



JAMIA MILLIA ISLAMIA

## PLACEMENT BROCHURE 2015

**“ *Beyond the Horizon* ”**

**MBA - FULL TIME PROGRAMME  
CENTRE FOR MANAGEMENT STUDIES  
JAMIA MILLIA ISLAMIA, NEW DELHI**

## **Our Vision:**

CMS shall be a socially responsive, distinguished institution of value-based management education and research, ranking among top ten management institutions in the country.

## **Our Mission:**

CMS aims to develop professional managers, corporate, entrepreneurs and innovative research with wide societal representation and conscious concerns for social, environmental and sustainability issues.

## **TODAY**

CMS continues to be a heaven for bright minds in the 21<sup>st</sup> century.

**2003**

Establishment of Centre for Management Studies.

**1962**

University Grant Commission declared Jamia as a deemed university.

**1935**

Foundation stone was laid at Okhla.

**1939**

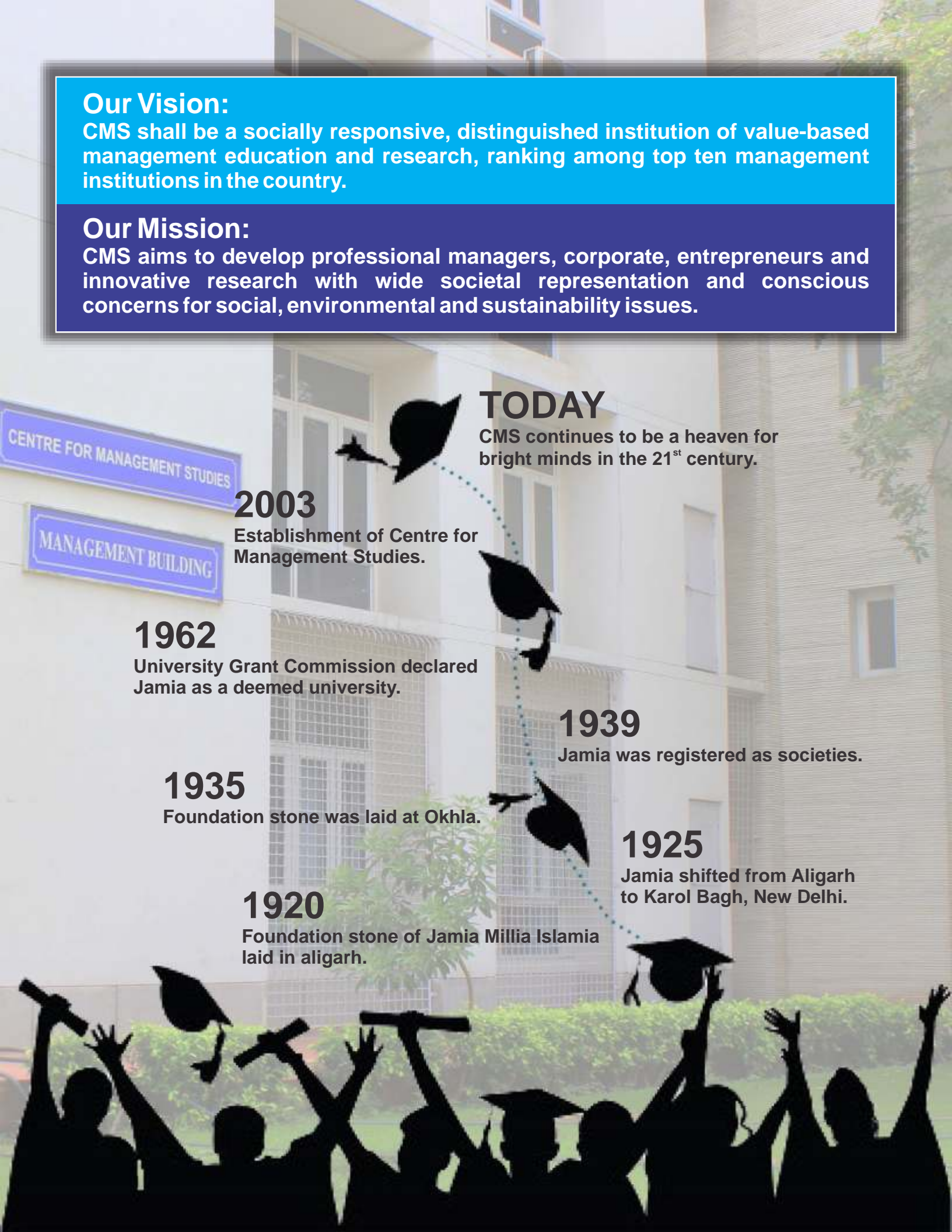
Jamia was registered as societies.

**1920**

Foundation stone of Jamia Millia Islamia laid in aligarh.

**1925**

Jamia shifted from Aligarh to Karol Bagh, New Delhi.



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# MESSAGE FROM THE VICE CHANCELLOR



Jamia Millia Islamia became a Central University in 1988, since then it has grown by leaps and bounds. Today, the university has more than 20,000 students on its roll and approximately 800 faculty members. The University has 9 faculties with 36 Departments and 27 Centres of Excellence and Research. The University offers more than 225 courses.

Master of Business Administration (MBA), a post graduate business degree is one of the most sought after programmes of the University with the seats to applicant ratio increasing every year. The programme caters to the dynamic needs of the global business scenario. It seeks to provide the best possible opportunities for the prerequisite knowledge, pertinent skills and the right attitude. The programme is benefitted from the interdisciplinary knowledge resources from many well-known Faculties, Departments and Centres of university.

The programme is guided by a Board of Management, comprising of eminent experts from management education and corporate world.

The current batch of MBA students have gone through the rigorous academic inputs and at the same time they have undergone summer internship at reputed firms. These students are now a value-added product ready to enter the corporate arena and make a difference to the institutions they join.

As the head of the institution, I request you to kindly arrange a visit of your company executive to have a first-hand interaction with our students and give them an opportunity to work in your renowned organisations. I am sure that they would prove to be an asset for your organisation.

I thank you for all your support and look forward to establishing a long term relation with us.

**Prof. Talat Ahmad**  
Vice-Chancellor

# FROM THE DIRECTOR'S DESK



Centre for Management Studies (CMS), Jamia Millia Islamia has completed over a decade of its existence. It was in the year 2003 that the university decided to launch its flagship MBA (FT) programme. The journey thus far has evolved to impart value based management education to our students.

The programme based on UGC curriculum is designed to equip our students with modern management concepts, practices and skills to meet the ever changing challenges of contemporary businesses. The curriculum at CMS has been dynamically aligned and continuously updated to the needs and aspirations of the industry to ensure that students not only imbibe academic concepts but develop the analytical and decision-making skills to be the leaders in the dynamic world of business.

A unique feature of MBA (FT) programme is emphasis on personal and value based development. This will enable our students to be innovative, creative and competent leaders in future.

The Centre admits a batch size of 60 students selected from a large number of students through a rigorous process comprising of its entrance examination followed by group discussion and personal interview. The passing out batch in the current academic session comprises of students who are talented and highly motivated. Their diverse backgrounds will provide you with varied options as you seek bright young men and women to join your organization. This diversity has resulted in experiential learning and appreciation of varied cultures and tastes. At CMS, we have developed an environment that ensures rigor, encourages teamwork and expects excellence.

I welcome you to Centre for Management Studies. We feel privileged to invite you to participate in the placement process this year and confident that your organization will benefit immensely from your choice of graduates from our centre. We assure you that your expectations will not only be met, but will far exceed what you had set out for.

We look forward to building long-term sustainable and mutually beneficial relationship with your esteemed organization.

**Prof. U. M. Amin**  
Director

# PLACEMENT CELL

## UNIVERSITY PLACEMENT CELL



Dr. Rehan Khan Suri  
Placement Officer

The technological revolution and the forces of globalization have changed functionality of organizations in the recent years. We at Jamia Millia Islamia endeavor to enable our students to move forward confidently; to embrace change rather than follow; to innovate rather than remain stagnant and to initiate rather than respond and thereby to become competent managers and dynamic entrepreneurs in a rapidly changing economic and industrial environment.

We solicit your cooperation in our attempt to create a knowledge society that fortifies the intellectual, physical, mental and spiritual dimensions of individuals for holistic development.

You are cordially invited to our campus to interact with our new age professional managers and assess their skills to assist helping your organization grow perpetually.

## CORPORATE PLACEMENT CELL



Dr. Rahela Farooqi  
Placement Advisor

The present business scenario is going through turbulent times. What the industry needs today is managers who are capable as well as adaptable, competent as well as diligent and creative as well as stable. At CMS, our students are well grounded and ready to take the challenges, head on. Their unique cultural orientations and diverse regional affiliations make them develop distinctive managerial solutions with a thrust on ethics and values which is much needed in the present times.

I would take this opportunity to thank the industry who have given their constant support to us and would like to invite you for campus for summer and final placement.



# FACULTY



**Prof. Abad Ahmad**  
Hony. Chair Professor

Ph.D, MBA (University of Western Ontario, Canada), ITP (Harvard)  
Pro-Vice-Chancellor & Former Dean, FMS University of Delhi  
Executive Director of the Management Development Institute, Gurgaon  
Visiting Professor at the Indiana University USA, University of California, Los Angeles



**Prof. U. M. Amin**  
Hony. Director & Professor

B.E. (Hons.) Chemical Engineering from B.I.T.S. Pilani.  
M.Tech Chemical Engineering from I.I.T., New Delhi.  
MBA (Marketing) from FMS, University of Delhi.  
Area: Strategic Management, Marketing Management, Consumer Behavior



**Prof. Furqan Qamar**

**Professor** (On deputation as Secretary General, Association of Indian Universities - AIU)  
Former VC, Central University of Himachal Pradesh  
Ph.D. in Financial Control from the University of Lucknow  
AMP from the Clare College, Cambridge on Commonwealth Fellowship  
Area: Finance, Research Methodology



**Dr. Amirul Hasan Ansari**  
Associate Professor

Ph.D, M. Phill, M.A., MSW & P.G. Diploma in Training & Development  
Area: Organizational behavior, Human Resource Management



**Dr. P. K. Gupta**  
Associate Professor

M.Com, Ph.D (Finance) FICWA, FCS, CFA, F-III  
Area: Finance and Risk Management



**Dr. Kavita Chauhan**  
Associate Professor

Ph.D (E-Commerce) from Guru Jambheshwar University, Hisar  
MBA (E-Commerce) from Guru Gobind Singh Indraprastha University  
Area: Marketing, CRM, Advertising, E-Commerce.



**Dr. Rahela Farooqi**  
Associate Professor

Ph.D, MBA from Faculty of Management Studies and Research, AMU Aligarh  
Area: Marketing, Services Marketing, Retail Management.

# FACULTY



**Dr. Saif Siddiqui**  
Assistant Professor  
Ph.D, M.Com, PGDFM  
Area: Finance, Entrepreneurship



**Dr. Saiyed Wajid Ali**  
Assistant Professor  
Ph.D. MBA  
Area: Product and Brand Management, Management Science, Quantitative Methods



**Ms. Rachna Gedam**  
Assistant Professor  
B.Sc, MBA (Human Resource) from Nagpur University  
Diploma ISTD, Delhi  
Area: Human Resource Management and Organization Behavior



**Dr. Taufeeque Ahmad Siddiqui**  
Assistant Professor  
Ph.D, M.Com, MBA from A.M.U Aligarh  
Area: Finance and Accounts



**Ms. Sunayana**  
Assistant Professor  
B.sc (Bio), MBA (HR) from FMS, MDSU, Ajmer  
Pursuing Ph.D.  
Area: Human Resource Management and Strategic Management



**Dr. S. Veeramani**  
Assistant Professor  
Ph.D (JNU), B. Sc. (Industrial Chemistry), IMM (IB) - International Management, MA (Pol. Sc.)  
M. Phil- international Organization, JNU  
Area: International Business, Export Import Management, Globalization, Business Environment and Political Economy



**Dr. Yasmeen Rizvi**  
Assistant Professor  
Ph. D (Strategic HRM), MBA (HRM & Marketing) from Faculty of Management Studies, AMU  
M. Sc. (Bio Chemistry) from Faculty of Life Sciences, AMU  
Area: HRM, Strategy and Communication



# VISITING FACULTY AND BOARD



**Prof. M. S. Lakshmi**

Former Professor, IIFT

Ph. D (Economics) from Jamia, BA & M.A. (Economics) from DU

Over 46 years of experience in conducting research and training



**Mr. Deepak Goel**

Retired AGM, NTPC Ltd

BE (Mech), MBA from FMS

Member of AIMA for over 25 years, Accredited Management Teacher of AIMA since 1996

Area: General Management, Strategic Management, Production & Operation Management, Marketing Management and Business Law



**Dr. Abdul Manazir**

Adj. Professor (IBS Gurgaon)

B. Sc (H) and M. Sc (Physics) from Jamia Millia Islamia

M. Sc. (Computer Science) from Jamia Hamdard, B Tech (IT) from SHIATS, Allahabad.

Over 10 Years teaching experience in teaching B. Tech, M. Sc., MBA and MIB students.

## BOARD OF MANAGEMENT

### External Experts:

1. **Prof Abad Ahmad** – Pro-Vice Chancellor and former Dean, Faculty of Management Studies, University of Delhi.
2. **Mr. Peter Toghrille Hassan** – Advisor, Federation of Indian industries and Commerce, New Delhi.
3. **Prof. S. Neelamegham** – Former Dean, Faculty of Management Studies, University of Delhi.

### Internal Members:

1. **Prof. M. Shakeel** - Dean, F/o Engg. & Technology, JMI.
2. **Prof. Sharfuddin Ahmad** - Dean, F/o Natural Science, JMI.
3. **Prof. M. Shafiq** - Dean, F/o Social Sciences, JMI.

# CENTRE FOR MANAGEMENT STUDIES

A panoramic view of the business environment in the country highlights many prospects. The coming age of management education has been indispensable. Steady growth in the numbers of qualified and well trained management professionals is a requisite. Jamia Millia Islamia, an institution of sustained legacy could not stay back. The university in order to respond to the ever- increasing demand for Full-Time quality MBA programme established an autonomous Centre for Management Studies approved by the Executive Council of the University. The University has constituted an Advisory Committee under the chairmanship of the Vice-Chancellor with prominent academicians and professionals in management and business education as members to oversee and guide the programme of the Centre. The Centre for Management Studies presently offers three courses of study viz. MBA (Full Time), Ph.D & Masters of International Business. Each degree course being offered at CMS has been carefully designed to achieve set targets- that include educating the students regarding market updates along with the trends that have for long been followed.



## Ph. D

The centre has started Ph.D programme in management from the academic session 2006-07. The centre endeavors to produce quality research in analytical and applied areas of strategic and various functional areas of management. Also, the centre aims to work in various areas that hold significant importance to the country including infrastructural Development, Information Technology, Poverty Alleviation, Social and Cultural issues with active support and coordination of the government and non-profit organizations.

## MBA (Working Managers Program)

The WMP is a uniquely designed programme for working executives, entrepreneurs and professionals, who desire to enhance their managerial knowledge and skills through formal management education, while continuing to work full time in their ongoing professions / businesses. It aims at developing strong conceptual fundamentals and skills required to manage businesses of the future. The WMP aims to inculcate leadership and teamwork amongst participants, and foster the development of change agents to take leadership roles in the global arena.

# CENTRE FOR MANAGEMENT STUDIES



**The MBA (Full-Time) Programme**, started in the academic session 2003-04, is aimed at preparing management professionals for the global business needs. The course contents, duration and methodology of the programme are largely based on latest UGC Model Curriculum for MBA. Besides, the programme is designed to be unique in the sense that it seeks to emphasize global business perspectives.

This excellence emanates from the underneath privileges.

- Focus on Global Business Management
- Eminent in house faculty supplemented by visiting faculty from industry/business/foreign university.
- Strong university industry interface to facilitate industry interaction and hands on training for students.
- Extensive Information Technology application.
- Curriculum is continuously updated to meet the changing requirements of the industry along with new economic realities.
- Up-to-date curriculum to meet the changing requirements of the industry along with new economic realities.
- Participatory learning approach making use of out of the box techniques.
- Students are groomed in an interactive learning environment.

CMS does not confine itself to a management degree but avenues into the domain of comprehensive education. The infrastructural facilities together with well qualified faculty, excellent teaching methodology and target oriented teaching sessions provide an ambience for students to be able to reach the pinnacle of excellence and success. At CMS students are entrusted with resources and responsibilities' early on sculpturing their future as well as ours. A CMS manager is equipped to lead, no matter where he goes. CMS aims to create cognizant, competent and confident business leaders.

The two-year programme aims to provide knowledge and skills, which develop confidence in the students to work on problems in varied organizational frameworks. The modular design of the curriculum stimulates conceptual and perpetual skills. The content is such that after a strong foundation has been built in basic disciplines, advanced work in particular areas are a natural extension. Following training in core subjects, students choose electives, which along with project work and other assignments complete the degree requirements. Besides, centre also organizes Faculty Development Programs (refresher courses), and Management Development Programs (MDPs) to facilitate the spread of views on education and industry among the larger groups.



# MBA (Full Time) - Programme Curriculum

The MBA programme is spread over four semesters. The first two semesters provide an insight into the fundamentals of various disciplines of management and has a generalist approach. This is followed by an eight week summer training programme to provide proactive interaction with industry and also to provide a first-hand experience of the corporate world. The third and the fourth semester focus on chosen specialized areas. The curriculum offers a wide choice to the students with specialization ranging from Finance, Marketing, Human Resource, Operations, International Business and International Marketing.

## First Year : First Semester

Course	Credits
Management Concepts and Organizational Behaviour	4
Quantitative Methods	4
Managerial Economics	4
Human Resource Management	4
Business Communication	4
Financial Accounting	4
Marketing Management	4
IT Applications in Management	4
Total	32

The programme envisages providing state-of-the-art infrastructure in terms of the campus, well- equipped library and competing IT integration. The MBA programme has full time faculty, which is highly qualified, competent and committed to fulfil the vision of making the MBA programme of Jamia Millia Islamia - a class apart, rendering quality education and transforming the candidates from mere students to value-added professionals.

## First Year : Second Semester

Course	Credits
Organization Structure, Dynamics and Change	4
Management Science	4
Economic Environment of Business	4
Financial Management	4
Marketing Research	4
Operations Management	4
Information System for Management	4
Accounting for Managerial Decision Making	4
Total	32

The programme also seeks to lay special emphasis on improving the language proficiency and communication skills of students. It emphasizes on the teaching methodology and pedagogy by incorporating more of case discussions, presentations and role playing which make classrooms more interactive and learning oriented.

# MBA (Full Time) - Programme Curriculum

## Second Year Course Structure and Electives

Second Year : Third Semester		Second Year : Fourth Semester	
Course	Credits	Course	Credits
Business Policy and Strategic Management	4	Business Ethics and Corporate Governance	4
Methodology of Business Research	4	Legal Environment of Business	4
Internal Business Environment	4	Project Study	4
Summer Training Project	4	Elective I – IV	16
Elective I - V	20		
Total	36	Total	28

### Finance

- Quantitative Analysis for Financial Decisions
- Security and Portfolio Management
- Financial Modelling
- International Financial Management
- Private Equity and Venture Capital
- Corporate Taxation
- Financial Engineering
- Project Planning, Analysis and Management
- Financial Markets and institutions
- Infrastructure Financing
- Enterprise Risk Management
- Insurance and Risk Management
- Merger, Acquisition and Corporate Restructuring
- Fixed Income Markets
- IT Applications in Finance

### Marketing

- Advanced Consumer Behaviour
- Advertising Management
- International Management
- Sales and distribution Management
- Subject Detail
- Industrial and Business Marketing
- Marketing of Services
- Product and Brand Management
- Planning and Managing Retail Business
- Internet Marketing and E-Commerce
- Customer Relationship Management
- Rural and Social Marketing
- Supply Chain Management

### International Business

- International Financial Management
- International Financial Market
- Foreign Exchange Management
- International Marketing
- Export-Import Procedures, Documentations and Logistics
- International Trade Blocks and Agreements
- International Economic Organisations
- Foreign Trade Policy
- Global Human Resource Management
- International Business Laws and Taxation
- Global Competitive and Strategic Alliance

### Human Resource

- Industrial Relations and labour law
- Compensation Management
- Human Resource Management
- Leadership, Interpersonal and Group Dynamics
- Organisational Development
- Counselling Skills for Managers
- Strategic Human Resource Management
- Cross Cultural and Global Human Resource Management
- Performance Management Systems
- Human Resource Information Systems
- Mentoring and Coaching
- Learning Organization and Knowledge Management

### Operations

- Procurement and Inventory Management
- Quality Management
- Production Planning and Control
- Logistics and Supply Chain Management
- Service Operations Management
- World Class Manufacturing

### Entrepreneurship Management

- Entrepreneurship Management
- Entrepreneurship, Theory and Practice
- Creativity and Innovation for Entrepreneurial Excellence
- Project Identification, Formulation, Appraisal and Implementation
- Information Technology for Entrepreneurship
- E-Commerce
- Entrepreneurial Finance
- Management of Family Business

### Information Technology Management

- Business Process Re-engineering
- System Analysis and Design
- Strategic Management of Information Technology
- Database Management System
- Enterprise Resource Planning
- Internet Programming for e-commerce
- Software Project Management
- Artificial Intelligence and Neural Networks

# MBA (Full Time) - Programme Curriculum

## PEDAGOGY

A variety of teaching / learning techniques including lectures, case analysis, simulation management games and exercises are employed to impart knowledge and skills to the students. Syndicates and Small Group Discussions and practical project work are frequently used to develop analytical and decision making abilities needed to face the challenges of the complex business and organizational environment. At CMS, both students and faculty work together to facilitate and accomplish its major objective, which is to help the students experience the realistic approaches to decision-making.



### The approach includes the following steps:

**Classroom Training:** The state-of-the-art theoretical inputs are provided by the faculty of the institute.

**Self-Study:** To get the feel of changing business environment, the future managers are required to visit industries and call out information from newspapers, magazines, journals and reference books.

**Case Method:** To expose the budding managers to (i) Real life situations (ii) Develop analytical abilities and (ii) Improve communication skills, the case method is extensively used in the pedagogy.

**Research Project:** The curriculum requires the student to undertake comprehensive projects. These projects required the students to deal with specific topics by intensive discussion with industry personnel supplemented by library work so as to collect and analyse primary data. On completion the faculty and external examiner evaluate the projects.

**Summer Training:** Though classroom learning is given emphasis, students are required to take up a number of practical projects in different courses of the programme in which information gathered from the business / industry are analysed and presented in the form of reports. While exposing the students to the theories and concepts of modern management, no efforts are spared to develop practical orientation in them. After completing the first two semesters of instruction during the first year, all students are required to undergo practical training in an organization for a period of eight to ten weeks during the summer months. Each student is selected by a reputed company and given a practical assignment. The student works under the guidance of a senior manager in the organization and submits a report to the organization. The performance of the student is also evaluated by the organization and communicated to the University in confidence.

**Evaluation:** Students' performance is assessed through a continuous system of tests, quizzes, class participation, midterm evaluation and semester-end examination to ensure highest academic standards as well as practical orientation.



# SUBJECT ASSOCIATION

CMS has a very active subject association, which helps the students take initiative and provide leadership in organization of events, exhibitions and management games. It coordinates and provides administrative support to various student activities and events taking place at CMS besides taking decisions regarding student affairs in consultation with the Director. The diverse range of activities that the students undertake outside their classrooms complements the inputs through the curriculum. Students are encouraged to voluntarily associate themselves and participate in both co-curricular and extracurricular activities.

## Viva Rue

**Towards a bright future:** The purpose of Viva Rue- the training and placement club is to ensure good final and summer placements for the students of CMS. It makes representations to the Human Resource departments of various organizations, and arranges pre placement talks, interviews, group discussions or any other selection activities of companies for CMS.

## Synapse

**The HR confidence:** The HR club focuses on keeping the students up to date with the happening in the field of HR. The activities including seminars, conferences, debates, etc. are regularly organized to enhance the relevant skills required to make a successful HR professional in the corporate world.

## Finopsis

**The crux of finance:** The finance club aims at educating students about all aspects of modern day finance and financial institutions which helps the students to develop practical knowledge.

## Markodyysey

**Marketing with zest:** The objective of the marketing club is to bring an understanding in the students of the ever evolving field of marketing. From time to time the club organizes various stimulation exercises, guest lectures and tries to provide information to the students, so that their professional development is enriched.

## Elysium

**Your energy, our enthusiasm (cultural):** The cultural club not only focuses on management as a subject but also integrates the various fields. It endeavours to build team work and coordination through various events like educational tours, cultural functions and management festivals.

## Dhun

**The objective of this club is to tap nascent talent and fine tune existing potential among students.** Dramatics in our college is a perfect platform for budding artists to hone their skills and also learn the teamwork and develop confidence.

## Symposium

**Aspiring to improve our overall communication skills,** we established Symposium. Under this club, we not only aim to organise debates but also invite eminent speakers, debaters and government officials to help us gain confidence in mass speaking and also tries to practice discussion on critical issues. We wish to strengthen this entire concept of debate society as our centre, such that it deeply embeds its roots synergically in long run.



# INFRASTRUCTURE @ CENTRE FOR MANAGEMENT STUDIES



## CENTRAL LIBRARY

The students of MBA have full-fledged access to one of the best managed library stocking a rich collection of over 3.28 Lacs books and bound volumes of periodicals, about 2500 manuscripts, 200 microfilms, and subscriptions to 440 journals in all major disciplines, the Central Library caters to the academic needs of the University students, staff & research scholars. The collection consists of books, periodicals, pamphlets, manuscripts, photographs & Electronic Resources.

The library has fully computerized its most actively used collection, which is now available to users through OPAC (Online Public Access Catalogue) with network access across the campus-wide LAN.

## CMS LIBRARY

The CMS Library fosters intellectual growth and advances the mission of CMS by supporting excellence and innovation in education and research, managing and delivering information, and partnering to develop and disseminate new areas of management studies. The library is equipped with a diverse collection of books and business journals to keep the students updated and well informed.



## COMPUTING FACILITIES

Students have access to state-of-the-art computing facilities supported by an array of peripherals such as high speed internet connectivity, laser printers, copiers and scanners. The computers are equipped with various management information system softwares for better clarity and comprehensive training of management concepts among students.

## SEMINAR HALL

The institute has a well-equipped, fully air-conditioned seminar hall with complete audio-visual facilities for conferences, guest lectures, meetings and corporate interaction. It has been the venue of numerous industrial interactions, brainstorming sessions and memorable learning experiences.



## ANSARI AUDITORIUM

The Ansari Auditorium is Jamia's one-stop destination for all cultural activities. With a seating capacity of more than 500, the Ansari Auditorium has played host to a myriad of lectures by eminent speakers, annual fests, theatrical performances and film festivals.



## CAFETERIA'S AND FACILITIES

With a number of cafeterias on the campus, students have multiple options to choose from. The cafeterias provide hygienic food at very reasonable rates. Needless to say, they are popular hangouts for the students and serve as a platform for interaction among students from different disciplines.

## SPORTS AND HEALTH FACILITIES

Jamia Millia Islamia is known for promoting sports and games among the student youth. Jamia offers sports facilities in games such as Badminton, Cricket, Football, Hockey, Basket-ball, Table tennis, Boxing, Handball, Athletics and Shooting etc. Jamia offers special concessions and relaxation in admissions to outstanding sports persons.

The Jamia Sports Complex is the centre for all sports activities. World class sports facilities and equipment are provided to the students here. The university boasts of the Bhopal Cricket Ground that has been the centre stage for events like the Women's Cricket World Cup and has produced stalwarts like Bishen Singh Bedi and Virender Sehwag.



## HOSTEL FACILITIES

The university has 7 hostels for boys and 4 hostels for girls. The hostel rooms are fully furnished. The hostels provide facilities such as 24 hour internet facility, Library-cum-Reading Room, Common Room, Recreation Room, playground, RO Purifiers, Dining Hall, 24 hour Power Backup, Telephone facilities, etc.

Students from diverse cultures and ethnic backgrounds live together thus creating a strong base of values and integrity among the students.



# INTERNATIONAL RELATIONS

The Centre has MOU with University of Applied Sciences, Erfurt, Germany. In 2004, German students visited our campus and since 2005, our students attended the Summer School organized by the Management Department of the University of Applied Sciences, Erfurt, Germany. This year also our students have participated in two-week summer school in Germany.





# SEMINARS AND WORKSHOPS

The Centre organizes seminars, conferences, workshops, panel discussions on a regular basis on various topics of management and socio-economic issues.

## Upcoming Events:

- Alumni meet in Nov 2014.
- AALEN Annual Fest in Jan 2015
- Conference on “An alternate Globalisation from the South: Dynamics of International Business and Finance in Emerging Economies” in September 2014
- Research Methodology workshop in February 2015

## A select list of some prominent ones includes:

- National Conference on Management Challenges in the New Era Strategies for success
- Emerging Paradigms in Marketing.
- Marketing of Services-Strategies for success.
- National Seminar on Future of Financial Markets.
- Knowledge management: Issues and Challenges Ahead.
- Supply Chain Management Workshop.
- Seminar on Globalization and the State Revised.
- Globalization and the limits of Redistributivism.
- Global Convergence of Financial Reporting.
- Workshop in Entrepreneurship by National Entrepreneurship Network (NEN).
- Open dialogue - “Corporate Meet”.
- Knowledge Management: Issue and challenge ahead.
- Seminar on Union Budget jointly with PHD Chamber of Commerce & Industry.
- Workshop on Consumer awareness jointly with Consumer’s Forum

## ATTENDEES



**Prof. T. V. Rao, Adjunct Professor, IIM A**  
along with (Right to Left) Prof S. M. Sajid, Prof Abad Ahmad, Prof U. M. Amin



**Mr. Sohail Razzak, Marketing Head of Indifoods**  
along with (Left to Right) Mr. S. Veeramani, Dr. Rahela Farooqi and Mr. Abdul Manazir

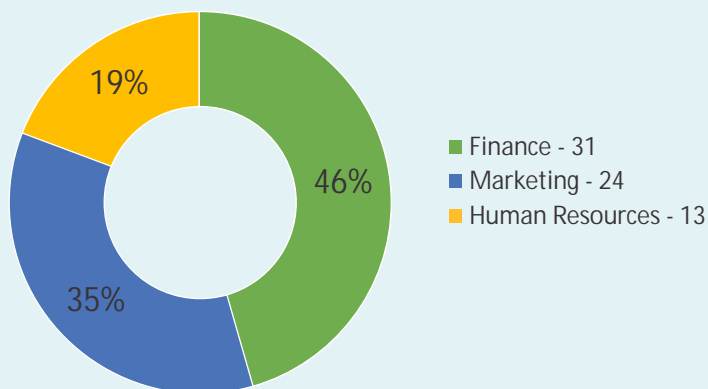
## Corporate Interaction:

- Mr. A. D. Burman – GM (HR), Maruti Udyog Ltd
- Mr. Sunil Sayal – Regional CFO, Nokia Siemens
- Mr Arjun – VP (HR), KPMG
- Mr. Naveed Ashraf – VF Corporation (Lee Appeals)

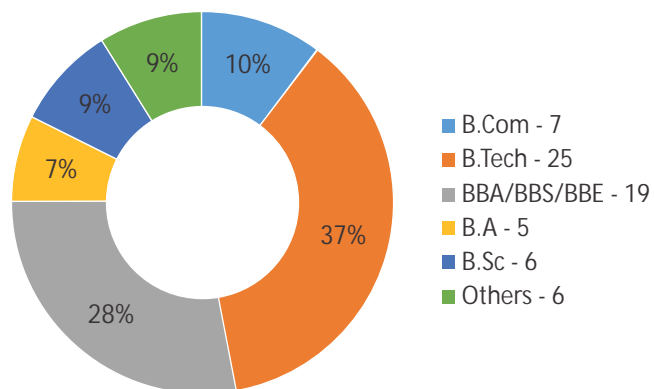
# STUDENTS' PROFILE



## Majors Specialisation Area

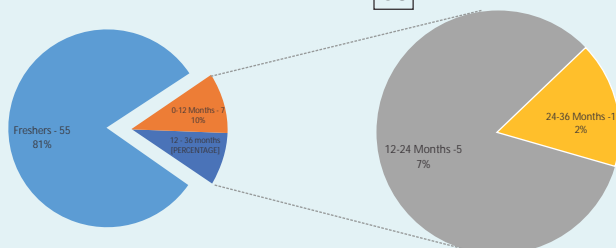


## Background Profile



## Work Experience Profile

Freshers	55
0-12 Months	7
12-24 Months	5
24-36 Months	1
<b>Total</b>	<b>68</b>



## Major Minor Breakup

Minor	Major		
	Finance	Marketing	Human Resource
Marketing	16		10
Human Resources		3	
Operations	6	12	3
International Business	9	9	

# BATCH 2013-15

## FINANCE

### Adil Fahim Siddiqi



**Qualification:** BBA  
**Minor:** IB  
**Summer Training:** Dion Global Solutions  
**Project Title:** Depository receipts in Indian context

### Ameena



**Qualification:** B. Tech (EE)  
**Minor:** Operations  
**Summer Training:** MSSSL, Noida  
**Project Title:** Ratio analysis

### Anam Rizvi



**Qualification:** B.A.  
**Minor:** IB  
**Summer Training:** SBI Mutual Funds  
**Project Title:** Consumer perception of mutual funds and comparative analysis of equity based mutual funds of SBI

### Ankit Maini



**Qualification:** B. Tech (Mech)  
**Minor:** Marketing  
**Summer Training:** Deloitte Touche Tohmatsu India Pvt Ltd  
**Project Title:** Study on sources of funding.

### Anwar Choudhary



**Qualification:** B. Com (H)  
**Minor:** Operations  
**Summer Training:** IDBI Bank  
**Project Title:** Investment in IDBI Bank with special reference to mutual funds

### Ariz Azad



**Qualification:** B. Com (H)  
**Minor:** IB  
**Summer Training:** HDFC Standard Life Insurance Co Ltd  
**Project Title:** Customer expectation from insurance policy at HDFC life insurance

### Binisha Nepal



**Qualification:** B. Com (H)  
**Minor:** Marketing  
**Summer Training:** South Asian Watch on Trade, Economics and Environment (SAWTEE)  
**Project Title:** Financial Mechanism of an NGO (A comparative analysis)

### Fahad Nafees



**Qualification:** B. Sc (Physics)  
**Minor:** Marketing  
**Summer Training:** TATAAIALife  
**Project Title:** Comparative analysis on ULIPS in the Indian Insurance market

### PAST RECRUITERS





# BATCH 2013-15

## FINANCE

**Faizan Sajid**



**Qualification:** B. A.  
**Minor:** Marketing  
**Summer Training:** SBI Mutual Funds  
**Project Title:** Study on sectoral funds of SBI mutual funds

**Hilal Ahmed Wani**



**Qualification:** BBA  
**Minor:** IB  
**Summer Training:** J&K Bank  
**Project Title:** Housing loan scheme of J&K bank and its comparison with other major banks  
**Work Ex:** 2 Years (Hotel Broadway, Srinagar)

**Iram Hasan**



**Qualification:** B. Tech Biotechnology  
**Minor:** Operations  
**Summer Training:** ONGC  
**Project Title:** Financial functions of Onshore Engineering Services group at ONGC

**Kashif Iqbal Siddiqui**



**Qualification:** B. E. (E&C)  
**Minor:** Operations  
**Summer Training:** Cargill India  
**Project Title:** Wheat milling process - Efficiency & dispatch.

**Lubna Tabassum**



**Qualification:** Economics (H)  
**Minor:** Marketing  
**Summer Training:** East Coast Railways  
**Project Title:** Analysis of railway budget

**Md Aftab Alam**



**Qualification:** BBA  
**Minor:** Marketing  
**Summer Training:** TDI Infracorp Ltd.  
**Project Title:** Working capital analysis of TDI infracorp Ltd.

**Mohammad Nabi**



**Qualification:** BBS (H)  
**Minor:** Marketing  
**Summer Training:** Intage India  
**Project Title:** International trade finance

**Mohammad Suhail**



**Qualification:** B. Tech (ECE)  
**Minor:** IB  
**Summer Training:** Reliance mutual Fund  
**Project Title:** Study of retail investors behaviour towards mutual fund  
**Work Exp:** 6 Months (MPHASIS - an HP company)

### PAST RECRUITERS



# BATCH 2013-15

## FINANCE

**Mosina**



**Qualification:** BBA  
**Minor:** IB  
**Summer Training:** Lal Bahadur Shastri National Academy Administration  
**Project Title:** Budgeting and expenditure of LBSNAA

**Nisha Munshi**



**Qualification:** B. Com  
**Minor:** Marketing  
**Summer Training:** JK Tyre and Industries Ltd  
**Project Title:** Working capital exposure

**Nitish Shrivastava**



**Qualification:** B. Sc (Computers)  
**Minor:** IB  
**Summer Training:** State Bank of India  
**Project Title:** Corporate Valuation

**Parul Yadav**



**Qualification:** B. A. English (H)  
**Minor:** Marketing  
**Summer Training:** RITES Ltd  
**Project Title:** Project costing and budgeting at RITES Ltd.

**Prerna Sharma**



**Qualification:** BBE  
**Minor:** Marketing  
**Summer Training:** Planning Commission of India  
**Project Title:** Analysis of public finances of Punjab

**Rayees Ahmad Sheikh**



**Qualification:** BBA  
**Minor:** Marketing  
**Summer Training:** J&K Bank  
**Project Title:** Micro-financing by J&K bank

**Saif Khan**



**Qualification:** BBS  
**Minor:** Marketing  
**Summer Training:** Bhaskar Industries Pvt Ltd.  
**Project Title:** Comprehensive training at Bhaskar Industries Pvt Ltd

**Saloni Nanda**



**Qualification:** BBA  
**Minor:** Operations  
**Summer Training:** Bajaj Energy Pvt Ltd  
**Project Title:** Budgetary Controls in BEPL  
**Work Ex:** 4 Months (Max Healthcare India Ltd)

### PAST RECRUITERS



# BATCH 2013-15

## FINANCE

**Samia Kidwai**



**Qualification:** B. Com  
**Minor:** Marketing  
**Summer Training:** Relaince Communications  
**Project Title:** Importance and control over banking in the telecom sector

**Sanober Gulnaz Afsar**



**Qualification:** BBA  
**Minor:** Operations  
**Summer Training:** Remorphing  
**Project Title:** Study of small, medium and large cap shares

**Shabab Alam**



**Qualification:** BBS  
**Minor:** IB  
**Summer Training:** IDBI  
**Project Title:** Impact of FDI in insurance sector

**Surbhi Patwal**



**Qualification:** BBE  
**Minor:** Marketing  
**Summer Training:** MMTC Ltd  
**Project Title:** Foreign exchange exposure and hedging practices at MMTC Ltd

**Syed Sadi Hasan**



**Qualification:** B. Com  
**Minor:** Marketing  
**Summer Training:** VLCC Institute  
**Project Title:** Cost optimisation and analysis of digital marketing tools for enhanced lead generation

**Urvashi Dutta**



**Qualification:**  
**Minor:** IB  
**Summer Training:** FCI  
**Project Title:** Working capital management of FCI  
**Work Ex:** 1.5 Years (Google India)

**Yugaant Sawhney**



**Qualification:** B. Tech  
**Minor:** Marketing  
**Summer Training:** Ernst & Young  
**Project Title:** Tax & regulatory aspect of FDI in construction development sector  
**Work Ex:** 2 Years (Pan Communications Pvt Ltd)

### PAST RECRUITERS



Confederation of Indian Industry





# BATCH 2013-15 MARKETING

**Abid Shaikh**



**Qualification:** B. Tech (Mech)  
**Minor:** Operations  
**Summer Training:** Bayer BioScience Pvt Ltd  
**Project Title:** To evaluate current cotton hybrids seed market trends

**Akhil Gupta**



**Qualification:** B. Tech (ECE)  
**Minor:** Operations  
**Summer Training:** Coca Cola India  
**Project Title:** Feasibility analysis of georgia in high end companies in noida

**Aman Deep**



**Qualification:** BBS (H)  
**Minor:** IB  
**Summer Training:** Omaxe Ltd.  
**Project Title:** Promotion techniques & selling process in real estate sector

**Azin Bahadorian**



**Qualification:** B.Tech (IT)  
**Minor:** Operations  
**Summer Training:** Hyundai  
**Project Title:** Survey of local garages to recognize the need of new distributors in Delhi-NCR for Hyundai MOBIS spare parts

**Faisal Mushir Alam**



**Qualification:** B. Tech (CSE)  
**Minor:** IB  
**Summer Training:** Hyundai MOBIS  
**Project Title:** Marketing Research (Business potential mapping of auto spare parts & accessories)

**Faraaz Siddiqui**



**Qualification:** B. A. (H) Social Work  
**Minor:** IB  
**Summer Training:** TATA Motors Limited  
**Project Title:** To prepare launch strategy for TATA Ace Zip CNG

**Hammad Arif**



**Qualification:** B. Tech (Mech)  
**Minor:** IB  
**Summer Training:** IOCL  
**Project Title:** Market research for IOCL fleet card program  
**Work Ex:** 11 Months (BGR Energy systems Ltd)

**Kashif Ahmad**



**Qualification:** B. Tech (Mech)  
**Minor:** Operations  
**Summer Training:** Safi Airways  
**Project Title:** To understand the traffic for Safi Airways Jeddah route

## PAST RECRUITERS



# BATCH 2013-15

## MARKETING

### Kunwar Mohammad Sohaib Yusuf



**Qualification:** B. Tech (Electronics)  
**Minor:** Operations  
**Summer Training:** Escorts Construction Equipment  
**Project Title:** A study on customer satisfaction about Escorts construction equipment & its competitors

### Mohammad Salman



**Qualification:** B. Tech (Mech)  
**Minor:** Operations  
**Summer Training:** Hyundai MOBIS  
**Project Title:** After market survey on four wheeler local garages servicing Hyundai cars

### Mohammad Zain Khaishagi



**Qualification:** B. Tech (ECE)  
**Minor:** Operations  
**Summer Training:** Emerson Network Power  
**Project Title:** Undertake the Focus Customer Programme and gain insight into the company's image amongst existing long term customers  
**Work Ex:** 3 Years (Own Business)

### Nitika Rawat



**Qualification:** B. Sc (Hospitality and Hotel Management)  
**Minor:** HR  
**Summer Training:** PepsiCo India Holding Pvt. Ltd.  
**Project Title:** Caterer's engagement program & analysis of BTL investments in advertising

### Sarpreet Singh



**Qualification:** BBS  
**Minor:** IB  
**Summer Training:** Elofic Industries  
**Project Title:** 'Lubricants' diversification drive by Elofic

### Shariq Zafar



**Qualification:** B. Sc (Bio-Tech)  
**Minor:** IB  
**Summer Training:** Creative Impex Pvt Ltd.  
**Project Title:** A study on TQM implementation and effectiveness

### Sherry Varughese Thomas



**Qualification:** B. Tech  
**Minor:** Operations  
**Summer Training:** Coca Cola India  
**Project Title:** Feasibility analysis of georgia in high end companies in Noida  
**Work Ex:** 2 Years (Bhusan Steel Ltd)

### Shruti Auplish

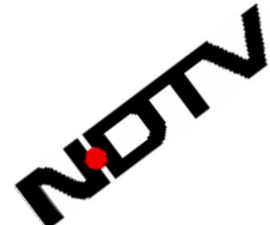


**Qualification:** Economics (H)  
**Minor:** HR  
**Summer Training:** Reserve Bank of India  
**Project Title:** Analyzing problems of 50 select exporters and providing useful insight to solutions

### PAST RECRUITERS



**hindustan times**  
**Business Standard**  
 When you're sure



# BATCH 2013-15 MARKETING

**Sofiur Rahman**



**Qualification:** B. Tech  
**Minor:** Operations  
**Summer Training:** Hyundai MOBIS  
**Project Title:** Brand protection and market potential of Hyundai MOBIS genuine spare parts in the various car segment  
**Work Ex:** 1.5 Years (HCL Technologies)

**Sumit Jain**



**Qualification:** B. Tech  
**Minor:** IB  
**Summer Training:** MMTC Ltd.  
**Project Title:** Projection of demand of imported coal and price adjustment in coal due to variation in quality  
**Work Ex:** 9 Months (Nagarro Software)

**Tanveer Farooq**



**Qualification:** BBA  
**Minor:** IB  
**Summer Training:** J&K Tourism  
**Project Title:** Impact of advertisement on the promotion of tourism in Kashmir

**Taranjeet Singh**



**Qualification:** B. Tech (ECE)  
**Minor:** Operations  
**Summer Training:** Coca Cola India  
**Project Title:** Feasibility analysis of Georgia in high end companies in Noida

**Umbreen Sakeena Naqvi**



**Qualification:** M. Sc. (Statistics)  
**Minor:** HR  
**Summer Training:** JK Tyre & Industries Ltd.  
**Project Title:** Analysis of TCSI score of tyre manufacturers in India and recommendation to JK Tyres and Industries Limited

**Wasim Gul**



**Qualification:** BBA  
**Minor:** IB  
**Summer Training:** J&K Tourism  
**Project Title:** Market potential of lesser known tourist destinations in Kashmir

**Yusha Wequar Mehdi**



**Qualification:** B. Sc (IT)  
**Minor:** Operations  
**Summer Training:** Coca Cola India  
**Project Title:** Feasibility analysis of Georgia in high end companies in Noida

**Zainul Abidin**



**Qualification:** B. Pharma  
**Minor:** Operations  
**Summer Training:** Medtronic  
**Project Title:** Understanding the regulatory ecosystem that surrounds medical devices in India with special reference to insulin pumps and a brief study about diabetes in India.  
**Work Ex:** 1.5 + .5 Year (Era Med Pharmaceutical + Pulsatom Healthcare) 4.5 Year Part Time (Hindustan Unilever)

## PAST RECRUITERS





# BATCH 2013-15

## HUMAN RESOURCE

**Abba Mohammed**



**Qualification:** BCA  
**Minor:** Operations  
**Summer Training:** Noisyox Inc  
**Project Title:** Recruitment and selection policy at Noisyox Inc.

**Ariba Najib**



**Qualification:** BCA & MCA  
**Minor:** Marketing  
**Summer Training:** CB & I India Pvt Ltd  
**Project Title:** Idea management cell

**Fahd Khan**



**Qualification:** B. Tech (ECE)  
**Minor:** Marketing  
**Summer Training:** Marks and Spencer  
**Project Title:** Employee Life Cycle

**Ishani Bhattacharjee**



**Qualification:** B. Tech (Mech)  
**Minor:** Marketing  
**Summer Training:** TATA motors Ltd  
**Project Title:** Microsoft office training designing through coaching impact

**Kashish Rahman**



**Qualification:** B. Sc (Hospitality and Hotel Administration)  
**Minor:** Marketing  
**Summer Training:** JW Marriott  
**Hotel Project Title:** Diagnosing the internal environment at JW Marriott for corporate entrepreneurship  
**Work Ex:** 5 Month (Taj Hotel Resorts and Palaces)

**Maryam Raza**



**Qualification:** B. Tech (CSE)  
**Minor:** Operations  
**Summer Training:** Mahindra Finance  
**Project Title:** HR auditing- NCs against SOPs

**Meghna Kak**



**Qualification:** B. Tech (CSE)  
**Minor:** Marketing  
**Summer Training:** Deloitte Touche Tohmatsu India Pvt Ltd  
**Project Title:** Review on techniques adopted by HR management to improve the effectiveness of training and development

**Minha Javed**



**Qualification:** B. Tech (IT)  
**Minor:** Marketing  
**Summer Training:** SUBROS Ltd  
**Project Title:** Training and development at workforce - efficiency and evaluation

### PAST RECRUITERS



**PEPSICO**



# BATCH 2013-15

## HUMAN RESOURCE

**Nandini Bajaj**



**Qualification:** BBA  
**Minor:** Marketing  
**Summer Training:** Lemon Tree Hotels  
**Project Title:** CSR Initiatives: Hiring of disabled employees at Lemon Tree Hotels  
**Work Ex:** 9 Months (Pricewaterhouse Coopers Pvt Ltd)

**Neha Priyadarshini**



**Qualification:** B. Tech (E&C)  
**Minor:** Marketing  
**Summer Training:** Raymond  
**Project Title:** Human resource recruitment and selection

**Prerna Bhambri**



**Qualification:**  
**Minor:** Marketing  
**Summer Training:** R System International Ltd.  
**Project Title:** Recruitment and selection policies in R System

**Rahila Sultan**



**Qualification:** B. Com  
**Minor:** Marketing  
**Summer Training:** Accenture  
**Project Title:** Demand management & sourcing planning based on market intelligence & doability approach

**Saad Ahmad**



**Qualification:**  
**Minor:** Operations  
**Summer Training:** ONGC Ltd.  
**Project Title:** The impact of social media in recruitment & selection of executives in PSU's with special reference to oil industry

### PAST RECRUITERS



# BATCH 2014 - 2016



**Aastha Khanna**

Qualification : BBA  
Major : Finance  
Minor : IB



**Abdul Wahid Babal**

Qualification : BBA  
Major : Finance  
Minor : IB



**Abhishek Sharma**

Qualification : B.Tech  
Major : Finance  
Minor : IT



**Abul Hasnat**

Qualification : B.A Eng  
Major : Marketing  
Minor : HRM



**Adarsha Adhikari**

Qualification : BBA  
Major : Finance  
Minor : IB



**Aftab Anjum**

Qualification : B.Com(H)  
Major : Finance  
Minor : IB  
Work Exp. : 18 Months  
Religare Securities Ltd.



**Ahmad Miyan**

Qualification : B.Com(H)  
Major : Finance  
Minor : Marketing



**Ali Akhtar**

Qualification : B.Com(H)  
Major : Finance  
Minor : Operations



**Amir Fazal**

Qualification : B.Com(H)  
Major : Finance  
Minor : Marketing



**Amjad Ali**

Qualification : B.Tech (Com)  
Major : Finance  
Minor : IT



**Anam Rehman**

Qualification : B. Com(H)  
Major : Finance  
Minor : Marketing



**Anam Tayyaba**

Qualification : B. Com(H)  
Major : Finance  
Minor : HRM



# BATCH 2014 - 2016



**Ankur Dwivedi**

Qualification : BBS (H)  
Major : Marketing  
Minor : HRM



**Arshin Siddiqui**

Qualification : B. Tech.(EC)  
Major : Finance  
Minor : Operations



**Ashish Singh Aswal**

Qualification : BBA  
Major : Marketing  
Minor : Operations



**Bhaskar Prasad**

Qualification : BBS  
Major : Finance  
Minor : IT



**Chaitanya Sahoo**

Qualification : B. Com  
Major : Marketing  
Minor : IB



**Divya**

Qualification : B. Tech.(CSE)  
Major : HRM  
Minor : Marketing



**Faraz Ali**

Qualification : B. Sc.(H) Maths  
Major : Finance  
Minor : Marketing



**Gaurav Kumar**

Qualification: B. Tech (ECE)  
Major : Marketing  
Minor : Finance  
Work Exp. : 26 Months  
Cristallite Corporation Pvt. Ltd.  
Netconnect Global Pvt Ltd.



**Hamad Bin Aziz**

Qualification : BCA  
Major : Marketing  
Minor : HRM



**Hitu Sharma**

Qualification : BA (H) Economics  
Major : Finance  
Minor : HRM



**Jasmine Kaur**

Qualification : BBE, PGDIM  
Major : Finance  
Minor : IB



**Jassif Manzoor**

Qualification : B.H.M.  
Major : Finance  
Minor : Operations

# BATCH 2014 - 2016



**Kaustubh Kumar**

Qualification : B. Tech (ECE)  
Major : HRM  
Minor : IT  
Work Exp. : 20 Months  
Standard Chartered Scope  
International Pvt Ltd



**Komal Sharma**

Qualification : B. Com (H)  
Major : Finance  
Minor : Marketing



**Laiq Zirack**

Qualification : BBA  
Major : Finance  
Minor : IB



**Md Asadullah**

Qualification : B. Com  
Major : Marketing  
Minor : Operations



**Md Irfranul Haque Ansari**

Qualification : BCA  
Major : Finance  
Minor : IT



**Md Janab Ali**

Qualification : BBA  
Major : Finance  
Minor : IB



**Md Perwez Hashmi**

Qualification : BBA  
Major : HRM  
Minor : IB



**Mohammad Hasan Zaidi**

Qualification : BA(Eng), B.Tech(Mech)  
Major : Marketing  
Minor : IB  
Work Exp. : 78 Months  
Cetana e-solutions  
Vcustomer, Vcare, Harlton & IBM



**Mohammad Wasiq**

Qualification : B. Tech (EEE)  
Major : Finance  
Minor : Marketing



**Mohd Faizan**

Qualification : B. SC (Physics)  
Major : Finance  
Minor : Operations



**Mohd Tarique**

Qualification : B. Tech. (Mech)  
Major : Marketing  
Minor : Operations



**Mohsen Mohammad Raees**

Qualification : BBS(H)  
Major : Marketing  
Minor : IB

# BATCH 2014 - 2016



**Mohsin Ahmed Batla**

Qualification : BBA  
Major : Finance  
Minor : Operations  
Work Exp. : 12 Months  
Fidelity Worldwide Investments



**Naveed Anjum**

Qualification : BBA  
Major : Marketing  
Minor : Operations



**Nazim Raza**

Qualification : B. Tech (MAE)  
Major : Finance  
Minor : Operations  
Work Exp. : 8 Months  
TEGA industries Ltd



**Neenu Jose Kallumkal**

Qualification : B. Tech. (EEE)  
Major : HRM  
Minor : Marketing



**Noor Ahmad Rayini**

Qualification : B. Tech. (Mech)  
Major : Marketing  
Minor : Operations



**Omer Niyaz**

Qualification : B. Sc. (AFM)  
Major : Finance  
Minor : Operations



**Osama Ahmed Khan**

Qualification : B. Com (H)  
Major : Finance  
Minor : Marketing



**Pooja Singh**

Qualification : B. Pharma  
Major : Finance  
Minor : Marketing  
Work Exp. : 22 Months  
Nestle India Ltd



**Ranjit Bikram KC**

Qualification : BBA  
Major : Finance  
Minor : IB



**Rashad Alam**

Qualification : B. Com (H)  
Major : Finance  
Minor : IB



**Reema**

Qualification : B. Sc. (H) Physics  
Major : Finance  
Minor : IB



**Saba Yasmeen**

Qualification : B.E.  
Major : HRM  
Minor : Marketing



# BATCH 2014 - 2016



**Sabeena Yousuf**

Qualification : BBA  
Major : Marketing  
Minor : Operations



**Sadaf Mushtaq**

Qualification : BBA  
Major : Marketing  
Minor : Operations



**Sahifa Sabreen Nida**

Qualification : B. Tech.  
Major : HRM  
Minor : IB



**Sanhoot Miraat**

Qualification : BBA  
Major : Marketing  
Minor : HRM



**Seerat Zehra**

Qualification : BBA  
Major : HRM  
Minor : Marketing



**Shaharyar Zaidi**

Qualification : BBS  
Major : Marketing  
Minor : IB



**Shamshad Khan**

Qualification : BBA  
Major : Finance  
Minor : HRM



**Sufiyan Rehman**

Qualification : B. Tech(Mech)  
Major : Marketing  
Minor : Operations  
Work Exp. : 11 Months  
Techno India Engg. Works



**Sumeet Rawat**

Qualification : BBE  
Major : Finance  
Minor : Entrepreneurship



**Syed Hamzah Haque**

Qualification : BCA, PGDCA  
Major : Marketing  
Minor : IT



**Syed Murtaza S. Hussaini**

Qualification : B. Tech (CS)  
Major : Finance  
Minor : Marketing  
Work Exp. : 6 Months  
SMG Convonic



**Syed Sameer Bin Hilal**

Qualification : B. Tech (CS)  
Major : Finance  
Minor : IT  
Work Exp. : 55 Months  
TCS

# BATCH 2014 - 2016



**Syeda Shaheen Roohani**

Qualification : BA (H) Economics  
Major : Marketing  
Minor : HRM



**Tamsil Hussain**

Qualification : B. Tech (Mech)  
Major : Marketing  
Minor : IB



**Tanmoy Chakraborty**

Qualification : BBA  
Major : Finance  
Minor : Marketing



**Tazeen Farooqui**

Qualification : B. Com (H)  
Major : Finance  
Minor : HRM



**Utkarsh Mittal**

Qualification : B. Com  
Major : Finance  
Minor : Marketing



**Vikrant Sharma**

Qualification : BA Economics  
Major : Marketing  
Minor : IB



**Mohammad Shahab**

Qualification : B. Com (H)  
Major : Marketing  
Minor : Finance



**Zain Ahmad Khan**

Qualification : B. Com (H)  
Major : Finance  
Minor : Marketing



**Zameer Ahmad**

Qualification : BA (H) Economics  
Major : Finance  
Minor : Marketing



**Zoha Asghar**

Qualification : B. Sc. (Phy. Sci.)  
Major : Finance  
Minor : Marketing



**Zeeshan Ahmad**

Qualification : B. Com  
Major : Finance  
Minor : Operations

# ALUMNI REFLECTIONS

  <p><b>Gul Hassan</b> Associate Manager</p>	  <p><b>Asher Ahmed</b> Manager</p>	  <p><b>Anand Kumar</b> Area Manager</p>	  <p><b>Mohd A K Rao</b> Manager – Mar Com</p>	  <p><b>Imran Uddin</b> Branch Manager</p>	  <p><b>Asad Haider zaidi</b> Manager (Social Media)</p>
  <p><b>Reemu Sarpal</b> Asst. Finance Manager</p>	  <p><b>Rohit Singh</b> Assistant Manager</p>	  <p><b>Fouzia Khatib</b> Assistant Manager - HR</p>	  <p><b>Mohit Kaul</b> Assistant Manager</p>	  <p><b>Syed Fahad</b> Manager - Key Accounts</p>	  <p><b>Imran Ashja jafri</b> Assistant Manager</p>
  <p><b>Sana Inam Mazahir</b> Product Manager</p>	  <p><b>Syed Mohd Fahad</b> Assistant Sales Manager</p>	  <p><b>Mohsin Khan</b> Trade Marketing Executive</p>	  <p><b>Mazin Khan</b> Editor, Online Edition</p>	  <p><b>Varun Narain</b> Marketing Manager</p>	  <p><b>Subhanshi Arya</b> Probationary Officer</p>
  <p><b>Chow Chowlu</b> Asst. Manager</p>	  <p><b>Mazahir Akhlaque</b> Deputy Manager</p>	  <p><b>Muniza Aftab</b> HR Manager</p>	  <p><b>Yogesh Yadav</b> Category Buyer</p>	  <p><b>Mohd Nawzkhan</b> Asst. Manager</p>	  <p><b>Hashir Moheet</b> Buair-Cum-Merchandiser</p>
  <p><b>Joyti Pundir</b> Senior Executive</p>	  <p><b>Vikram Sharma</b> Area Manager</p>	  <p><b>Manish Kumar</b> Probationary Officer</p>	  <p><b>Imran Gouri</b> Merchandise Planner</p>	  <p><b>Mohd Raneez</b> Senior Executive</p>	  <p><b>Mohammed Irshad</b> Team Leader-Int'l Sales</p>



**Jamia Millia Islamia**  
**(A Central University)**

**CENTRE FOR MANAGEMENT STUDIES**

Maulana Mohammad Ali Jouhar Marg, New Delhi -110025

**Contact Person : Dr Rahela Farooqui**  
**+91 9810488554**

E-mail: [placements.cms@jmi.ac.in](mailto:placements.cms@jmi.ac.in)  
Mohammad Salman : +91 9013220085  
Iram Hasan : +91 9582086648

## Placement Response Form

Name & Address of the Organization .....

.....

.....

Contact Person (with Designation).....

Phone # ..... Mobile ..... Fax# .....

E-Mail : ..... URL : www. ....

Office for Campus Placement

Designation..... Salary Range .....

Place of Posting .....

Selection Method

Resumes ☐ Pre-placement Talks ☐ Written Test(s) ☐ Interview ☐

Any other, Please Specify .....

Whether lodging Facility required (if yes, please inform at least 15 days before your visit)

Yes ☐ No ☐

Signature with Official Seal



# EVENTS @ CMS







**CENTRE FOR MANAGEMENT STUDIES**  
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