Innovation in management is as important as the science and technology of any Engineering practice. MBA students of IIT Kanpur have been exhibiting leadership qualities and passion to serve the society as responsible managers of the corporate world, true to the IIT tradition. The MBA programme at IIT Kanpur was initiated with the guiding principle that a sound technical expertise coupled with right management acumen, is the key to survival in a contemporary competitive environment. In fact, the programme is a testimony to one of the key strengths of IIT Kanpur, which is its articulate understanding of the existing and future needs of the corporate world. This inherent dynamism is expressed through path-breaking innovations in both its programmes and its research to keep abreast with the latest.

Globally accepted as a vibrant seat of academic and professional excellence, IIT Kanpur is known for its innovative approach, participative culture and academic rigour. Over eighteen thousand engineers, technologists, scientists, managers and entrepreneurs from IIT Kanpur are today active across the globe.

The MBA programme offered by the IME department retains a strong interaction with the industry or account of its courses in Industrial Management. The strong industry linkages ultimately go a long way in providing a holistic approach to research and education. Special efforts to recruit talented faculty on a global basis and stringent admission procedures to select brilliant students across the country, ensures a pool of formidable intellectual capital at any given time in the campus. This helps in a healthy and dynamic exchange of ideas which incubates leaders for the corporate world. No wonder that IIT is perhaps, India's most recognized brand the world over.

Needless to say that the MBA students of IIT Kanpur have been exhibiting leadership qualities and passion to serve the society as responsible managers of the corporate world, true to IIT tradition. Students of the earlier batches have carved out a niche for themselves as assets to the organizations. This fact is reinforced by enthusiastic response from the corporate world in the form of placements. I feel confident that this pool of professionals will be another feather in the glorious crown of IIT Kanpur. I wish them all the very best in all their future endeavours.

Prof. Indranil Manna
Director, IIT Kanpur
Message from the Head of Department

Greeting from the Industrial & Management Engineering Department! The world is going through a tremendous positive transformation, and in education its effects are clearly discernible. We in the IME department want to be part of this positive change utilizing our core strengths in Industrial Engineering, Operations Research, Operations Management, Data Analytics and Management Science. Our tryst with Industrial & Management Engineering started way back in 1974, when the Industrial & Management Engineering (IME) programme was initiated to teach methods to plan, design, implement and manage production and services. Starting 1988, the IME department began the Ph.d and the M.Tech program and since 2001 it incorporated the MBA programme in its curriculum also. Being an integral part of an institution of the stature of IIT Kanpur naturally helps the department and its programmes imbibe all the values and ethos that have made the institute an epitome of excellence.

Starting 2001 the IME department started the MBA program as another unique two (02) masters program which trains students, who are selected through CAT examination and other selection norms set by the institute/department, to be techno managers in industry. The program is practically training based and trains students in a variety of courses where seven (07) are compulsory and rest are all different selective and specialized courses in areas of OM, OR, SCM, Economics, Finance, IT, MIS, OB/HR, Marketing, Strategy, etc. As required summer internship is encouraged and mandated for the students. Furthermore to bring the flavor of the more hands-on experience based learning process in the MBA curriculum there is a concept of capstone project which is expected to be an extended industry based interaction, and this is something which is unique in India. During the capstone project the student gets associated with an industry life project or assignment or genuine futuristic problem in which he/she tries to learn as well as implement different concepts he/she has studied in his/her MBA program during the first year. With this proper training our MBA students have made their mark in companies like ITC, Barclays, Nomura, CITI, HSBC, HUL, Amazon, etc.

We are supremely confident that in years to come IME department with its rigorous and regularly updated syllabus, top notch research, innovative teaching techniques and active participation with industry will enforce the reputation of itself as well as that of IIT Kanpur as an enviable seat of higher learning.

Prof. Raghu Nandan Sengupta
Head, Industrial & Management Engineering
IIT Kanpur is one of the premier institutes established by the Government of India in 1959. Since its inception, IIT Kanpur has been striving to develop into an institution of excellence in education and research in consonance with the contemporary and future needs of India. The combined record of its faculty and students along with the alumni spread across the world is awe inspiring. With path-breaking innovations in both curriculum and research, the institute has carved an exclusive name for itself.

The Institute offers its students an outstanding academic environment coupled with world-class infrastructure. Not only does it celebrate freedom of thought, cultivate vision and encourage growth, but it also inculcates human values and concern for the environment and the society. The special efforts to recruit talented faculty on a global basis and stringent admission procedures to select brilliant students across the country, ensures a pool of formidable intellectual capital at any given time in the campus. This helps in healthy and dynamic exchange of ideas which incubates leaders for the corporate world.
With the establishment of the Department of Industrial and Management Engineering (IME) in 1974, IIT Kanpur extended its technical supremacy to managerial disciplines. The IME department was established with the aim of combining the strength of technology and management. This synergy is the foundational bedrock of all IME programs - MBA, M.Tech and PhD.

Keeping up with the tradition of innovation, the 2-year MBA programme aims at creating business leaders and entrepreneurs by leveraging on its strengths in technology, computing and social sciences. The department is currently engaged in a diverse set of activities including teaching, academic research, industry consulting, management development programmes, and public sector projects. The curriculum of the department is constantly updated based on the changing needs of the industry. Emphasis is given to industry interaction by means of academic projects, internships and capstone projects.
<table>
<thead>
<tr>
<th>Faculty Profile</th>
<th>Faculty Profile</th>
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</thead>
<tbody>
<tr>
<td><strong>Dr. Amit Shukla</strong></td>
<td><strong>Dr. Rahul Varman</strong></td>
</tr>
<tr>
<td>FPM, IIM Lucknow</td>
<td>FPM, IIM Ahmadabad</td>
</tr>
<tr>
<td>Emerging Employment Relationship</td>
<td>Organization Theory</td>
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<td>Citizenship Behaviour</td>
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<td>Psychological Ownership</td>
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<td>Positive OB</td>
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<td>Academic Excellence</td>
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<td>Staffing</td>
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<tr>
<td>Talent and Performance Management</td>
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<tr>
<td><strong>Dr. Anoop Singh</strong></td>
<td><strong>Dr. R. R. K. Sharma</strong></td>
</tr>
<tr>
<td>Ph.D, IGIDR, Mumbai</td>
<td>FPM, IIM Ahmadabad</td>
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<tr>
<td>Power / Energy Sector Regulation</td>
<td>Operations Research</td>
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<td>Policy &amp; Finance</td>
<td>Operations Management</td>
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<td>Renewable Energy Policy &amp; Regulation</td>
<td>Strategy</td>
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<td>Energy Pricing</td>
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<td>Tariff Design</td>
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<td>Energy Economics</td>
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<tr>
<td><strong>Dr. Avijit Khanra</strong></td>
<td><strong>Dr. Shankar Prawesh</strong></td>
</tr>
<tr>
<td>FPM, IIM Ahmadabad</td>
<td>PhD, University of South Florida</td>
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<tr>
<td>Inventory Control and Supply Chain Management</td>
<td>Social media</td>
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<td>Scheduling</td>
<td>Agent-Based Simulation</td>
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<tr>
<td>Analysis of Queues</td>
<td>data-driven</td>
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<tr>
<td>Modelling and Optimization</td>
<td>decision making</td>
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<tr>
<td><strong>Dr. B. V. Phani</strong></td>
<td><strong>Dr. Shweta Singh</strong></td>
</tr>
<tr>
<td>PhD, IIM Calcutta</td>
<td>PhD, University of Minnesota</td>
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<tr>
<td>Financial Intermediation</td>
<td>Information Systems</td>
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<tr>
<td>Credit Risk Modeling</td>
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<td>Securitization</td>
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<td>Entrepreneurial Finance</td>
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<tr>
<td>Market Microstructure and valuation</td>
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<tr>
<td><strong>Dr. Deepu Philip</strong></td>
<td><strong>Dr. Sri Vanamalla V</strong></td>
</tr>
<tr>
<td>PhD, MSU Bozeman</td>
<td>Ph.D., IISc. Bangalore</td>
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<tr>
<td>Production and operations management</td>
<td>Applied Operations Research</td>
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<td>Systems engineering and simulation</td>
<td>Optimization</td>
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<tr>
<td>Local search and optimization</td>
<td>Game Theory</td>
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<tr>
<td><strong>Dr. Devlina Chatterjee</strong></td>
<td><strong>Dr. Subhas Chandra Misra</strong></td>
</tr>
<tr>
<td>PhD, IISc, Bangalore</td>
<td>Ph.D., Carleton University</td>
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<tr>
<td>Managerial Economics</td>
<td>Business Process Management</td>
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<td>Data Analytics</td>
<td>Project Management</td>
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<td>Applied Econometrics</td>
<td>Enterprise Resource Planning (ERP)</td>
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<tr>
<td>Empirical Finance</td>
<td>ERP and Supply Chain</td>
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<td></td>
<td>Business analytics and Data Analysis</td>
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<td>E-Governance</td>
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<tr>
<td><strong>Dr. Faiz Hamid</strong></td>
<td><strong>Dr. Veena Bansal</strong></td>
</tr>
<tr>
<td>FPM, IIM Lucknow</td>
<td>Ph.D. IIT Kanpur</td>
</tr>
<tr>
<td>Decision Sciences</td>
<td>Information Technology</td>
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<tr>
<td>Information Technology &amp; Systems</td>
<td>Image Processing</td>
</tr>
<tr>
<td><strong>Dr. Raghu Nandan Sengupta</strong></td>
<td></td>
</tr>
<tr>
<td>FPM, IIM Calcutta</td>
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<tr>
<td>Operations Management (Major)</td>
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<tr>
<td>Finance (Minor)</td>
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</tbody>
</table>
IIT Kanpur boasts of world class infrastructure facilities. The department has been endowed with enviable computational facilities.

**The IME department has the following labs:**
- Smart Systems and Operations Lab
- Product Lifecycle Management Lab
- Management Computing Lab
- Virtual Lab - Production Shop Simulation Lab of MHRD
- Management Simulation Lab

**Tools available:**

**Finance Software:**
Primavera, Project Finance International, Risk Simulator

**Operations Software:**
DEASolverPro8.0, Product Lifecycle Management Software

**Automation and Strategy:**
Arena 13, Stella 9.1, Data Transformation Services

**Statistics Software:**
SPSS, SAS, MATLAB, MINITAB, R, NX Unigraphics, ArgoUM

The P.K. Kelkar library, rated among the best libraries in the country, has about 4.5 lakh books that deal with various aspects and intricacies of science and management in addition to about 1500 periodicals and journals. Each year, on an average 4500 books and journal volumes are added to the collection. The department also has a library to cater to the literary needs of the students. E-resources like online databases and archives of journals are also provided to facilitate easier access to knowledge. The IME department subscribes to online databases like Prowess, Alpha, EBSCO, EMERALD, Indiastat, Proquest, Capitaline, INDEST.

Besides this, there are regular subscriptions to a gamut of reputed management journals and magazines like Journals on Marketing, Strategic Management, Manufacturing Systems and Financial Economics a part from the Harvard Business Review and Sloan Management Review etc.
The curriculum comprises of course work imparting state-of-art business knowledge coupled with emphasis on experiential learning achieved through summer internship and special studies research projects.

SUMMER INTERNSHIP
The two year MBA program requires students to do summer internship at the end of first year between May-July for a period of two months. To assimilate the business concepts summer internship are encouraged in a wide array of business setting that include private industries, government institutions, start-ups and NGOs.

CAPSTONE PROJECT
The Capstone project has been implemented after rigorous feedback from industry, faculty and our alumni. The broad objectives of the Capstone project are to:
- Inculcate the understanding of sustainability and innovation to bring the students in tune with the changing times and future requirements.
- Enable the students to not only implement function specific techniques and knowledge but also learn about the integrative skills where knowledge across specific streams can be applied to a real life problem.
- Enable the companies to benefit from the insights and solutions provided by the students while working on the Capstone project.

WINTER INTERNSHIP
As engineers, it is important for students to develop relevant work experience in the business domain of their interest. To facilitate learning from gaining practical experience, the students can go for an optional one month internship in the month of December.
**CORE COURSES**
- Marketing Management
- Accounting and Finance
- Organization Structure and Design
- Economic Analysis for Management
- Quantitative Methods for Decision Making
- Production and Operations Management Systems
- Socio-political and Ethical Aspects of Business

**IT | ANALYTICS | STRATEGY**
- Economic Analysis for Management
- Statistical Modelling for Business Analytics
- Management Information Systems
- Global sourcing of IT
- Business Process Modelling
- E-supply chain management
- Strategic Management
- Social Media Analytics
- Management of Technology
- E-commerce and Big data for Management
- Strategy Management
- Intellectual Property Rights, Value Creation & Capture

**OPERATIONS**
- Management of Service Operations
- Total Quality Management (TQM)
- Strategic issues in manufacturing
- Supply chain management
- Project Management

**MARKETING**
- Marketing Research
- Business to Business Marketing
- Consumer Behaviour
- Marketing of Services
- Product Strategy & Brand Management

**FINANCE**
- Portfolio Management
- Corporate Finance
- Commercial Banking, Risk Modelling & Mgmt
- PPP in infrastructure
- Project Financing & Management
- Renewable Energy - Economics and Policy
- Energy and Carbon Markets

**HUMAN RESOURCES**
- Human Resource Management (HRM)
- Organizational Staffing
- Performance Management
- Employment Relations Management
NOTABLE ALUMNI

Name: Abhishek Jain
Year: 2003
Organization: GENPACT GMS
Designation: AVP

Name: Ajay Pal Singh
Year: 2003
Organization: BLACKROCK
Designation: Head, Shore Capital Markets

Name: Lalan Prasad Gupta
Year: 2003
Organization: CITY FASHION
Designation: FOUNDER

Name: Mandeep Singh
Year: 2003
Organization: WIPRO
Designation: ACCOUNT DIRECTOR

Name: Pinaki Bag
Year: 2003
Organization: RISK MATRIX
Designation: ASSISTANT DIRECTOR

Name: Sukhjinder Bhatti
Year: 2003
Organization: BANGOR UNIVERSITY
Designation: Head of International Marketing

Name: Ramana Kumar A
Year: 2003
Organization: National Bank of Abu Dhabi
Designation: Head of Global Transaction Banking

Name: Varadarajan Singan
Year: 2003
Organization: The Hong Kong and Shanghai Banking Corporation (HSBC)
Designation: Vice President - Treasury Sales, Commercial Banking

Name: Vivek Sohal
Year: 2003
Organization: Tata Teleservices Ltd
Designation: DGM Marketing Prepaid Usage and Retention

Name: Navneet Kumar
Year: 2003
Organization: Mothercare DLF Brands
Designation: Senior Manager Planning

Name: Aditya Kaul Dullo
Year: 2004
Organization: Postpay Voice, Photon & Roaming
Designation: VP & Head Of Marketing

Name: Ashish Sethia
Year: 2004
Organization: BINEF
Designation: Head of APAC Research, Analysis & Consulting

Name: Mayank Pande
Year: 2004
Organization: Genpact
Designation: Assistant Vice President

Name: Nitin Kumar
Year: 2004
Organization: EY
Designation: Associate Vice President

Name: Pallavi Singhal
Year: 2004
Organization: McKinsey & Company
Designation: APAC Practice Manager

Name: Sanket Kheria
Year: 2004
Organization: Shanti Surgical Pvt. Ltd.
Designation: Director

Name: Upendra Earle
Year: 2004
Organization: HSBC
Designation: Vice President

Name: Amit Bhoomik
Year: 2004
Organization: Tata Consultancy Services
Designation: Managing Partner, Process Manufacturing Industries and Digital Initiatives

Name: Deepak Bakshi
Year: 2004
Organization: Accenture
Designation: Digital Transformation & Data Science Advisor

Name: Piyush Sharma
Year: 2005
Organization: KreedOn
Designation: Co-Founder / Director

Name: Naveen Yadav
Year: 2004
Organization: Publicis Sapient
Designation: Director and Head of India Analytics Practice

Name: Abhishek Jain
Year: 2005
Organization: IPE Global Limited
Designation: Associate Director

Name: Arpita Roy
Year: 2005
Organization: American Express
Designation: Director

Name: Gagandeep Malhotra
Year: 2005
Organization: Bajaj Finserv
Designation: Credit Head - SME Businesses

Name: Shailendra Gavali
Year: 2005
Organization: Indusind Bank
Designation: Senior Relationship Manager

Name: Kshitij Sharma
Year: 2005
Organization: Ericsson
Designation: Head of Workforce Planning and Analytics (RINA)

Name: Kunal Tijoriwala
Year: 2005
Organization: Citi Bank
Designation: VICE PRESIDENT (FX SPECIALIST, CITI COMMERCIAL BANKING GROUP)

Name: Nidhi Anchal Miglani
Year: 2005
Organization: GENPACT LLC
Designation: AVP with Corporate Strategy and M&A Team
Name: Parvinder Singh  
Year: 2005  
Organization: Swiss Re  
Designation: Vice President

Name: Prakash Aswani  
Year: 2005  
Organization: Wazzup Interactive Kiosk, Aswani Lachmandas Group  
Designation: Founder, Managing Partner

Name: Rajesh Kumar  
Year: 2005  
Organization: Founder and Managing Director  
Designation: Aam Research & Analytics Private Limited

Name: Rupesh Mor  
Year: 2005  
Organization: Quitting Labs Private Limited  
Designation: Co-founder and Managing Director

Name: Saurabh Gupta  
Year: 2005  
Organization: Genpact  
Designation: Assistant Vice President - Global Service Delivery Leader, Banking & Financial Services

Name: Shantanu Mehrotra  
Year: 2005  
Organization: Empire Aviation Group  
Designation: Head of Business Development, Strategy & M&A

Name: Sudhaakar Mishra  
Year: 2005  
Organization: Philips  
Designation: International Marketing

Name: Fiaz Babu  
Year: 2005  
Organization: Halliburton  
Designation: Country Manager- Landmark

Name: Ajit Singh Doherey  
Year: 2006  
Organization: Citicorp Services India Ltd.  
Designation: Assistant Vice President

Name: Manzil Kohli  
Year: 2006  
Organization: KPMG  
Designation: Manager Advisory Services

Name: Nishant Sharma  
Year: 2006  
Organization: Nomura Structured Finance  
Designation: Executive Director

Name: Rahul Gadahire  
Year: 2006  
Organization: Credit Suisse  
Designation: Assistant Vice President

Name: Rishi Sarin  
Year: 2006  
Organization: Temenos  
Designation: Senior Principal - Payments Product Development

Name: Sandeep Kumar  
Year: 2006  
Organization: Deutsche Bank  
Designation: Assistant Vice President

Name: Vaibhav Jambhandhu  
Year: 2006  
Organization: Ezetap Mobile Solutions Pvt. Ltd  
Designation: Director Banks & Alliances

Name: Vinay Jaiswal  
Year: 2006  
Organization: Infiniia Consulting  
Designation: Director

Name: Yashodhan Shevade  
Year: 2006  
Organization: Houlihan Lokey  
Designation: Vice President

Name: Supriya Singh  
Year: 2007  
Organization: Johnson & Johnson Consumer  
Designation: National distribution manager

Name: Anshul Raj Garg  
Year: 2007  
Organization: Centrum Wealth  
Designation: VP & Head Cross Sell

Name: Vipul Mathur  
Year: 2007  
Organization: ECommerce Startups  
Designation: Supply Chain Management Consultant (Freelance)

Name: Vivek Shukla  
Year: 2007  
Organization: Triumph International  
Designation: General Manager

Name: Harish Yadav  
Year: 2008  
Organization: McKinsey & Company  
Designation: Specialist

Name: Vaibhav Vijay  
Year: 2008  
Organization: Mytrah Energy (India) Limited  
Designation: Senior Manager Project Finance

Name: Akhil Aggarwal  
Year: 2008  
Organization: Alpha Spicing  
Designation: Owner

Name: Anshuman Singh  
Year: 2008  
Organization: Kuehne + Nagel  
Designation: DGM - BD, Integrated Logistics

Name: Saurabh Kumar  
Year: 2008  
Organization: Ziffy Homes  
Designation: Co Founder

Name: Rituraj Arora  
Year: 2008  
Organization: MONICA ARORA & CO  
Designation: Chartered Accountants

Name: Aastha Chawla  
Year: 2009  
Organization: PwC Consulting  
Designation: Principal Consultant

Name: Ashish Chandra  
Year: 2009  
Organization: UnitedHealth Group  
Designation: Associate Director
## Notable Alumni

<table>
<thead>
<tr>
<th>Name</th>
<th>Year</th>
<th>Organization</th>
<th>Designation</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rahul Panwar</td>
<td>2009</td>
<td>FINO PayTech</td>
<td>Head-PMO &amp; Revenue Assurance</td>
</tr>
<tr>
<td>Sumit Singh</td>
<td>2009</td>
<td>Akums Drugs &amp; Pharmaceuticals Ltd</td>
<td>Deputy General Manager</td>
</tr>
<tr>
<td>Nitin Jagga</td>
<td>2010</td>
<td>Goldman Sachs</td>
<td>Vice President</td>
</tr>
<tr>
<td>Saiprakash Rajendran</td>
<td>2010</td>
<td>Zuari Cement Ltd</td>
<td>Assistant General Manager - Business Analysis</td>
</tr>
<tr>
<td>Siddharth Chawla</td>
<td>2010</td>
<td>Honeywell</td>
<td>Brand Marketing Leader - Connected Homes</td>
</tr>
<tr>
<td>Tarun Bajaj</td>
<td>2010</td>
<td>YES BANK</td>
<td>Associate Director</td>
</tr>
<tr>
<td>P Ramkumar</td>
<td>2011</td>
<td>I &amp; R Johnson India Ltd.</td>
<td>Dy General Manager</td>
</tr>
<tr>
<td>Ripul Kumar</td>
<td>2011</td>
<td>99Fusion</td>
<td>CoFounder</td>
</tr>
<tr>
<td>Prashant Jain</td>
<td>2012</td>
<td>Advit Ventures Pvt Ltd</td>
<td>Co-Founder and Director</td>
</tr>
<tr>
<td>Vivek Agrawal</td>
<td>2013</td>
<td>Xoxoday: erstwhile Giftxoxo and Frogo</td>
<td>AVP Marketing</td>
</tr>
<tr>
<td>Navpreet Singh</td>
<td>2013</td>
<td>Nine Mountains Motors</td>
<td>Director</td>
</tr>
<tr>
<td>Sumit Kumar</td>
<td>2013</td>
<td>Tata Cliq</td>
<td>Mobile Product Manager</td>
</tr>
</tbody>
</table>
PRABANDHAN
Prabandhan provides a common platform for interaction and sharing of knowledge and experiences among corporate professionals, academicians and students. As a part of the platform the following are the key events held focussing on problem solving via case studies in different domains:

**ACCS:** Analytics Case Study and Competition and Symposium
**Consulere:** Consulting Event
**Markovista:** Marketing Event
**Regnant Populi:** Human Resources Event
**Sanchalan:** Operations Event
**Vittraj:** Finance Event

BUIZKRITI
Buizkriti is an integral part of the annual technical festival of IIT Kanpur, Techkriti and it captures a number of business events covering various aspects of management. MBA students actively take part in organizing these events with an immense participation from the students of prestigious B-Schools of India.

ANTARAGNI
Antaragni is an all-India intercollege cultural festival hosted by the students' gymkhana. Notwithstanding the academic rigor at IIT Kanpur, Antaragni serves to fuel the mettle in students. Over the years the festival has earned a reputation of being a complete "cult-fest" as it offers the participants a plethora of contests and professional performances by artists renowned worldwide.

IMPRESSIONS
Impressions is the annual cultural event of the PG programs of IIT Kanpur. Traditionally it has always been organized and managed by the MBA students.
ENTREPRENEURSHIP CELL
While 'Entrepreneurship' is growing to be one of the business world's biggest buzz words, the E-Cell at IIT Kanpur envisions a time, when youth will look up to the new generation of CEO's and entrepreneurs as their modern day rock stars. The Students of MBA programme actively coordinate and head various divisions of E-Cell, IIT Kanpur.

TIPS FROM TOP
The Tips from Top initiative by the corporate relations committee is aimed at providing the right amount of industry exposure to the students of MBA, IIT Kanpur by organizing seminars and guest lectures by industry stalwarts.

AVANT GARDE
A bi-monthly business magazine & e-newsletter was started by the MBA students at IIT Kanpur to serve as a platform for them to express their views on the major business events happening around the world. From the latest disruptive startup to IPOs, to M&A’s, to new legislation, the students give their point of view on how these affect the global business environment.

BUSINESS CLUB
The Business Club aims to inform, inspire and encourage students about business and entrepreneurship. The club enhances one's acquaintance with the business world with the help of focus groups. The MBA students occupy crucial positions like Head and Lead Coordinator and ensure the smooth functioning of the Business Club.
BATCH HIGHLIGHTS

• Students have received outstanding performance awards while working with their respective organisations.
• Most of the students are KPMG lean six sigma certified. Some of the students have NCFM Equity-Derivatives certification and CII Supply Chain Executive Certification.
• Many students have secured top ranks in national level competitions like National Science/Mathematics Olympiad.
• Some of the students have also been engaged in CSR activities for their organisations.
• Many students have been a part of BAJA SAE National Competition.
• Some students have excelled in the field of sports and they have made it to the State level/District level.

ACHIEVEMENTS

• Deloitte Maverick Regional Finalists
• Winner in Socialis Procurator at IIM Raipur
• Winner in Gordian Knot at IIM Indore
• Winner in Countdown, Buizkriti, IIT Kanpur
• Winner in Best Manager, Buizkriti, IIT Kanpur
• Winner in Battlefield, Buizkriti, IIT Kanpur
• Finalists in EY Quiz
• Finalists in AGON at IIM Ranchi
• Finalists in Marketing Villa, Buizkriti, IIT Kanpur
• Finalists in Koncentrix, IMT Ghaziabad.
• Finalists in Auction War, Buizkriti, IIT Kanpur
• Finalists in Navikiran KJ Somaiya Institute of Management Studies
Abhinav Arora
B.Tech | IT
Interest: Marketing | Strategy | IT
Summer Exp.: Polaris India Pvt Ltd.
Experience: Fresher
E-mail: aabhinav@iitk.ac.in
LinkedIn: linkedin.com/in/abhinav-arora-166ab9b1

Abhishek Agarwal
B.Tech | ME
Interest: Marketing | General Management | Analytics
Summer Exp.: LetsVenture
Experience: 08 Months
E-mail: aagarwal@iitk.ac.in
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**BATCH OVERVIEW**

- Students have done their engineering from prestigious institutions like NITs, State Government Engineering colleges and reputed private colleges.
- Average work experience of the batch is 18 months

**BATCH HIGHLIGHTS**

- Students have received outstanding performance awards while working with their respective organisations.
- Many students have secured top ranks in national level competitions like National Science/ Mathematics Olympiads.
- Some of the students have also been engaged in CSR activities for their organisations.
- Many students have achieved excellence award for their academic achievement.
- Some students have excelled in the field of sports and they have made it to the State level/District level.
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Final Placement Process

The placement process for MBA programme at IIT Kanpur commences from the first week of December. The batch of 2017 consists of 34 students, with over 85% placed in the first week. The academic rigor combined with the cultural vibrancy of the campus makes them prime assets for any organization.

Pre Placement Talk (PPT)

Pre-placement talks provide opportunities for students to know more about a prospective employer along with the job profiles and career growth opportunities available. As a standard practice, prospective recruiters have shown interest in conducting formal presentations followed by an interactive discussion.

<table>
<thead>
<tr>
<th>Final Placements</th>
<th>October</th>
<th>November</th>
<th>December</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pre-Placement Talks</td>
<td></td>
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<tr>
<td>Submission of Resume</td>
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<td>Short Listing</td>
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</tr>
<tr>
<td>Pre-processes &amp; Interviews</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Selection Process

The selection process is designed to be in tune with the rules and regulations of the institute as well as catering to the unique requirements of each participating company.

Campus Recruitment | Batch of 2016 - 18

A company is provided a slot on a given day during the placement week. The slot scheduling is based on following criteria:
• Job profile offered
• Career growth opportunities
• Remuneration
• Past relationship with MBA, IIT Kanpur

Lateral Recruitment

Through lateral recruitments, companies can hand pick students who are a good match for their organization. For more information about the lateral recruitment process, kindly get in touch with us at mba@iitk.ac.in.

Placement Guidelines

Companies need to fill up and submit a recruitment form.
• A date of mutual convenience will be decided for PPT and recruitment process.
• It is expected that final results will be declared immediately after the interview.
• Please e-mail us at mba@iitk.ac.in for any query.
The placement for the IME MBA Batch 2015-17 was a testimony to the growing faith of the various corporate leaders in the MBA program of IIT Kanpur. The students of MBA, IIT Kanpur were offered various roles and profiles based on their chosen area of interest.

**Batch of 2015 - 17**

The batch of 2015-17 possessed a strong academic background. Majority of the batch had prior work experience in industries like Energy, Manufacturing, IT, Power, Telecom etc.

**Final Placement Statistics for Batch of 2015 - 17**

<table>
<thead>
<tr>
<th>Metric</th>
<th>Figures</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of Companies Participated</td>
<td>28</td>
</tr>
<tr>
<td>Total Number of Students</td>
<td>34</td>
</tr>
<tr>
<td>Number of students opted out</td>
<td>01</td>
</tr>
<tr>
<td>Total number of offers</td>
<td>37</td>
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<tr>
<td>Number of PPO/PPI offered</td>
<td>03</td>
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<tr>
<td>Highest Salary</td>
<td>12.64 LPA</td>
</tr>
<tr>
<td>Average CTC offered</td>
<td>10.42 LPA</td>
</tr>
<tr>
<td>Median Salary</td>
<td>09.86 LPA</td>
</tr>
</tbody>
</table>

**Domain Wise Distribution of Offers**

- Consulting: 9%
- Analytics: 37%
- Finance: 18%
- Marketing: 18%
- Operations: 15%
- Others: 21%
The summer placements for the IME, MBA Batch of 2016-18, brought in opportunities for the students to work in a wide variety of sectors. This year saw enthusiastic participation from 20 companies and a significant increase in average stipend over the previous year.

With strong academic background and majority having prior work experience, the batch of 2016-18 continues to uphold the high standards of talent that the MBA program of IIT Kanpur always nurtures.

**Summer Placement Statistics for Batch of 2016 - 18**

- Number of Companies Participated: 20
- Total Number of Students: 39
- Highest Stipend: 1,31,000
- Average Stipend: 47,538
- Top 30% Average: 85,179
- Median Stipend: 40,000
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