

# Placement Brochure

## MBA Class of 2017



MBA Class of 2017 at  
Imperial College Business School



**BML MUNJAL UNIVERSITY™**  
FROM HERE TO THE WORLD

# MBA BBA BCOM(Hons) BTech

Founded by the promoters of the Hero Group, BML Munjal University (BMU) is a not-for-profit initiative, offering undergraduate and post-graduate courses in Management (BBA, MBA & Ph.D) and undergraduate courses in Engineering (B.Tech) and Commerce (B.Com (Hons)). The University has been founded with the objective of transforming higher education in India by creating a world-class teaching and learning environment. The 50-acre, fully residential and co-educational University has been notified under the Haryana Private Universities Act, 2006.

Named after the Founder Chairman of the Hero Group, Mr. Brijmohan Lall Munjal, BMU is engaged in creating, preserving and imparting internationally benchmarked knowledge and skills to a diverse community of students from across the world. The Hero Group is a diversified conglomerate which includes Hero MotoCorp – the world's largest two-wheeler manufacturer.

BMU is mentored by Imperial College London, the 109-year old University that is ranked 9th in the QS World University rankings, 2016.

BMU's unique learning environment nurtures the spirit of enquiry, creativity, problem solving, entrepreneurship and innovation; promotes hands-on and cross-disciplinary learning; and inculcates a raft of values, career and life skills. This ensures that BMU students are transformed into well-rounded, industry-ready individuals who are equipped to take on leadership responsibilities from day one of graduating from the University.



# MBA from BMU

## Global Leadership Module

- 2 weeks of full time study at Imperial College Business School, London
- Exposure to industry experts, major corporates, investment banks, consultancies, venture capitalists and public sector organizations

## Practice School

- Hands-on learning with industry for 8 weeks
- Mentorship and support by industry expert and faculty
- Practice School companies include Siemens, Aditya Birla Group, Yes Bank, KG Somani, EY, Forbes Marshall, Bry Air, Hero MotoCorp, Cargill Foods, Coca-Cola, Axis Bank, ITC Ltd., Moser Baer among others.

## Experiential Learning

- Case based lectures
- Compulsory empirical research component
- Markstrat and Capstone simulations offered as elective courses

## Skill and Perspective Courses

- Inculcating teamwork
- Building leaders
- Comprehensive exposure
- Inculcating honourable values

## Faculty

- From prestigious institutions from India and the world
- Faculty with experience in corporations such as Coca-Cola, HDFC Bank and Hero MotoCorp
- Visiting faculty drawn from Imperial College Business School, Rotterdam School of Management, Singapore Management University and more

## Industry Interface

- 30+ speakers visited campus to interact with students
- Partnership with IBM, KPMG, and Axis Bank for courses on Business Analytics, Forensic Accounting & Corporate Fraud and Banking
- Visits to McKinsey Capability Centre - Gurgaon, Hero MotoCorp - Dharuhera, Parle Manufacturing Center - Neemrana

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# ADVISORY BOARD OF BML MUNJAL UNIVERSITY

Adi Godrej	Chairman, Godrej Group
Arun Maira	Ex-Member, Planning Commission of India  Ex-India Chairman, Boston Consulting Group
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Dipak Jain	Dean, Sasin Graduate Institute of Business Administration
Rakesh Bharti Mittal	Vice Chairman, Bharti Enterprises
Dr. Naresh Trehan	Chairman, Medanta Heart Institute

**“**The BML Munjal University was set up to be a nursery for future leaders. It has been named after the Founder of the Hero Group - BML Munjal - who never went to college, but went on to set up a business empire worth several billion dollars affecting millions of people positively. In his dictionary, practice scored over theory, skills ranked over pedantic knowledge, and mentoring prevailed over conventional teaching. BML Munjal University seeks to embed and enshrine this thinking - learning here is patterned on the principles of practicality and relevance.

The University is now in its third year, and the excellent placement record supports this approach to business education.

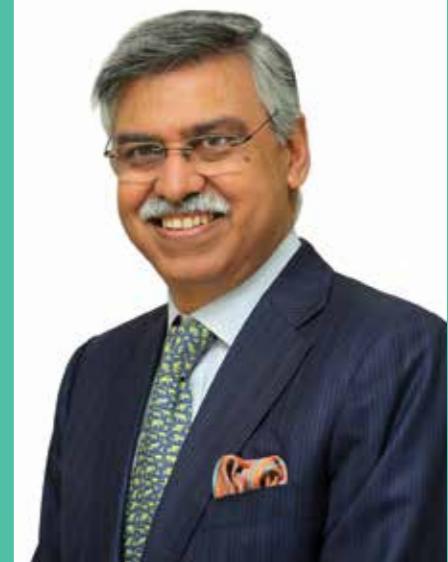
For our MBA programmes, the School of Management has a tie-up with Imperial College London, which is ranked 9th in the latest QS ranking of global universities. Besides faculty support, the partnership includes programme and curriculum design. Also, all our MBA programmes offer students the chance to consider the Global Leadership Module at Imperial College Business School in London.

The learning experience at BML Munjal University has been further augmented through collaborations with **Singapore Management University and Robert H. Smith School of Business, University of Maryland (USA)**, as well as corporate tie ups with **Axis Bank, IBM, KPMG, Siemens and Shell**. KPMG, for example, has partnered with BMU to introduce India's first specialisation in Forensic Accounting and Corporate Fraud, which has been built into the Accounting and Finance MBA programme. Likewise, IBM has collaborated with BMU for a MBA program in Business Analytics.

An MBA student who graduates from BMU is equipped with three unique skill sets that make him or her a well rounded candidate. The emphasis on active learning, simulation and industry exposure ensures that a student possesses real and relevant employable skills - which act as a ready incentive for hiring firms as it brings down their overall cost of training. Second, an MBA from BMU strongly imbibes ethical and socially responsible practices - through the various training and learning modules. This is becoming an increasingly necessary prerequisite for today's dynamic and complex corporate world. Finally, students learn about mass impact and social relevance of a business by working on various inclusive innovation projects that are actively incubated by the University's research arm.

At the School of Management, we prepare students not just for a career, but we show them how to thrive and grow in a complex world!

## CHANCELLOR'S MESSAGE



Mr. Sunil Kant Munjal



## VICE CHANCELLOR'S MESSAGE

Prof B.S. Satyanarayana  
BML Munjal University.

**BMU Academic Programmes: A unique blend of national and international perspectives, with orientation towards the next generation of HR, marketing, and innovation challenges.**

The whole world is changing rapidly in the era of the Knowledge Economy. We are witnessing reduced product life cycles due to accelerated innovation, and shrinking time to market from concept to product. In the next two decades, India, based on multiple predictions, could be anywhere from a \$10 – \$20 trillion economy and eventually the world's leading economy. This calls for an entirely new paradigm in management education and also management of companies. Management education has to adapt to challenges that include a) globalization; b) accelerated technology obsolescence; c) increasing use of Big Data and Analytics and moving away from intuitive decision making to rational processes; d) integration and greater emphasis on emotional quotient, sustainability, inclusiveness and ethics; e) other issues on account of an ICT enabled connected world such as digital marketing, e-commerce and associated trends; f) increasing multidisciplinary approach; g) increasing customized & personalized product and service delivery and h) newer modes of finance and banking trends.

India, with the world's largest youth population or demographic dividend, is expected to be the leader in innovation and entrepreneurship and "Make in India" is expected to take-off. To enable our youth to be prepared for the same, BML Munjal University has developed a new education pedagogy linking Outcomes Based Education (OBE), multi-disciplinary experiential learning & industry engagement, based on the **3Is - Inquiry, Innovation and Impact**. Thus the innovative curriculum is oriented towards igniting student minds and transforming education from a drudgery to joy, enabling students to achieve their dreams and aspirations. This involves making sure that a significant part of the curriculum is practice oriented or hands-on experiential learning, working on real life case studies. Our MBA, BBA and B.Com students are not only trained by our faculty, who have themselves worked in the best Indian and global institutions, but also by professionals from various industries and professors from the best universities in India and abroad. They have experienced internships and international immersion programmes to acquire credits from our partner institutes such as Imperial College London. Further, our engagement with the industry has already led to specialized programmes in areas such as Business Analytics with IBM, Forensic Accounting and Corporate Fraud with KPMG and Banking with Axis Bank. We have also set up over 10+ labs with companies such as Siemens, Shell and Hero MotoCorp. To make education holistic, students are also involved in a wide range of clubs, both cultural and technical, as well as in social service. Hence, we believe we have worked towards a holistic education and are truly preparing the leaders of tomorrow. We welcome our industrial partners to provide appropriate platforms, so that the students can showcase their capabilities. Thus, we embark on a long term win-win engagement together that will lead to building our own organization and a great India. **"**



## DEAN'S MESSAGE (SoM)

Dr. Tapan K Panda  
BML Munjal University.

**Welcome the School of Management (SoM), BML Munjal University.**

I am privileged to write to you on behalf of my school and also extend a warm welcome to visit us and participate in our final placement process. I will be looking forward to meeting you and hosting you personally when you are on our beautiful campus.

While you are planning your trips to School of Management and also other schools, let me pen down what makes my school and students unique in nature. You will always find our students different in many ways as they are being groomed in these directions. They are not only business ready managers; they also have strong social and ethical values.

We, as a management school, strongly believe in developing students through an evolutionary journey from mere KNOWING (class room delivery) to DOING (skilling and re-skilling them) and finally to BEING (making them realize their potential to achieve their greater goals in life).

The Domain-Function focus of the program helps students understand not only concepts but also the intricacies of their applications in different industries. Therefore, their adaptability to various business situations and challenges is high. You will find that our courses are extremely application focused.

Being mentored by Imperial College Business School, we have brought world class curricula to the classroom. Many of our courses and programs have knowledge partners from the fields of consulting, information technology and global practices. Our focus on forensic accounting with KPMG in a world of errors of judgment and commitments; business analytics and knowledge discovery through business analytics labs with IBM; simulation and optimization tooling with Siemens Software and application of virtual reality technology with McKinsey are some of the initiatives that enable our students to LEARN, ENGAGE, ACT and PRACTICE (LEAP) in their pursuit of excellence.

The School of Management believes that great leaders emerge out of complex and critical challenges. Business doesn't exist in isolation and a manager's decision always influences the society, environment and the world at large. Our outreach program, SANKALP helps students understand greater social issues and apply managerial principles to solve them. Our students are driven by both intelligence and passion and are committed to solve problems - be it in the functional, business or social domain.

You will find in them a strong work ethic and a very high level of professionalism - a set of young people who are willing to work under any conditions, achieve goals in a specified period of time, and contribute positively to the organisations they would join. **"**



## INTERNATIONAL DEAN'S MESSAGE

Dr. Gerry George

Dean, Lee Kong Chian School of Business, Singapore Management University.

BML Munjal University is founded on the core premise that the university education kindles in students a sense of inquiry to question why and how businesses can be transformed for the better, the capacity to inspire others through their leadership and communication skills, and ultimately, to generate positive impact on the local community and global society. These values frame our curriculum and are the cornerstone of the BMU student experience.

The curriculum, jointly developed with Imperial College Business School, is based on: (1) a problem solving approach, (2) interdisciplinary course content, (3) breadth of perspective, and (4) integration of practice into theory. What we aim to deliver in our programme is a high exposure and integration with practice through industry projects, internships, and joint research projects. This approach allows BMU graduates to gain valuable career and life skills – to be able to reframe problems as opportunities and to deliver results!

We invite your organisation to consider hiring our students. You will find our students inquisitive, committed, energetic, and above all, well-trained. We are confident that our students and BMU as a whole would benefit from your engagement, just as much as we believe that we can contribute to your business success. Do visit us on campus, interact with the students, give a lecture, and help us by being part of our curriculum; you will find that you stand to gain as much as we do.

”



# SCHOOL OF MANAGEMENT

The School of Management (SoM), BMU has been founded with the objective of transforming management education in India by creating a world-class learning environment.

SoM is engaged in creating, preserving & imparting internationally benchmarked knowledge & skills to a diverse community of students. The learning environment at SoM nurtures the spirit of enquiry, creativity, problem solving, entrepreneurship & innovation; promotes hands-on & cross-disciplinary learning; inculcates a raft of values, job & life skills. This ensures that students of the School of Management are transformed into well-rounded, industry-ready individuals who are equipped to take on leadership responsibilities from the day they graduate from the University.

## VISION

- Nurture ethical leaders who are skilled, knowledgeable and have the life skills necessary to lead their organizations to success
- Advance and disseminate practically-oriented knowledge
- Bring global standards and best practices in the areas of management and entrepreneurship

## MISSION

- To be a leading management school and to become a gateway for students from here to the world
- To be renowned for the quality and impact of its teaching, research and linkages with major stakeholders
- To find creative solutions for managerial and entrepreneurial problems
- To use applied research for extending the frontiers of knowledge
- To partner with other institutions in developing best practices across multiple domains
- To build a talented community of students and faculty who excel in teaching, learning and research in a creative and stimulating environment
- To develop socially and ethically responsible business leaders and entrepreneurs by providing contemporary and global knowledge
- To produce future leaders who are committed to People, Profits & Planet
- To engage with corporate, government and development institutions and help them apply sustainable management principles and practices

# MBA PROGRAMME

The MBA program has been designed in collaboration with Imperial College Business School. The inputs regarding the future capability needs of managers and deficiencies in current MBA programs were received from the industry. This knowledge guided the choice of the courses, their content and the pedagogy. At BMU, we endeavour to create a sense of 'inquiry' among our students, encourage them to get 'interested' in knowing and learning more about management concepts and their application; thereby enabling students to create an 'impact' on themselves, their organizations and eventually, society at large. BMU offers three MBA programmes, MBA (Regular), MBA (Business Analytics) in association with IBM, MBA (Accounting and Finance) in association with KPMG.

The MBA program curriculum consists of

- Core courses: help students grasp theory and business fundamentals
  - Elective courses: allow students to gain deeper knowledge of concepts in their area of interest
  - Skill courses: enable students to enhance their soft skills, ability to work in teams and lead others
  - Perspective courses: help students broaden their thinking

MBA (Regular Programme)

The MBA programme consists of 24 Core courses, 8 Electives (to be chosen from a list consisting of 50+ options across the areas of Marketing, Finance, HRM/OB, Operations, IT and General Management), 8 Skill courses and 4 Perspective courses.

A comparison with equivalent programs offered by well-known institutes in the country show that the MBA program at BMU has a comparable number of credits for core and elective courses, but a higher number of credits for skill courses. This emphasis on skills and perspectives is expected to go a long way in preparing students to be industry ready.

MBA (Business Analytics) in association with IBM

Business Analytics is a discipline that makes extensive use of data, statistical and quantitative analysis, explanatory and predictive modelling, and fact-based management to drive decision making. It is being used by industries to do everything from solving complex business problems to increasing the efficiency of hospitals and medical centres to simulating sporting contests. Business Analytics is a fast growing industry - currently growing at 35% annually. The curriculum is designed in association with IBM. IBM has established the IBM Business Analytics Lab at the BMU campus, in which they are providing industry relevant software and training on Predictive Analytics using IBM SPSS, Descriptive Analytics using IBM Cognos and Big Data & Analytics using IBM InfoSphere BigInsight.

MBA (Accounting and Finance) in association with KPMG

The MBA in Accounting and Finance (in association with KPMG), with a focus on Forensic Accounting and Corporate Fraud, is the first of its kind in India. Today's finance experts are worried about how corporate fraud is becoming a chilling reality across the world. A bigger concern is the dearth of skilled professionals who are equipped to combat it. With academic support from KPMG, one of the Big 4 accounting and advisory organisations in the world, this unique programme promises to produce managers who can devise and implement effective strategies against corporate crime.

Core Courses	<ul style="list-style-type: none"> <li>Managing and Developing People</li> <li>Micro-Economics</li> <li>Business Statistics</li> <li>Macro Economics &amp; Policy</li> <li>Sourcing and Managing Talent</li> <li>Marketing and Consumer Behaviour</li> <li>Synthesizing and Analysing Data</li> <li>Financial Reporting and Analysis</li> <li>Operations Research</li> <li>Costing of Products and Services</li> <li>Marketing of Products and Services</li> <li>Managing Operations and Supply Chain</li> <li>Managing Stakeholders and Legal Processes</li> <li>Managing Financial Resources</li> <li>Bringing Ideas to Market</li> <li>Strategic Management</li> <li>Project Management</li> <li>Management of Design</li> <li>Business Models and Intellectual Property</li> <li>Management Information Systems</li> <li>Corporate Governance and Social Responsibility</li> <li>Digital and Social Marketing</li> <li>Analysing and Mitigating Risk</li> <li>Organization Structure &amp; Design</li> </ul>	<ul style="list-style-type: none"> <li>Operations Research and Strategy</li> <li>Procurement and Capital Projects</li> <li>Lean Manufacturing Systems</li> <li>Project and Program Office Management</li> <li>Managing Service Operations</li> <li>Logistics Management</li> <li>Quality Management and Six Sigma Green Belt</li> <li>System Design and Analysis</li> </ul>	Operations
Skill Courses	<ul style="list-style-type: none"> <li>Communications and Presentation Skills</li> <li>Etiquette and the Art of Conversation</li> <li>Leadership Development</li> <li>Career Skills</li> <li>Problem Solving and Consulting Skills</li> <li>Performance Management</li> <li>Selling, Negotiation and Persuading Skills</li> <li>IED Project</li> </ul>	<ul style="list-style-type: none"> <li>Business Intelligence</li> <li>Enterprise Resource Planning</li> <li>Business Intelligence &amp; Data Mining</li> <li>Managing e-businesses</li> <li>Internet Based Platform Strategies</li> <li>Management of Technology and Innovation</li> <li>IT Consulting</li> <li>IT Strategy</li> <li>Software Project Management</li> </ul>	Information Systems
Perspective Courses	<ul style="list-style-type: none"> <li>Perspectives on World Civilizations</li> <li>Critical Reasoning and Systems Thinking</li> <li>Ethics and Citizenship</li> <li>Personal Leadership Journey</li> </ul>	<ul style="list-style-type: none"> <li>Social Entrepreneurship</li> <li>Managing Family Business</li> <li>Strategies of Competition and Co-operation</li> <li>Energy and Infrastructure management</li> <li>Economics of Strategy</li> <li>Game Theory and Applications</li> <li>Strategies for Emerging Markets</li> <li>Strategic Implementation</li> <li>Capstone Simulation</li> <li>Strategic Innovation Management</li> </ul>	General Management
Elective Courses	<h3>OB and HR</h3> <ul style="list-style-type: none"> <li>Organization Structure and Design</li> <li>Selection &amp; Recruitment</li> <li>Team Building &amp; Group Dynamics</li> <li>Industrial Relations &amp; Grievance Management</li> <li>Management of Organizational Change</li> <li>Training &amp; Development</li> <li>Compensation Management</li> <li>Cross Cultural Management</li> </ul>	<ul style="list-style-type: none"> <li>Basics of Accounting and Auditing</li> <li>Synopsis of Business Laws</li> <li>Capsulation of Fraud &amp; Misconduct and its Investigation</li> <li>Unveiling of Asset Misappropriation Schemes</li> <li>Palm Greasing- Role of Indian and Global laws in Curbing it</li> <li>Unveiling the Truth Behind Financial Numbers - Financial Statement Frauds</li> <li>Frauds, Deceit and Deception - Other Frauds</li> <li>Fraud Prevention, Detection and Response- Problem Solving in Tomorrow's World.</li> <li>Compendium on Legal, Regulatory, and Professional Environment</li> <li>Technology and Fraud detection</li> <li>Casework Analysis with Sector Contextualization</li> <li>Forensic Analytics</li> </ul>	Accounting & Finance (KPMG)
Marketing	<ul style="list-style-type: none"> <li>Brand Management</li> <li>Product Pricing Strategy and Channels</li> <li>Integrated Marketing Communications</li> <li>Driving Business through Customer Relationships</li> <li>Service Marketing</li> <li>Strategic Marketing</li> <li>Creating &amp; Servicing Demand in Rural Markets</li> <li>Global Marketing Strategies</li> <li>Retail Marketing</li> <li>Sales &amp; Distribution Management</li> <li>Markstrat Simulation</li> </ul>	<ul style="list-style-type: none"> <li>Fundamentals of Business Analytics</li> <li>Descriptive Analytics</li> <li>DBM and Query Language</li> <li>Predictive Analytics</li> <li>Spreadsheet Modelling and Analysis</li> <li>Econometrics</li> <li>Decision Models</li> <li>Social Media Analytics</li> <li>Big Data Analytics using Infosphere</li> <li>Data Warehousing and Mining</li> <li>Text Mining and Machine Learning Tools</li> <li>Video Analytics</li> <li>Risk Management Systems</li> <li>Supply Chain Analytics</li> <li>CRM Analytics and DBM</li> <li>Human Resource Analytics</li> <li>Retail Analytics</li> <li>Tools used for Business Analytics: IBM COGNOS Framework, Insight IBM SPSS, IBM Info sphere, R for Big Data, Weka, Clementine, XL Miner</li> <li>Financial Analytics</li> </ul>	Business Analytics (IBM)
Finance	<ul style="list-style-type: none"> <li>Financial Institutions and Markets</li> <li>Business Analysis and Valuation</li> <li>Security Analysis &amp; Portfolio Management</li> <li>Advanced Corporate Finance</li> <li>Banking Service Operations</li> <li>Forensic Accounting and Fraud Detection (KPMG)</li> <li>International Finance</li> <li>Personal Finance</li> <li>Derivatives and Risk Management</li> </ul>		

Hands-on education or learning by doing is an integral component of BMU's teaching-learning environment. Studies have shown that students learn best and have a higher retention when they are encouraged to actively explore, experiment and work out demonstrable solutions to problems. Hands-on education challenges bright students to achieve more and helps struggling learners find new ways to master and apply complex concepts in life. It also sparks the love of learning, develops skills and the confidence to tackle the unknown, which is what the real world is about.

The focus of the programme is on developing and nurturing well-rounded, socially responsible and ethical managers.

During their two year stay at BMU, students are expected to work hard and play hard, grow both professionally and as an individual, and be an integral part of a school poised to become world class and among India's best post graduate programmes in management.

In two years, a student undergoes a transition from being an individual contributor to a team player and leader, in an exciting journey which includes:

- Working on projects in diverse study groups
- In depth inputs and classroom exchanges facilitated by an eclectic mix of highly qualified and reputed faculty drawn from industry and academia, with wide ranging experience and expertise
- Multiple teaching methods – role plays, simulations, case studies, project work
- Exciting new courses on Perspectives and Skills in each semester, in addition to regular courses on core management disciplines
- Opportunity to participate in innovation camps and pursue an 8-week industry internship
- Attending a Global Leadership Module at Imperial College Business School.
- Opportunity to access industry experts, major corporates, investment banks, consultancies, venture capitalists and public sector organizations to ensure exposure to industry and its real concerns
- Exposure to on-campus Centres of Excellence where students can work on live projects with real commercial outcomes
- Undertaking research-led social initiatives at the grassroot level at the Institute of Inclusive Innovation (co-founded by Imperial College London)
- Being part of a diverse, on-campus community of students from multiple disciplines – management, engineering, commerce.

# FACULTY

**Dr Tapan K Panda**  
Dean (SoM) and Professor  
Marketing

**Dr. Chitrakalpa Sen**  
Assistant Professor  
Economics

**Dr. Shravan Kumar Trivedi**  
Assistant Professor  
Information Systems

**Dr. Shelly Singhal**  
Assistant Professor  
Finance

**Dr. Jaskiran Arora**  
Professor  
Finance

**Dr. Ruchi Garg**  
Assistant Professor  
Marketing

**Dr. Sangita Chaudhary**  
Assistant Professor  
Finance

**Dr. Anshu Sharma**  
Assistant Professor  
Human Resources

**Prof. Davinder Singh**  
Associate Professor  
Strategy and Innovation

**Dr. Anil Kumar**  
Assistant Professor  
Decision Science

**Dr. Mohit Yadav**  
Assistant Professor  
Human Resources

# VISITING FACULTY

Dr. Nelson Phillips	Acting Dean, Imperial College Business School
Mr. Abheek Barua	Chief Economist, HDFC Bank
Dr. Andreas Eisingerich	Professor (Marketing), Imperial College Business School
Dr. D.M. Swagerman	Professor (Financial and Management Accounting), University of Groningen, Netherlands
Dr. Kalyan Talluri	Professor (Operations Management), Imperial College Business School
Prof. Vijay Ghei	Professor (Design Thinking), Hult School of Business
Dr. Jatinder Sidhu	Associate Professor (Strategic Management), Rotterdam School of Management
Dr. Sankalp Chaturvedi	Associate Professor (Organisational Behavior & Leadership), Imperial College Business School
Dr. Arup Kumar Baksi	Associate Professor (Statistics), BITM
Prof. Lionel Aranha	Adjunct Faculty, IIM Kozhikode
Dr. Yuri Mishina	Assistant Professor (Organisational Behavior/Strategy), Imperial College Business School
Dr. Illeana Stiglani	Assistant Professor (Design and Innovation), Imperial College Business School
Dr. Manaswee Samal	Assistant Professor (Finance) , Great Lakes Institute of Management, Chennai
Dr. Llewellyn Thomas	Assistant Professor (Strategy and Innovation), Imperial College Business School
Ms. Sunayana Baruah	Professional Etiquette and Communication Trainer
Ms. Lalitha Maheswaran	Freelance Consultant and Corporate Trainer
Dr. Saibal Basu	Freelance Economics Faculty and Consultant

# ACADEMIC AND INDUSTRY PARTNERSHIPS

## Imperial College London – Mentor Institution

Imperial College London (ICL) is the mentor institution to BML Munjal University. ICL has helped BMU setup and run its School of Management (SoM) and design its teaching programmes, develop its curriculum and summer study programmes for business school students, along with joint research projects, faculty exchange and executive education.

## Institute of Inclusive Innovation (I3)

BMU and Imperial College London are the joint founders of the Institute of Inclusive Innovation (I3), an applied research institute. Located on the BMU Campus, I3 aspires to transform society by undertaking research at the grassroots level and seeking solutions that promise high impact inclusive growth and development.

## BMU's HR Conference on Talent Management and Transformation

BMU Munjal University (BMU) organized an HR Conference on Talent Management and Transformation in

association with NHRDN on 14th December, 2015 at the BMU Campus. Many Industrial and Academic HR Gurus held discussions on various aspects of Talent Management, Cross Cultural Management, Talent Analytics and Predictive Modelling, Managing Talent in Boundary-less and Networked Organizations and many more topics relevant to the current and future scenario.

## BMU International Innovation Conference - 2016

BML Munjal University (BMU) organized the BMU International Innovation Conference in association with Imperial College Business School, Robert H. Smith School of Business at the University of Maryland and Lee Kong Chian School of Business at Singapore Management University on 9th – 10th January, 2016 in Delhi NCR. The conference brought together innovation experts from across the world from the fields of academia, industry and policy making.

## IBM Business Analytics Lab

BMU, along with IBM, has setup an advanced Business Analytics Lab on campus. IBM, under its Career Education Program, provides relevant software and training using various industry cases to the faculty members and students of BMU. The process is to enable future business managers with the requisite skill-sets to succeed in any industry or function they choose to be in.

## KPMG and IBM – New MBA Programmes

BMU has started joint MBA programmes with IBM and KPMG in the fields of Business Analytics and Accounting and Finance (with a focus on Forensic Accounting and Corporate Fraud) respectively. The students will be equipped with various skills required by corporates in today's world.



# CLASSROOM AT INDUSTRY

The 'Classroom at Industry' serves as a platform that promotes partnership and intellectual exchange between BMU and the industry. This allows students to engage with the industry for experiential learning. The initiative has Practice School and Industry Visits as the two main components.

## Practice School

Under Practice School, all MBA students are required to undertake 8 weeks of industry internship. This provides students an opportunity to enhance their classroom learning through its application in a real world setting. They work on industry relevant assignments, under the guidance of industry executives and the mentorship of faculty. Students gain real life experience of problem solving and working in teams and thereby are better equipped to join the industry upon graduation.

As part of Practice School, students have undertaken an industry internship in diverse roles with companies from different sectors of the industry. The list of companies includes Siemens, ITC, Axis Bank, KG Soman, Kirloskar Pneumatic, IDBI Federal, Bry Air, Asahi Glass, and Future Retail, among others.

## INDUSTRY IN CLASSROOM

BMU has invited successful industry executives to its campus to interact with students. They have shared the ideas and concepts that they have learned during their career. These interactions provided students a better understanding of the industry and also inspired them to be successful in their careers.

Students have also been engaged by industry executives in discussions to seek solutions to current and future challenges facing the industry. This has provided our students a forward looking orientation.

## INDUSTRY EXECUTIVES AND LEADERS WHO HAVE VISITED BMU AND INTERACTED WITH OUR STUDENTS:

Dr. R.A. Mashelkar, Former Director General of the Council of Scientific & Industrial Research (CSIR)

Mr. TV Narendran, M.D, Tata Steel (India and South-East Asia)

Dr. Arun Maira, Management Consultant, Economist and former member of the Planning Commission of India

General Bikram Singh, Former Chief of Army Staff of the Indian Army

Mr. Suman Bose, CEO, Siemens Industry Software India

Mr. Santosh Desai, CEO, Future Brands

Mr. Rahul Jain, CEO, Bizwiz Learning

Mr. Samit Sinha, CEO, Alchemist Brand Consulting

Mr. Nitin Prasad, CEO, Shell Lubricants

Mr. R. Narayan , CEO, Power2SME

Mr. Aftab Seth, Chairman & CEO, India Global Link Co., Ltd.

Mr. Kamal Singh, Chief of National HRD network

Mr. Amit Chandra, M.D., Bain Capital

Mr. Narayan Swamy, Executive Director, KPMG

Mr. Vijay Sethi, CIO, Hero MotoCorp

Mr. Sanjay Jorapur, CHRO, Hero MotoCorp

Mr. Vijay Sehgal, COO, Tata Teleservices Ltd.

Mr. Masayoshi Tamura, GM, Software Group, Hitachi India Pvt. Ltd. and Co-Chair, Japan Council, NASSCOM

Dr. S. Swarup, Director World Bank and Former Deputy Director General, Ministry of Commerce & Industry, Govt. of India

Mr. Vivek Sharma, Program Director, Gandhi Fellowship Program, Piramal Foundation for Education Leadership

Ms. Padmaja Ruparel, CEO, India Angel Network

Mr. Kamlesh Kumar Sharma, Director, PAC, Coke

Mr. Rajat Dhawan, Director (Senior Partner), McKinsey India

Mr. Manpreet Anand, Director - Finance & Strategy, Corning Incorporated, India

Mr. P. Dasgupta, Head E&L, IBM

Mr. K V Sridhar, Chief Creative Officer, India, Sapient Nitro.

Mr. Jagvinder Singh, Head, Forensic Accounting Practice, KPMG

Mr. Aloke Goel, Divisional CFO, Siemens

Mr. Ashish Srivastava, Vice President-HR, Relaxo

Mr. Rana Vikram Anand, Head, Strategy, RBL

Ms. Anuradha Bhavnani, Regional Manager, Shell Foundation

Mr. Sanjeev Shukla, Marketing Head, Hero MotoCorp

Mr. Gaurav Mitra, Chinmaya Yuva Kendra

Mr. Abhay Kumar, Head, Strategic Marketing, Hero MotoCorp

Mr. Aseem Soni, Director, Cargill Foods India

Mr. Nideesh Tyagi, India Head, BBC Hindi

Mr. Dushyant Dhakre, Area Sales Manager, Grasim Industries Ltd. (Aditya Birla Group),

Mr. Sanjeev Srivastava, Associate Director, KPMG India

# ORGANISATIONS THAT SELECTED BMU STUDENTS

The following organisations have chosen BMU for final placement or internship

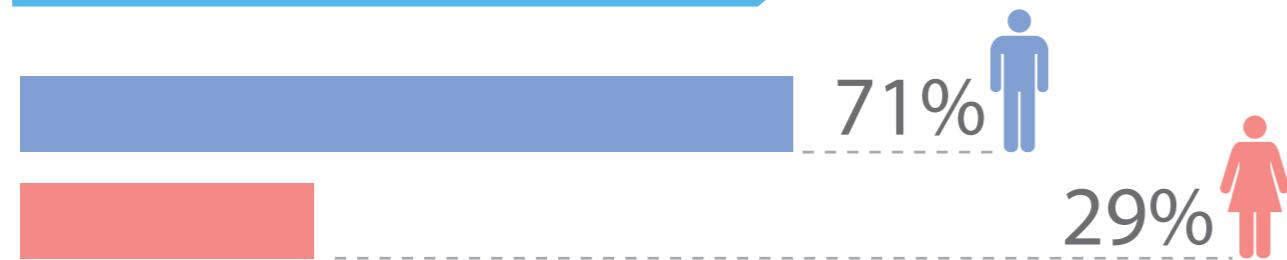


## Our Industry Partners

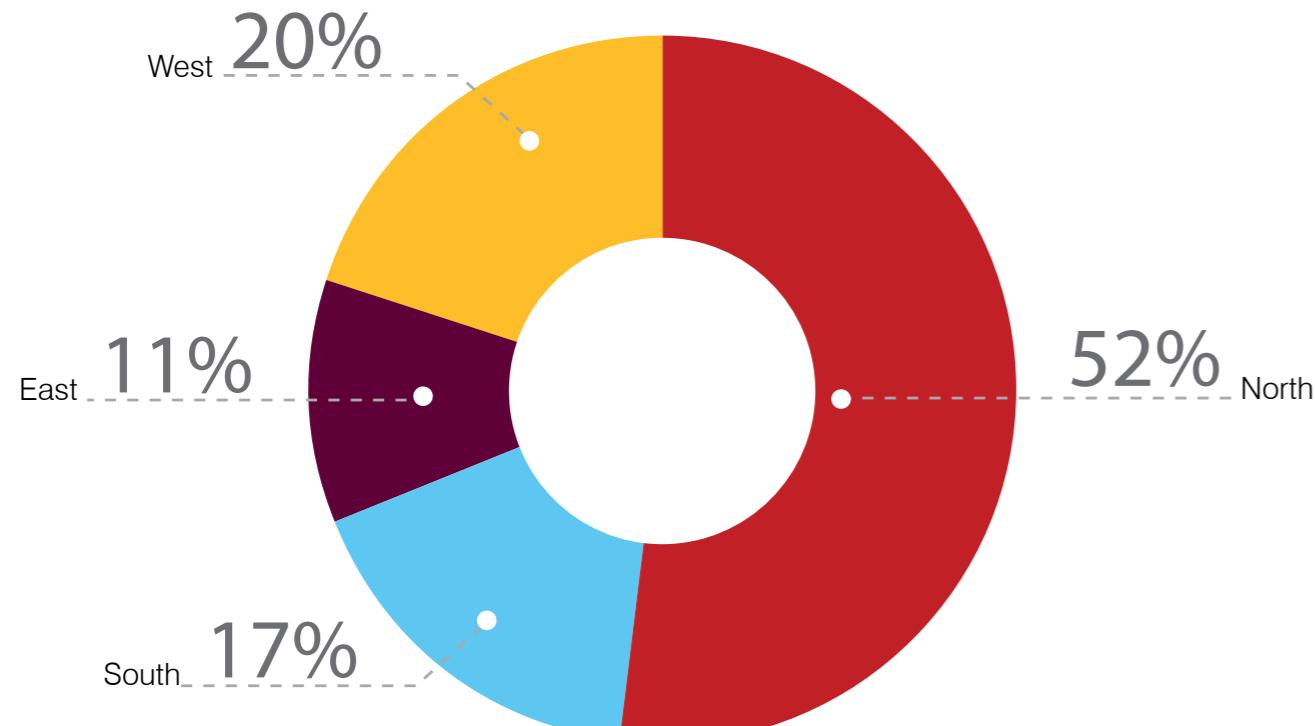
Aditya Birla Group  
AG Industry  
Airport Authority of India  
APCPL  
Blue Hive  
Bry Air  
Burda Druck  
Cargill Foods  
Carrier  
Coca-Cola  
DCM-Fenesta  
DMRC  
Essel Shyam  
Exide  
Federal Mogul  
Forbes Marshall  
Groz Tools  
Havells  
Hero Fincorp.  
Hero MotoCorp  
Hurom India  
KG Soman  
JK Technosoft  
Linde Group  
Merino Laminates  
Moser Baer  
Mother Dairy  
Munjal Kiriu  
Munjal Showa  
Napino  
Om Shanti  
Omaxe  
Parle  
Powergrid  
Relaxo Footwear  
Ricoh  
Siemens  
Surya Roshni  
Yes Bank

# MBA CLASS OF 2017

## GENDER DISTRIBUTION

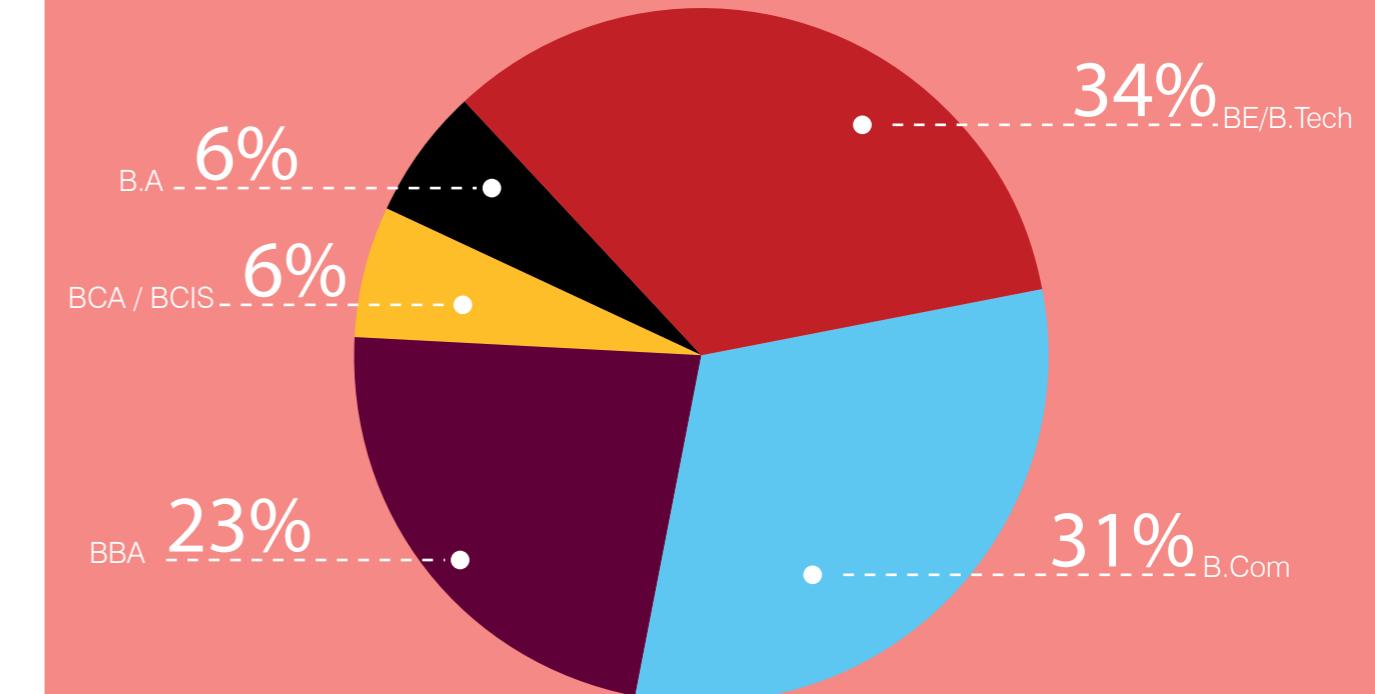


## REGIONAL DIVERSITY

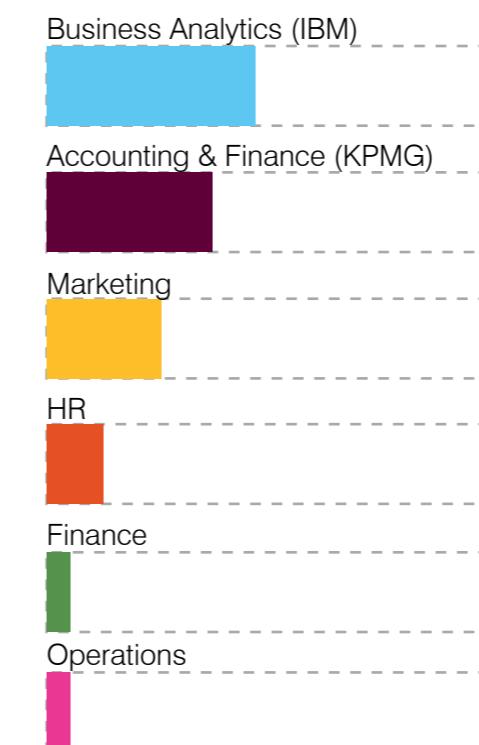


24

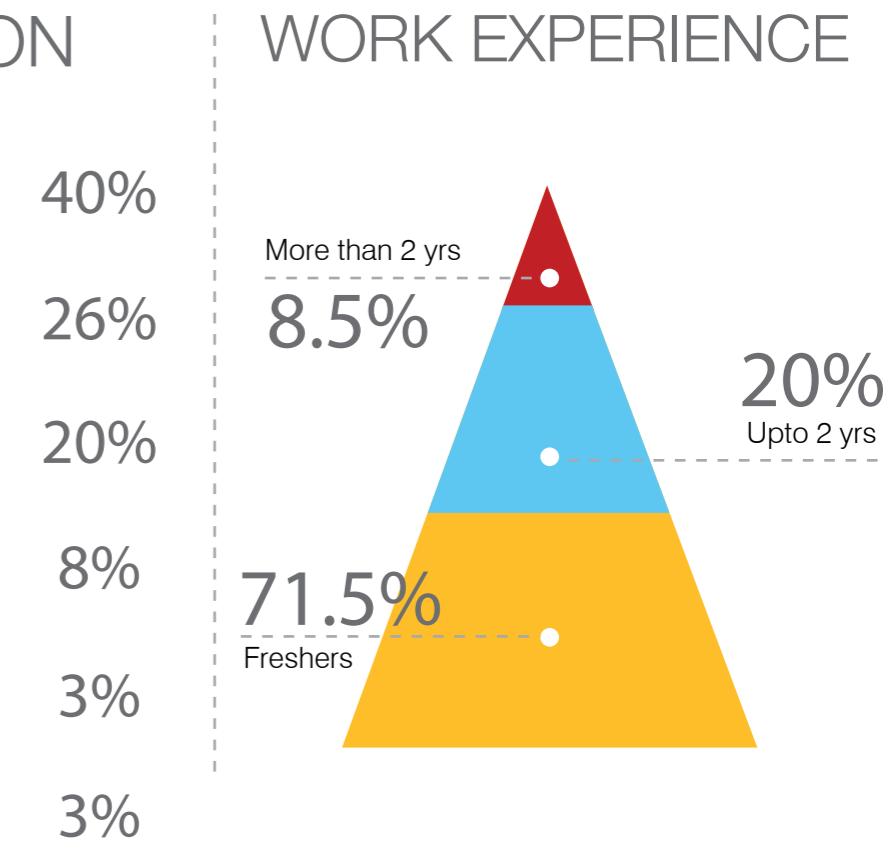
## EDUCATIONAL DIVERSITY



## SPECIALIZATION



## WORK EXPERIENCE



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# WHY CHOOSE BMU

- Students have a global perspective
- Students have undergone supervised internships (Practice School) with mentorship from industry experts as well as faculty
- Extensive industry exposure through tie-ups with IBM, KPMG, Axis Bank as well as through numerous speakers on campus
- Top notch faculty with the University being among the top 5 users of case studies from Harvard Business School
- Skill and perspective courses that build the ability to work in teams as well as inculcate the right values



# STUDENT PROFILES

## ACCOUNTING & FINANCE (KPMG)



### Apoorv Agarwal

#### Forensic Accounting and Corporate Fraud

A highly motivated extrovert, Apoorv believes in doing work with precision. He has a keen interest in forensic investigations and is comfortable in using various financial tools. Working well under pressure, he is an adaptable person.

Undergraduate Degree	B.Com (H)
Work Experience	Fresher
Languages Known	English, Hindi
Competency/ Skills	MS Office, Tally
Practice School Company	Siemens
Practice School Project	Comparative Financial Analysis of Siemens v/s Alstom using Analytical Tools and Risk Analysis of various projects
LinkedIn Profile	<a href="http://goo.gl/L6PWf7">goo.gl/L6PWf7</a>



### Ashwarj Bhargava

#### Forensic Accounting and Corporate Fraud

A true idealist, Ashwarj believes in morals and ethics. A passionate individual, he likes to explore his limits and his passion can be seen in his efforts towards any work given to him. Dynamic, punctual, disciplined and adaptable, he is very loyal and is a good team player.

Undergraduate Degree	B.Com (Finance and Accountancy)
Work Experience	Fresher
Languages Known	English, Hindi
Competency/ Skills	MS Word, MS PowerPoint and SAP
Practice School Company	Axis Bank
Practice School Project	A report on remittance process and comparison among banks
LinkedIn Profile	<a href="http://goo.gl/2206WN">goo.gl/2206WN</a>

## Kanikanti Bhavitha

### Forensic Accounting and Corporate Fraud

An optimist, Bhavitha is well organised and follows deadlines. She believes in learning new skills and works hard on mastering them. She is also a good team player and a great listener, which helps her to bring forth the potential in her team as well as herself.

Undergraduate Degree	B.Com (General)
Work Experience	Fresher
Languages Known	English, Hindi and Telugu
Competency/ Skills	MS Office
Practice School Company	KG Somani & Co.
Practice School Project	A comprehensive project on Audit, SME and Capital Structure
LinkedIn Profile	<a href="http://goo.gl/8ryb4b">goo.gl/8ryb4b</a>



## Nikhita Gulati

### Forensic Accounting and Corporate Fraud

A perfectionist, Nikhita is a team player who meets deadlines even when the going gets tough. With a keen interest in forensic investigation, she is intellectual and believes that collaboration of thought paves the way for innovation.

Undergraduate Degree	B.Com
Work Experience	Fresher
Languages Known	English, Hindi and Telugu
Competency/ Skills	MS Office
Practice School Company	KPMG (Forensic Investigation)
Practice School Project	Forensic investigation of an automobile company
LinkedIn Profile	<a href="http://goo.gl/bsvFPD">goo.gl/bsvFPD</a>



## Karan Chadha

### Forensic Accounting and Corporate Fraud



From a commerce background, Karan is particularly good in Accounting & Finance. He is hard working and motivates others to contribute. With a positive attitude towards work, he believes in complete dedication to the work he gets involved in.

Undergraduate Degree	BBA (Computer Aided Management)
Work Experience	Fresher
Languages Known	English, Hindi and Punjabi
Competency/ Skills	MS Office, HTML, C++, Java, MySQL
Practice School Company	Siemens Ltd.
Practice School Project	Comparative Analysis of Siemens vs L&T and Risk Analysis of Siemens Live Project
LinkedIn Profile	<a href="http://goo.gl/3unFwe">goo.gl/3unFwe</a>



## Naga Tribhuvan Pola

### Forensic Accounting and Corporate Fraud

An avid chess player, Bhuvan is adept in Finance and Account Management. He exhibits good leadership skills and is a great team player; adaptable to any environment. He is intellectually curious about the latest technologies and believes in Socratic thinking while dealing with situations.

Undergraduate Degree	B.Com
Work Experience	Fresher
Languages Known	English, Hindi and Telugu
Competency/ Skills	MS Office, Tally
Practice School Company	KG Somani & Co.
Practice School Project	Comprehensive project on internal audit of a brand leasing company & incubation process for start-ups
LinkedIn Profile	<a href="http://goo.gl/QPDI9X">goo.gl/QPDI9X</a>



## Saket Pradeep Sane

### Forensic Accounting and Corporate Fraud



Saket is an extrovert. He believes in doing his tasks efficiently by planning effectively. He always accepts challenges and finds innovative ways to solve problems. He believes in synergy and teamwork and is reliable. He can adapt according to the work environment and peer groups.

Undergraduate Degree	BBA (Financial Management)
Work Experience	10 Months
Languages Known	English, Hindi, Marathi & Deutsch
Competency/ Skills	MS Office, Lingo, SPSS, Tally ERP, Adobe Illustrator & Photoshop
Practice School Company	Axis Bank (TxB Division)
Practice School Project	Determining Quantitative Criteria for Evaluating Financial Performance of Banks
LinkedIn Profile	<a href="http://goo.gl/UUMVLA">goo.gl/UUMVLA</a>

## BUSINESS ANALYTICS (IBM)

### Siddhartha Modala

#### Forensic Accounting and Corporate Fraud

Siddhartha is a team player who works hard at getting the tasks done on time by assessing every individual's strengths. He has a firm belief in action and is very practical. Adaptable to change, he loves experimenting with new things. 'Practice before you preach' is the quote he believes in.

Undergraduate Degree	B.Com (A&F), CA-IPCC
Work Experience	Fresher
Languages Known	English, Hindi and Telugu
Competency/ Skills	MS Office, Tally, Focus
Practice School Company	Axis Bank
Practice School Project	A report on forex operations in Axis Bank with a comparative analysis with other banks
LinkedIn Profile	<a href="http://goo.gl/Yl7GxY">goo.gl/Yl7GxY</a>



### Akshay Vyas

#### Business Analytics



Confident and upright, Akshay believes in doing his work efficiently. Approaching tasks in a zealous and organized manner enables him to timely complete them. Open minded and easy to approach, he is reliable and can tackle group tasks with ease. He possesses good communication skills and is cheerful by nature.

Undergraduate Degree	B.Tech
Work Experience	Fresher
Languages Known	English, Hindi
Competency/ Skills	MS Office, SPSS
Practice School Company	Axis Bank
Practice School Project	Transaction Banking: Assessing the Customer Satisfaction towards the services provided by Axis Bank
LinkedIn Profile	<a href="http://goo.gl/OQivLT">goo.gl/OQivLT</a>

### Avishek Chakraborty

#### Business Analytics



An experienced engineer, Avishek brings a good blend of engineering and management to the table. His energy and 'never give up' attitude make him stand out in the crowd. Avishek is a person who can easily fit into any situation.

Undergraduate Degree	B.Tech
Work Experience	24 months
Languages Known	English, Hindi and Bengali
Competency/ Skills	MS Office, Lingo, SPSS
Practice School Company	Bhanu Farms Ltd.
Practice School Project	Understanding HoReCa segment
LinkedIn Profile	<a href="http://goo.gl/yLdOVU">goo.gl/yLdOVU</a>

### Banerjee Parthib Chinmoy

#### Business Analytics

Hardworking and honest, Parthib believes in pushing himself to pursue higher targets for the organization he works in. Adaptable, he is self-driven and a good team player who believes that teamwork can enhance any process.

Undergraduate Degree	B.E
Work Experience	Fresher
Languages Known	English, Hindi, Bengali and Gujarati
Competency/ Skills	MS Office, SPSS
Practice School Company	Wydr
Practice School Project	Critical evaluation of m-commerce: a business to business perspective
LinkedIn Profile	<a href="http://goo.gl/gcKR9a">goo.gl/gcKR9a</a>



### Bhishm Yadav

#### Business Analytics



A team player and an optimist, Bhishm believes that everyone is capable of doing wonders given the right amount of motivation and guidance. A good communicator, his people skills are par excellence, leading his teammates to success.

Undergraduate Degree	BCA
Work Experience	Fresher
Languages Known	English and Hindi
Competency/ Skills	MS Office, R, SPSS, MY SQL, LINGO
Practice School Company	ITC Ltd
Practice School Project	To study and recommend business building strategies for ITC's food portfolio in ISS Channel
LinkedIn Profile	<a href="http://goo.gl/M7xZPg">goo.gl/M7xZPg</a>

### Gaurav Laroia

#### Business Analytics



Gaurav is a calm, serene and humble individual who stands out in a crowd. He is hard working, optimistic and committed to delivering the best results. With a quick grasp on information given to him, he is always ready to accept challenges.

Undergraduate Degree	BBA
Work Experience	Fresher
Languages Known	English, Hindi & Punjabi
Competency/ Skills	MS Office, R, SPSS, IBM Cognos, Photoshop
Practice School Company	Techwider India Pvt. Ltd (Wydr)
Practice School Project	Critical Evaluation of M-commerce : Business to Consumer perspective
LinkedIn Profile	<a href="http://goo.gl/1LLkms">goo.gl/1LLkms</a>

## BUSINESS ANALYTICS (IBM)

### Ponnuru Ramalinga Karteek

#### Business Analytics

Karteek is a highly motivated and energetic person who always comes up with innovative ideas and solutions. A writer and an active blogger, he writes about philosophy and politics. He has a penchant for research and has authored several research journals in the field of Business Analytics. A techie, Karteek is comfortable in using various tools to simplify tasks.

Undergraduate Degree	B.Tech (Mechanical)
Work Experience	11 Months
Languages Known	English, Hindi and Telugu
Competency/ Skills	MS Excel, R, SPSS, IBM Cognos, AutoCad
Practice School Company	Kirloskar Pneumatics Pvt Ltd - RoadRailer Division
Practice School Project	Evaluating the performance of 50 Logistic Companies in India - DEA Analysis
LinkedIn Profile	<a href="http://goo.gl/XjJPHV">goo.gl/XjJPHV</a>



### Prabodh Siwakoty

#### Business Analytics

Detailed oriented and a perfectionist, Prabodh is reliable, and doesn't let down the person or the cause he believes in. A people's person, he instinctively knows how to pick up on nuances that allow him to communicate with reason, emotion, passion, restraint – whatever the situation calls for.



Undergraduate Degree	BCIS
Work Experience	24 months
Languages Known	English, Hindi and Nepali
Competency/ Skills	MS Office, SPSS, PERMA, QDA Miner, Photoshop, Illustrator, HTML, CSS, jQuery, PHP, WordPress
Practice School Company	Nmore
Practice School Project	Investigation of Relation Between Factors Affecting the Decision to Book Hotel Rooms Using Online Portals and The User Feedback Based Hotel Segment
LinkedIn Profile	<a href="http://goo.gl/Gv1ppG">goo.gl/Gv1ppG</a>

### Rashik Gupta

#### Business Analytics

Rashik is a confident and energetic person who constantly looks at exploring new dimensions. An extrovert who believes in "doing", he is a strong believer in experiential learning. An author of many research papers published in international journals in the field of data analytics and decision science, Rashik is a self-driven individual and a natural team player.

Undergraduate Degree	B.Tech (ECE)
Work Experience	30 months
Languages Known	English, Hindi & Punjabi
Competency/ Skills	MS Excel, R, Python, SPSS, Lingo, Weka, D3.js, IBM Cognos-Bl, C, C++, C#
Practice School Company	Axis Bank (TxB Division)
Practice School Project	Using Social Media Analytics, determining the impact of sentiments on Foreign Exchange Rate, and using Text Analytics finding the reasons of complaints online.
LinkedIn Profile	<a href="http://goo.gl/5DsQ80">goo.gl/5DsQ80</a>



### Rishabh Yadav

#### Business Analytics

Rishabh is an enthusiastic person who is capable of making decisions even in the toughest situations. He can adapt himself according to the situation and is a sociable person who can easily connect with people and create lasting relationships.

Undergraduate Degree	B.E
Work Experience	Fresher
Languages Known	English, Hindi, German
Competency/ Skills	MS Office, SPSS
Practice School Company	Axis Bank
Practice School Project	Factors affecting the adoption of digitalization in retail and corporate banking
LinkedIn Profile	<a href="http://goo.gl/0320lj">goo.gl/0320lj</a>



### Rishi Kumar Saha

#### Business Analytics

Rishi is confident and independent in his approach to work & life. He is decisive and a risk taker if it seems prudent. He helps people selflessly.



Undergraduate Degree	B.Tech
Work Experience	30 months
Languages Known	English and Hindi
Competency/ Skills	MS Office, Lingo & SPSS
Practice School Company	Axis Bank
Practice School Project	Experiencing the Power of One - Transaction Banking at Axis Bank
LinkedIn Profile	<a href="http://goo.gl/WNncnN">goo.gl/WNncnN</a>

### Ritvij Singh Juglani

#### Business Analytics

An extrovert, Ritvij is an active listener who believes in learning from experience as well as from his environment. A good team player, he motivates others to contribute. He has a positive attitude towards work and believes in complete dedication to the work he gets involved in.

Undergraduate Degree	BBA
Work Experience	12 months
Languages Known	English & Hindi
Competency/ Skills	MS Word, MS PowerPoint, SPSS
Practice School Company	Omkam Commodities
Practice School Project	Portfolio Management Of Investors
LinkedIn Profile	<a href="http://goo.gl/6z3M40">goo.gl/6z3M40</a>



## Shubhi Ahuja

### Business Analytics

Shubhi is a dedicated individual who gives her best to every task that is assigned to her. Given her sense of responsibility, she can be relied on to get the work done on time. She is adaptable with good interpersonal skills and believes in building robust relationships, getting the best out of everyone. She likes learning from the books and beyond.

Undergraduate Degree	B.A. (Hons) Economics
Work Experience	Fresher
Languages Known	English, Hindi, Punjabi
Competency/ Skills	MS Office, SPSS, IBM Cognos BI
Practice School Company	Axis Bank
Practice School Project	Comparison Of Selective Banking Products In Major Banks In Delhi
LinkedIn Profile	<a href="http://goo.gl/nz3d9B">goo.gl/nz3d9B</a>



## T. Sruthi

### Business Analytics



Sruthi has excellent inter-personal skills and a keen, analytical and experimental attitude towards new things. Practical and creative, she is energetic and a people's person who likes to involve others. She believes honesty and hard work are key to success.

Undergraduate Degree	B.Com IPP
Work Experience	Fresher
Languages Known	English, Hindi and Telugu
Competency/ Skills	MS Office, SPSS, Cognos
Practice School Company	Axis Bank
Practice School Project	Cash Management Services - its collection and payment solutions along with current accounts
LinkedIn Profile	<a href="http://goo.gl/DuKVEN">goo.gl/DuKVEN</a>

## Terdal Neel Pramod

### Business Analytics

Neel is dedicated, well organised and a strong willed person who always sees tasks to fruition. Striving to create order and security in his work environment, he exemplifies truthfulness and reliability.

Undergraduate Degree	B.Tech
Work Experience	6 months
Languages Known	English, Hindi & Marathi
Competency/ Skills	MS Office, Lingo, SPSS, Oracle, SQL Server, Data Mining
Practice School Company	ITC Ltd
Practice School Project	Competitive analysis of ITC's Savlon portfolio and consumer buying behaviour
LinkedIn Profile	<a href="http://goo.gl/DlMbdI">goo.gl/DlMbdI</a>



## Aastha Pokharna

### Marketing

Diligent and innovative, Aastha is an extrovert who puts in sincere effort while accomplishing a task. She is observant and believes in being honest, practical and finding solutions in a logical manner. She is a team player who always values her peers and has a positive attitude towards work and life.

Undergraduate Degree	B.Com
Work Experience	Fresher
Languages Known	English, Hindi
Competency/ Skills	MS Office, SPSS
Practice School Company	Axis Bank
Practice School Project	Training and Development of Employees at Axis Bank
LinkedIn Profile	<a href="http://goo.gl/lKQhdT">goo.gl/lKQhdT</a>



## Anurag

### Marketing



An eager learner, Anurag is always ready to explore new domains and improve. With strong analytical and communication skills, he is a good team player and can assert himself with ease.

Undergraduate Degree	B.E
Work Experience	24 months
Languages Known	English and Hindi
Competency/ Skills	Entrepreneurship, Strategic Thinking, Knowledge, Communication skills, Problem Solving, Leadership, Data driven, Quantitative / Research skills, MS Office, SPSS
Practice School Company	Kirloskar Pneumatics Company Ltd.
Practice School Project	Impact of Bi-modal Technology on Green Logistics
LinkedIn Profile	<a href="http://goo.gl/WUBSbr">goo.gl/WUBSbr</a>

## Ashwani Kumar

### Operations



Ashwani is an altruist whose generosity and dedication towards work is embedded in his DNA. Though an introvert, Ashwani has good people skills and always strives towards building caring relationships. He is someone who can always be relied upon to get the job done with the highest possible standards. He is a quick learner and accomplishes results for the most exacting of tasks.

Undergraduate Degree	B.Tech
Work Experience	Fresher
Languages Known	English, Hindi and Maithili
Competency/ Skills	MS Office, Lingo, SPSS, AutoCad, Marketing Research Skills
Practice School Company	Axis Bank
Practice School Project	A study of Customer Satisfaction on the various factors for Banking Services
LinkedIn Profile	<a href="http://goo.gl/fRhhdV">goo.gl/fRhhdV</a>

## Harsh Babbar

Harsh is a dynamic person with a pleasing personality. When it comes to decision-making, she is independent. Her lively nature helps her get along with people easily. She strives for high quality work output.

Undergraduate Degree	BBA
Work Experience	Fresher
Languages Known	English, Hindi, Punjabi
Competency/ Skills	MS Office, SPSS
Practice School Company	Kirloskar Pneumatics Company Ltd.
Practice School Project	To study the employee engagement in start up organizations in India
LinkedIn Profile	<a href="http://goo.gl/mFA07R">goo.gl/mFA07R</a>

## Marketing



## Juhi Pathania

## Marketing

Juhi is a hardworking, self-motivated individual with a positive attitude towards work as well as towards her peers. A good leader, she is not only a good motivator but works well both in a team as well as individually.

Undergraduate Degree	BBA
Work Experience	Fresher
Languages Known	Hindi and English
Competency/ Skills	MS Office
Practice School Company	Future Group
Practice School Project	Generating sales of Kara wipes through Institutional sales
LinkedIn Profile	<a href="http://goo.gl/QuSfJ0">goo.gl/QuSfJ0</a>

## Krati Kapoor

## HR

A natural leader, Krati is creative and sure-footed in her approach. She is able to prioritize her work, has good interpersonal skills, is open minded, and flexible to handle change.

Undergraduate Degree	B.A
Work Experience	Fresher
Languages Known	English, Hindi and Punjabi
Competency/ Skills	MS Office, SPSS, LINGO
Practice School Company	KPMG
Practice School Project	Candidate Journey Mapping
LinkedIn Profile	<a href="http://goo.gl/pluZlj">goo.gl/pluZlj</a>



## Nikhil Chugh

## Marketing & Operations

A good listener, Nikhil has a very balanced personality. He is adroit in handling pressure and quite productive in such situations. A natural team player, he encourages inputs from his peers.

Undergraduate Degree	B.Tech (ECE)
Work Experience	Fresher
Languages Known	English, Hindi, Punjabi
Competency/ Skills	MS Office, SPSS, Lingo
Practice School Company	Future Consumer Enterprises Ltd.
Practice School Project	How to increase sales of Kara wet wipes in Gurgaon
LinkedIn Profile	<a href="http://goo.gl/FYK4ov">goo.gl/FYK4ov</a>



## MBA (REGULAR)

## Penugonda Eswar

## Finance



Hardworking and adaptable, Eswar is a person of ideals and morals. He seeks a dynamic working environment where quick and accurate decisions are taken. He is a reliable, self-motivated individual with a strong will. He believes in continuous learning and being up to date about current happenings.

Undergraduate Degree	B.Com
Work Experience	Fresher
Languages Known	English, Hindi and Telugu
Competency/ Skills	MS Office
Practice School Company	Axis Bank
Practice School Project	Export Boost in India: Challenges
LinkedIn Profile	<a href="http://goo.gl/qNIHq1">goo.gl/qNIHq1</a>



## Rishika Raj

## Marketing

A force to reckon with, Rishika deals with challenges through innovative solutions which are both elegant and effective. Armed with an aptitude for unorthodox approaches and a knack for precision, one can be assured that she will deliver what few can. An avid blogger and reader, Rishika is a person who gets things done with finesse and foundry of her technical and intuitive cognition.

Undergraduate Degree	B.Tech (IT)
Work Experience	30 months
Languages Known	English, Hindi and Bengali
Competency/ Skills	MS Office, HTML, C++, Java, MySQL, PLSQL, SPSS, LINGO, MATLAB, Marketing Research Skills
Practice School Company	Axis Bank (TxB Division)
Practice School Project	Comparing & drawing parallels in the cost and features of various Current Accounts & Forex Products offered by leading banks in India in comparison with Axis Bank
LinkedIn Profile	<a href="http://goo.gl/aUldkG">goo.gl/aUldkG</a>

**Rohit Lamba**

HR

A friendly, adaptable, self-motivated person, Rohit is always eager to learn new things in life. Punctuality and loyalty are important virtues for him. He thinks sharing of knowledge should be a crucial part of everyone's life. He is also fiercely independent and chooses whatever is best for him.

Undergraduate Degree	BBA
Work Experience	Fresher
Languages Known	Hindi, English
Competency/ Skills	MS Office, SPSS
Practice School Company	Asahi India Glass Limited
Practice School Project	Reduction of staff attrition rate at asahi
LinkedIn Profile	<a href="http://goo.gl/BDhjiE">goo.gl/BDhjiE</a>

**Shivam Garg****Marketing**

Confident and enthusiastic in whatever he does, Shivam adapts to his environment very easily. He believes in giving his best to every task assigned to him. He is reliable and does not let down the person or the cause he believes in.

Undergraduate Degree	BBA
Work Experience	Fresher
Languages Known	English and Hindi
Competency/ Skills	MS Office, SPSS
Practice School Company	Axis Bank (TxB Division)
Practice School Project	Cash Management Services and its products
LinkedIn Profile	<a href="http://goo.gl/yEgYv1">goo.gl/yEgYv1</a>

**Shivam Sharma****Marketing**

Shivam is a gregarious and an active listener. Extremely positive and self-motivated, he works passionately and pours his heart and soul to the work he does. Decision-making is his forte as he evaluates all the possible alternatives wisely.

Undergraduate Degree	B.Com
Work Experience	Fresher
Languages Known	English & Hindi
Competency/ Skills	MS Office, SPSS
Practice School Company	Omkam Commodities
Practice School Project	Portfolio Management System
LinkedIn Profile	<a href="http://goo.gl/84439P">goo.gl/84439P</a>



# Placement Team

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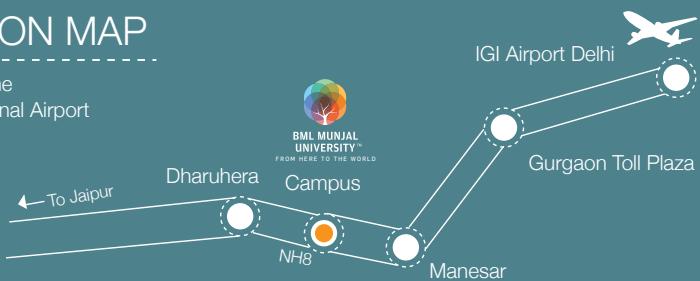
## BML MUNJAL UNIVERSITY™

FROM HERE TO THE WORLD

The BMU logo embodies the truth that all people, no matter how different, share a common root. The tree is a symbol of the endurance of knowledge and enlightenment. The kaleidoscope of colourful circles that make up its branches represent the many disciplines of knowledge and shades of opinion that freely overlap to create new thoughts and ideas. We endeavour to have every BMU student imbibe an acknowledgement of the essential humanity of mankind and respect for the diversity of cultures and opinions, as they go forward to take their place in the real world.

### LOCATION MAP

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