during an interview, enabling them to position themselves well during an interview.

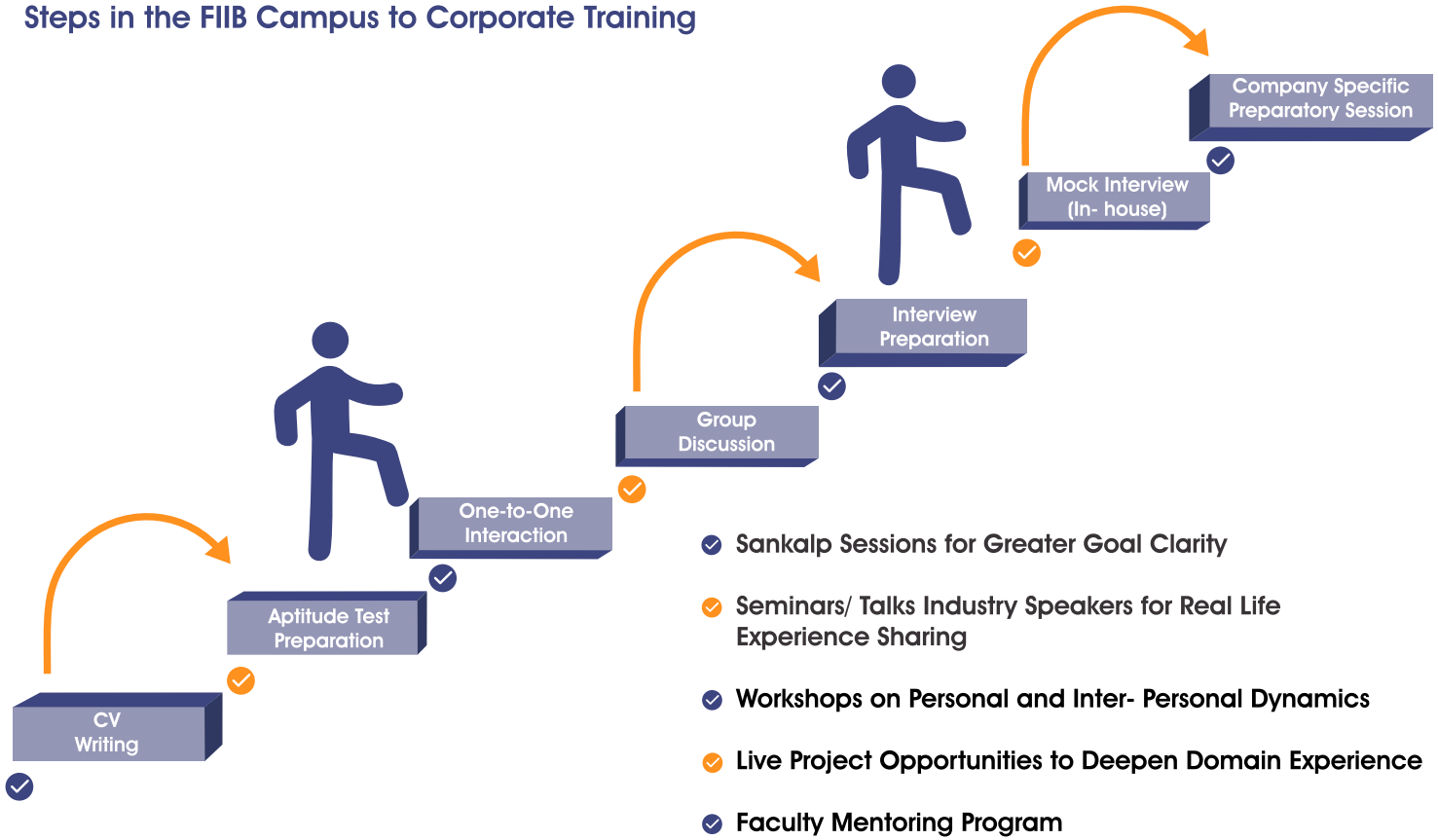


EMPLOYABILITY PREPAREDNESS (key points/initiatives)



EMPLOYABILITY PREPAREDNESS

Steps in the FIIB Campus to Corporate Training



- CURRICULAR (All academic coursework)
- CO-CURRICULAR (All not-for-credit professional development programs (PDP) offered)
- EXTRA- CURRICULAR (All Student Clubs and Other Student Led Activities)

RECRUITERS' SPEAK

	<p>"I was highly impressed with the quality of students at FIIB. They have been very presentable, smart with right employable skills and good technical know-how. Good to see college is coaching and mentoring these students so well.</p> <p>Mr.Mahesh Kumar Senior Manager Deloitte Tax Services India Private Limited</p>
	<p>"It has been a great experience hiring students from FIIB. The quality, commitment and professionalism of the students have helped us mark the campus as a potential for our critical requirements."</p> <p>Ruchika Parmar Human Resources Crisil India</p>
	<p>"It's always great interacting with FIIB students; Students are well prepared and are more focused towards practical learning."</p> <p>Rishi Indoria Assistant Manager - HR WNS Global Services (P) Ltd.</p>

RECRUITERS SNAPSHOT

The achievements of FIIB-ians have been far-reaching and inspirational. Companies that have absorbed our students have been highly appreciative of the knowledge base instilled. A large part of the recruiter base includes brands that have been recruiting from FIIB since its inception. FIIBians have proved themselves in various demanding situations and their performance has encouraged recruiters to sustain their relationship with FIIB all these years.

and many more...

ALUMNI SNAPSHOT

S.No	Batch	Name	Designation	Organization
1	1995-1997	Nitesh Dawani	National Retail & Modern Trade Head	Aircel Ltd
2	1995-1997	Shailendra Pandey	CEO	Sourcingstar
3	1995-1997	V.N.S.V. Prasad	Founder	Speed Scaler at Anthill Ventures
4	1995-1997	Anand Khare	Regional Specification Manager South India	SERGE FERRARI
5	1995-1997	Paritosh Naigonkar	General Manager	G&T Oil States Industries Pvt. Ltd.
6	1996-1998	S P Tata	CEO	TES Packaging Private Limited
7	1996-1998	Navdeep Singh Mehram	Head -Sustainability United Spirits	Diageo Group Company
8	1996-1998	P. Nair	Asst. Vice President - Mkt (ARV & Malaria Division)	Strides Arcolab Ltd
9	1996-1998	Ranjeet Shankar	CEO	Sante Arena
10	1996-1998	Shruti Chandra	GM- Corporate Affairs	Reliance Industries
11	1996-1998	Sundeep Singh Sandhu	Managing Director	Texporto Pte. Ltd.
12	1996-1998	Swapna Patra	President	Toshali USA Inc
13	1996-1998	Vimal Kocherla	Program Manager	Microsoft
14	1997-1999	Sanjay kumar Kallirona	CEO	Zen mobile..
15	1997-1999	Manoj Shrivastava	CEO	Wilburg
16	1997-1999	Rohan Sharma	AGM Supply Chain Operations	Pernod Ricard India (P) Ltd.
17	1997-1999	Siddhartha Priyadarshi	Associate Vice President	Deloitte
18	1997-1999	Arvind Kishore Gupta	GM Sales	ILS - Integral Pographics Services
19	1997-1999	Rahul Asati	AVP	Future Group
20	1997-1999	Rigved Sen	Client Director	William E. Connor & Associates Ltd.
21	1997-1999	Patralekha Mohanty	Regional Sales Manager	IBM
22	1998-2000	Ritesh Saxena	Vice President (Agency)	HDFC ERGO
23	1998-2000	Abhijit Das	Head Marketing	Delhi Duty Free (GMR Group Company)
24	1998-2000	Rakesh Gupta	Associate Vice President - HR	Max Bupa
25	1998-2000	Ritesh Saxena	Vice President	HDFC ERGO GIC LTD
26	1998-2000	Satish Chinnadurai	Director	D.B. Group India Pvt. Ltd.
27	1998-2000	Shaji Jacob	Associate Director HR	NIT Data Americas
28	1998-2000	Vandana Chaudhry	Director	Deutsche Bank Group (DBOI Global Services Pvt. Ltd.)
29	1999-2001	Aakar Saxena	DGMSales & Marketing	Kuehne + Nagel Pvt. Ltd.
30	1999-2001	Amitav Panigrahi	Senior Vice President	Citibank
31	1999-2001	Madhumita Bhuyan	China Representative	Forbes and Co.
32	1999-2001	Sumeet Bhayana	General Manager	Welltrans Logistics (India) Pvt. Ltd
33	2000-2002	Pinky Ghosh(Pagoria)	Director International Operations	RiceCo
34	2000-2002	Subhash Jha	Asst. Vice President	Reliance Capital Ltd.
35	2001-2003	Hitendra Mankani	General Manager - National Sales	DSV Air & Sea
36	2001-2003	Akhilesh Sharma	Group IT Manager	Apollo
37	2001-2003	Hemendra Singh Chauhan	Director	Anjani Developers
38	2002-2004	Bhanu Dora	Head Operations	Samsung Electronics
39	2002-2004	Babitha George	Group Marketing Director	Compliance Global Inc.
40	2002-2004	Himanshu Purohit	Associate - Credit Risk, Asset Management, Global Private Banking	J.P. Morgan Chase
41	2003-2005	Ashutosh Dixit	CEO	Transwater Logistic Pvt. Ltd
42	2003-2005	Jyoti Pal	Asst. Director	ASSOCHAM
43	2003-2005	Manav Ahuja	Group Project Director	TNS India Pvt. Ltd.
44	2004-2006	Ashish O.B.Finch	AVP Content	Zomato
45	2004-2006	Kuldeep Grewal	Director	Algotech corporation
46	2004-2006	Upendra Kumar Rai	AVP	Yes Bank Ltd.
47	2006-2008	Namrita Berry	Assistant Director of Research Operations at Trade Head	University of Illinois at Chicago Greater Chicago Area

NETWORKED & CONNECTED ALUMNI



FIB gave me a sound foundation... | Angel Investor & Venture Partner
Vanga Prasad, Batch 1997 | **Anthill Ventures**

"As a passout from the first batch, I feel great that together with FIB, we were able to establish a foundation for learning. Through its industry exposure and academic inputs, FIB gave me a solid foundation of International Business and access to some of the best faculty."



FIB is my inspiration... | Head (Trade Execution)
Dr. Rashi Gupta, Batch 2000 | **Cargill India Pvt. Ltd.**

"I liked the unique curriculum FIB offered. Moreover, it was FIB's professional approach towards matters which inspired me a lot. I often recall our brainstorming sessions and round-the clock training that have played a very important role in helping me adjust to the changing work environment"



The reason for my success... | General Manager (North & East India)
Aakar Saxena, Batch 2001 | **Kuehne and Nagel**

"I credit the success in my career and the growth I have experienced to FIB and can easily say that wherever I am standing today is because of the Institute. The starting point of my journey was FIB."



I learnt how to master... | Group Project Director
Manav Ahuja, Batch 2006 | **TNS Research International**

"I have mastered a lot of skills during my days at FIB. These skills have proven to be an important aspect of my learning curve, and have come in handy every now and then. Two things that have been most special are self confidence and team work."



Adding a new dimension... | Assistant Business Manager
Sudhanshu Kulshreshtha, Batch 2007 | **Posterscope India**

"FIB introduced me to the corporate scenario and helped me improve my communication skills. The academic pattern and approach at FIB helped me become aware of the surroundings, develop an opinion about the corporate world and groomed me into a confident individual that I am today"



Mentor magic worked... | Research Analyst
Yashi Shrivastava, Batch 2012 | **S&P Capital IQ**

"At FIB, we were required to work in groups and we received constant support from faculty to do that. These two have helped lay a foundation for my career and has helped me progress at Capital IQ. I credit my success at office to FIB and the experiences it has given me."



I developed holistically... | Associate (Plan Source)
Plavon Bora, Batch 2014 | **Ameriprise Financials**

"Exposure to many interview preparatory sessions and multiple presentations at FIB gave me enough thought clarity and confidence to sail through my recruitment process. The most meaningful learning from FIB has been the ability to present myself in a credible manner."

SELECT STUDENT INITIATIVES

Jaagriti

The Social Conscience

FIIB Student Club

*FIIB-ians Touch Lives...
Sustainability, a key value that drives FIIB, is
beautifully put into practice by Jaagriti*



The collection from the E-Waste Drive held on Campus



Jaagriti, a student club on campus, works with the mandate to make a difference in the society by garnering energies and ideas of the student fraternity. To meet this mission, *Jaagriti* organises various events round the year and works in the direction of creating awareness and ensuring that student fraternity at FIIB upholds the key value of sustainability. Every year it organizes various drives like *Blood Donation Camp*, *E-waste Collection Drive* and *Clothing Drive*. The Club also partners with leading organisations that work in this field to undertake sustainability projects. Used papers from FIIB are recycled with the help of **Chintan** and Donation Campaigns are undertaken in association with **Goonj**. This year, FIIB also launched a *Solid Waste Management System* in association with **Green Bandhu**. While these are round the year activities, the most fulfilling and impactful of the events is when the young FIIB-ians play host to underprivileged children in the campus for a day and organize art competitions, health check up camps and an entertainment show for them. It is here, that the students give back to the society in leaps and bounds by fulfilling their share of Social Responsibility.

Sports

FIIB Student Committee

*Building the Team Spirit...
FIIB-ians indulge in sports to develop the competitive and team spirit*

At FIIB, we consider sports an integral part of the growth of a student and hence every year, the Sports Committee organises two major events when everyone comes out of the classroom and enjoys a weekend of sports.



Cricket Sangram is the Annual Cricket Fest where students and the faculty/staff of FIIB form cricket teams and play while *Ranbhoomi* is the annual sports event with a variety of indoor and outdoor sports including poker, chess, carom, badminton and others for students to compete in.



Cricket Sangram

SAMAVESH- CULTURAL FEST



इसलवारइह
The Great Green Rush....

Art and Science of Management at Play

Team Samavesh enjoys a light moment while organising the three day event

Every year our students organize a three day long Management and Cultural Fest called *Samavesh*, through which they demonstrate initiative, management acumen and execution ability. The fest focuses on competitive activities brought together by the student run clubs on a variety of interest areas ranging from marketing, finance, strategy and HR to music, dance and chess.



The previous edition of *Samavesh* was hosted in March, 2016 wherein students from varied colleges from across the city, participated in over twenty competitive activities. The first day was marked by a blood donation camp where students, faculty, staff and alumni of FIIB came together to reiterate their contribution towards society. The second day of the fest centered around Management games, sports and team activities. Ad Mad, Table Tennis, Group and Solo Dance, Street Theater and the Face Painting Challenge were some of the popular events held.



The Fest was attended by colleges from across the city making it truly the event of the year

Samavesh concluded with a Prize Distribution Ceremony after an exhilarating day of solo singing, band performances and a photography competition.

Samavesh is an annual event that our students look forward to eagerly, because it brings Management alive and teaches them Management while doing it.



The event saw a variety of management and cultural competitions ranging from Music to Dance, Advertising to Sustainability and Entrepreneurship

SANKALP- EMPLOYABILITY FEST

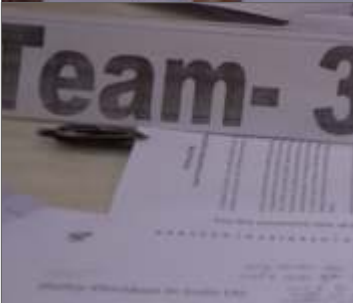
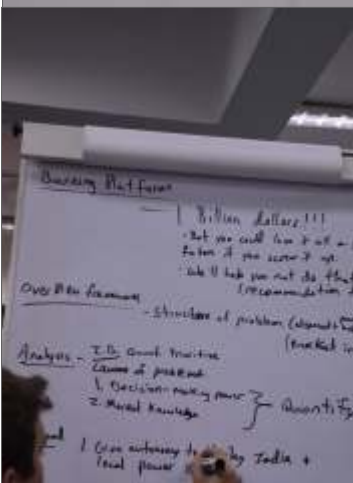


SANKALP | Skills, Attitude and Knowledge, Align to Learn and Perform

Every year, *Sankalp* proves to be a one of its kind learning experience aimed at inducing interest in students through real-life experiences. This brings out the best of their managerial abilities and strengths. Through this three-day event, students interact with experienced professionals from the industry and sit through a variety of sessions and competitions to make them 'employment ready'.

Sankalp helps the students to learn, experience and gauge their industry skills and understand and assess the gaps. In the past, some of the following sessions have been held at *Sankalp* by noted Industry Trainers-

- » Making Effective Presentations
- » Tracking Creative Boundaries
- » Goal Setting
- » Six Thinking Hats
- » 7c's of Communication
- » In Tray Exercises
- » Effective Time Management
- » Industry Quotient Analysis
- » Leadership Learning



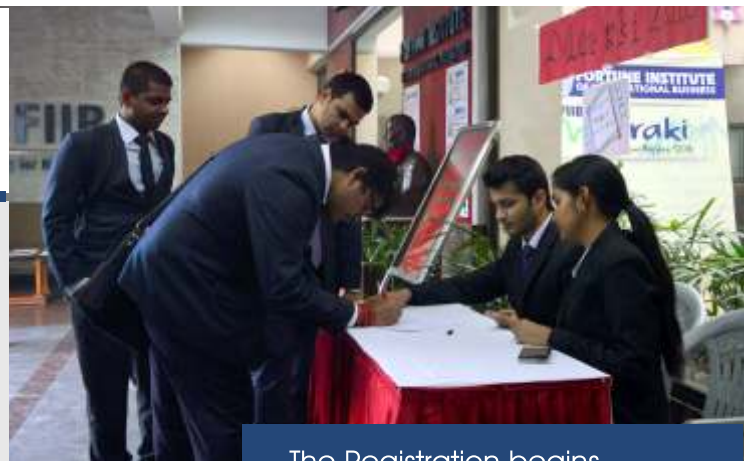
Students undertake various management games which make learning an enjoyable experience and a unique one too

MERAKI- B-PLAN COMPETITION



A Platform to Nurture Entrepreneurial Talent

FIIB - Meraki 2016, the 5th edition of the annual B-Plan competition was organized to recognize the efforts of students who are dedicated to their passion for entrepreneurship. The Meraki BPC is an initiative of Udaan, the E-cell of FIIB. The 5th edition of Meraki was held on 29th and 30th January 2016 in which participation poured in from all around. The finalist teams received valuable advice, feedback, and guidance from the top investors and entrepreneurs of the country which would help them to further plan their business strategically. Moreover, the top three participants received fellowships of **Rs. 3, 00,000** to boost their ventures! The participants and FIIB students also had an opportunity to attend an interactive workshop with Mr. Anshoo Sharma, Co-Founder and CEO, *MagicPin* on "Lessons for Indian Entrepreneur Start-ups"



The Registration begins ...



Participation poured in from IIT, SRCC, NSIT, Narsee Monjee, Symbiosis, Christ University, Fore School Of Management, Indian School of Business, Welingkar Institute of Management, FIIB, Institute of Rural Management and others

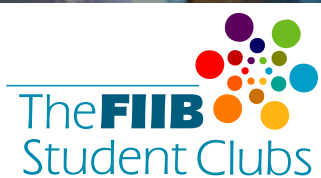


All Smiles! Finalist teams pose for a photo op!



Team Meraki





The Student Club

Life at MBA School centers around academics, but the educational experience is much broader than that. We know that learning takes place outside of the classroom, too. There are a number of Student's Action Committees to cover various professional and administrative activities of the business school.

These Committees, each headed by a faculty member/officer of the college, provide an excellent forum to strengthen managerial capabilities through practical application of life size projects outside the classroom. With a view to promote an MBA student driven culture at the b-school, it is recommended that grads pursuing MBA participate in these committees to assume greater responsibility, assume leadership.



SELECT FIIB TRADITIONS

Each year, student life experiences change as new students bring with them their ideas. While change is inevitable, there are some events that have stood the test of time and change, in a culture that values innovation. These events have thus earned the status of **FIIB Traditions**. Select FIIB Traditions include-

Pre Term Week

A new batch of students is welcomed with two weeks of Pre term- a program to acquaint them to FIIB, their classmates and their seniors. The week is full of team competitions and management games coupled with entertainment nights and get togethers to facilitate ice breaking.

The Welcome and Farewell Night

Every year seniors welcome the new batch with vigor and the juniors bid farewell to their seniors with equal enthusiasm. The Freshers' and Farewell have become an integral part of the chain at FIIB.

Passing The Light

In a formal ceremony, the leaders from the outgoing batch pass the light to the upcoming leaders as a symbol of passing the authority and responsibility as they step in to carry the legacy forward.

Convocation

To mark the end of the academic year and to celebrate the graduation of its students, FIIB hosts the graduating batch for a solemn ceremony of Convocation. In the past personalities like **Sheila Dixit**, **Chetan Bhagat** and **Rajat Jain** have joined us for the occasion to deliver the Convocation Address. The day ends with the caps flying in the air.

Saraswati Pooja

Saraswati, The Goddess of Knowledge is worshiped at FIIB every year in a *pooja* that all students, faculty and staff members attend.

Thanking The Guru

FIIB-ians also plan a special treat for their faculty members every year at Teachers Day.

Celebrating Democracy and Independence

On the occasion of Indian Republic Day and Independence Day every year, FIIB Cultural Committee organizes the customary flag hoisting on the campus for all to attend and celebrate the spirit of being an Indian.

Christmas and New Year Bash

To celebrate the year gone by and to welcome the new year with energy and happiness, students organize a get together and enjoy an evening of dance and music.

Gong Cerebration- Recognizing the Achievements

FIIB started a new tradition of recognizing the achievements of faculty, staff and students. Achievers rang the Buddhist Gong to embark their success story. Students who got placed were given 'Wishes Stars' which were hanged around the campus.



ELIGIBILITY CRITERIA (PGDM)

We welcome applicants from diverse academic, professional and personal backgrounds and examine all components of their applications to gain an insight and understanding of them as candidates. Our admission committee is interested in candidates' potential for academic success at the college, and professional success in the future. We seek applicants who are highly motivated, self-directed and innovative. Personal competencies such as communication, interpersonal, teamwork and leadership skills are among other key considerations. Candidates must demonstrate readiness for the rigor of our academic programs because of our strong emphasis on academic quality.

Eligibility Criteria

- The candidate must hold a Bachelor's degree with minimum 50% marks in aggregate of all the subjects from any of the Universities recognized by the AIU/UGC or AICTE, or possess an equivalent qualification recognized by the Ministry of HRD, Govt. of India.
- The Bachelor's degree or equivalent qualification obtained by the candidate must entail or minimum of 3 years of education after completing Higher Secondary Schooling (10+2) equivalent.
- Candidates appearing for the final year degree examination in the year 2017 can also apply subject to furnishing the proof of having passed graduation by October 1, 2017 and obtaining minimum 50% marks in aggregate total of all the subjects studied failing which the provisional admission will be cancelled and no fee will be refunded in lieu thereof.
- All candidates are required to take the GMAT/CAT/MAT/ATMA/XAT/CMAT

Evaluation Process

Applicants are evaluated based on GMAT/CAT/XAT/MAT/CMAT/ATMA scores, past academic performance, work experience, case study analysis and personal interview. The selection process builds in a criterion that facilitates evaluating each candidate on:

Academic Abilities: The program at this college is highly demanding and candidates with consistent academic background and an ability to sustain pressure only make it to the shortlist.

Standardized Test Scores: FIIB considers GMAT or CAT or XAT or MAT or CMAT or ATMA scores in the overall assessment.

Rank Holders: The B-program gives a clear advantage to College/University rank holders.

Integrity and Ethical Values: The college lays emphasis on integrity and values including originality. Plagiarism will not be tolerated in any form.

Diversity: At FIIB Delhi, one of the best business schools in India, diversity in academic background facilitates peer learning which we actively try to bring into the PGDM classroom.

The above conditions / clauses / terms can be reviewed by the institute from time to time.

Apart from the above criteria the applicant is also evaluated based on **Appearances, Communication, Attitude and Stress Tolerances.**

How To Apply?

- Aspiring candidates should apply to the Admission Office through the duly filled in Application Form available through the following means:
- From FIIB Campus: On all working days (Monday-Saturday) from 9 a.m. to 5 p.m. on payment of Rs. 1,000 in cash.
- Online: Fill in the online application form - <http://fiib.edu.in/mba-pgdm-programs/admission/instruction.php>
- By Post: Download the Application Form from the FIIB website and submit along with Demand Draft of Rs. 1,050/- in favor of 'Fortune Institute of International Business' payable at New Delhi to our address.

FEE STRUCTURE

FIIB Scholarships-Wings to Your MBA

FIIB's Scholarship Program offers Unique Scholarships to help PGDM aspirants who have demonstrated their aptitude for a career in business management to pursue and realize their dreams. Scholarships upto Rs 1,70,000 per student are awarded to deserving students decided on the basis of

- Past Academic Performance (Graduation and 12th Standard)
- Score in Competitive Examinations
- Relevant Work Experience

Further, at the end of 1st year at FIIB, the top 10% of the Batch receives a scholarship with special Merit scholarships to top 3 students.

Fee Details:

The FIIB fee is an all-inclusive and reasonable amount which offers an excellent ROI for each student given the consistent and successful placement record of the institute. For the batch 2017-19 the total fee is Rs. 6,95,000/-. The indicative fee schedule is presented below:

FEE Details* for FIIB PGDM Batch 2017-19					
Installment Due Date	I At Registration	II 31-Dec-17	III 30- Jun-18	IV 31- Dec-18	Total
Tuition Fee	1,21,500	1,21,500	1,21,500	1,21,500	4,86,000
Study Material & E-Books	18,000	18,000	18,000	18,000	72,000
Student Welfare	8,500	8,500	8,500	8,500	34,000
Examination Fee	6,500	6,500	6,500	6,500	26,000
Development Fee	4,500	4,500	4,500	4,500	18,000
IT Infrastructure	7,500	7,500	7,500	7,500	30,000
Alumni-Life Membership	3,500	3,500	3,500	3,500	14,000
Security Deposit **	15,000				15,000
Total:	1,85,000	1,70,000	1,70,000	1,70,000	6,95,000*

* The Fees mentioned includes all Tuition Fee, Study Abroad, Study Material / E-Books, Examination Fee, Computer Lab Charges, Library Charges and Alumni Life membership.

** Refundable after completion of the program, subject to obtaining clearance of all dues and damages to Institute properties/assets.

For the Study Abroad Trip Travel, Stay, Meals, Select Transportation, Industry Visits and Cultural Immersions are included. The visa fee and international medical insurance are to be paid at the time based on actuals.



Winners of the 2016 R.K. Shrivastava Scholarship
Many scholarship schemes are available for meritorious and deserving students





FORTUNE INSTITUTE OF INTERNATIONAL BUSINESS

FOR ADMISSION ENQUIRY

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Find us as "FIIB India" on

