



the ORIGINATORS

Placements 2013



Faculty of Management Studies, New Delhi

Across faculties and domains, some thoughts and people initiate, define and lead; naturally. These characters become originators of the evolving world. Akin to an FMS Manager who leverages his comprehensive education system, personalised faculty attention (7:1 Ratio), live learning with a direct connect with the industry and more; to emerge as the Originator in his space. He doesn't just lead assignments; he impacts and evolves the entire business category.

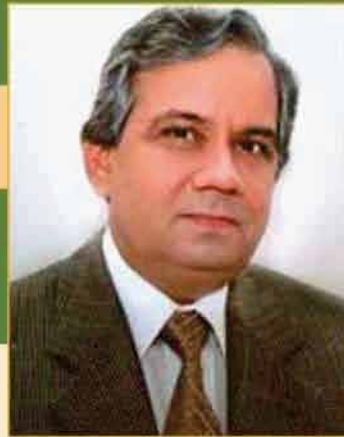




Contents

Message from the Dean	2
Message from the Placement Convenor	3
Life @ FMS	4
FMS History	6
International Linkages	7
Why FMS	8
Students Speak	9
Conclave 2011	10
Marketing	12
Finance	16
General Management and Strategy	20
IT and Operations	24
Human Resources	28
Industry Campus Activity Program (I-CAP)	32
Placements	34

Message from the Dean



Faculty of Management Studies (FMS), University of Delhi, for more than half a century, has been playing a seminal role in the growth of corporate sector and management education in India. One of the early proponents of a formal degree of Master of Business Administration in the country, FMS over the years, has produced very successful business leaders, management thinkers and wealth creators. By virtue of being housed in the national capital and more so a part of University of Delhi, it attracts the best of the minds - be it faculty or students. FMS offers its flagship MBA and several other programs on North as well as South Campus of University of Delhi.

With management education at an inflection point, we at FMS are conscious of our responsibility as a premier business school of the country and, therefore, groom future business leaders by following a judicious blend of theory and practice, using highly innovative teaching pedagogy. Our endeavor is to produce systems thinkers and problem solvers, who go on to make this world a better place to live. And our alumni, who are our one of the strategic assets, are a testimony of this fact. They are heading some of the biggest public and private sector organizations in India and abroad. Corporate world has developed such a deep rooted faith in brand FMS that it comes back year after year, and offers the best salary packages to our students in the country.

If you are stimulated for a university based most cost effective and high value add MBA degree, and motivated by rigorous academics, then FMS University of Delhi is the place for you. I invite you to challenge yourself.

Raj S. Dhankar

Dean and Professor of Finance

Faculty of Management Studies

University of Delhi

Message from the Placement Convenor



The edifice of Faculty of Management Studies , Delhi University stands on strong foundations of exemplary faculty, global alumni and talented students. Each individual associated with FMS has contributed to its academic spirit, cultural diversity and the reputation of professional excellence the institution enjoys.

The oldest Business school in the country, with its rich heritage, FMS has stood the test of time with great aplomb. For more than half a century, thousands of thinkers, strategists and visionaries have passed through the portals of this institution and have gone on to take their places as industry captains and thought leaders across the country and world over.

The consistent and stellar placement record of FMS is a result of extraordinary exposure and experience that students get at FMS and the fact that we nurture here not just able managers but future citizens of the world.

I welcome industry stalwarts to support FMS in its endeavours and also wish the students professional success.

Dr. Mala Sinha

Associate Professor

Faculty of Management Studies

University of Delhi

Life @ FMS

7:00 AM

The distracting noise of the Alarm or a wake up call/kick from your roommate begins your day.

8:55 AM

Swift gulping of the sambarvadas and bread rolls with refreshing, hot tea at Anna's.

2:30 PM

Sit in the computer center to prepare for a guest lecture to be taken by an Executive Manager of a multinational FMCG company, which is supposed to start from 6 pm.

4:00 PM


You have an optional Foreign Language course at St Stephen's. Suddenly you feel that 24 hours in a day are just not enough to keep up with the pace.

11:58 PM

You have just submitted an excellent presentation for the competition. So you walk down to Coffee Day next to hostel to sip a glass of strong mochachillo and get ready for the activities lined up for the rest of the night.⁴

12:30 AM

As you start working on the 2 assignments to be submitted the next morning, you get a mail from the class representative with 3 case studies attached to be read for the first class next morning.



9:00 AM

Quickly drag yourself to the first lecture lest you want to see the doors shut and get ample time to read through 4 different newspapers and international publications.

2:00 PM

After climbing a mountain of assignments, business cases, presentations and projects taken by some of India's best faculty members, you finally get to take a lunch break at McDonald's.

8:00 PM

After a quick round of table tennis, you reach you participate in the Society discussions to plan the activities for the upcoming week.

8:30 PM

You are reminded of an international case study competition for a consulting firm for which you had registered the previous week. The deadline stands at 23:59:59 the same day.

2:20 AM

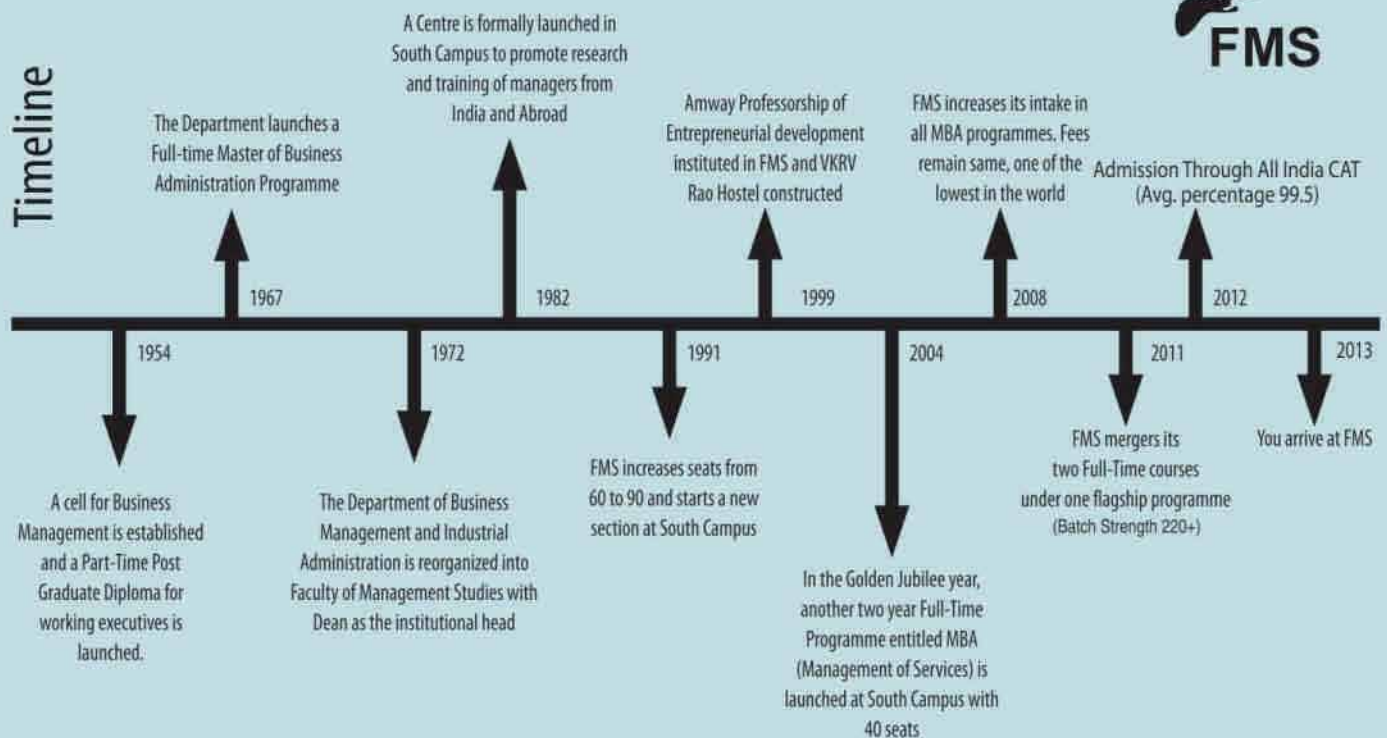
Start the case study discussions with your batch mates next room which digresses to issues like increasing inflation, rising petrol prices and an all time low industrial production.

3:00 AM

You need to hit the bed to be able to recharge yourself for the upcoming day which would be as challenging if not more. 5

FMS History

Leading from the Front... Since 1954





International Linkages

FMS strives to give its students and faculty members the opportunity to develop and apply cross-cultural skills and concepts in global business contexts. As a founding member of the Association of Management Development Institutions of South Asia (AMDISA), FMS has a rich history of relationships with excellent institutions around the world, and it exploring further areas of collaboration:

International Associations

- ESADE, Barcelona, Spain
- Harvard Business School, Boston, USA
- INSEAD, Fontainebleau, France
- Katholieke Universiteit, Leuven, Belgium
- Manchester Business School, England
- Rotterdam School of Management, Netherlands
- SDA Bocconi, Milan, Italy
- University Bielefeld, Germany
- University of California, Berkeley, USA
- University of California, Fullerton, USA
- Wisconsin University, White Water, USA

Foreign Exchange Programs

- Lahore University of Management Sciences, Pakistan
- IAE de Lyon Business School of the University, Jean Moulin of France
- Indo-Korean Youth Exchange Program, Ajou University, South Korea
- Indian Youth Delegation to China, MOU with Government of China
- University of Melbourne, Australia*
- McGill University, Canada*
- Fudan University, China*
- University of New South Wales, Australia*
- University of British Columbia, Canada*
- Shanghai Jiao Tong University, China*
- University of Queensland, Australia*
- University of HongKong*
- University College Dublin, Ireland*
- Waseda University, Japan*
- Tecnologico de Monterrey, Mexico*
- University of Auckland, New Zealand*
- National University of Singapore*
- Korea University, South Korea*
- Lund University, Sweden*
- University of Birmingham, UK*
- University of Virginia, USA*
- University of Edinburgh, UK*
- University of Glasgow, UK*
- University of Nottingham, UK*
- London School of Economics

**As part of Universitas 21 Agreement, promoting faculty and student exchange and joint research among member institutions, University of Delhi is the only member institution from India.*



Why FMS?

Faculty of Management Studies (FMS), University of Delhi, for more than half a century, has been playing a seminal role in the growth of corporate sector and management education in India. One of the early proponents of a formal degree of Master of Business Administration in the country, FMS, over the years, has produced very successful business leaders, management thinkers and wealth creators. By virtue of being housed in the national capital and more so a part of University of Delhi, it attracts the best of the minds - be it faculty or students.

Salient Pointers

- FMS adopts a rigorous selection procedure with an extremely competitive selection ratio of 1 : 250
- FMS has a high student to faculty ratio of 1:7
- 95% of the Faculty at FMS is Ph.D, with over 500 years of cumulative teaching experience
- A rich blend of electives & courses and an emphasis on peer learning
- A strong alumni network spread across the industry in top managerial positions
- As a part of the Delhi University system, a great amount of diversity, exposure and idea exchange leads to creation of thought leaders
- Guest Lectures, workshops and industry activities throughout the year provide a holistic learning experience to the students.
- Officially the third campus in India to have a finance lab.

My First @ FMS (Students Speak)

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Presenting our ideas and suggestions in front of the MD of a multi billion-dollar conglomerate after having won the campus level of a competition. An experience of a lifetime for sure!

Putting my talents to auction while helping fund someone's dreams, truly a unique experience.

My first experience of going through a placement process, not as an individual, but as a batch; preparing, worrying, eating, celebrating all together.

Sharing space with MDs, CEOs of organizations and other corporate bigwigs, which have enriched me both at an intellectual and emotional level.

FMS receives stellar rankings

3rd best among B-schools in India, Business Today, 2012

Among Top 5 Best B-Schools in India, Outlook, 2013

"Outstanding B-School of North India"-ET Now, 2013

Top B-School in NCR region, Outlook 2013

Top B-School in Placement, India, Outlook 2013

Outstanding B-school in North India, ABP News, 2013

No. 1 B-School, Placements, India, Business World, 2012

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CONCLAVE 2011

Faculty of Management Studies, University of Delhi (FMS) organized its annual conclave at Welcomgroup Hotel Sheraton, New Delhi on September 3rd and 4th, 2011. The gathering concluded with an exhilarating debate amongst industry's who's who attempting to map out the road for India to become a superpower.

With western hemisphere still struggling to get past the recession kicked in by the Global Melt down in 2008, the world is now looking at countries like India, China, Brazil and Indonesia to become the epicenter of the economic activity. In such an ecosystem, the stalwarts of the industry shared a stage with reputed academicians in order to decipher the true meaning of the word 'superpower' and the impediments to achieve it, in Indian case.



Finance Conclave - Carpe Diem - Moving Financial Tectonics: Survival of the Smartest

As the questions of survival have again started arising, the focus shifts on the definition of the growth drivers that are vital to conquer the "superpower" throne. The conclave focused on helping understand the factors - opportunities, challenges and strengths which will help India become a worthy claimant to the throne and eventually conquer it.

Speakers:

1. Mr. Viren Mahurkar, Head, Strategic Advisory and Capital Markets, ICICI Securities (Keynote Speaker)
2. Mr. Manoj Bhalla, Treasurer, GE Capital
3. Mr. Subhashis Nath, Senior Partner, Axis Risk Consulting
4. Mr. Amit Agarwala, Head - Corporate and Institutional banking - China Trust bank
5. Mr. Mukesh Chawla, MD, Blue River Capital Advisory
6. Mr. Nitin Dembla, MD, Global Banking Head - North India, Citibank N.A.

Marketing Conclave - Glocalizing - the Indian Way: A Marketing Challenge

The topic deals with how global brands have been marketed or distributed in India, how the brand proposition has been tweaked or how the sales channels have been developed so as to adapt in the Indian context.

Speakers:

1. Dr. Harshvardhan Verma, Professor, Faculty of Management Studies (Keynote Speaker)
2. Mrs. Geetu Verma, Vice President & Chief Marketing Officer, PepsiCo
3. Mr. Laxmi Kant Gupta, CMO, LG Electronics
4. Mr. Sandeep Tarkas, President - Customer Strategy, Future Group
5. Mr. Himanshu Khanna, Director, Wrigleys
6. Mr. Subodh Marwah, Marketing Director, Carlsberg

Social Entrepreneurship Conclave - Unleashing Entrepreneurship: Making Business Work for the Poor

The topics discussed widely ranged from how could Social Entrepreneurship serve the Bottom of the

Pyramid to the New Age CSR and Micro Entrepreneurship and Social Change

1. Mrs. Anu Lall, Director, Special Initiatives, Delhi Management Association; Director, Snartak Solutions
2. Mr. Pramod Joshi, Adviser (Higher Education), Shiv Nadar Foundation; Director, Ecollabs Infomix Ltd
3. Dr. Kuriakose Mamkoottam, Professor & Dean, School of Business, Public Policy & Social Entrepreneurship, Ambedkar University, Delhi

Consulting Conclave - The Roadmap to excellence: A Consultant's Perspective

As India is poised to enter the domain occupied by the Major

Superpowers, it must bank upon its resources to come up to that level. In the same process, there shall be certain structural roadblocks that it shall face. The opportunities and threats India face What shall be the policy measures and what are the opportunities and threats that India would shall face was discussed.

Speakers

1. Dr. R. S. Dhankar, Dean and Professor, Faculty of Management Studies (Keynote Speaker)
2. Dr. Sunil Abrol, President, Institute of Consultancy and Productivity Research
3. Mr. Sudripto De, Principal, Infosys Management Consulting



4. Mr. Anand Rohatgi, SVP & Director, Synergy Consulting

Systems and IT Conclave - Growth Drivers on the Superpower Road: Role of IT and Operations

Evolving Business Models and need for innovation in current competitive scenario and role of IT/Supply Chain as a Growth Enabler for Emerging Economies to become a Superpower

Speakers:

1. Mrs. Neena Pahuja, CIO, Max Healthcare
2. Mr. Atul Konwar, President, Mahindra Satyam
3. Mr. Kulbhushan Chand, Director- Partner Solution Center, Oracle
4. Mr. VKM Reddy, Director-SCM, Vodafone
5. Mr. Ramesh Kumar S, Supply Chain Practice Lead, Bristlecone
6. Mr. D. Reveendran, Group General Manager, Head ICE, ONGC

7. Mr. Daman Sood, CIO and Head- Green IT Practice at Continuity and Resilience

HR Conclave - Harnessing the power of youth to drive business ahead: India's Human Resource assets

The panel discussed the key issues on how organizations across the globe are harnessing the power of 'youth' to drive their businesses ahead.

Speakers:

1. Dr. Venkat Raman, Professor of HR and OB, FMS Delhi
2. Mr. Joyce Wicherts, HR Director, Philips
3. Mr. Rajiv Sahdev, VP HR, Moser Baer
4. Mr. Alka Mittal, DGM, HR, ONGC
5. Mr. Sumeet Mayor, Director, Linkage Inc.

Centuries before the malls or defined shopping destinations were known—'Mela'—a temporary mall—was driving marketing across rural economies.

The FMS Manager's continuous, live learning at the market enables him to listen to the buzz and respond with innovation faster.



MARKETING

FMS, Delhi is one of the most sought after campuses for Marketing in India. The institute has consistently been touted as "The Marketing Campus" of the country, possessing all the necessary ingredients to churn out excellent Marketing professionals year after year. The pedagogy has been closely aligned with the business requirements in today's scenario while the focus is on producing fundamentally sound managers who are ready to hit the ground running when they enter the corporate world.

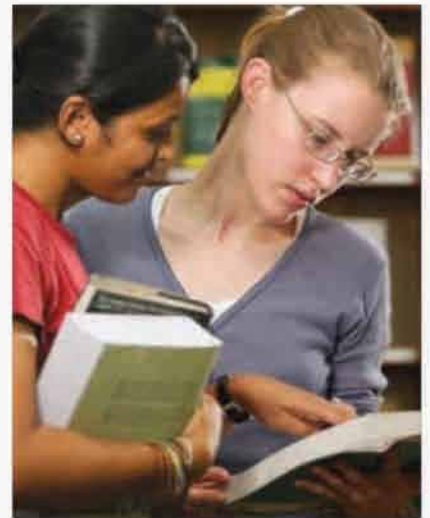
The course structure lays a strong emphasis on creativity & innovation while promoting initiative, novelty and out-of-the-box thinking. There is a healthy exchange of ideas & opinions with students belonging to diverse backgrounds while special emphasis is laid upon collaboration and teamwork.

The classroom learning is further augmented by the activities of "Marketing Society", which is the oldest interest group on campus. Their activities help in conditioning the students to the demands of the corporate world by exposing them to various competitions, corporate interactions and live projects, providing a holistic experience to students both inside and outside the classroom.



Courses

- Marketing Management
- Advertising Management
- Business Marketing
- Sales Promotion Management
- Marketing Channel
- Advanced Research Techniques in Marketing
- Direct & Network Marketing
- Sales Force Management
- Consumer Behaviour
- Competitive Marketing
- Service Marketing
- Brand Management
- Analytical Marketing
- Marketing Research
- Retail Marketing
- Internet Marketing



Faculty

Dr. Ajay Pandit

Education: (B.E., M.B.A., L.L.B., Ph.D)

Areas of Interest / Specializations: Marketing & Strategic Management, Competitive Marketing, Business Marketing

Dr. Anupama Vohra

Education: (M.B.A., Ph.D)

Areas of Interest / Specializations: Marketing Management, Sales force Management.

Dr. Garima Gupta

Education: (B.Com (Hons), M.Com, M.Phil, Ph.D)

Areas of Interest / Specializations: Marketing Management

Dr. Harsh V. Verma

Education: (M.Com, M. Phil, Ph.D)

Areas of Interest / Specializations: Marketing of Services, Brand Management, Marketing Management, Consumer Behaviour

Dr. Hamandra Dangi

Education: (B.Tech, M.B.A., Ph.D)

Areas of Interest / Specializations: Marketing Management, Marketing Research, Distribution Management

Dr. M M Anand

Education: (M.Com, Ph.D; DIM, GICAME – Stanford)

Former Dean of FMS, Delhi.

Areas of Interest/ Specializations: Advertising Management

Prof.Vijay Kapur

Education: (MBA, Ph.D)

Areas of Interest/ Specializations: Business Communication, Corporate Governance, Marketing Research, Strategic Management, Marketing Sales



Society

MarkSoc– The Marketing Society

Vision:

To establish FMS as a world class marketing campus by building a center of academic excellence and constantly furthering the interests of all its stakeholders.

Mission:

To advance the understanding of marketing concepts by an integration and convergence of the marketing discipline and its consumer-oriented practice and to empower budding marketers through information, education, simulation exercises, relationships and resources that will enrich their professional development and careers.

Important Events

- Reckitt Benckiser Case Study - A case study on Vanish (2010) and Veet (2011), also telecasted on NDTV Profit
- L'Oreal Brandstorm: Organizing the campus leg of the International event involving the development of Marketing Strategy for L'Oreal
- ITC Interrobang – A national level competition on real life case studies.
- HUL Lessons in Marketing Excellence (LIME) 3rd edition case study competition.
- P&G Dream Team – A case study on Ambi Pur
- Launch of M-Pulse - Marketing Blog of FMS
- Merchants of Delhi: A selling and entrepreneurial event aimed at testing both creativity and selling skills .
- What lies beneath: An event focused on learning about the hottest trends and concepts in the marketing world





Alumni

- **D.S. Brar**, Owner at GVK Biosciences Pvt. Ltd.
- **Dalip Sehgal**, Managing Partner at DS CONSULTING
- **Harit Nagpal**, MD & CEO at Tata Sky Ltd.
- **Hiroo Mirchandani**, Business leadership in healthcare & consumer goods
- **Kamal Oberoi**, Chairman at QUO
- **Maneesh Shrivastava**, CEO at Muthoot Housing Finance Company Limited
- **Manoj Kohli**, CEO & Joint Managing Director at Bharti Airtel Limited
- **Mukundan Ramakrishnan**, Managing Director at Tata Chemicals Limited
- **Neelam Dhawan**, MD at HP India
- **Niren Chaudhury**, MD at Yum Brands
- **R. K. Dutta**, CMD at OIL India Ltd.
- **Raghav Behl**, MD at TV 18

Past Recruiters

- Aircel
- Arcelor Mittal
- Asian Paints
- AzkoNobel
- Bharti Airtel
- Britannia
- Castrol
- Cummins
- Dabur
- Danone
- Eli Lilly
- Flipkart
- Godfrey Philips
- Godrej Consumer
- HCL
- Hindustan Unilever
- ITC
- J & J Consumer
- Johnson & Johnson Medical
- Kings XI Punjab
- Kraft-Cadbury
- Lenovo
- L'Oreal
- Madura Garments
- Nestle
- Nivea
- Nokia Siemens
- Philips
- Procter & Gamble
- Ranbaxy
- Reckitt Benckiser
- Royal Dutch Shell
- Tata Motors
- Tata Steel
- Vodafone
- Wipro Consumer





Currency has enabled economics at every level—the initiation of copper—currency made trade and commerce across distance possible.

The FMS Manager absorbs business realities across industries to be a seamless performer and the common currency across robust and imaginative business practices.



FINANCE

Finance is one of the most sought after specializations at FMS. The course is specially designed to help students analyse and examine the nuances of finance and fund management and at the same time appreciate its role as the life blood of business organization. This knowledge is complemented with a thorough understanding of the financial decision making process in the corporate world through regular industry interactions. FMS has the distinction of offering its students a specialization in Economics, thus acknowledging the significance of the knowledge of the environment in which one operates and its implications on business. Over the years, finance has been one of the biggest attractions at FMS. The student committee FinSoc is instrumental in reaching out and nurturing interest and enthusiasm through its wide range of activities and events, and has helped make finance part of students' very life.

Courses

Finance

- Corporate Governance
- Corporate Taxation
- e-Banking
- Financial Accounting
- Financial Decisions Analysis
- Financial Derivatives
- Financial Management
- Fixed Income Securities
- Foreign Exchange Management
- International Accounting
- International Financial Management
- International Financial Markets
- Management Accounting
- Management Control System
- Management of Financial Services
- Portfolio Management
- Project Planning, Analysis and Management
- Quantitative Analysis of Financial Decisions
- Quantitative Methods
- Risk Management
- Security Analysis and Investment Management
- Treasury Management
- Working Capital Management

Economics

- Economic Environment of Business
- Managerial Economics

Faculty

Prof. Anjala Kalsie

Education: (M.Phil, Ph.D)

Areas of Interest / Specializations: International Currency Crisis, Investment Decisions, Capital Markets, Management Accounting

Prof. Madhu Vij

Education: (M.Com, M.Phil, Ph.D)

Areas of Interest / Specializations: International Financial Management, Financial Management, Management of Financial Services, Management Accounting

Finance is one of the most sought after specializations here at FMS. The course is specially designed to help stud

Dr. Monica Singhania

Education: (M.Com, Ph.D, FCA)

Areas of Interest / Specializations: Dividend Policy of Indian Companies, Determinants of Equity Shares, ICAI Journal of Applied Finance, Taxation and Corporate Payout Policy, Vikalpa, Trends in Dividend Payout, Journal of Management Review

Mr. Narain

Education: (M.Com, B.Ed, CA-PE II, M.Phil)

Areas of Interest / Specializations: Financial Economics; Process of making the investments, staying invested and the decision as to the disinvestment, security analysis and portfolio management

Dr. Pankaj Sinha

Education: (M.Sc., Ph.D)

Areas of Interest / Specializations: Bayesian econometrics, forecasting, financial econometrics, financial engineering, financial markets, financial mathematics and computational finance

Prof. Raghav Ghaia

Education: (Ph.D – University of Manchester)

Visiting fellow at Cambridge, Harvard, Yale, Stanford, and MIT

Areas of Interest / Specializations: Economics in Business Environment

Prof. Raj S. Dhankar

Education: (M.Com. Ph.D., PDC – UCLA)

Currently the Dean and the Chairman of Finance domain in FMS

Areas of Interest / Specializations: Financial Management, Security Analysis, Portfolio Management

Dr. S.K. Tuteja

Education: (M.Com, FCS, Ph.D)

Areas of Interest / Specializations: Company Law and Administration, Investment Management

Prof. Simrit Kaur

Education: (M.A., Ph.D)

Areas of Interest / Specializations: Economics, Management of Public Enterprises and Economic Environment of Business. She has to her credit several published papers in the areas of privatisation, disinvestment and public regulation in the form of "Memorandum of Understanding".

Prof. V.K. Bhalla

Education: (Ph.D)

Areas of Interest / Specializations: Security Analysis & Portfolio Management, Financial Derivatives, International Finance & corporate decision Making

Prof. Vijay K. Seth

Education: (M.A, Ph.D)

Areas of Interest/Specializations: Economics, Human Resource Management & Health Economics



Society

FinSoc

Vision

To establish FMS as a world class finance campus by enabling and supporting the students to acquire the requisite skill sets needed to excel.

Mission

To provide students with the finance acumen required to succeed in business by providing them with insights into the different aspects of Banking, Insurance, Portfolio Management, Derivatives and other financial services, by organizing guest lectures, seminars, simulation games, workshops and other forms of corporate interactions.

Activities

- **Workshops**
 - Investment Banking and Private Equity Workshop - Dun and Bradstreet
 - Financial Modeling and Valuation Workshop - Pristine
 - Fundamentals of Stock Market- ICICI Securities
 - Valuation – Capital Forum
 - Investment banking and wealth management – Mr. Neeraj Batra Ex-hedge fund manager and Director, Inbuss
- **Senior Analyst** – A quarterly Magazine peeking into the recent happenings in the world of finance and business.
- **Launch of FinExpert** – A series involving constant interaction among the finance enthusiasts in the batch.
- **"Bankenstein"** – a Pan-India case study competition in association with Citibank.



Alumni

- **Achal Ghai**, Managing Partner, Avigo Capital
- **Ajay Mahajan**, Founder at FICCI
- **Ajay Rastogi**, Managing Director & Head-eCommerce, Corporate Treasury Sales, Asia at Deutsche Bank AG
- **Ajay Sharma**, Director, Credit Suisse
- **Amar Goenka**, VP, Corporate Group, BNP Paribas
- **Amit Gulati**, Co-Head, Fixed Income Origination, India at DBS Bank
- **Ashish Dhingra**, Vice President -Private Banking at The Royal Bank of Scotland
- **Deshant Kaila**, Vice President- Process Excellence, Network Strategy and Service Engineering & Transformation at American Express
- **Harinder Singh**, President - Corporate Finance at Essar Group
- **Jasjit Makol**, Director at Lazard
- **Jinesh Shah**, Director, Head of Hedge Fund Credit Risk, Asia - Bank of America Merrill Lynch
- **Porush Singh**, VP Credit Product Development, APMEA at MasterCard Worldwide
- **Praveen Pabby**, MD, Liquid Markets Proprietary Trading at Nomura
- **Ranu Vohra**, Managing Director and CEO, Avendus Capital
- **Reshmi Seghal**, Managing Director at BNP Paribas
- **S.M. Sundaresan**, Managing Director at Standard Chartered
- **Sameer Joshi**, Australia & New Zealand Banking Group (ANZ), Institutional Banking, Middle East
- **Sanjay Sethi**, Managing Director, Treasury & Trade Solutions / GTS Public Sector Head - Middle East & Pakistan at Citibank
- **Sateesh Krishnamurthy**, SVP, Affluent Segment Head, Retail Banking at Citibank India
- **Siddharth Sharad**, Director, Financial Institutions, Origination and Client Coverage at Standard Chartered Bank
- **Vaman Sabharwal**, Director - Europe & India, Global Treasury Operations, GE Capital
- **Vikas Kumar**, Head Product Management (Core Cards & Ready Credit) & Portfolio Management at Citibank Singapore Limited
- **Vivek Shah**, Vice President at J.P. Morgan



Past Recruiters

- ABN Amro Bank
- American Express
- Avendus Capital
- Avigo Capital
- Axis Bank
- Bank of America
- Barings Private equity
- BNP Paribas
- Citibank
- CRISIL
- Deutsche Bank
- Dun & Bradstreet
- DSP Merrill Lynch
- Edelweiss Capital
- Goldman Sachs
- HDFC Securities
- Helion Ventures
- HSBC
- ICICI Bank
- ICICI Securities
- ICRA
- IDBI
- IDFC Private Equity
- IDG Ventures
- Jacob Ballas
- JP Morgan
- JP Morgan Chase
- L&T Treasury
- Langham Capital
- Lazard
- Lehman Brothers
- MCX
- Motilal Oswal
- NM Rothschild
- Nomura
- O3 Capital
- RBI
- Redwood Associates
- SBI Capital
- Standard Chartered
- Yes Bank
- Zeus Infra Private Equity





Chess simulated political and business struggles before they actually happened - informally founding the field of strategy.

The FMS Manager's sense of vision and initiative builds enduring advantages.



GENERAL MANAGEMENT & STRATEGY

It is with a scientific attitude coupled with innovative mindset that a consultant approaches any problem at hand. The bright minds at FMS are encouraged to question, think fresh and be innovative as they generate and exchange ideas while polishing their thoughts.

Consulting and Strategy as domains of interest have evolved in FMS over the years due to the increasing batch size, which allows interaction of a larger pool of people with diverse profiles. FMS leverages its prime location in Delhi for consulting services for industry, giving the students an opportunity to gain hands-on experience via live industry projects. Students also get to be a part of faculty research and contribute by means of critical analysis and innovative ideas.



Faculty

Prof. Vivek Suneja

Education: (M.A., Ph.D)

Areas of Interest / Specializations: Strategy and International Business

Dr. J.K. Mitra

Education: (M. A., Ph.D)

Areas of Interest / Specializations: Organisational Behaviour, Organisational Development and Strategic Management

Dr. Veeresh Sharma

Education: (M.B.A., Ph.D)

Areas of Interest / Specializations: Strategic Management

Dr. Partha Chatterjee

Education: (M.Sc., M. Phil, Ph.D)

Areas of Interest / Specializations: Strategy and Policy, Macroeconomics, International Trade, Economic Growth, Financial Economics.

Dr. Soma Dey

Education: (M.Sc., M.Phil, Ph.D)

Areas of Interest / Specializations: Strategy and Policy, Economic and Business Issues in the Asia Pacific Region, Industrial Organization, Innovation and Intellectual Property



Society

The Consulting Club

Vision:

To build awareness and generate interest for the strategy domain in students. To create and maintain long-term corporate relations with top consulting firms. To make available all resources necessary for content building on campus. To help FMS evolve as an incubation center for Consultancy projects.

Mission:

The Consulting Club is an organization with the agenda of liaising with Global Consults to increase their presence at FMS, while working towards preparing students for a career in consulting. In addition to providing live experience through workshops, guest lectures, live projects etc. the club works as a center for pioneering strategy games and consulting projects and has developed a reputation for unmatched innovation.

Activities

- KICC International Case study competition – a competition by KPMG
- The War Room 2011 – A strategy case study competition by Mahindra & Mahindra
- Tata Business Leadership Award (TBLA)
- CEB Workshop – Root cause Analysis / Problem Solving in Real Business Scenario.
- Consilium Magazine – a platform to showcase the ideas and thoughts of budding consultants and industry experts.
- CONTRaband – Weekly newsletter on Sector Information, sectoral snippets, guesstimates, case studies, puzzles and brainteasers.
- Live Projects - In association with MapMyIndia.com, Q-Equip and E-Probe.
- Symvouloi Supreme... The Ultimate Consultants : Consulting Mega Event in Fiesta 2010 in partnership with Q-Equip. projects.



Alumni

- **Sameer Kapoor**, *Partner & Practice Leader (Business Transformation) at Grant Thornton Advisory*
- **Vikas Saggi**, *Partner at Bain & Co.*
- **Abhishekh Dhoreliya**, *Vice President at CognoLink Limited*
- **Vikas Aggarwal**, *Director, Management Consulting at KPMG*
- **Manish Mathur**, *Principal at A.T. Kearney*
- **Sudripto De**, *Head, Management Consulting Services, Manufacturing Practice at Infosys China*
- **Vibhuti Sharma**, *Executive Director at Ernst & Young*
- **Amit Ganeriwalla**, *Partner & Director - The Boston Consulting Group*
- **Priyabrata Das**, *Principal, Accenture Management Consulting*
- **Amit Mookim**, *Partner, Strategy Group at KPMG*
- **Adil Zaidi**, *Associate Director at Ernst & Young*
- **Rakesh Bhatia**, *Partner at PricewaterhouseCoopers*



Past Recruiters

- Accenture Management Consulting
- Arthur D Little
- Bristlecone
- Deloitte Strategy and Operations
- Ernst & Young
- Essar Group
- GE
- BCG
- KPMG
- M&M
- Olam International
- PwC
- RPG
- Tata Administrative Services
- Tata Strategic Management Group
- BCC

and one powered
Information
Technology and
hence, contemporary
life as known.

The FMS Manager is
poised to routinely
apply creative logic
to simplify complex
business issues.



IT AND OPERATIONS

FMS has always been at the forefront in offering courses in IT & Operations that are strongly rooted in theory yet stimulate the minds of the participants to apply it to real life problems. The IT pedagogy is contemporary, rigorous and enables the participant to hit the ground running once out of FMS. The courses offered in this area expose the students to the various facets of this domain – technical, operational and strategic. This ensures that the participants gain a thorough understanding of the relevant concepts and are able to apply the concepts to solve practical problems. Because of the value the field offers, global companies have traditionally been recruiting students from these specialization, for various roles.

Courses

IT



- Information Technology Management
- Management of Information Systems
- Managing E-Business
- Business Process Re-Engineering
- System Analysis and Design
- Strategic Management of Information Technology
- Database Management Systems
- Knowledge Management
- Managing IT-Enabled Services
- Network Operations, Management & Security
- Business Intelligence

Operations

- Production and Operations Management
- Management Science
- Quantitative Methods and Linear Programming
- Advanced Operations Management
- Operations Strategy
- Total Quality Management
- Operations Research
- Environment and Safety Management
- Modelling in Supply Chain Management
- Decision Models and Optimization
- Quantitative Analysis of Risk and Uncertainty
- Production Planning and Control
- Supply Chain Management
- Technology, Innovation and New Product Management



Faculty

Prof. M. L. Singla

Education: (B.E., M.B.A., Ph.D)

Areas of Interest / Specializations:

Management of Information Technology, Computer Application in Management, Business Process Re-engineering, Customer Relationship Management and General Management

Prof. A. S. Narag

Education: (M.Sc., ITP – Harvard, Ph.D)

Areas of Interest / Specializations:

Applications of Management Science Techniques, Research in the areas of productivity management and supply chain management issues in industry and total quality management, Operations Research, Operations Research in Health Care Administration, Quantitative Methods in Marketing & Purchasing and Materials Management

Prof. S. Sharma

Education: (M.Tech, M.B.A., Ph.D)

Areas of Interest / Specializations:

Production and Operations Management, TQM, Purchasing and Supply Chain Management

Dr. D. Das

Education: (M.Tech, Ph.D)

Areas of Interest / Specializations:

Contemporary issues of Sustainable Supply Chain Management encompassing both Manufacturing and Service sector, Strategic and Operational issues of Sustainable Tourism. Operations Management, Supply Chain Management, Operations Research, Production Planning & Control

Dr. A. Bardhan

Education: (M.Sc., Ph.D)

Areas of Interest / Specializations:

Modelling for Software Reliability, New product diffusion and Dynamic optimization, Operations Research / Management Science, Quantitative methods for managerial decisions, Operations Management, Software Quality and Reliability, Analytical models in Marketing

Dr. H.D. Gupta

Education: (M.B.A., Ph.D)

Areas of Interest / Specializations:

Production and Materials Management, Operations Management, Quality Management. Research in aspects of Quality Management and health care system & service



Society

SysSoc – The Systems Society

The Systems Society is the heart of any IT- enabled campus.

Objectives of the Society:

- To provide a window to best practices in various industry verticals across IT and Operations.
- To manage the IT infrastructure of the campus.
- To build systems knowledge.
- To familiarize students with the recent developments in the IT & Operations domain and to expose them to various issues, challenges in business world.
- To promote world class certifications and simulation games on supply chain management which drive passion and enthusiasm amongst students.

Activities

- **Workshops**
 - IBM Business processes management workshop
 - Think link SCS workshop in Inventory management
 - Think link SCS workshop on Supply Chain Basics
- **Live projects**
 - Bristlecone (Supply Chain project)
 - POP (Operations and Business Strategy)
 - East India Hotels (Supply Chain project)
- **Guest Lectures**
 - Mr. Gaurav Saxena, DGM, Bharti Walmart
 - Mr. Manish Jain, Senior Manager, Infosys Technologies
 - Mr. Ashish Mendiratta, VP-Manufacturing, East India Hotels



Alumni

- **Amit Ranjan**, Co-Founder and COO at Slideshare
- **Anil Gupta**, President and Head of Infrastructure, Reliance Infrastructure
- **Anil Saxena**, CEO at Cluster Telecom Pvt. Ltd.
- **Arun Batra**, EVP and Business Head, TCS e-Serve Ltd.
- **Arun Khanna**, Manager-Commercial, Siemens Ltd.
- **Atul Ghai**, Global Head of Lean Six Sigma at Nokia Siemens Networks
- **Atul Kunwar**, Partner, Ambit Pragma Ventures
- **C R Narayanan**, CIO at TulipTelecom
- **Neelam Dhawan**, Managing Director, HP India
- **Nitin Sharma**, Senior Program Manager, Adobe systems
- **Noopur Kawathekar**, Sr. Business Analyst, Cognizant Technologies
- **Rajwardhan Purohit**, GM Service Delivery, HCL
- **Rohit Munghnani**, Business Head, Jeevansaathi.com, Infoedge
- **Sandeep Bhatnagar**, VP Global Media and Telecom, Wipro
- **Shashank Singh**, Sales Manager, Dell India
- **Sonal Gupta**, General Manager, Oracle India Pvt. Ltd.
- **Sriharsha KSRA**, Sr. Manager, Corporate Planning and Strategy, Ramky Enviro Engineers
- **Srinivasa Rao Yadavalli**, VP Global Resourcing, Capgemini
- **Sudripto De**, Head, Management Consulting Services, Manufacturing Practise, China



Past Recruiters

- Bajaj Allianz
- Bharti Group
- Bristlecone
- Cadbury
- Cummins Group
- DSCL
- Essar Group
- GE Corporate
- Jindal Group
- L&T
- Lenovo
- Mahindra & Mahindra
- ONGC
- P&G
- Phillips
- RPG Group
- TAS
- Tata Steel
- Vedanta
- Vodafone

IT

- Aricent
- Capgemini
- Cognizant Technology Solutions
- General Electric
- HCL
- HP
- I-Gate
- IBM
- Infosys
- Lenovo
- Microsoft
- Perot
- Polaris
- Tally Solutions
- Wipro





practices became a game changer, firmly establishing him as King of India

Investing in apt talent and leveraging it creatively is natural to the FMS Manager—perfected by the group learning practices.

HUMAN RESOURCES: ORGANIZATION ENABLERS

Human Resource generally refers to the function within an organization which has the responsibility of implementing strategies and policies related to the management of individuals.

Human Resource managers seek to achieve this by aligning the recruitment of skilled and qualified individuals with the capabilities of the current workforce, with the organization's ongoing and future business plan and requirements to maximize return on investment and secure future survival and success.

Human Resources may set strategies and develop policies, standards, systems and processes that implement these in several areas.

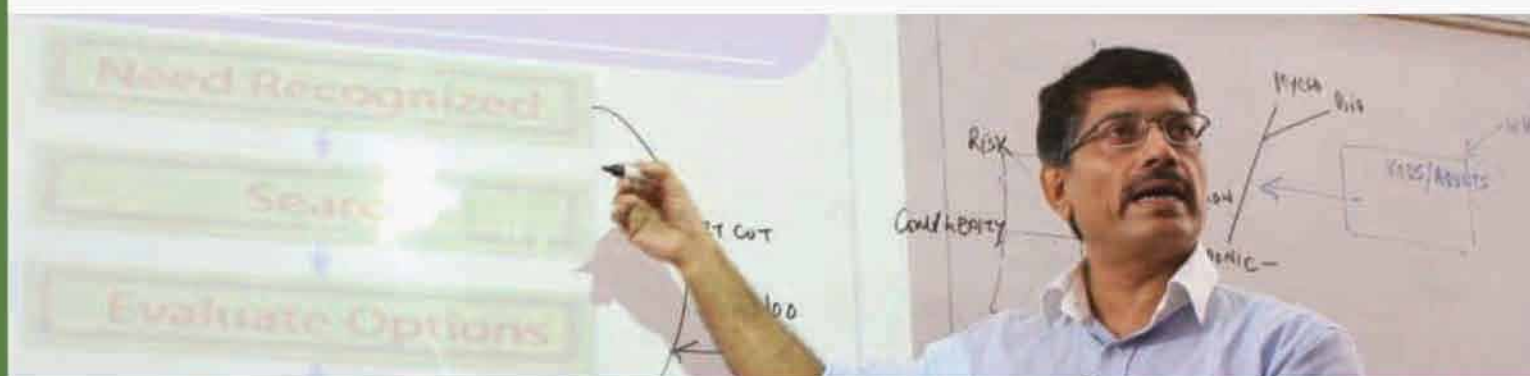
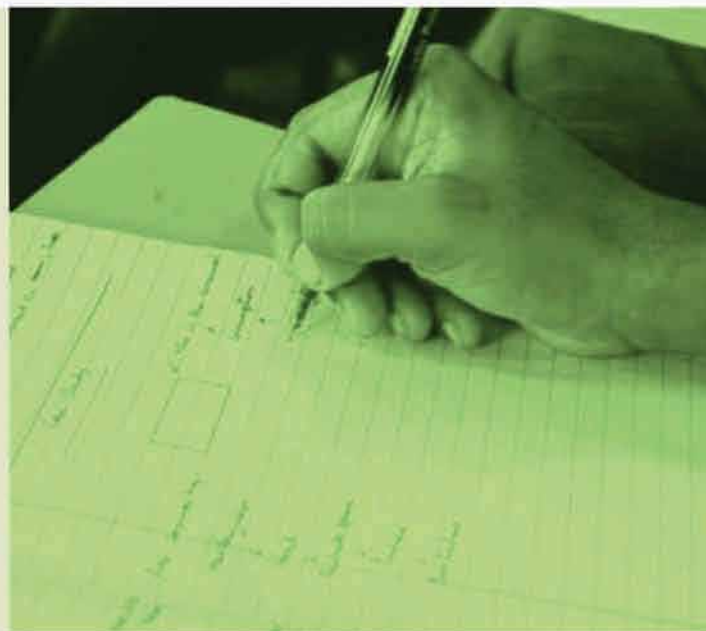
Some of the important functions performed in the domain are as follow:-

- Maintaining awareness of and compliance with local, state and federal laws
- Recruitment, selection and on boarding
- Organizational design and development
- Performance, conduct and behavior management
- Industry and employee relations
- Compensation and employee benefit management
- Training and development
- Workforce planning
- Performance appraisal



Course Structure

- Management of Industrial Relations
- Negotiation, Persuasion & Social Influence Skills
- Manpower Development for Technological Change
- Technological Change & Human Resource Management
- Compensation Management
- Performance Management: Systems and Strategies
- Management Training and Development
- Managing Interpersonal and Group Processes
- Personal Power & Leadership through Asian Values
- Counselling Skills for Managers
- Human Resource Development: Strategies and Systems
- Human Resource Planning and Development
- Cross Cultural and Global Management
- Managing Diversity
- Labour Laws
- Leadership, Power & Politics



Faculty

Dr. A.Venkatraman

Education: (M.A., Ph.D)

Areas of Interest / Specializations:

Human Resource Management and Health Services Management.

Dr. Kavita Singh

Education: (M.A. Psychology, M.Phil, Ph.D)

Areas of Interest / Specializations:

Organizational Behaviour, Organization Change and Effectiveness,

Organization Development and Counseling skills for Managers, Knowledge Management and Disaster Management.

Dr. Mala Sinha

Education: (M.A., Ph.D. Psychology)

Areas of Interest / Specializations:

Organizational Behaviour, Organizational Effectiveness & Change, Cross Cultural Management.

Dr. Preetam Khandelwal

Education: (M.A. Psychology, Ph.D)

Areas of Interest / Specializations:

Organizational Behaviour, Organizational Development, Psychological Testing.

Dr. Tanuja Aggarwala

Education: (M.A. M.Phil, Ph.D)

Areas of Interest / Specializations:

Human Resource Management & Organizational Behaviour

Prof. Sunita Singh Sengupta

Education: (M.A., Ph.D)

Areas of Interest / Specializations:

Corporate Social Responsibility, Generating Happiness at Workplace, Developing Intra – Psychic Health at Workplace, Integrating

Dr. Mahima Thakur

Education: (M.Phil, Ph.D)

Areas of Interest / Specializations: Human Resource Management, Organizational Behaviour, Business Communication

Society



HRSoc – The HR Society

Vision

Our vision is to make FMS students competent in handling HR issues, thus helping organizations use their human resources as a tool to achieve greater heights.

Mission

To impart the best training and knowledge to students of FMS, and to make them the best leaders of the future.

To supplement theoretical concepts learnt in the classroom, through activities like Guest Lectures, Workshops and Live Projects, which give students an insight into the corporate world and a practical view to understand and apply knowledge.

To prepare the future leaders from FMS, to meet challenges in the ever evolving workplace.

Activities

- Research Project on Diversity Practices in India
- Industry Interaction
 - Accenture Management Consulting - Shaping the Future | Forum on Learning
 - Campus Engagement with 'Great Places to Work With' CEO Mr. Prasenjit Bhattacharya.
- Live projects: HT Media and Center for Development & Communication. A project with Gerson Lehrman Group.
- Workshops: Leadership Development and Corporate Skills, MBTI Workshop.
- Society Partnership: Roping in ONGC as a blanket sponsor for the HR society and to sponsor the FMS HR Leadership award. Faculty Member, Prof. Tanuja Aggarwala to be directly involved in the process.



Alumni

- **Anil Kumar Misra**, Senior Manager & Head-Business HR, IT Services, ES & OD, Tesco HSC, Bangalore
- **Anupam Prakash**, Partner at Mercer
- **Arun Taneja** Head- Learning & Development, India North at Tata Consultancy Services
- **Debjani Roy**, Head - HR at HRG Sita India
- **Deepak Bharara**, Corporate Director - HR at LANCO INFRA TECH LIMITED
- **Gaurav Rohatgi**, Director Human Resource at PepsiCo
- **Krishnan V**, Executive Vice President-HR, Dabur India Ltd.
- **Manjit Lakhmana**, Senior Vice President & Head HR, India at Bank of America Merrill Lynch
- **Pankaj Dhingra**, Vice President - HR, Zee Network
- **Pankaj Mittal**, CHRO at Indus Towers Limited
- **Rachna Kamra**, Director Capability Development at Fortis Healthcare Limited
- **Sandeep Bhatnagar**, Vice President - Global Media and Telecom SBU (Telecom Network Services and Client Engagement Head - Telenor Group)
- **Sanjay Sinha**, EVP HR, Hinduja Global Solutions Ltd.
- **Saudamini Kumar**, HR Leader - Finance, GE India
- **Shailja Singh**, Regional HR Leader at Aon Risk Solutions Asia

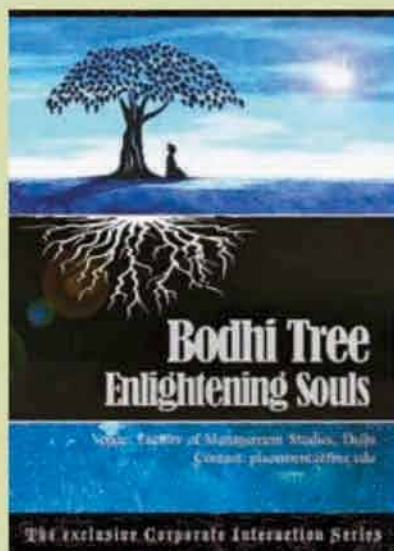


Past Recruiters:

- Adobe
- Cinopolis
- Cummins
- Eli Lilly
- Hewitt
- Korn Ferry International
- Mercer
- ONGC
- Pepsi
- PVR
- Tata Motors

Industry Campus Activity Program (I-CAP)

Throughout the year, there is a series of activities such as Guest Lectures, Workshops, Industry Projects and Placements conducted by various companies under a structured program called I-CAP (Industry Campus Activity program). This fosters a mutually beneficial relationship where the activities help the students develop a holistic learning, and enable the companies to engage themselves with the campus.

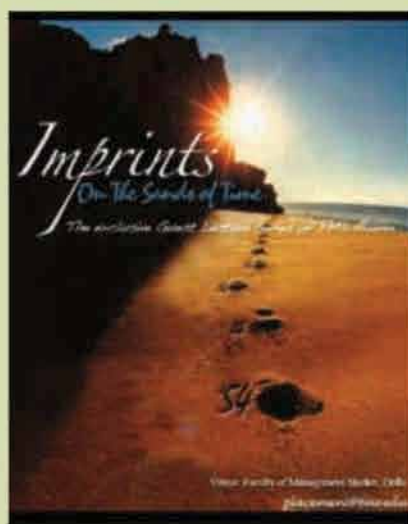


“Bodhi Tree”

This is an exclusive corporate interaction series dedicated to host illustrious businesspersons on campus.

Past Speakers in this series include:

- Aneesh Shah (CEO, GE Capital)
- Shriram (CEO, M-Commerce, Airtel)
- Shiv Dayal (CMD, Langham Capital)
- Neeraj Garg (COO, Piramal Healthcare)
- Cherian Thomas (Head, IDFC Foundation)
- Sandeep Sahwney (MD, Genzyme)
- Ravi Kiran (CEO, StarcomMediaVest)
- Vivek Mathur (Senior Group VP, ICRA)
- Shailesh Vikram Singh (Director, 2i Capital)
- Bharat Bakhshi (Partner, Jacob Ballas)



“Imprints”

This is an exclusive Guest Lecture series for the esteemed FMS Alumni.

Past Speakers in this series include:

- Ritesh Chandra (Executive Director, Avendus Capital),
- Parveen Mithra (Vice President, SREI Infrastructure Finance),
- Anindya Chowdhury (Country Head – Gas/LNG, New Business Development at Shell),
- Pankaj Agarwal (Sales Director – India, Reckitt Benckiser),
- Sanjay Rishi (Executive Vice President and Asia Business Head, Emerging Payments and New Ventures at American Express),
- S. Ravi Kant (COO, Eyewear Business and Executive Vice President at Titan Industries),
- Ms. Susheela Venkataraman (Director, IBSG, Cisco)
- Tashwinder Singh (Managing Director, Citi and Head of Citi Private Bank),
- Sangeet Chowfla (Executive Vice President, Global Markets and Chief Strategy Officer at Comviva Technologies),
- Amarjyoti Barua (Financial Planning and Analysis Leader, GE India)

ICAP – Previous Speakers

- **Dr. Anish Andheria**
Director, Wildlife Conservation Trust; Director, Sanctuary Asia on “Wildlife Conservation in India”
- **Mr. Ashish Mendiratta**
Vice-President-Materials, East India Hotels (Oberoi Group of Hotels) on “Supply Chain Management”
- **Mr. Deepak Bharara**
Director, Corporate HR at Lanconfratech Ltd. on “Industry Overview of Infrastructure and Challenges for Tomorrow”
- **Mr. Gaurav Saxena**
DGM, Bharti-Walmart on “Supply Chain Mgmt. challenges in Indian Retail sector and its future outlook”
- **Mr. Irfan Alam**
Founder, Samman Foundation on “Tackling Social Issues through Enterprising
- **Mr. Manik Chhabra**
Vice President, Citi Global on “Corporate Banking as a career”
- **Mr. Manish Jain**
Senior Manager, Infosys Technologies on “Synergy of Banking Industry with IT industry and consulting framework and opportunities used in this setup”
- **Mr. Prabhakar Tiwari**
Marketing Manager at Danone on “Marketing Strategy of Danone”
- **Mr. Prasenjit Bhattacharya**
CEO, Great Places to Work on “Creating a Great Place to Work”
- **Mr. Raj Shroff**
MD and Founder, Aarayaa Investors on “PE Landscape in India”
- **Mr. Rathindra Basu**
Director, Business Development and Corporate Communication at ESPN on “Business Development and Marketing in Broadcasting Industry”
- **Mr. Ritesh Chandra**
Executive Director and Head - Consumer Group, Avendus Capital on “Mergers & Acquisitions”
- **Mr. Sanjeev Agarwal**
Head of Equity Research Division, Copal Partners on “Valuation of Equities & Equity Research as a career”
- **Mr. Subhagata Mukherjee**
Global Head of Marketing - Managed Services at Nokia Siemens Network on “Marketing and Differentiation Strategy”
- **Mr. Sunil Gupta**
Managing Partner, South Asia at Results International Group Integrated Brand Communications on “Carrers in Operations and Supply Chain”
- **Mr. Vikas Verma**
Managing Partner at Direxn on “Being a Brand Manage: A Perspective on Leadership”
- **Guest Lecture by Prof. Brian Stoddart** (the author of the book, India and Australia: Bridging Different Worlds) on “Some Thoughts about Indo-Australia Business”
- **Mr. Pankaj Agarwal**
Sales Director - India, Reckitt Benckiser on “10 Mega Trends in Indian FMCG sector”
- **Mr. Sanjay Rishi**
Executive Vice-President and Asia Business Head : Emerging Payments and New Ventures at American Express on “Evolution of Credit Card Industry in India in the past 25 years”
- **Mr. Anindya Chowdhury**
Country Lead - Gas/LNG New Business Development at Shell on “Global Oil Scenario”
- **Ms. Susheela Venkataraman**
Director, IBSG, Cisco on “Enterprise and Community Transformation using IT”



Leading the Way Forward

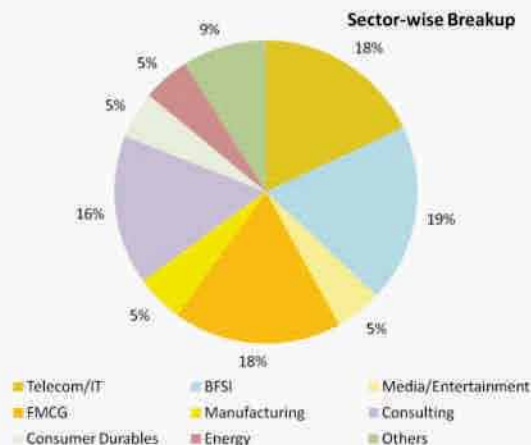
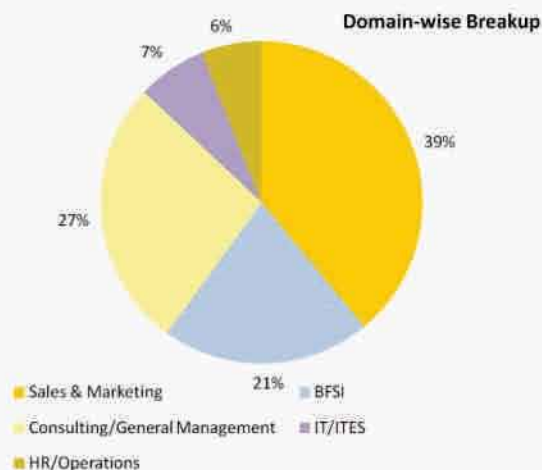
PLACEMENTS

FMS, Delhi - Final Placements 2013

Faculty of Management Studies (FMS) Delhi, the pioneer of management education in India, scaled new heights with the recently conducted final placements for its students. The 2011-13 batch was placed in style in reputed global and Indian firms, across all domains. Despite a gloomy economic scenario and with the largest ever MBA-Full Time batch appearing for placements, Faculty of Management Studies, Delhi, continued its record of stellar placements, across all domains.

Over the years, FMS has maintained a healthy mix of candidates with work experience from across sectors. Consulting, as a domain, has been gaining significant ground, with an ever-increasing pool of top companies visiting FMS for placements and this season saw a record number of candidates getting job offers from consulting firms. Apart from a number of legacy recruiters, FMS also saw participation from 31 new recruiters this year.

Total number of companies confirming presence	118
Number of companies that made offers	93
Batch Strength	216
Opt outs/Availing Placement Holiday	5
No. of Pre-placement offers	46
Median Salary (INR Lakhs per annum)	16



Pre-Placement Offers:

Almost 22% of batch received pre-placement offers, indicating the preference of firms for FMS graduates and the impressive performance of FMS students in the corporate world.

Consulting:

With the number of offers in Consulting increasing steadily over the past few years, this year saw the largest ever participation in this domain at FMS. Some of the coveted firms who hired from FMS were The Boston Consulting Group, Accenture Management Consulting, Deloitte, Capgemini, Ernst & Young, KPMG, PricewaterhouseCoopers and Bain Capability Centre, among others. The Boston Consulting Group recruited for the first time from FMS this year. Capgemini Management Consulting was the largest recruiter with 12 offers.

General Management/Strategy:

As in previous years, General Management roles were amongst the most sought after on campus this year, with a larger, more diverse pool of companies in this space. Companies which offered General Management roles included Tata Administrative Services, Mahindra and Mahindra, Reliance Industries Ltd., Ranbaxy, Cipla, Jindal Steel and Power Ltd. and HCL.

Finance:

About a fifth of the batch managed to bag roles in Finance, from across various functions like investment banking, wholesale banking, corporate finance, treasury etc.

O3 Capital, Goldman Sachs and SBI Capital Markets offered Investment Banking profiles. Despite the bleak scenario and low intake in the BFSI sector, offers were made by a number of premier International and Indian banks, across Wholesale Banking and Treasury roles, including Citibank, Deutsche Bank, Standard Chartered, HSBC, Axis Bank, ICICI, Yes Bank, Bank of America Merrill Lynch and American Express. AC Nielsen recruited from FMS for its prestigious Finance Leadership Program (FLP) for the first time this year.

Corporate Finance roles were offered by Nestle and Wipro. Apart from the above, other recruiters in this domain included EXL Services, Trident, ING Vysya, Max Life Insurance etc.

Marketing:

FMS is known as the "Marketing Campus of the country" and it reinforced that perception as companies queued up to recruit the best from FMS for this function. Marketing once again emerged as a preferred sector for the students with two-fifth of the batch taking up jobs in this sector.

This placement season at FMS saw a plethora of firms across various sectors offering Sales & Marketing Roles. Legacy FMCG recruiters such as HUL, ITC, Nestle, Johnson & Johnson, Coca-Cola India, Mondelez-Cadbury, GlaxoSmithKline Consumer Healthcare, Asian Paints, etc. continued to recruit in numbers from FMS. ITC was the largest recruiter in this domain, with 11 offers.

Other FMCG majors who recruited at FMS included PepsiCo, Reckitt Benckiser, Godrej Consumer Products Ltd., L'Oreal, Nivea, Hindustan Coca Cola Beverages Ltd., Britannia, SABMiller and Akzo Nobel.

First time recruiters in this domain included 3M, Adidas and Yum! Brands. Yum! Brands hired exclusively from FMS for the position of Senior Brand Manager.

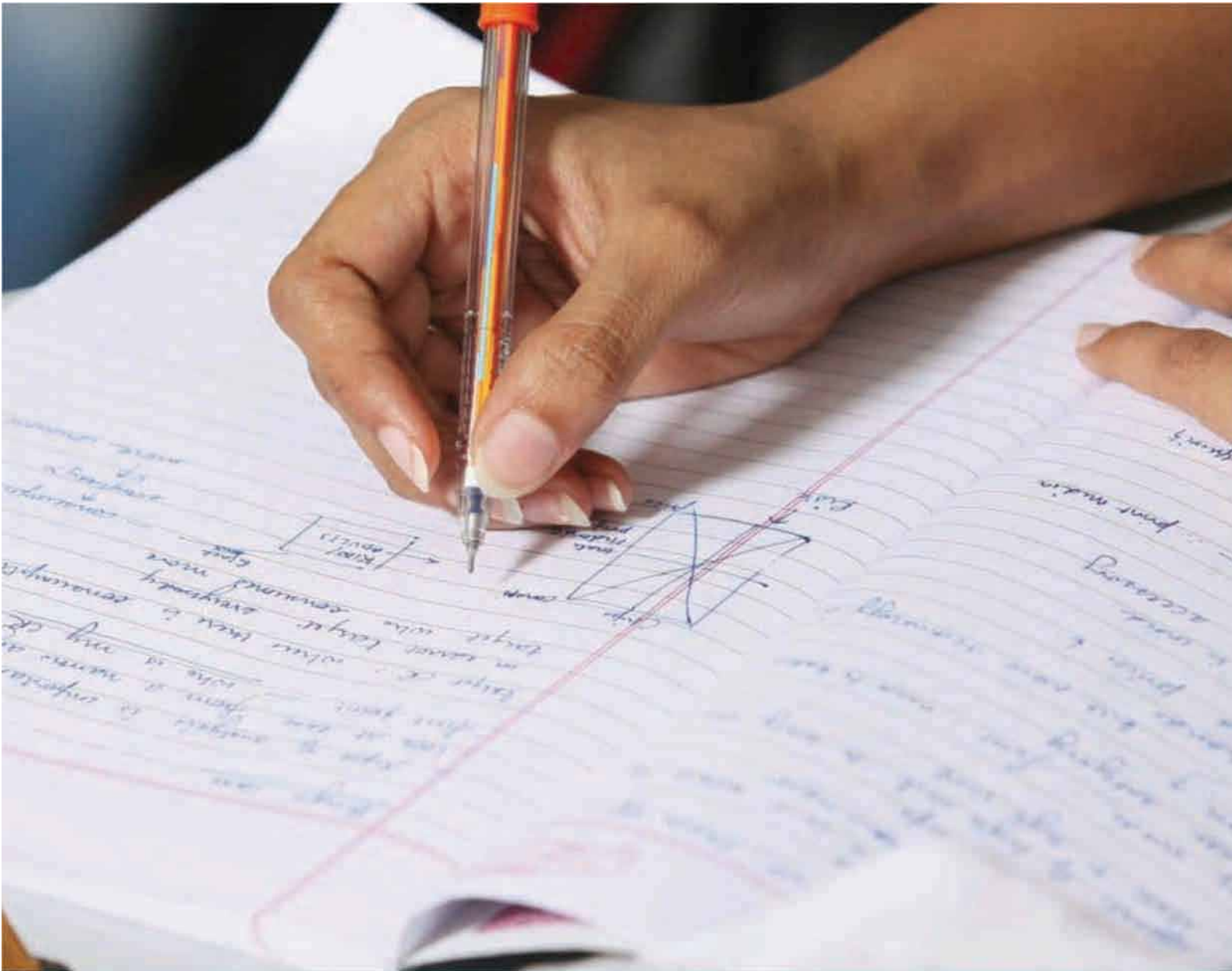
Telecom, Automobile and Consumer Electronics sectors also made their presence felt in this domain, with Airtel, Vodafone, Philips and Tata Motors also recruiting from FMS. This year also saw participation from recruiters from across sectors, including Shell, Tata Steel, BPCL, IOCL and Extramarks.com. FMS continued to be among the preferred campuses for recruiters from the Media sector, including HT Media, Times OOH and first-time recruiters such as Network18 and Mogae Media, to name a few. Jumbo Electronics added to the diversity, recruiting from FMS for its International profile yet again.

Others:

With over 50% of the batch having prior work experience, this placement season saw a number of IT majors recruiting in numbers for niche profiles at FMS. Microsoft offered its coveted Program Manager role for its India Development Centre, while HCL offered an International role, for its Global Engagement Manager profile, for the first time. E-commerce made its presence felt in a big way with Amazon, MakeMyTrip, Ibibo, Infoedge and Valyoo technologies participating in this year's process. KPMG offered its IT advisory role while Capgemini also gave offers for its IT consulting role. Other IT recruiters include Aricent, TCS, Genpact, Wipro, Saviance etc. The variety of roles in this domain ranged from Product Management, Business Development and Marketing to IT Consulting.

Supply Chain and Operations roles were offered by Mars Chocolates, Tata Steel, Flipkart, Morarka and Channel Play among others. Wipro also offered its Supply chain consulting role.

Students at FMS also expressed interest in working for PSUs. This year, IOCL, BPCL and Power Finance Corporation were amongst the PSUs that participated in the placement process.



Summer Internship Placements 2012 - FMS, Delhi

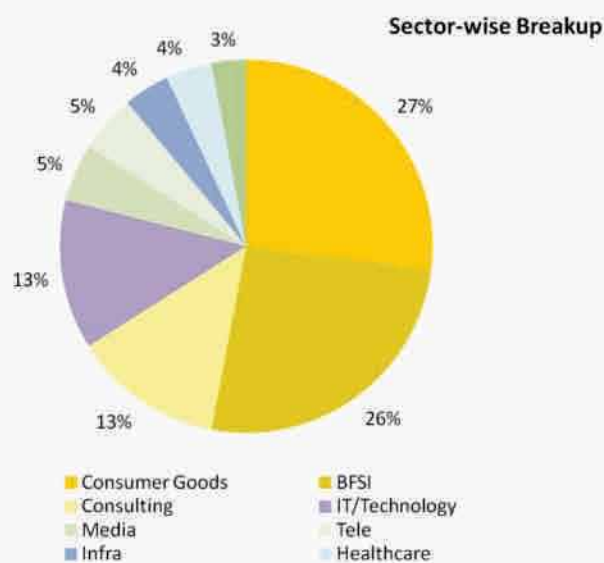
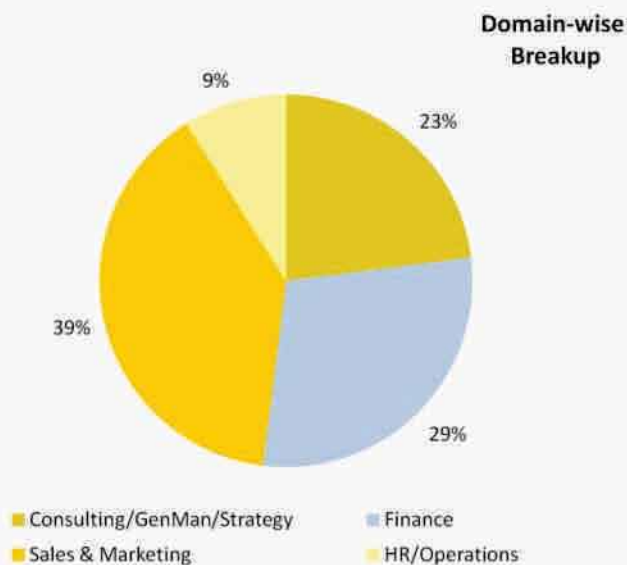
Faculty of Management Studies (FMS) University of Delhi completed its summer placement in style, yet again. The MBA batch of 2014, comprising of some of the best minds of the nation, got plenty of opportunities to choose from a wide range of roles from leading national and international firms.

Apart from the legacy recruiters, the summer internship process witnessed an overwhelming participation from new recruiters willing to offer roles across domains to the students of FMS. A large number of offers were made across various domains and across sectors. Cross sector internship opportunities witnessed a growth too, with offers being made across 15 growing sectors of the economy.

Batch Strength	226
Total number of students participating in the placement process	210
Total number of companies confirming presence	170
Number of companies that made offers	95

MBA (FT) 2012-2014

Summer Internship Experience



Along with our regular companies, we had the following new companies confirming their presence in the process and making one or more offers.

Investment Banking

Morgan Stanley

Financial Markets

Deutsche Bank
Standard Chartered

General Management

Reliance Industries Ltd.
Singhanian Group

Sales and Marketing

Nokia
Sony Entertainment Television
Boston Scientific
Zee

IT/Operations

Asian Paints
HCCB
Bristlecone
Valcon Consulting

Consulting

Redseer consulting
Nodwin consulting

SUMMER PLACEMENT PROCESS SCHEDULE

July-Sep 2013	Aug-Sep-Oct 2013	Oct 2013
ICAP Programme	Pre-placement Talks	Structured Placement Process
Guest Lectures, Live Projects, Workshops, competitions	Company interacts with young budding MBAs	Placement week with due process for selection

Final and Lateral Placement Process

1. Companies make a pre-placement presentation (PPT) to provide an opportunity to the students to seek clarity on the profile of the company, position offered, remuneration package and other relevant information.
2. Participating companies are invited to make their assessment of the applicants during a specific time slot
3. The slots for the companies shall be decided on the basis of the following parameters:
 - i. Brand Name of the organization
 - ii. Profile
 - iii. Remuneration
 - iv. Previous Relationship (consistency in recruitment from campus & Number of Offers)
 - v. Democratic Process
4. Placement Process is conducted on campus or off campus (Video Conference, Telephonic Conversation)



Placement Season

Lateral and Final Placement

Company PPTs for Laterals – December 2013

Lateral Placements (Batch of 2012-14) – January 2014

Company PPTs for Finals – January 2014

Final Placements (Batch of 2012-14) – February 2014

Summer Placement

Company PPTs for Summers – August to September 2013

Summer Placements (Batch of 2013-15) – October 2013





FMS in Media

THE TIMES OF INDIA

Date with rosogollas, biking trip to Taj: FMS's silent bids

FMS selection will be done on basis of CAT 2011 this year

THE TIMES OF INDIA | Delhi

THE ECONOMIC TIMES

23 AUG. 2011, 05:49AM IST, MANASH PRATIM GOHAIN,TNN

Brand Anna: FMS to study how movement is now a brand

THE FINANCIAL EXPRESS

"We need to build a different brand of FMS"
KIRTIKA SUNEJA
Posted: Monday, Jun 20, 2011 at 0355 hrs IST

THE FINANCIAL EXPRESS

Delhi University's Faculty of Management Studies organizes its annual conclave
FE BUREAU
Posted: Monday, Sep 19, 2011 at 0340 hrs IST

Hindustan Times

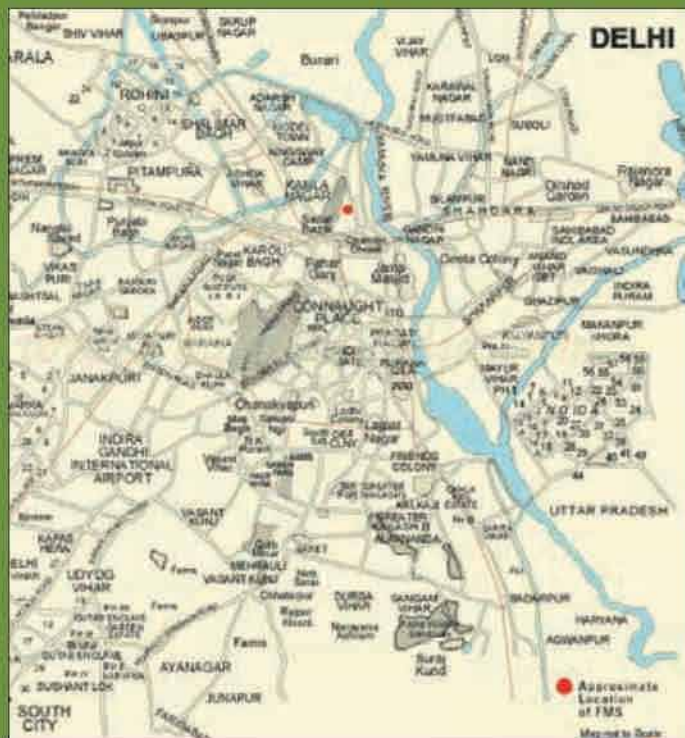
Summer internship: FMS sees 52% hike in stipends

Mallica Joshi, Hindustan Times
New Delhi, November 08, 2011

+1 0

Email to Author

First Published: 00:44 IST(8/11/2011)
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Faculty of Management Studies
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