

APPROVED BY AICTE | AFFILIATED TO SAVITRIBAI PHULE PUNE UNIVERSITY



TRANSFORMING STUDENTS INTO SMART MANAGERS, VISIONARY LEADERS & CONFIDENT HUMAN BEINGS



ABOUT PIBM

Pune Institute of Business Management (PIBM) is one of the top B-Schools in India where our aim is to provide high value business management education to produce educated and skilled Management Graduates. PIBM stands tall amidst B-schools in India because not only does we focus on the highest standards of academics but also train students with skillsets making them shine in the corporate world. Established in 2007 and spread across 2.5 Acres, PIBM is strategically located in calm and serene valley on the outskirts of Pune.

PIBM provides Post Graduate courses in Management at Pune campus. Post Graduate Diploma in Management (PGDM) which is an AICTE approved course is the flagship program at PIBM Pune. PIBM also offers Master in Business Administration (MBA) course in affiliation to Savitribai Phule Pune University. In recent years, PIBM has expanded by opening up Campuses for Graduation Courses - BBA, B.Com & BCA in Solan (Himachal Pradesh), Guwahati (Assam) and Shillong (Meghalaya).

At PIBM, education is not limited to academic accomplishments alone but extends much beyond the mainstream classroom education. Teamwork, problem solving, analytical thinking, creativity, leadership skills, decision making, and goal achievements are areas that are addressed effectively to build flourishing careers in business management. We boast of having the unique training methodology in India



where the whole curriculum is solely designed only on the basis of requirements of Industry. This helps in bridging the gap between Companies' requirements & Management Graduates' business knowledge.

To make the whole training process Industry friendly and learning process more practical in approach, the redesigning of curriculum happens every six months which keeps our training methods updated with latest Industry requirements. This process ensures that every concept during the training process is linked with the Jobs. Corporate Heads from various domains in Industry visit our campus on Corporate Weekends and interact with students to share the practical knowledge on Business Concepts.

PIBM is proud to have strong association with 40+ Corporate Panellists and 250+

other Corporate Heads like CEOs, CFOs, Directors, Presidents, VPs, and Heads etc. who continuously train our students. At PIBM, Quality speaks for itself. Every student of PIBM stands out in the crowd as they are not only equipped with Business Concepts but also the right attitude, competencies, aptitude, communication, skills and personality.

The ever-growing number of companies that visit the campus for placements just reinforces year on year. The number of companies visiting the campus during Placement have outnumbered the total strength of students of the batch long back. The demand of PIBM students in Job market is growing every year. Till date PIBM has produced 4000+ successful Alumni who are placed in top companies at senior management positions as well few as have become an entrepreneur.

PIBM IN NUMBERS

300+

Corporate Panel
Associates & Guests to
interact with
PIBM students

150+

Faculty & Domain Trainers to imbibe the Business Management Knowledge 350+

Top Recruiters from diverse sectors to offer best jobs to PIBM students

50+

Live Business Projects to assist students in developing Practical knowledge 4000+

Success Stories of our proud Alumni already created by PIBM since inception

30+

Industry Visits in various companies to understand the corporate functions at first hand

50+

Mock Group Discussions to practice the art of communication & building knowledge 100+

Mock Interviews to ensure imbibing the confidence required for facing Placement process

100+

Aptitude Tests to improve the analytical and reasoning skills

6

Certification Programs: SAP - ERP, Six Sigma, Microsoft Project, Advanced ExcelHadoop, R 21000+

Book copies available in PIBM's Library

3000+

Book Titles from various fields & functions

10+

Business Magazines Subscription to keep abreast with the Global Business & Economics 15+

National & International Journals subscription like ProQuest & JQuest 26+

States from where Students have joined PIBM to achieve their dreams



RANKINGS & RECOGNITIONS



25th
Best Private
B-School in India

Forbes

Voted as one of the Top 35 Great Indian B-Schools



Awarded as Best Emerging Institute in India

THE WEEK

29th
Top B-Schools
in Western India



16th
Top B-Schools
in India for Finance

10th
for Intellectual Capital
& Learning Experience

10th for Industry Interface



Top B-Schools in Metros: Pune

41st

B-Schools in
Future Orientation

22ndTop B-Schools

in Western India
46th

Top B-Schools in Learning Experience



The vision of the institute is that "Every student passing out from the institute must contribute to the economy of India & whole world by becoming a business leader-either by joining to lead a company or becoming a successful entrepreneur creating employment", entail students undergo character and personality building program. As an institute focusing on providing quality education, we believe in setting up unique

training methodologies which gears towards competency and confidence building in the students which in turn increases Employability. We believe in building management careers on a solid foundation of Practical & Experience based learning rather than just Classroom Theories. We follow a very simple yet standardized process of training our students where we build Logic and Skills.



BUILDING LOGIC

For building the perfect logic for understanding Business Management, we have introduced a unique SCPS training model where Faculty and Corporate experts train students with application of Management concepts to various Sectors, Companies and their respective Products or Services. Case Studies are conducted for each concept to understand the practical applications of Business Theories. It is of utmost importance to build the Business Environment in classroom to simulate the practical application of Business Management concepts. So, the training process is furthered by experiential learning where Corporate Heads from specific domains trains students on how to apply the business theories and formulate financial models, sales strategies, PMS structures and the like.

BUILDING SKILLS

Students then get to implement their strategies & models developed during training process at various companies especially those where processes are not implemented yet, during their multiple stints through Live Business Projects & Internships.

Sector understanding enhances student's macro knowledge of industry and strategic thinking while understanding micro specific details about product/service would make them perfect business executor. So, PIBM students have perfect blend of forming

business strategy and executing them efficiently and effectively.

We majorly focus on developing the concentration of mind which increases the willpower. Students with this increased concentration and will power, grasps the knowledge and facts quickly and easily. With the training provided and developed skills and concentration, PIBM students achieve their goals. Students spend their time with Mentors who are corporate heads and senior faculty, discussing about doubts and problems they have. In addition to the academic and intellectual input, adequate stress is laid in inculcating the traits of leadership and team spirit in order to facilitate students to realize their full potential. At PIBM, Quality speaks for itself. Every student of PIBM stands out in the crowd as they are not only equipped with Business Concepts but also the right attitude, competencies, aptitude, communication, skills and personality.

Mr. Raman Preet Chairman PIBM Group of Institutes



PIBM's mission is to provide opportunities to all aspiring youngsters from various parts of the country, who are considered to be potentially good candidates by their academic track record but lack exposure to learn and train in management discipline. We convert these individuals into first rate professionals in two years Post Graduate Program in Management in terms of Domain Knowledge, Aptitude, Analytical skills, Selfconfidence, Positive Attitude, Soft Skills & Communication Skills. These individuals who are otherwise talented and are trainable to assume significant role in management profession are our intake and raw material. In nutshell our mission is to provide opportunities and support our students to enable them to realise their ambition to join management profession and achieve their dream of a managerial career.

Our procedures, systems, pedagogy, faculty and infrastructure is totally geared towards achieving our mission. There is a high degree of students' participation in running the institution in its all activities along with the faculty and the staff. Advanced training pedagogies are followed at PIBM to teach and train our students, make them industry focussed where every student gets exposure to Companies from different sectors in terms

of classroom teaching and practical exposure through Summer Internship Program, Winter Internship Program, Project work, Industry visit etc. Every Saturday is dedicated to Faculty from various companies of different sectors who spend whole day with the students for experience sharing and training.

We provide our students with exposure to Bloomberg Terminal to get real time update with sectoral information on a continuous basis besides certification program through Oracle, People-Soft, Siebel, MS Project, Advance Excel and on Business Analytics such as R ,Tableau, Qlikview. Hence we are committed towards our students' development, growth & excellent training in order to cater the growing demands of the industry. Our mission is to create corporate leaders with the best faculties from the academic and corporate world. And so, our efforts will continue to achieve greater success through Quality of Teaching and Training in a highly competitive and changing environment.

Mr. M K Tamuly
Principal Director
PIBM Group of Institutes

Today, more than ever, the world demands young managers and business leaders who can lead businesses to the forefront of the global economy, or those who can steer global businesses to succeed in emerging markets. With a top industry experienced faculty known for its focus in providing sector specialisation management thought leadership and data driven insights, PIBM prepares students for that role, giving them that critical edge for success.

PIBM has achieved an 10-year tradition in delivering an experiential learning experience that is relevant, rigorous and rewarding. Our role is to challenge and inspire students, and ultimately enabling them to achieve their potential for both professional and personal growth. Today, we continue to attract a great diversity of students who have energy, enthusiasm, a strong will to succeed and a burning desire to advance the progress of business and society.

Recruiters report that PIBM graduates have the functional and industry knowledge they expect from all of the top global business schools. But more importantly, they tell us they come to PIBM because our students thrive on challenges. And not only do they possess the ability to get things done as effective leaders and as strong team players, they also have the aptitude to identify and build opportunities.

The Institute's network of more than 4000 alumni reaches into every industry sector and they represent an immense resource to



the Institute. Indeed, PIBM is an exciting place to study and grow. The remarkable success of the Institute has been made possible through the dedication and talent of our faculty and staff, the high quality of our students, and the achievements of our alumni in diverse organisations throughout the world.

Mr. B. Basumatry
Director
PIBM, Pune

PGDM COURSE CURRICULUM

SEMESTER 1

- English Communication
- Statistics & Quantitative Aptitude
- Aptitude
- Managerial Economics
- Business Finance 1
- Organisational Behaviour
- Human Resource Management
- Business Data
- Research Methodology
- Manufacturing and Logistics Management
- IT Skills
- Marketing Management

SEMESTER 2

COMMON

- Macroeconomics
- Innovation and Entrepreneurship
- Business Finance II
- Operations and Supply Chain Management
- Business Analytics
- Excel Intermediate Level
- Certification MS Project

MARKETING

- Sales and Distribution Management
- Consumer Behaviour
- Market Research
- Retail Marketing
- E-commerce & Digital Marketing
- Business to Business Marketing
- Elective Pre-Sales
- Elective Channel Management FMCG, Consumer Durables, Automobile
- Elective Retail Management
- Elective Retail Banking

FINANCE

- Security Analysis and Portfolio Management
- Cost and Management Accounting
- Project Finance and Financial Modelling
- Taxation (Direct and Indirect)
- Financial Markets and Institutes
- Derivatives
- Elective Equity Research
- Elective Wealth Management
- Elective Commercial Banking
- Elective Actuarial Science
- Elective Business Analysis I

HUMAN RESOURCES

- Training and Development
- Performance Management System
- Recruitment and Selection
- Labour Law
- Compensation and Benefits
- Organisation Development
- Elective Talent Acquisition
- Elective JD Designing
- Elective Organization Structuring

OPERATIONS MANAGEMENT

- E-commerce
- Operations Research
- Total Quality Management
- Service Operations Management
- Project Management
- Supply Chain Management

IT AND ITES MANAGEMENT

- E-commerce
- Digital Marketing Analytics
- Mangement Information System
- IT Enabled Service Operations Management
- Project Management
- Enterprise Resource Planning



BUSINESS ANALYTICS AND

INTELLIGENCE

- Data Visualization I
- Statistical Machine Learning I
- E-commerce
- Sectorial Analytics I: BFSI, Health Care, Telecom
- Management Information System & Enterprise Resource Planning
- Business Intelligence Tools I: MS Excel and SPSS
- Marketing Research Analytics
- Data Warehousing

SKILL

- Aptitude
- Communication

SEMESTER 3

COMMON

- Strategic Business Management
- Legal aspects of Business
- Certification ERP by SAP
- Certification Six Sigma (Green Belt)

MARKETING

- Marketing Strategy
- Brand and Product management
- Services Marketing
- Integrated Marketing Communication
- Marketing Analytics
- Elective Retail Management II
- Elective Channel Management Paint, FMCG, Steel
- Elective Customer Relationship Management

FINANCE

- Advanced Financial Management
- SAPM 2
- Taxation
- International Finance
- Project Finance II
- Commercial credit
- Elective Commercial Banking
- Elective Fund Management
- Elective Business Analysis II Banking, Insurance

HUMAN RESOURCES

- HR Analytics
- HRIS
- Talent management
- Industrial relation
- Advanced Ms Excel

PGDM COURSE CURRICULUM

- Employee Engagement
- Designing HR Policies
- Elective JD Designing & Recruitment
- Elective Talent Management II
- Elective HR Budgeting
- Elective Excel in HR
- Elective Business Ethics in HR

OPERATIONS MANAGEMENT

- E-commerce
- Materials Management
- Maintenance Management
- Management Information System
- International Logistics
- Logistics Management

IT AND ITES MANAGEMENT

- Pre-Sales and Bid & Commercials Management
- · Business Process Re-engineering
- Business Intelligence
- Total Quality Management
- Planning and Control of Operations
- Information Security

BUSINESS ANALYTICS AND

INTELLIGENCE

- Advanced Machine Learning
- Time Series Analysis
- Business Forecasting and Optimization
- Internet of Things
- Business Intelligence Tools II: SASR, Tableau and QlikView
- Big Data: Hadoop Python
- Operations Research
- Sectorial Analytics II: Media, FMCG/CD and E-commerce

SKILL

- Aptitude
- Communication

SEMESTER 4

COMMON

- Corporate Governance
- MARKETING
- Rural Marketing
- Cases in Marketing
- International Marketing

FINANCE

- Project Finance -2
- Mergers & Acquisitions
- Cases in Finance

HUMAN RESOURCES

- Global HR
- Talent Management -2
- Cases in HR
- SKILL
- Communication
- Aptitude
- Final Project

OPERATIONS MANAGEMENT

- Management of R&D and Innovation
- Operations Strategy and Design
- World Class Manufacturing Practices

IT AND ITES MANAGEMENT

- Service Management/Delivery
- Innovation through Information Technology
- Design for extreme affordability
- Internet Technology

BUSINESS ANALYTICS AND

INTELLIGENCE

- Optimization
- Functional Analytics
- Live consulting project
- Advanced Analytics Models



SEMESTER 1

- Accounting for Business Decisions
- Economics for Business Analysis
- Legal Aspects of Business
- Business Research Methods
- Organisational Behaviour
- Basics Of Marketing
- Management Fundamentals
- MS Excel and Advanced Excel Lab
- Introduction to Cyber Security I
- Human Rights I
- Internal Personality Development
- Internal Business Communication
- Internal Fundamentals of Management
- Internal MS Excel & Advanced Excel

SEMESTER 2

- Marketing Management
- Financial Management
- Human Resource Management
- Operations and Supply Chain Management
- Decision Science
- Management Information System
- Emotional Intelligence
- Life Skills
- Computer Aided Personal Productivity Tools
- Industry Analysis
- Introduction to Cyber Security II
- Human Rights II
- Internal Aptitude Training
- Internal Communication Training

MBA COURSE CURRICULUM

SEMESTER 3

COMMON

- Strategic Management
- Enterprise Performance Management
- Startup and New venture Management

MARKETING

- Contemporary Market Research
- Consumer Behaviour
- Product Management
- Integrated marketing communications
- Personal selling Lab
- Marketing of Financial Services 1

FINANCE

- Direct Taxation
- Financial System of India , Markets and Services
- Banking Operations I
- Financial Instruments & Derivative
- Corporate Financial Restructuring
- Equity Research, Credit Analysis & Appraisal

HUMAN RESOURCES

- Labour & Social Security Laws
- Human Resource Accounting & Compensation Management



- Human Resource Information System
- Lab in Job Design & Analysis
- Lab in Training
- Lab in Recruitment & Selection

SKILL

- Aptitude
- Communication

SEMESTER 4

COMMON

- Managing for Sustainability
- Dissertation

MARKETING

- Services Marketing
- Sales and Distribution Management
- Retail Marketing
- International Marketing

FINANCE

- Indirect Tax
- International Finance
- Banking Operations II
- Financial Risk Management

HUMAN RESOURCES

- Employment Relations
- Strategic Human Resource Management
- Organizational design and Development
- Lab in Industrial Relations

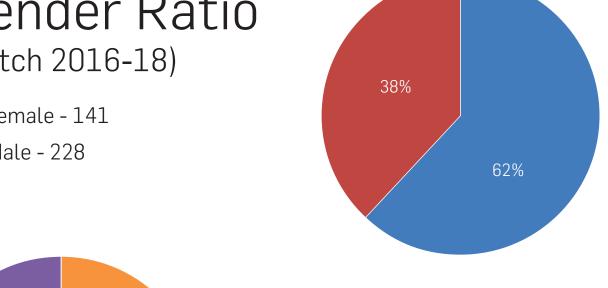
SKILLS

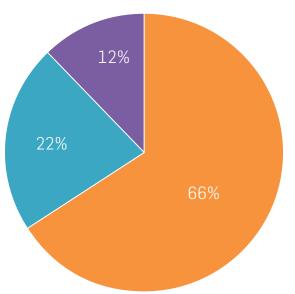
- Communication
- Aptitude

Gender Ratio

(Batch 2016-18)

- Female 141
- Male 228





Specialization

(Batch 2016-18)

Marketing

Marketing

Finance

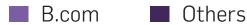
HR

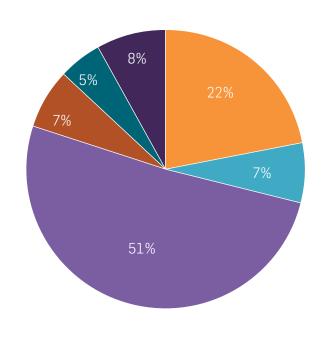
Graduation Profile

(Batch 2016-18)









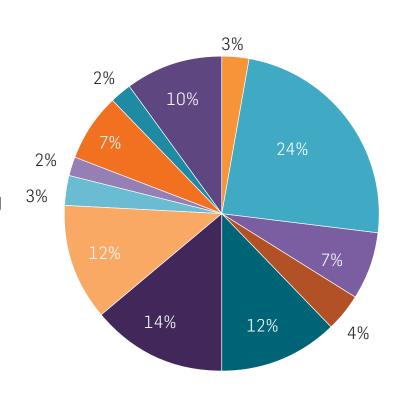
Sectorwise Placement

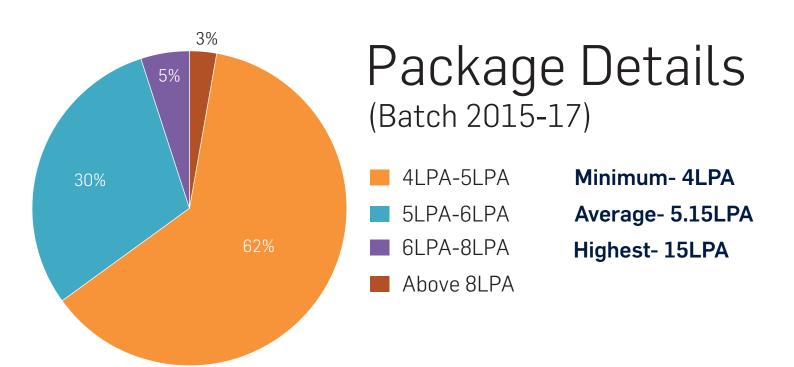
(Batch 2015-17)





- Consulting Logistics
- E-Commerce Retail
- FMCG/FMCD Tyres
- IT/ITES Others













































































































































































































































































































































































































































PLACEMENTS @ PIBM

We understand the current job market dynamics where top multi-national companies now look for Management Graduates with an entrepreneurial mindset, comfortable with technology, analytically strong, quickly adaptable, smart & confident personalities over and above the traditional tools and skills in management. This is the outlook that PIBM seeks to address through its very particular approach to management education, which it implements through the extensive corporate exposure and rigorous training program, striving to create a generation of business managers who are ready for the industry from day one. Over the years, more than 3500 PIBM students have produced results & proved themselves in more than 400 organizations through their talent and skills developed by Institute's training program. Our students have earned high accolades for their achievements and a large number of them are star performers within their organizations.

The PIBM's placement process comprises of Winter Internship (1 month after first semester), Summer Internship (2 months after second semester) & Final Placements. PIBM's Final Placement Process starts at

the onset of third semester and continues till the last student is placed. It involves oncampus Selection process consisting of Aptitude Tests, Case Study Discussions, Group Discussions on diverse topics and Personal Interviews. Our association with more than 400 National & Multi-National companies provide PIBM students with opportunities to learn, grow and build their career.

Pune Institute of Business Management celebrate diversity with regard to sector offerings with students getting an opportunity to choose a profile from a variety of Organizations across the diverse sectors. Placement Process is conducted by 300+ top companies from diverse sectors like Financial Services, Banking, Insurance, Consumer Durables, FMCG, Retail, E-Commerce, Manufacturing, BFSI, IT & ITES, etc. PIBM students are offered job offers in top profiles such as Investment Banking, Equity Research, Commercial Credit, Corporate Finance, Business Analysis, Digital Marketing, Channel Management, Retail Management, Business Analysis, Digital Marketing, Generalist HR, Recruitment & Section, etc.



THANK YOU RECRUITERS



AIMING HIGH, ACHIEVING HIGHER



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