



Institute of  
Management Technology  
Hyderabad



...Harnessing Knowledge for Businesses



**HYDERABAD**

# PREPARING TO LEAD THE FUTURE

ADMISSION BROCHURE

2020 - 22



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# From the Director's Desk

*Greetings from Institute of Management Technology,  
Hyderabad!*

I am overjoyed to introduce you to IMT Hyderabad and welcome you to this young and dynamic institution.



**IMT Hyderabad** was established in July 2011 with an aim to nurture industry-ready and socially responsible business leaders. Ever since its inception, IMT Hyderabad has strived to create rigorous learning processes that transform a student into a professional who has knowledge, skills and attitude to take difficult business decisions.

The institute has shown impressive growth in terms of its academic innovations, initiatives towards forging industry tie-ups, and planned collaborations with globally reputed business schools in respect of research, student and faculty exchange. The industry oriented curriculum, newer pedagogical tools help students to understand and analyse current business scenarios on a real time basis. With a passion and commitment to create an ecosystem for scholastic excellence, IMT Hyderabad ensures holistic development of the students by involving them into a variety of co-curricular and extra-curricular activities.

The students of IMT Hyderabad are outshining their peers in the industry and the belief has been reinforced by the consistent faith of recruiters in offering our students diverse and challenging roles in their organizations.

One of the biggest strengths of IMT Hyderabad is the group of highly learned and experienced faculty members. They are excellent teachers, great researchers and brilliant consultants. This, combined with an impressive academic and physical infrastructure make IMT Hyderabad a great learning place.

*This is an invitation for you to come and experience an exciting journey at IMT Hyderabad.*

*Dr. M. Venkateshwarlu*

**Director, IMT Hyderabad**



# Vision

To be a leading management Institute that nurtures socially responsible business leaders

# Mission

- To promote academic excellence
- To enhance industry readiness through learner centric pedagogy and industry inspired curriculum
- To instill social conscientiousness



# Genesis of IMT Hyderabad

The Institute of Management Technology, Hyderabad, (IMT Hyderabad), is the fourth and youngest campus of IMT Group. This premier B-School was established in the year 2011 and has been growing from strength to strength ever since. IMT Hyderabad offers 2-year full time residential Post Graduate Diploma in Management (PGDM) Programs and Post Graduate Diploma in Management Program for Executives.

Widely experienced faculty, rigorous learning processes, innovative pedagogy combined with state of the art infrastructure render IMT Hyderabad as the most apt platform for grooming and molding the business leaders of tomorrow.

IMT Hyderabad constantly endeavors to provide its students with an excellent learning experience through a curriculum that matches the contemporary business requirements. IMT Hyderabad firmly believes in imparting holistic development of the future leaders to face the challenges of today's dynamic world.

Over the years, achievements of our students have strengthened our belief in their potential to create an enviable future for themselves at the same time proving themselves to be a responsible global citizen.



# Campus Infrastructure

Spread over 30 acres of beautifully landscaped lush greenery with nearly 2 lakh sq. feet built up area, IMT Hyderabad is located near Hyderabad's Rajiv Gandhi International Airport. The serene ambience of IMT Hyderabad creates an aura of pious silence amidst nature. Within the ancient city borne of mixed traditions and cultures, the IMT campus showcases a tranquil environment where the students can concentrate in their learning.

## Learning Resource Centre (LRC)

Learning Resource Centre at IMT Hyderabad is the heart of the Institution. LRC plays a vital role in the academic as well as research support to its faculty and students. It facilitates dissemination of the knowledge to its user groups by offering a wide range of services such as reference services, research support, user guidance, database training sessions, online catalogue services, selective dissemination services and TOC Services. The LRC has a large collection of resources that includes:

- 7542 Titles
- 12575 Books
- 47 National Journals
- 10 International Journals
- 10507 E-journals
- 18 business magazines and 8 databases
- E- Resources like PROWESS IQ, Capital Line, Indiastat, ProQuest, EBSCO, Emerald, Tradedx, Economic Outlook, EMIS/ISI Emerging Markets etc.



## Information and Communication Technology (ICT)

The Wi-Fi enabled IMT Hyderabad campus boasts of world class IT infrastructure. The fully networked campus has around 800 nodes with a backbone of 10 Gbps fiber connectivity with multi-layer, high-end Cisco campus wide network. The campus also has video conferencing and webcasting facility. Well-equipped IT Lab with 240 personal computers having access to software's like SPSS, SAS Enterprise Guide, SAS E - Minor, SAP, Prowess IQ, Tableau, Text Minor and R to facilitate teaching & research.

## Medical Facility

Round the clock medical assistance is provided to students through medical center with a campus doctor and an ambulance for emergency.

Apart from the basic amenities and required security, the campus also has fully equipped Gymnasium, an ATM, a cafeteria, a convenience store and an Amphitheater with 500+ seating capacity.



## Academic Block

The centrally air-conditioned Academic block has 9 lecture theatres, 11 classrooms, 55 faculty offices, 2 seminar halls, an auditorium and the LRC.

The tiered lecture theatres are designed to enable participant-centered- learning and discussions. All the lecture theatres and classrooms are equipped with Wi-Fi connectivity and latest audio-video facilities.

## Sports Facilities

The sports complex consist of with cricket ground, football ground, basketball court, lawn tennis & badminton courts along with indoor games like table tennis & chess in hostel blocks.



## Student's Residence

IMT Hyderabad's PGDM programs are residential in nature where all students are required to stay in the hostels. The residence facilities consist of 4 hostel blocks with 720 rooms in all. Each student is provided with a single occupancy accommodation. The hostel rooms are fully furnished and have access points connecting to the Local Area Network. All the hostel blocks are Wi-Fi enabled and have facilities such as phones, water filters, and common rooms.



# Programs Offered

IMT Hyderabad offers the following 2 year full-time residential Post Graduate Diploma in Management (PGDM) Programs.

- PGDM General
- PGDM Finance
- PGDM Marketing

All the PGDM programs are AICTE approved. The program structure is based on the trimester system, where each trimester is of 10 weeks of instruction followed by 1 week of comprehensive examination. The intervening period between the first and second year is the summer term of about 4 months duration. During the summer term students can opt for Internship (IP) or Student Exchange Program (SEP) or pursue Management Thesis and Seminars (MTS). MTS is designed for those who want to build a career in research fields. The PGDM Programs at IMT Hyderabad address the varied aspirations of the students by offering a large variety of electives. It follows the cafeteria approach wherein a student has the flexibility to choose electives based on their career aspirations. All the PGDM students are required to take 12 elective courses in addition to 2 integrative electives and 1 core elective course. First year course are common for all the programs and the elective courses are offered in the second year.

## Post Graduate Diploma in Management (General)



The PGDM program at IMT Hyderabad exposes student to the various tools and requisite skills to effectively manage the business functions through a variety of foundation and elective courses. The students choose their specialization as per their career goal and long-term plans, which range from Marketing, Finance, Operations, Human Resource, Business Analytics and General Management. The students can choose any area as their major and minor specialization.

## Post Graduate Diploma in Management - Finance



The PGDM (Finance) program aims at providing updated knowledge and skill-set in the broad area of finance in additions to other core subjects of a business management program. Students study core courses like corporate finance, project finance, security analysis and portfolio management, investment banking, financial econometrics etc. Students opt for more electives from finance as their major area of specialization in their second year. The students tend to choose their specialization as per their career goal and long-term plans. The students of PGDM Finance can also choose a minor area of specialization.

## Post Graduate Diploma in Management - Marketing



The core and elective courses of PGDM (Marketing) prepare students to experience wide array of marketing issues and their solutions by adopting varied pedagogies in the classroom. The curriculum provides a major emphasis on sales and distribution, digital marketing, brand management, integrated marketing communications, international marketing, marketing research etc. Students enrolled in PGDM (Marketing) take more electives from marketing as their major area of specialization in their second year. The curriculum design matches the fast growing and changing trend in the industry. The students of PGDM Marketing can also choose a minor area of specialization.



# Program Highlights

## Management Orientation Program (MOP)

IMT Hyderabad conducts two weeks Management Orientation Program (MOP) before the commencement of the first term. The objective of the MOP is to prepare students, who come from diverse backgrounds, for the common experience of the program at the institute. It is designed to provide students with an opportunity to get introduced to their peers and start the program at common academic levels by addressing individual areas they may need to strengthen. The MOP involves introductory classes on basic management courses, spreadsheet and database workshop, teaching tools and pedagogy, out of the class activities, panel discussion and ends with outbound team building activities.

## Pedagogy

Keeping in view the varied learning styles of each student the courses of all the programs are delivered through combination of different pedagogical methods. The overall focus of the delivery is Participant Centric Learning (PLC). Some of the pedagogy followed in the Institute include:

- Classroom Lectures and Group work
- Case Study and Analysis
- Project, Term Papers & Assignments
- Simulation Games
- Role Plays
- Industrial Visits
- Seminar Presentations & Workshops

## Practitioner Sessions

About 10 to 20 percent of all the classroom-based courses at IMT Hyderabad are delivered by senior executives from the corporates. The faculty in collaboration with the practitioners updates the content of the course on a regular basis to meet the current needs of the industry.

## Internship Program

IMT Hyderabad offers a comprehensive 14 weeks Internship Program (IP) in the intervening Summer Term between the first and second years of course work of PGDM Program. Under this, students undergo a 14-week, faculty-supervised internship in an organization to apply the knowledge they have acquired during the first year of their program and bridge the perceived gap between theory and practice. The IP enables students to experience the rigors of the professional environment, both in terms of form and substance.

## Management Thesis and Seminar (MTS)

Students who are interested in pursuing a research career can opt for MTS during the summer term. The duration of the MTS is 14 weeks and is in lieu of IP. The MTS is pursued under a faculty guide. The expected outcome is research work of publishable quality.

## Student Exchange Program (SEP)

IMT Hyderabad has tie-ups with more than 40 universities across the globe to enable the student exchange program. The SEP is designed to provide the students with relevant exposure of international business practices and culture. The SEP also provides an opportunity for students to develop their social skills in an international setup.

## Personal Development Courses

With an objective to hone all round skills and prepare students for better corporate jobs, personal development courses such as psychometric assessment and counseling, mock interviews, leadership series and foreign language courses are offered in the program.

## Student Assessment System

IMT Hyderabad believes assessment is critical component in the student learning process. We follow continuous evaluation system with assessment components such as class participation, case analysis, group projects, quiz, comprehensive exam, simulations, open book exam, audiovisual projects etc.

## Organization Based Courses

It is a project based course which gives opportunity for students to pursue studies in emerging areas, to pursue a live project with a corporate entity or to be part of an ongoing research project of a faculty.

## Skill Development Courses

These courses equip students with specific skills of spreadsheet modeling, communication skills, negotiation skills and programming skills.

# Program

## Year 1

Term I (July - September)

Course Title	Course Type
Business Statistics	C
Advanced Spreadsheet & Technology Trends	C
Financial Accounting	C
Business Communication	C
Microeconomics	C
Organizational Behavior - I	C
Leadership Lab	C
Marketing Management - I	C

## Year 1

Term II (September - December)

Data Analysis for Decision Making	C
Corporate Finance - I	C
Soft Skills	C
Macroeconomics	C
Organizational Behavior - II	C
Marketing Management - II	C
Personal Branding	C
Introduction to Operations Management	C
OR for Managers	C

## Year 1

Term III (December - March)

Business Research Methods	C
Corporate Finance - II	C
Management Accounting	C
Strategic Management	C
Human Resource Management	C
Creativity & Innovation	C
Operations and Supply Planning	C

## Summer Term

Internship Program (IP)  
Management Thesis & Seminar (MTS)  
Student Exchange Program (SEP)

# Structure

## Year 2

Term IV (July - September)

Course Title	Course Type
Ethics, Governance & Law	C
Elective #1	E
Elective #2	E
Elective #3	E
Elective #4	E
Elective #5	E

## Year 2

Term V (September - December)

Integrative Elective - I	IE
Elective #6	E
Elective #7	E
Elective #8	E
Elective #9	E
Management Project	MP

## Year 2

Term VI (December - March)

Integrative Elective - II	IE
Elective #10	E
Elective #11	E
Elective #12	E
Management Project	MP

## Audit Courses

Psychometric Assessment/Counselling Sessions  
Leadership Series  
Mock Interviews

### Note:

- 1 Credit equals 10 classroom contact hours.
- C – core courses, E – elective courses, IE – Integrative Electives, MP – Management Project
- To major in a discipline, 6 courses (minimum) should be chosen; 4 courses (minimum) should be chosen to minor in a discipline.
- For PGDM (Finance) and PGDM (Marketing) students, it is mandatory to choose 6 courses in Finance and Marketing respectively.

# Electives

IMT Hyderabad offers a wide range of elective courses representing each area of management function namely Marketing, Finance, Operations, Human Resources and Information Technology. Business Analytics being a major thrust area in the curriculum of IMT Hyderabad PGDM programs, offers a plethora of elective courses in the cutting edge fields such as Machine Learning, Artificial Intelligence, Big data Analytics, Sports Analytics etc. Apart from the regular elective courses, the program offers multiple integrative elective courses in the general management area. A comprehensive list of elective courses is presented below.

## Integrative Electives

- Strategy Implementation and Control
- International Business
- Visual Analytics
- Entrepreneurship Development
- Managing Strategic Networks
- Business Negotiation
- Managing Strategic Change
- Public Policy and Management

## Analytics and Information Technology

- Machine Learning Algorithm using Python
- Machine Learning Algorithm using SAS miner
- Programming in Data Science
- Forecasting Analytics
- Advanced Machine Learning Algorithm
- Decision Analytics
- Block chain for Managers
- Text Analytics
- Artificial Intelligence and Deep Learning
- Big Data Analytics
- CRM Analytics
- Sports Analytics
- Special Project / Organization-Based Project



## Human Resource Management

- Talent Planning & Acquisition
- Managing Work Place
- Organization Change and Development
- Performance Management
- Industrial Relations & Labor Laws
- Learning and Development
- Compensation and Benefits
- Managing Across Cultures
- Psychometrics and Behavioural Research
- Strategic HRM
- Competency Mapping and Profiling
- International HRM
- HR Analytics
- Leadership & Organizational Effectiveness
- Special Project / Organization-Based Project



## Marketing

- Services Marketing
- Consumer Behavior
- Brand Management
- Marketing Research
- Retail Management
- Product Management
- Social Media Marketing & Media Management
- International Marketing
- E-Commerce and Digital Marketing
- Integrated Marketing Communication
- Sales & Distribution Management
- Business to Business Marketing
- Marketing Analytics
- Customer Relationship Management
- Strategic Marketing Management
- Rural Marketing
- Marketing Metrics
- Special Project / Organization-Based Project

## Operations Management

- Project Management
- Supply Chain and Logistics Management
- Lean Six Sigma
- Service Operations Management
- Supply Chain Analytics
- Retail Supply Chain Management
- International Logistics & Supply Chain Management
- New Product Development
- Supplier Relationship Management
- Technology and Operations Strategy
- Business Process Management
- Multi-Criteria Decision Making
- Special Project / Organization-Based Project

## General Management

- Corporate Social Responsibility
- Global Markets
- Special Project / Organization-Based Project

## Finance & Accounting

- Financial Derivatives
- Security Analysis
- Commercial Banking
- Financial Services
- Wealth Management
- Strategic Management Accounting
- International Finance
- Financial Statement Analysis
- Portfolio Management
- Fixed Income Securities and their Derivatives
- Risk Management in Banks
- Project Finance
- Investment Banking
- Risk Analytics
- Special Project / Organization-Based Project

# Medals for Academic Excellence

In order to recognize and reward the academic excellence, students are felicitated with the following medals during the convocation every year.

## Gold Medal

PGDM First Rank  
PGDM (Finance) First Rank  
PGDM (Marketing) First Rank  
PGDM Overall Topper  
Distinguished Achievement Award

## Silver Medal

PGDM Second Rank  
PGDM (Finance) Second Rank  
PGDM (Marketing) Second Rank

# Scholarships

## 1. IMT Hyderabad Merit Scholarship

IMT Hyderabad offers a 65% fee waiver to all 90+ percentile (CAT 2019, XAT 2020) OR absolute score of 650 and above in GMAT (test taken between January 1, 2016 - February 28, 2020, both dates inclusive) in GMAT. These candidates should have applied and been shortlisted for final admission to any IMT campus and wish to pursue their PGDM from IMT Hyderabad. This fee waiver will be applicable during the time of admission and will be mentioned in the admission offer letter if the candidate is selected.

## 2. IMT EWS\* Scholarship

IMT Hyderabad offers merit-cum-means based scholarship to 5 candidates, who belong to the Economically Weaker Sections (EWS)\* and have been offered admission in any of IMT Hyderabad's AICTE approved two-year programs. The scholarship will be 95% total fee waiver of the 2 year PGDM program. Candidates will be shortlisted post admissions process and asked to deposit necessary documents evidencing that they belong to EWS\*. If selected, the candidate/s will be informed when the offer letter is released before fee deposit date.

## 3. Shri Mahendra Nath Memorial Scholarship

IMT Hyderabad offers merit-cum-means scholarships to 7-8 students in their 2nd year. The scholarship amount is 1 Lakh INR. These scholarships are decided by a Director appointed committee after previewing the parameters like income Level, Co-curricular/Extra curricular, CGPA in 1st year of PGDM, Veracity, Panel assessment.

*\*\*Kindly note that above parameters are subject to be changed at any point of time by IMT Hyderabad.*

### **\*Economically Weaker Section (EWS) definition Govt. of India:**

- Candidate's annual family income must be less than Rs 8 lakhs per annum
- His/Her family must not own more than 5 acres of agriculture land
- The residential flat area should be below 1000 sq ft
- The residential plot's area should be below 100 square yards if in a notified municipality sector
- The residential plot's area should be below 200 square yards if in a non-notified municipality sector

# Research and Publications

IMT Hyderabad takes immense pride in the academic and research strengths of its faculty member. The faculty members are well-trained and have many research publications to their credit. Their research work regularly feature in reputed and high impact national and international journals such as European Journal of Operational Research, International Journal of Hospitality Management, Food and Quality Preferences, International Journal of Strategic Decision Science etc. A snap shot of their research output is presented below.

	2016 - 17	2017 - 18	2018 - 19
Journal Articles (International)	24	25	20
Journal Articles (National)	4	4	12
Cases	9	9	16
Papers presented in Conferences (International)	1	1	1
Papers presented in Conferences (National)	2	14	12



# Student Life at

IMT Hyderabad repeatedly reinforces its unwritten rule, “*IMT Hyderabad hardly sleeps*”. The campus is always abuzz with various activities conducted by student-run clubs and committees. These clubs and committees help the students to not only take part in co-curricular and extra-curricular activities but also provide them with an opportunity to apply their classroom learnings.

## Committees

- *Athflex*: The Fitness Committee
- *Mezzo*: The Mess Committee
- *ARC*: The Alumni Relations Committee
- *MRC*: The Media Relations
- *IRC*: International Relations Committee
- *Student Council*

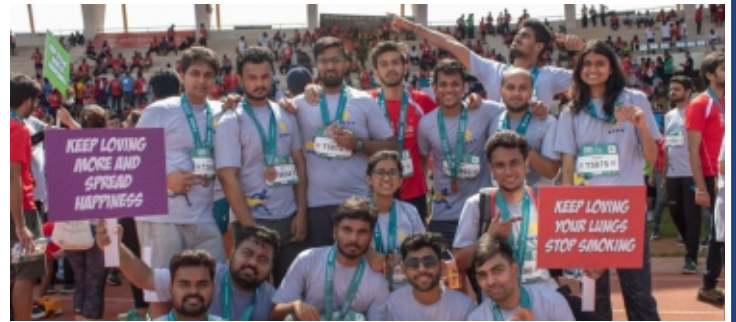




# IMT Hyderabad

## Clubs

- *Altius*: The Sports Club
- *Athena*: The Strategy Club
- *Antragna*: The Cultural Club
- *The Communication Wing*
- *Finacea*: The Finance Club
- *Insightix*: The Analytics club
- *Mercatus Mantra*: The Marketing Club
- *Opuskriya*: The Operations Club
- *Pahel*: The Corporate Social Responsibility (CSR) club
- *Synergy*: The HR Club
- *Tassavur*: The Fine Arts Club
- *Prarambh*: The Entrepreneurship Club



# Internship

Internship program (IP) is an integral part of IMT Hyderabad's PGDM Program. Internship program seeks to link industry experience with classroom learnings. The IP projects are typically done under the guidance of one industry and one faculty mentor.

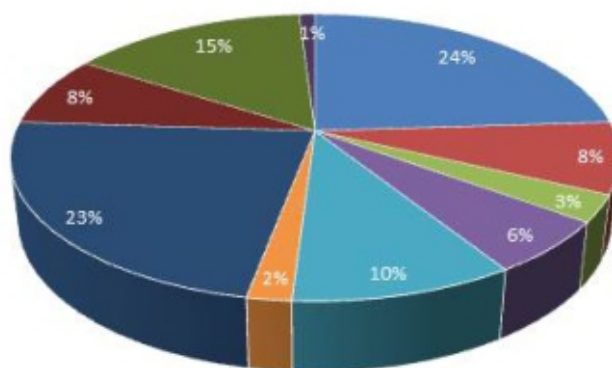
## Highlights of Batch 2018 - 20

No. of Companies Participated: 94

Highest Stipend: INR 1,32,483/- per month

No of sector represented: 10

## Sectorwise Roles Offered



- BFSI
- Consulting
- Healthcare
- Infrastructure
- IT/ITES
- Logistics
- Manufacturing
- Retails and E-Commerce
- Service
- FMCG

## SOME OF OUR RECRUITERS:



# Alumni

The IMT – Hyderabad Alumni Network is a platform to bring together all the alumni of the institute. The alumni network plays a pivotal role of preserving the relationship the institute and its alumni has built over the years. IMT Hyderabad is always proud of its ever growing network of alumni.

## A Partial List of Alumni

SL.No	Name	Batch	Company	Designation
1.	Padmanabh Upadhyay	2013 - 15	Cisco Systems India	Sr. Business Analyst & Area Director
2.	Sanjula Miglani	2014 - 16	Cars24	Brand Specialist
3.	Kanika Sharma	2012 - 14	The Boston Consulting Group	Campus Recruiter
4.	Pragya Chaube	2011 - 13	Oracle	Channel Sales and Client Retention
5.	Jawahar Prashanth	2012 - 14	Intel Technology India	Analyst - Retail Data
6.	Ranjana Mohan	2013 - 15	Dell Global Analytics	Analyst - Business Intelligence
7.	Sudhanshu Agrawal	2012 - 14	OYO Rooms	Head - Business Development
8.	Madhur Gupta	2011 - 13	Ernst Young	Sr. Analyst
9.	Anuj Sharma	2015 - 17	Arcesium	Product Specialist
10.	Shivam Chopra	2012 - 14	J P Morgan Chase	Team Lead
11.	Sumeet Gupte	2014 - 16	NephroPlus	Business Head - Western India
12.	Akshay Jain	2011 - 13	Samsung India Electronics	Area Business Manager
13.	Ayush Agarwal	2014 - 16	Kantar IMRB	Manager – Research
14.	Satish Joseph	2012 - 14	Beroe Inc	Sr. Analyst - Procurement
15.	Sivaraman KS	2012 - 14	Signode India	Manager - Operations (Supply Chain Transformation)
16.	Harsh Vardhan Choudhary	2014 - 16	Motorsport Network	Manager - Database & Live stream
17.	Rajneeta Das	2013 - 15	Marlabs Inc.	Demand Engineering & Vertical Marketing
18.	Darshan Ganatra	2013 - 15	JP Morgan Chase & Co.	Sr. Analyst



# International Relations

The student exchange programs at IMT Hyderabad provide students with an opportunity to study in a culturally diverse learning environment in a foreign university. IMT Hyderabad, has tied-up with reputed partner institutions all over the world. The institute has more than 40 partners across the globe including USA, Asia, Australia, Africa and Europe. The international relations office at IMT Hyderabad also facilitates faculty exchange wherein the faculty members from IMT Hyderabad can take up short term teaching assignments with the partner institutes and vice-versa.

## A Glimpse of International Associations



## Student Exchange Program - Outbound

*"When I got the opportunity to go to Montreal (Canada) and study, I knew a lot was coming my way in terms of knowledge, experience, fear etc. From the city being submerged in snow, to exploring new facets of its cultures, it's a nostalgic experience. One thing I did realize for sure is that, the Student Exchange Program is not a year in your life it is a life in a year. I am really thankful for this endeavor and now have memories to cherish for a lifetime."*

Vertika Newalkar, PGDM 2018 - 20  
ESG, UQAM, Canada

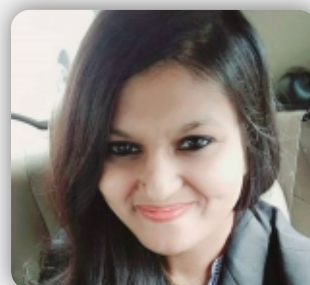


*"Our professors at the SGH Warsaw School of Economics were eminent people - advisors to the Polish Ministry of Finance, and distinguished Fulbright scholars. Apart from the curricular classes, the university offers additional lectures or projects throughout the term helping in broadening one's horizons for global insights and creating scope of meeting global practitioners from the business world."*

Anand Subramanian, PGDM 2017 - 19  
SGH Warsaw School of Economics, Poland

*"The exchange experience helped me to understand my true potential. Audencia is a Triple Crown accredited business school and among the top 5 B schools in France. For a marketing aspirant, this program was very useful as there were specialized trainings and live projects with Procter and Gamble, Barilla Harry's and an opportunity to work on advertising briefs for the Match group."*

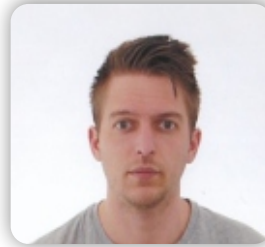
Archita Prahladka, PGDM 2017 - 19  
Audencia Business School, France



## Student Exchange Program - Inbound

*"IMT Hyderabad is one of the happening places, I have ever experienced. Apart from the high end curriculum, participation in events at campus gives a real time experience of the assignments and case studies taught in the class"*

Michael Hager  
FH Kufstein Tirol, Austria



*"First of all, I really enjoyed the welcome of the IMT students. I also enjoyed all the events organized on the campus. There is always something to do. Another positive aspect on the campus is the sport facilities: basketball, football, fitness room. Our rooms are also great and we can put decorations to be like home. The courses I have chosen are quite interesting. The teachers take good care of us. The Learning Resource center is very well equipped with access to international magazines, journals and databases"*

Claire De Gantes,  
Rouen campus, NEOMA Business School, France



*"Sports and other cultural activities keep us engaged beyond classrooms. Also rigorous and interactive teaching learning process is much appreciated. Courses are very well structured and professors use innovative pedagogical techniques in the class."*

Oulimata Diakhoumpa  
NEOMA Business School, France



## STEP Program

The International Relations Office of IMT Hyderabad also conducts Short Term Exchange Program (STEP) where in the institute hosts a group of students from a foreign university for a typical duration of one week. These students along with the students of IMT Hyderabad form cohorts and conduct field based studies in and around Hyderabad. The study normally includes understanding the ecosystems and lives of the locals, sightseeing excursions for immersive experience of daily life in India and classroom lectures on issue related to Indian Consumers, businesses and Markets.

In addition, IMT Hyderabad students may also become part of the STEP program - to Indian consumers, businesses and Markets where in they spend a week in Dubai to understand the business environment of middle east. This program is hosted by IMT Dubai campus.



# Placements

Ever since its inception in 2011, IMT Hyderabad has established itself as a preferred brand amongst recruiters. This is evident from the fact that many big brands like Walmart, KPMG, Deloitte, Colgate Palmolive, Amazon, Tresvista Financial Services, Khimji Ramdas, Zomato, CBRE, Novartis, VE Commercial, Coffee Day Beverages, IBM, Tata Capital and many more have hired our students. The quality of our students in terms of the work that they have done in these companies is evident by the fact that most of our recruiters are regular recruiters who recruit our students' year on year. Besides this, every year new recruiters get added to our list of recruiters.

## Placement Procedure

### 1. Pre-Placement Talk (PPT)

PPT is an ideal platform for interaction between corporate fraternity and students. The recruiters share their company's vision, work culture and opportunities available at Management Trainee and middle management levels. This is then followed by a detailed Q&A session to help the students gain deeper understanding about the organization and role offered.

### 3. Placement Interviews

The recruiters' shortlist candidates for Aptitude Test, GD or Personal Interview rounds depending on the organization's recruitment policy. This gives organizations and students an excellent opportunity to interact with each other and understand the role and profile in detail.

### 2. Application

The interested students apply to the organization through placement office. As part of application they submit their detailed resume which then is shared with the organization by the placement office.

### 4. Offer and Acceptance

Once the final interview round is conducted, the company makes an offer to the candidate. The offer should include regular details such as job role, compensation package, location and other terms and conditions required by the candidate to make further decision.



## 5. Pre-Placement Offer

Students receiving Pre-Placement Offers, with more than previous year average campus placements salary, will not be considered in the placement process. Students with PPO's less than this salary, if they wish to, will be allowed to sit in the campus placement process, provided they have formally rejected the PPO marking a copy to Head Placements. Once a PPO has been accepted by the student, he/she is not eligible to participate in the placement process.

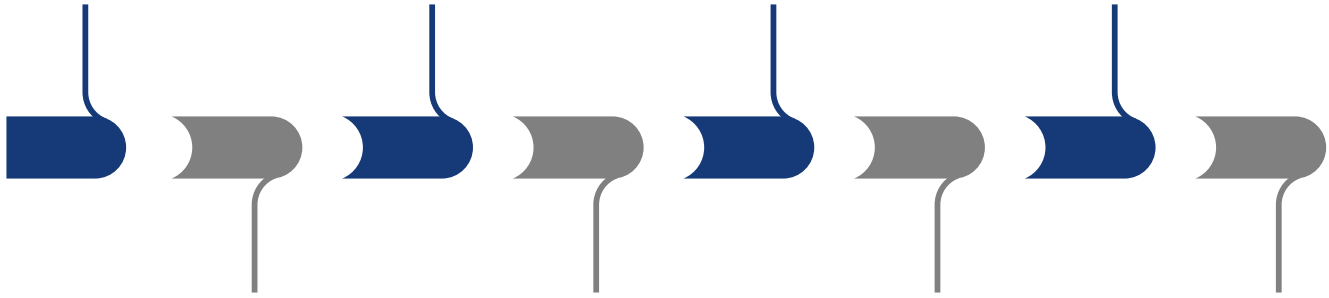
### Highlights of Batch 2017 - 19

Percentage of placements – 98.7%

Highest Package – INR 17.33 LPA

Top 20 offers: INR 12.64 LPA

Top 100 offers: INR 8.33 LPA

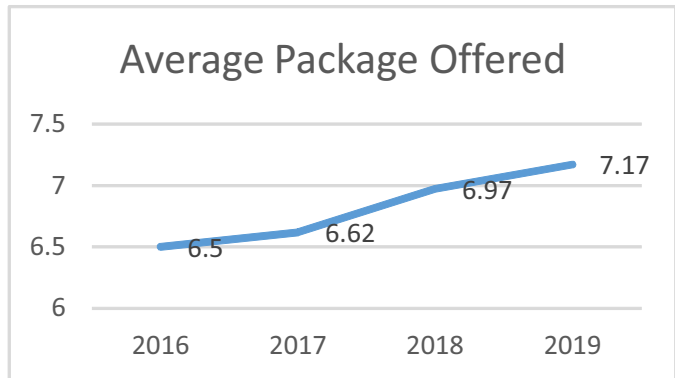
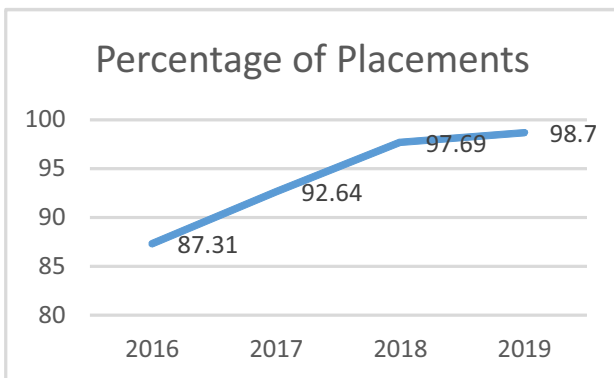


Average package – INR 7.17 LPA

Top 10 offers: INR 15.54 LPA

Top 50 offers: INR 9.66 LPA

Number of recruiters on campus: 103 companies



## Some of our Recruiters:



# Faculty

## Finance & Accounting

### **Prof. M. Venkateshwarlu**

*Director & Professor*  
Ph.D., M.Com, CMA

### **Prof. K. Sriharsha Reddy**

*Professor & Dean - Academics*  
Ph.D., MBA

### **Prof. Chakrapani Chaturvedula**

*Professor & Area Chairperson*  
Ph.D., MBA, ICWAI

### **Prof. Nikhil Rastogi**

*Professor*  
Ph.D., PGDBM

### **Prof. A Sarath Babu**

*Associate Professor*  
Ph.D., M.Phil., M.Com

### **Prof. Ritesh Kumar Dubey**

*Assistant Professor*  
Ph.D., MBA

## Human Resource Management

### **Prof. Romina Mathew**

*Professor*  
Ph.D., MBA

### **Prof. Shabnam Priyadarshini**

*Assistant Professor*  
Ph.D., M.A

### **Prof. Tumpa Dey**

*Assistant Professor & Area Chairperson*  
FPM, M.Phil., M.A

### **Prof. B Pavan Kumar**

*Assistant Professor*  
Ph.D., MBA

## General Management

### **Prof. Debdutta Kumar Panigrahi**

*Professor*  
Ph.D., PGDRM, M.Sc.

### **Prof. Steven Raj Padakandla**

*Assistant Professor*  
Ph.D., M.A

### **Prof. Tulika Sharma**

*Assistant Professor & Area Chairperson*  
Ph.D., M.A

### **Prof. Avishek Bhandari**

*Assistant Professor*  
Ph.D., M.Phil, M.A

## Marketing

### **Prof. Nitin Gupta**

*Professor*  
Ph.D., MBA

### **Prof. M Sivagnanasundaram**

*Associate Professor & Area Chairperson*  
Ph.D., MBA

### **Prof. Deviprasad Ghosh**

*Assistant Professor*  
(E-FPM), MBA

### **Prof. Dhananjay Singh**

*Assistant Professor*  
(Ph.D.), MBA

### **Prof. Manoj Das**

*Assistant Professor*  
FPM, MBA, M.Sc.

### **Prof. Rambalak Yadav**

*Assistant Professor*  
Ph.D., MBA

### **Prof. Himanshu Srivastava**

*Assistant Professor*  
(Ph.D.), MBA



## Business Analytics & IT

### **Prof. Sridhar Vaithianathan**

*Associate Professor*  
Ph.D., MBA

### **Prof. Surajit Ghosh Dastidar**

*Associate Professor*  
Ph.D., MBM

### **Prof. Preeti Sharma**

*Assistant Professor*  
FPM, MCA, M.Sc.

### **Prof. R Mahesh**

*Assistant Professor & Area Chairperson*  
Ph.D., MBA

(Ph.D.)-Pursuing

## Operations Management

### **Prof. Sourabh Bhattacharya**

*Professor*  
Ph.D., M.Tech

### **Prof. Kalyan C Chejarla**

*Assistant Professor*  
(E-FPM), PGPX, CFA

### **Prof. Shantanu Shankar Bagchi**

*Assistant Professor*  
Ph.D., M.Sc.

### **Prof. Vinay Kumar Kalakbandi**

*Assistant Professor & Area Chairperson*  
FPM, M.Tech

### **Prof. Arun Kumar Biswal**

*Assistant Professor*  
(Ph.D.), MBA



# Distinguished



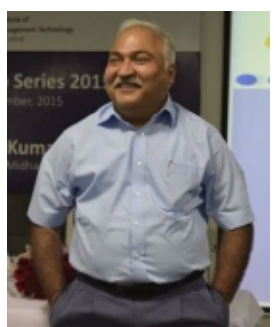
**IMT Hyderabad**  
Institute of Management Technology Hyderabad

## TRAILBLAZERS

"LESSONS IN LEADERSHIP FROM SPORTS"

24<sup>th</sup> November, 2018 Venue: IMT Hyderabad

India's top Women series Medical Officer, Senior Medical Officer	QA Head, Ergo Solutions of Robert Bosch	Author of '50 Not Out', Coach, Motivational Speaker, Workshop Facilitator	Mythico Specialist of Commonwealth Games for India	Technical & Sporting Director, Fakh Hyderabad A.F.C., Premier India Partner	Donorship member, Coach to Indian champion athletes, Ex-Head



# Speakers

## Industry Experts

### Mr. Ramam Atmakurl

*Executive Vice – Chairman*  
L V Prasad Eye Institute (LVPEI)

### Shri. VRV Sriprasad

*Managing Director*  
Volvo Buses South Asia

### Shri. Sharad Sagar

*CEO*  
Dexterity Global

### Mr. Shankar Narayan Subramanian

*Sales Head*  
AP & Telangana, Nestle

### Dr. Ramesh Babu Thimmaraya

*Head - Quantitative Research*  
Ernst & Young

### Mr. Hemant Sethia

*Vice President – HR*  
Credit Suisse

### Shri. Kamal D. Shah

*Co-Founder and Director*  
NephroPlus

### Dr. Satakarni Makkapati

*President – Biologics Division*  
Urobindo Pharma Ltd.

### Mr. D. V. Giri

*Head Merchandising*  
Bigbasket.com

### Shri. NVS Reddy

*MD*  
Hyderabad Metro Rail Ltd.

### Shri. Arun Tiwari

*MD*  
Union Bank of India

### Mr. Kalyan Chaganti

*Head – South India Operations*  
Johnson & Johnson

### Dr. Harsh Kumar Bhanwala

*Chairman*  
NABARD

### Dr. Dinesh Kumar Likhi

*CMD*  
Midhani Group

## Renowned Academicians

### Prof. Jagadish Seth

*Charles H. Kellstadt Professor*  
Goizueta Business School of Emory University

### Dr. Vijay Govindarajan

*Coxe Distinguished Professor*  
The Tuck School of Business, Dartmouth, USA

### Dr. U Dinesh Kumar

*Professor*  
IIM B

### Prof. Banikanta Mishra

*Professor*  
XIMB

### Dr. Partha Sarathi Mohapatra

*Assistant Professor*  
California State University

# Admission Process

## Eligibility

- Three-year Bachelor's degree or equivalent with 50 percent aggregate marks in any discipline
- Applicants appearing for the final-year degree examination can also apply
- Applicants must have valid CAT/XAT/CMAT/GMAT score/percentile

## Selection Process

### Stage 1

Online Application Form

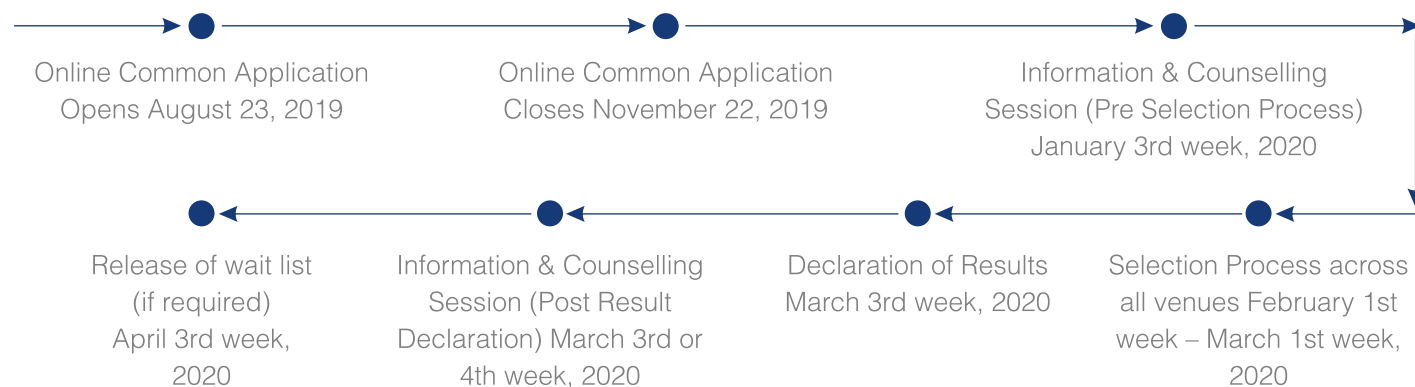
### Stage 2

Applicants are shortlisted for Group Exercise (GE) and Personal Interview (PI) on the basis of CAT/XAT/GMAT/CMAT Score/percentile

### Stage 3

Final Selection will be based on cumulative weighted average of aptitude test score, academic scores, work experience and performance in group exercise & personal interview

## Admission Calendar



## Fee Structure PGDM 2020-2022 Batch

PGDM, PGDM (Finance), PGDM (Marketing)

Head	First Year		Summer Term	Second Year		Total
	I Installment	II Installment	III Installment	IV Installment	V Installment	
Admission Fees	50,000					50,000
Academic Fees*	2,90,000	2,90,000	1,70,000	2,90,000	2,90,000	13,30,000
Alumni Fees	5,000					5,000
Caution Money (Refundable)	15,000					15,000
<b>Total (Rs.)</b>	<b>3,60,000</b>	<b>2,90,000</b>	<b>1,70,000</b>	<b>2,90,000</b>	<b>2,90,000</b>	<b>14,00,000</b>

# IMT Hyderabad Advantage

- 90+ practitioners delivering real-life experiences in 270+ sessions every year
- 40+ Foreign University collaborations offering student & faculty exchange programs
- 20 CEO's have shared their business building experience in the last 2 years
- 13,000+ Alumni members across the world
- 98.7% placements for 2017-19 batch with 100+ recruiters on campus
- Psychometric assessment and counselling for all the students
- Centers of Excellence in Business Analytics, Diversity Management, Digital Marketing and Leadership Excellence
- 14 weeks faculty supervised Internship Program
- 32 highly qualified full-time faculty members
- 30 acres of landscaped campus, close to Rajiv Gandhi International Airport



# Campus



# Life





# FIND YOUR FUTURE HERE



**Institute of  
Management Technology  
Hyderabad**



*...Harnessing Knowledge for Businesses*



Survey No: 38, Cherlaguda Village, Shamshabad  
Mandal, RR District, Hyderabad – 501218  
Tel: +91-40 3046 1657  
Email: [admissions@imthyderabad.edu.in](mailto:admissions@imthyderabad.edu.in)  
Mobile: +91 939 142 4273/75

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