Students' Hand Book

Post Graduate Diploma in Management
Batch 2024-26

IIBS
INTERNATIONAL INSTITUTE OF BUSINESS STUDY
Redefining Leading Talents

Welcome

TO THE IIBS PGDM PROGRAMME.

This handbook is designed with a view to familiarize the students with academic and administrative norms to help them navigate their 2-year campus life smoothly. This provides a detailed explanation of the programmes, rules, and academic regulations that apply to the PGDM in IIBS.

You are always responsible for complying with these guidelines. We encourage you to take advantage of all the resources IIBS provides in order to succeed.

Despite the fact that this handbook is written to support you during your academic programme, it is devoid of any student-related policies. It is your responsibility to be aware of all rules, regulations & academic calendar and to follow by them.

We wish you the very best.

IIBS Family.

IIBS

FROM THE
CHAIRMAN'S DESK

In the changing and competitive environment of 21st century, organization needs performance enhancing competencies, i.e., knowledgeable, dynamic, self-driven and result orientated professionals with positive attitude.

To meet professional demands, we at IIBS, constantly design and redesign the programs and curriculum as suited to our corporate partners to develop the students' capabilities in such a way that would be relevant and compatible for the ever-changing needs of the corporate world. Here at IIBS, through our innovative, experiential, and flexible learning modules, we metamorphose ordinary students into great professionals.

Professional learning is about dealing with business realities. At IIBS we provide high quality academic inputs and holistic learning to all our students and try to bring out the best of their persona, so that they will be self-driven in the path of success. IIBS value system and culture is friendly and open. We insist that our students learn result driven attitude and discipline. We aim to promote freedom with accountability, equality, fraternity, and uncompromising zest for performance with social responsibility, which involves learning beyond the classroom.

I welcome you to experience the superior professionalism and cross-cultural connection as you pass through IIBS and let the change begin within you through IIBS.

With warm welcome!

Jay Prakash

Dr. Jay Prakash,
Chairman & Founder of IIBS,
M.Sc (Bio-Technology), PhD,
Promoter of Group of Companies in India,
Eminent Educationist, Business Coach,
Motivational Speaker

FROM THE DIRECTOR'S DESK

Dr. Tripuraneni Jaggaiah,
Director,
International Institute of Business Study,
MA(Economics), MBA (Marketing), Ph.D.

Competitive spirit has become the hallmark of the dynamic corporate environment wherein companies need to make progress. This pressure of development percolates fast down the hierarchy. Any extent of professionalism falls short when it comes to corporate reality.

As professionals, they need to accomplish success with available opportunities, the growing corporate world, and the ever-changing technology.

We at IIBS accept all these challenges to satisfy the aspirations of Prospective Management Professionals, creating an environment for transformation and enabling them to realize their dreams through dedicated and committed faculties through BRS [Business Reality Simulations) pedagogy and regular interactions with the corporate professionals'.

FROM THE PRINCIPAL'S DESK

Dear Students,

It gives me immense pleasure and an overwhelming sense of excitement to welcome you all to IIBS and the Post Graduate Diploma in Management (PGDM) program.

At IIBS, we believe in developing a vibrant learning environment that enables our students with skills, knowledge, and mindset to prosper in today's competitive business world. This PGDM program has been structured not only to impart management basics but also to provide you with highly practical insights, thereby imparting real-world experience.

In embarking on your transformational journey, welcome every opportunity for learning, growth, and development. At IIBS, we have committed faculty members, who are experts, to help you get great support and guide you through your academic pursuits. You can develop the necessary skills to get a good practical view of business operations through our partnerships with industries and other experiential learning initiatives.

Remember, your time here at IIBS isn't just about learning but also developing your criticality, creativity, and leadership. Make every single second count by having discussions and collaborations with your friends and stepping up braver towards projects and other activities.

As you chart your way forward amidst these challenges and opportunities, be assured of the support and encouragement you get from the teaching and administrative staff at IIBS. Let's join hands to set your potential free and shape you to be a visionary leader and change-maker of tomorrow.

Good luck with your academic journey at IIBS.

Warm regards,

Dr. M. Kethan,
Principal,
International Institute of Business Study,
MBA, PGDRIM, ASMP (IIM), Ph.D.

IIBS

ABOUT IIBS

Over the years, with dedicated commitment and perseverance **International Institute of Business Study (IIBS)** has established itself as one of the premium business School. It has grown in stature in **Bengaluru.** It employs supreme education methodologies raising the standards of management education on par with excellence.

In the year 2008, The Srimati B. Devi Educational & Charitable Trust was founded by a well-acclaimed educationist, **Dr. Jay Prakash**. The foundation of one of the most prestigious B-School in India, the International Institute of Business Study (IIBS), was laid by this trust.

Bengaluru is a highly competitive city with a huge plethora of top B-schools in the country. **Dr. Jay Prakash** was highly enthusiastic and committed to excellence, he believed that IIBS will reach its zenith resulting from global work culture practiced in Bangalore.

Bengaluru is also known as the 'Silicon Valley' of India. It is one of the very few cities that has fast-paced development in technology and management sectors in the country. The growing number of MNCs has leveraged the city's potential resources and manpower to its fullest advantage which has witnesses a tremendous growth in infrastructural and educational domains in the recent past. IIBS was strategically positioned in Bangalore to boost the career opportunities and promise a better future to its students.

At this juncture, it becomes important to provide competent and dynamic education structure and stay one step ahead of rest of the B-Schools. We at IIBS make sure to inculcate the global work culture and its principles in our courses to better equip our students with adaptive skills, adequately competent to tackle both, intellectual and practical challenges during their career.

IIBS promotes a professional learning environment for the students. We are equipped with modern state of the art infrastructure and have experienced management professionals. Supported by strong intellectual resources and industry experiences, we envision becoming the "nucleus of global management education". We enable our student to pursue their career anywhere across the globe by developing a multicultural aptitude too.

Our VISION:

To inculcate ethical values and provide innovative, holistic learning experiences that nurture individuals into well-rounded human beings, thereby equipping them to become influential global leaders.

Our MISSION:

➢ To encourage the students with modern education to bring economic emancipation and social transformation.

➢ To provide the resources and opportunities to create global leaders.

➢ To provide holistic approach to prepare the students to grow personally, professionally, socially and emotionally and to make them a complete human being.

➢ To redefine the student's talents to make them successful entrepreneurs and responsible citizens.

➢ To develop great human beings with values and ethics.

IIBS

IIBS INTERNAL QUALITY ASSURANCE CELL (IQAC)

IIBS IQAC ensures quality education and continuous improvement. It acts as a proactive body that works towards enhancing the overall quality of education provided at the Institute.

Key Objectives:

- Continuously monitors and evaluates the academic and administrative processes of IIBS.
- Devises strategies and action plans for quality enhancement in teaching-learning methodologies.
- Develops a quality culture and ensure the implementation of best practices in all areas of the institute's functioning.
- Facilitates feedback mechanisms and student support services for the smooth conduct of educational programs.
- Encourages research, innovation, and professional development activities among faculties and students.

Through its proactive approach, IIBS IQAC aims to ensure that the academic and administrative support systems at IIBS meet the highest standards of quality in education. It strives to facilitate the holistic development of students and prepare them to excel in their professional lives.

(Dr.M.Kethan)

Principal & IQAC Coordinator

The motto of the IQAC is to achieve quality through continuous improvement with cooperation of all stake holders.

BOARD OF STUDY

BOS Chairman
Dr. Tripuraneni Jaggaiah, Director, IIBS

BOS Members
o Dr. M. Nirmala, External BOS Director, Professor, CBSMS, Bengaluru City University.
o Dr. Krishna Kumari, Assistant Professor, Indus Business Academy
o Mr. K.K. Sashivardhana, Senior Bank Manager, Bank of India.
o Dr. D.N. Murthy, Dean Marketing Research, Welingkar Institute of Management.
o Dr. Jahnavi. M, Associate Professor, R.V. University.
o Dr. Chetan Bajaj, Dean, Firebird Institute of Research in Management.
o Mr. Sourirajan Ranganathan, Director-Strategy, Sharda University.
o Dr. Gunjan Mohan Sharma, Associate Professor and Associate Dean, Chair-AACSB Accreditation committee, O.P. Jindal Global University.
o Dr. Chaitra. V.H, Assistant Professor, Presidency University.
o B. Ajay Chowdary, Charted Accountant.
o Dr. Mahesh Pavan, Project Manager, Ogilvy, WPP.
o Mr. Jaya Prakash, Senior Implementation Analyst, Deloitte USA.
o Mr. Maheshwara Reddy, IIBS Alumni.
o Dr. M. Kethan, Principal & IQAC Coordinator, IIBS.
o Dr. Gurunatha Naidu, Professor, IIBS.
o Dr. Samiya Mubeen, Assistant Professor, IIBS.
o Dr. Arun Kumar, Assistant Professor, IIBS.
o Dr. Balaji Naik, Assistant Professor, IIBS.
o Dr. Rubeena, Assistant professor, IIBS.
o Ms. V. Manikrishna, Assistant Professor, IIBS.
o Ms. Mangala Reddy, Assistant Professor, IIBS.
o Mr. Rajesh. A.V, Assistant Professor, IIBS.
o Ms. Akrithi Gupta, Assistant Professor, IIS.
o Mr. Shrinidhi, Assistant Professor, IIBS.

FACULTY MEMBERS

Name of the Faculty	Designations
Dr G N Nagaraja	Professor
Dr. N. Gurunatha Naidu	Professor
Dr. T. Uma Devi	Associate Professor
Dr. S. Balaji Naik	Associate Professor
Dr. Samiya Mubeen	Associate Professor
Dr. A. Rambabu	Associate Professor
Dr. K. Venkateswarulu	Associate Professor
Dr. B. Charith	Associate Professor
Dr. C. M. Surendra Reddy	Associate Professor
Dr. Iyappan. A	Associate Professor
Dr. Krovvidi Krishna Kumari	Associate Professor
Dr. K. Saketh Reddy	Assistant Professor
Dr. Nityanand B. Patil	Assistant Professor
Dr. Manjushri Janardan Yadav	Assistant Professor
Dr. Rubeena Khaliq	Assistant Professor
Dr. Arun Kumar. A	Assistant Professor
Dr. Venkataramana Karri	Assistant Professor
Dr. Madhusudan B. Joshi	Assistant Professor
Dr. Satheesha. G	Assistant Professor
Mr. Kuladeep Sharma	Assistant Professor
Mr. Rajesh A.V	Assistant Professor
Mr. Mahaboob Basha	Assistant Professor

FACULTY MEMBERS

Name of the Faculty	Designations
Mr. Matcha Ashok	Assistant Professor
Ms. K. R. Chandrakala	Assistant Professor
Ms. Mangala V Reddy	Assistant Professor
Ms. Archana.Y.C.	Assistant Professor
Ms. Alka Gupta Saraf	Assistant Professor
Ms. Akriti Gupta	Assistant Professor
Ms. Hemangine Rai	Assistant Professor
Mr. Shrinidhi V S	Assistant Professor
Ms. Velagapudi Mani Krishna	Assistant Professor
Ms. Lakshmamma T	Assistant Professor
Mr. Dhanush M N	Assistant Professor
Mr. V. Manjunatha	Assistant Professor
Mr. Anil Kumar K.R	Assistant Professor
Mr. Munianjinappa	Assistant Professor
Ms. Shivakashi Sharma	Assistant Professor
Ms. Trupti Suryawanshi	Assistant Professor
Mr. Srinivas. P	Assistant Professor
Ms. Rashmi Prakash	Assistant Professor
Ms. Savitha. G	Assistant Professor
Ms. Manzila Khatun	Assistant Professor

ABOUT PGDM

The Post Graduate Diploma in management (PGDM) is a two-year, fulltime program. In these two years academic input is divided into two different parts: Compulsory package and Elective Package. Both the packages fulfil different purpose. Compulsory package is mainly in the first year while elective package is completed in second year. The input of the compulsory package is essential for all managers. There is almost no overlap between the compulsory package and the elective package.

The main objective of the program is to groom students into proficient professional managers with:

✓ An ability to learn and acclimatize to national and global corporate environment.

✓ A direction towards achieving brilliance, maintaining high ethical standards.

✓ Competence to work effectively and efficiently, both individually and in a team.

Program Educational Objectives (PEO)

PEO 1 : Work Effectively in diverse teams, demonstrating strong interpersonal skills and the ability to collaborate to achieve common goals as a member or to lead a team.

PEO 2 : Achieve career advancement in the chosen field, taking different role as a professional in multidisciplinary environment and provide sustainable solutions for the upliftment of society.

PEO 3 : Engage in lifelong learning and pursue higher study and carryout research to understand the development in management and allied areas.

PROGRAM SPECIFIC OUTCOMES (PSO)

PSO1	Apply the fundamental understanding of management sciences in order to tackle the challenging business issues.
PSO2	Instil the capacity for acquiring multidimensional knowledge via experiential learning, research, analysis, problem solving abilities through case study, projects, industrial training and apply necessary tools to solve the problems
PSO3	Demonstrate the practice of professional ethics and standards for societal and environmental well-being.

PROGRAM OUTCOMES

Perhaps Programme Outcomes have been prepared based on the suggestions and ideas of the BOS, keeping in mind the Vision, Mission, and Programme Educational Objectives.

PO 1	Apply knowledge of management theories and practices to solve business problems.
PO 2	Foster Analytical and critical thinking abilities for data-based decision making.
PO 3	Ability to develop value-based leadership ability.
PO 4	Ability to understand, analyse and communicate global, economic, legal and ethical aspects of business.
PO 5	Ability to lead themselves and others in the achievement of organizational goals, contributing effectively to a team environment.
PO 6	Exhibit proficiency in applying advanced quantitative and qualitative research methodologies, allowing them to critically evaluate data, make evidence-based decisions, and contribute to the continuous improvement of organizational processes.
PO 7	Demonstrate expertise in resolving business problems that may arise due to the advancement of the management concepts and engage in lifelong learning.
PO 8	Build proficiency in utilizing modern business technologies and tools, understanding their impact on business operations, and leveraging them for strategic advantage

IIBS

Course Content for the batch 2024-26 (Effective from Academic Year 2024-25)

COURSE INSTRUCTIONS

1st Trimester

Paper Code	Subject	Credit	Contact Hours L-P*	DTA	TEE	Total Marks
PGDC101	Managerial Economics (Micro)	3	35	40	60	100
PGDC102	Organizational Behavior	3	35	40	60	100
PGDC103	Accounting for Managers	3	35	40	60	100
PGDC104	Business Statistics & Analytics for Decision Making	3	35	40	60	100
PGDC105	Operations Management	3	35	40	60	100
PGDC106	Employability Skills Development	3	35	40	60	100
Total		18	210	240	360	600

2nd Trimester

Paper Code	Subject	Credit	Contact Hours L-P*	DTA	TEE	Total Marks
PGDC201	Human Resources Management	3	35	40	60	100
PGDC202	Marketing Management	3	35	40	60	100
PGDC203	Corporate Finance	3	35	40	60	100
PGDC204	Managerial Economics (Macro)	3	35	40	60	100
PGDC205	Quantitative Techniques	3	35	40	60	100
PGDC206	Computer Applications for Business	3	35	40	60	100
Total		18	210	240	360	600

3rd Trimester

Paper Code	Subject	Credit	Contact Hours L-P*	DTA	TEE	Total Marks
PGDC301	Business Research Methods	3	35	40	60	100
PGDC302	Indian Financial System & Financial Markets	3	35	40	60	100
PGDC303	Organisational Change & Development	3	35	40	60	100
PGDC304	Entrepreneurship	3	35	40	60	100
PGDC305	Corporate Strategy & Social Responsibility	3	35	40	60	100
PGDC306	Core Option (Data Science, LSCM, & Agricultural Marketing)	3	35	40	60	100
Total		18	210	240	360	600

4th Trimester (Elective Subjects)

PAPER CODE	SUBJECTS	CREDITS
INDUSTRY INTERNSHIP		3

FINANCE		
PGDFN401	Managing Banks & Financial Institutions	3
PGDFN402	Investment Analysis & Portfolio Management	3
PGDFN403	Corporate Analysis & Valuation	3
PGDFN404	*Project Appraisal & Finance	3

MARKETING		
PGDMK411	Digital & Social Media Marketing	3
PGDMK412	Consumer Behaviour	3
PGDMK413	Sales & Distribution Management	3
PGDMK414	*Services Marketing	3

HUMAN RESOURCES		
PGDHR421	Performance Management System	3
PGDHR422	Employee Relations	3
PGDHR423	Manpower Planning, Recruitment & Selection	3
PGDHR424	*Compensation Management	3

BUSINESS ANALYTICS		
PGDBA431	Business Analytics and Business Intelligence with Power Bi	3
PGDBA432	Data Analytics using R	3
PGDBA433	Business Data Mining with SQL	3
PGDBA434	*Design Thinking	3

AGRI BUSINESS MANAGEMENT		
PGDABM441	Agri Business Environment & Policy	3
PGDABM442	Agri Supply Chain & Retail Management	3
PGDABM443	Food Technology & Processing Management	3
PGDABM444	Agricultural Finance & Banking Management	3

OPERTIONS MANAGEMENT		
PGDOM451	*Supply Chain & Logistics Management	3
PGDOM452	Quality Management System	3
PGDOM453	Advanced Production Systems	3
PGDOM454	OR Applications	3

HEALTH CARE MANAGEMENT		
PGDHCM461	Healthcare Management	3
PGDHCM462	Marketing Strategy in Healthcare	3
PGDHCM463	*Strategic Management in Healthcare	3
PGDHCM464	Accounting in Healthcare	3

DATA SCIENCE		
PGDDS471	* Analytics toolkit for Decision Sciences	3
PGDDS472	Data Analysis with Python	3
PGDDS473	Big Data with Data Warehousing and Data Mining	3
PGDDS474	Linear Algebra and Advanced Statistics for data	3

HOSPITAL MANAGEMENT		
PGDHM481	* Hospital Operations Management& & Quality Assurance	3
PGDHM482	Patient Care Management & nursing service administration	3
PGDHM483	Equipment Management & Quality Assurance	3

FIFTH Trimester (Elective Subjects)

PAPER CODE	SUBJECTS	CREDITS
PGDC502	International Business	3

FINANCE		
PGDFN501	International Financial Management	3
PGDFN502	Derivatives Management	3
PGDFN503	*Behavioural Finance	3
PGDFN504	Corporate Taxation for Managers	3

MARKETING		
PGDMK511	B2B Marketing	3
PGDMK512	Retail Marketing	3
PGDMK513	International Marketing	3
PGDMK514	*Product & Brand Management	3

HUMAN RESOURCES		
PGDHR521	Team Dynamics at Work	3
PGDHR522	* HR Metrics & Analytics	3
PGDHR523	International HR Management	3
PGDHR524	Strategic HRM	3

BUSINESS ANALYTICS		
PGDBA531	Big Data Analytics	3
PGDBA532	Data Visualization for Managers with Tableau	3
PGDBA533	*Future Trends in Business Analytics	3
PGDBA534	Machine Learning using Python	3

AGRI BUSINESS MANAGEMENT		
PGDABM541	Organic Food Production and Certification Management	3
PGDABM542	Risk Management in Agricultural Commodity Markets	3
PGDABM543	Rural And Agricultural Marketing	3
PGDABM544	* International Agribusiness Management	3

OPERATIONS MANAGEMENT		
PGDOM551	Operations Research Applications	3
PGDOM552	Behavioral Operations Management	3
PGDOM553	Supply Chain Analytics	3
PGDOM554	*Logistics and Distribution Management	3

HEALTH CARE MANAGEMENT		
PGDHCM561	*Legal & Policy Aspects of Healthcare Industry	3
PGDHCM562	Healthcare Supply chain Management	3
PGDHCM563	Healthcare Analytics	3
PGDHCM564	Innovation in Healthcare Management	3

DATA SCIENCE		
PGDDS571	Emerging Trends in Data Science	3
PGDDS572	*Data Visualization	3
PGDDS573	Machine Learning with Python	3
PGDDS574	Natural Language Processing	3

HOSPITAL MANAGEMENT		
PGDHM581	* Sales & Distribution Management in hospital sector	3
PGDHM582	Hospital Planning & Design	3
PGDHM583	Disaster Management & Bio Medical Waste Management	3

IIBS

Trimester-wise Summary of Credit Distribution

Trimester	Total
I	18
II	18
III	18
IV	24
V	24
VI	12
Total	**114**

"Leadership is the capacity to translate a vision into reality."

—Warren Bennis

CONTINUOUS FORMATIVE EVALUATION/ ASSESSMENT – SCHEME

The final grade for each course will be based on the combined results of the Term End Examination (TEE) and During Term Assessment (DTA). According to the NEP's resolution, the DTA and TEE tests must follow the same uniform pattern of 40:60.

TOTAL MARKS FOR EACH COURSE	100Makrs
Continuous assessment (C1)	20% marks
Continuous assessment (C2)	20% marks
Trimester End Examination (C3)	60% marks

EVALUATION / ASSESSMENT PROCESS

a) The first component of the evaluation (C1) carries a 20% weight. Based on the components like tests/assignments/seminars/case study/fieldworks/project work, this is to be done. This procedure of evaluation and scoring shall be done once 50% of the course/s' syllabus is completed.

b) The second assessment component (C2) carries a 20% weight. Based on the components like tests /assignments /seminars /case studies /fieldwork /internships / industrial practice/project work, this is to be done. This evaluation and scoring procedure shall be based on finishing the remaining 50% of the course/s' syllabus is completed.

c) A Term End Examination shall be conducted by the Institute for each course. This forms the third and final component of assessment (C3) and this carries 60% weight.

d) A student is considered to have dropped the test if they fail to appear up for the C1 or C2 on the scheduled date. The Programme Coordinator / Principal may hear an appeal from a student who was unable to take the test on the scheduled day for genuine reasons.

e) In consultation with the concerned teacher, the programme coordinator or principal will determine whether the claim is true and whether to hold a special exam for the candidate in question on the day set by the instructor but prior to the start of the TEE.

f) When writing the components of C1 and C2, students should bring the required supplies, which should be stamped by the appropriate department using their department seal.

g) The results of the internal assessment must be published on the departmental or college notice board.

h) At least 10 days before to the start of the TEE, During Term Assessment shall be communicated to the Controller of Examinations (COE).

i) There shall be no minimum standard for internal evaluation scores. Individual internal assessment scores may be kept. Candidates who are unsuccessful or rejected the outcome can retain their internal evaluation scores.

ELIGIBILITY CRITERIA

1. No candidate shall be deemed to have passed the Term End Examination for any course or paper unless he or she receives at least 40% in the written or practical examination.

2. 40% marks in the aggregate of written / practical examination and internal assessment put together in each of the courses and 40% marks (including DTA) in Project work and viva-voce wherever prescribed.

3. A candidate shall be declared to have passed the program if he/she secures at least 40% of marks or a CGPA of 4.0 (Course Alpha-Sign Grade P) in the aggregate of both During Term Assessment and Term End Examination marks put together in each unit such as theory papers / practical / field work / internship / project work / dissertation / viva-voce, provided the candidate has secured at least 40% of marks in the trimester end examinations in each unit.

FINAL RESULT / GRADES DESCRIPTION

Trimester GPA	Aplha-Sign	Trimester %of marks	Result/Class Description
9.00-10.00	O (Outstanding)	90.0-100	Outstanding
8.00-<9.00	A+ (Excellent)	80.0-<90.0	First Class Exemplary
7.00-<8.00	A (Very Good)	70.0-<80.0	First Class Distinction
6.00-<7.00	B+ (Good	60.0-<70.0	First Class
5.50-<6.00	B (Above Average)	55.0-<60.0	High Second Class
5.00-<5.50	C (Average)	50.0-<55.0	Second Class
4.00-<5.00	P (Pass)	40.0-<50.0	Pass Class
Below 4.00	F (Fail)	Below 40	Fail/Reappear
Ab (Absent)	-	Absent	-

4. The candidates who pass all the Term End Examinations in the first attempts are eligible for ranks provided they secure at least CGPA of 6.00 (Alpha-Sign Grade B+).

5. A candidate who passes the Term End Examination in parts is eligible for only Class, CGPA and Alpha-Sign Grade but not for ranking.

6. The results of the candidates who have passed the 6th trimester Term End Examination but not passed any of the lower trimester Term End Examination shall be declared as NCL (Not Completed the Lower Trimester Term End Examinations). Such candidates shall be eligible for the degree only after completion of all such pending Examinations.

7. If a candidate fails in a subject, either in theory or in practical's, he/she shall appear for that subject only at any subsequent regular examination, as prescribed for completing the programme. He/she must obtain the minimum marks for a pass in that subject (theory and practical's, separately) as stated above.

8. CARRYOVER- Candidates who fail the Term End Examination in any of lower trimesters will be moved to the higher trimesters and will retake the Examination in the lower trimester.

9. If a candidate fails in any of the lower trimester, She/He can take the examination in the higher trimester. But no applicant will be allowed to sit for the sixth trimester Term End Examination unless they have passed every course in the first and second trimester Term End Examinations.

TEACHING METHODOLOGY/PEDAGOGY

- Classroom Lectures/ Presentations
- Case Study Approach
- Seminars and Workshops
- Live Assignments/ Projects
- Group Discussion
- Simulation & Experiential Learning
- Field Visit & Industrial Visit
- Internship Program
- Guest Lectures

PGDM 2024-26 BATCH-ACADEMIC CALENDAR
ACADEMIC YEAR 2024-26

Commencement of MOM	Thursday, 18 July 2024
Independence Day Celebration	15 Aug 2024
End of MOM	16 Aug 2024
Valedictory of MOM	17 Aug 2024

TRIMESTER –I	
Industrial Visit	05 Aug 2024
Commencement of classes	19 Aug 2024
Industrial Visit	02 Sept 2024
Teacher's Day Celebration	05 Sept 2024
IIBS - Ethnos (Ethnic Day) / Onam Celebration	18 Sept 2024
Continuous Assessment - DTE (C1)	23 Sept :25 Sept 2024
C1 Results	28 Sept 2024
Continuous Assessment - DTE (C2)	21 Oct : 23 Oct 2024
Surface 2024	26 Oct 2024
C2 Results	28 Oct 2024
Last Working Day of Trimester 1	29 Oct 2024
During Term Assessment (DTA)	4 Nov 2024
Term End Examination (C3)	04 Nov : 9 Nov 2024
C3 Results	29 Nov 2024
Marks Card Issue	10 Feb 2025

TRIMESTER – II	
Commencement of classes	18 Nov 2024
Industrial Visit	04 Dec 2024
Christmas Celebration	24 Dec 2024
Continuous Assessment - DTE (C1)	26 Dec : 28 Dec 2024
DJ Night & New Year Celebration	31 Dec 2024
C1 Results	06 Jan 2025
Industrial Visit	11 Jan 2025
Sankranthi Celebration	10 Jan 2025
Yuva Sports Meet	08 Feb 2025
Continuous Assessment - DTE (C2)	13 Feb : 15 Feb 2025

C2 Results	20 Feb 2025
Last Working Day of Trimester 2	21 Feb 2025
National Conference	To be Announced
Term End Examination (C3)	24 Feb: 1 March 2025
C3 Results	20 March 2025
Marks Card Issue	21 May 2025

TRIMESTER –III	
Specialisation & Career Orientation Program	3 March 2025
Commencement of classes	5 March 2025
Industrial Visit	8 March 2025
Adsophos (Intercollegiate Fest)	22 March 2025
Industrial Visit	05 April 2025
Continuous Assessment - DTE (C1)	17 April :19 April 2025
C1 Results	26 April 2025
Inter-Collegiate Sports Meet	17 May 2025
International Conference	To be Announced
Continuous Assessment - DTE (C2)	22 May :24 May 2025
C2 Results	30 May 2025
Last Working Day of Trimester 3	31 May 2025
Term End Examination (C3)	02 June :09 June 2025
Internship Program	10 June :10 Oct 2025
C3 Results	30 June 2025
Marks Card Issue	30 Sept 2025

TRIMESTER –IV	
Placement Orientation Program & Placement Process (POPPP)	27 Oct : 01 Nov 2025
Commencement of classes	03 Nov 2025
Draft Submission of Internship Project Report	13 Nov 2025
Internship Project Report Final Submission	29 Nov 2025
Continuous Assessment - DTE (C1)	08 Dec : 13 Dec 2025
C1 Results	20 Dec 2025
Continuous Assessment - DTE (C2)	19 Jan : 24 Jan 2026
Last Working Day of Trimester 4	24 Jan 2026

IIBS

Internship -Viva voce	27 Jan 2026
C2 Results	30 Jan 2026
Term End Examination (C3)	02 Feb : 14 Feb 2026
C3 Results	05 March 2026
Marks Card Issue	20 June 2026

TRIMESTER –V	
Commencement of classes	16 Feb 2026
Continuous Assessment - DTE (C1)	16 March : 21 March 2026
C1 Results	27 March 2026
Continuous Assessment - DTE (C2)	16 April : 21 April 2026
C2 Results	23 April 2026
Last Working Day of Trimester 5	24 April 2026
Term End Examination (C3)	27 April: 09 May 2026
C3 Results	25 May 2026
Marks Card Issue	20 August 2026

TRIMESTER –VI	
Dissertation	11 May: 11 July 2026
Project Report Submission	20 July 2026
Viva Examination	25 July 2026
Convocation	24 Oct 2026

Note: The
above dates may subject to change as per the requirement of academic calendar.

Management is efficiency in climbing the ladder of success; leadership determines whether the ladder is leaning against the right wall.

-. Stephen Covey

IIBS FINISHING SCHOOL (IFS)

Creates value-driven leadership for global business. Sharp minds and talents of the highest calibre are nurtured and developed in our facilities, instructional resources, and activities. With our PGDM, students are given a comprehensive set of information, abilities, and attitudes to help them navigate a competitive and rapidly changing world

IFS – PLAN FOR ACADEMIC YEAR 2024-26

Trimester – I		
Value Added Certification courses	Corporate Etiquette for Business Leaders	July - Aug 2024
	Corporate Communication Skills	Aug - Sept 2024
	Mind Control & Leadership Development	Aug - Sept 2024
	Entrepreneurship Development and facilities in India	Sept - Oct 2024
Learning & Progression	Sensologic (Current Events)	Twice a Month (Monday)
	See to Believe (Industrial Visit)	Once a Month
	Mind Benders (Business Quiz)	Every Tuesday
	ExcelloPrudent (Aptitude)	Every Wednesday
Transform	Club Activities	Every Friday
	Alumni Connect	Every Friday
	Mentoring	Every Saturday
	Corporate Connect	Every Saturday

Trimester – II		
Value Added Certification courses	Advanced Excel & Tally + Power BI	Nov - Dec 2024
	DELL Boomi.	Dec 2024- Jan 2025
	Block Chain Technology	Jan 2025 - Feb 2025
Learning & Progression	Rural Immersion Program	Dec 2024
	Italian Boot Camp	Jan 2025
	Market Vibes	Feb 2025
	Expert Directions (Guest)	Twice a Month
Transform	Club Activities	Every Friday
	Mentoring	Every Thursday
	Alumni Connect	Every Saturday
	Corporate Connect	Every Saturday

TRIMESTER III		
Value Added Certification courses	Specialization 1*	March- April 2025
	Specialization 2*	April- May 2025
Learning & progression	Japanese Boot Camp	May 2025
	Think-Thank-Prosper (Career Counselling	Once a Month
	Corp-Ex (CEO Talk)	Once a Month
	Fruitification (Business Idea)	Every Monday
Transform	Club Activities	Every Thursday
	Mentoring	Every Friday
	Alumni Connect	Every Saturday
	Corporate Connect	Every Saturday

TRIMESTER IV		
Value Added Certification courses	Specialization 3*	Oct - Nov 2025
	Specialization 4*	Nov- Dec 2025
Experiential Learning	Australian Boot Camp	Nov 2025
	POPPP (Placement Orientation Program & Placement Process)	Oct 2025 onwards
Transform	Club Activities	Every Thursday
	Mentoring	Every Friday
	Alumni Connect	Every Saturday
	Corporate Connect	Every Saturday

TRIMESTER V		
Value Added Certification courses	Specialization 5*	Jan - Feb 2026
	Specialization 6*	Feb - March 2026
	Western Ghats Trekking	April 2026
Transform	Club Activities	Every Thursday
	Mentoring	Every Friday
	Alumni Connect	Every Saturday
	Corporate Connect	Every Saturday

IIBS

TRIMESTER VI		
Explore	International Tour	June 2026

Preplacement Training
➢ Corporate Communication Skills (Trimester 1)
➢ Corporate Etiquette (Trimester 1)
➢ Resume building (Trimester 3)
➢ Aptitude Training and Testing (Trimester 3)
➢ Alumni Interaction (All Trimesters)
➢ Corporate Connect (All Trimesters)
➢ Mock Interviews (Aptitude Test + GD + Technical Round + PI) (Trimester 3 & 5)

VALUE ADDED CERTIFICATION PROGRAMS

1st & 2nd Trimester
1. Corporate Communication Skills
2. Corporate Etiquette for Business Leaders
3. Advanced Excel & Tally
4. Mind Control & Leadership Development
5. Entrepreneurship Development and facilities in India
6. Power BI
7. DELL Boomi.
8. Block chain Technology

3rd & 4th Trimester

Finance:
    Specialization 1. SAP – FICO
    Specialization 2. Bloomberg Terminal
    Specialization 3. Financial Modeling
    Specialization 4. Indian Databases CMIE

Marketing:
    Specialization 1. Visual Content Creation and Editing.
    Specialization 2. Social Media Marketing and Lead Management.
    Specialization 3. Web Analytics Certification
    Specialization 4. Google Analytics & Google Ad Words Certification

Human Resource Management:
    Specialization 1. SAP HANA
    Specialization 2. HR Metrics and Dash boarding
    Specialization 3. HR life Cycle – Talent Management
    Specialization 4. Compensation and Reward Management

Business Analytics:
- Specialization 1. Machine Learning with Scikit-Learn
- Specialization 2. Visualizing Data with Python and Tableau
- Specialization 3. Data Mining with SQL
- Specialization 4. Bibliometric Analytics

Data Science:
- Specialization 1. Big data Analysis with PySpark & Hadoop
- Specialization 2. Artificial Intelligence with OpenCV
- Specialization 3. Visualizing Data with Python and Tableau
- Specialization 4. Data Mining with SQL

Agri-Business Management:
- Specialization 1. SPSS for Agriculture commodity forecasting
- Specialization 2. Agripreneurship Development.
- Specialization 3. Organic Farming, hydroponics & integrated farming system
- Specialization 4. Artificial Intelligence in agriculture and allied sectors

Productions and Operations Management:
- Specialization 1. Inventory management
- Specialization 2. Lean Six Sigma
- Specialization 3. Chat GPT in production optimization
- Specialization 4. Supply Chain Analytics

Logistics & Supply Chain Management:
- Specialization 1. Port Management
- Specialization 2. Lean Six Sigma
- Specialization 3. Supply Chain Analytics
- Specialization 4. International Logistics and Trade

Entrepreneurship and Startup:
- Specialization 1. New Venture Creation & Technology Entrepreneurship
- Specialization 2. Entrepreneurial Finance & Marketing
- Specialization 3. Startup Operations and Scalability
- Specialization 4. Entrepreneurial Strategy and Legal framework

Hospital and Healthcare Management:
- Specialization 1. Advanced Dell Boomi for Hospital Administration.
- Specialization 2. AI for Hospital Management.
- Specialization 3. Supply Chain Analytics.
- Specialization 4. NABH Accreditation Process / Medical Tourism.

IIBS

EXPERIENTIAL LEARNING & IMMERSION

- ## BEGINNING LEVEL
  ### MANEGEMENT ORIENTATION MODULE (MOM) ACTIVITIES

- ✓ My Management World
- ✓ Shred Inhibio
- ✓ Drag To Point
- ✓ C to B (Caterpillar to Butterfly)
- ✓ Investoprogress
- ✓ Pixel Perfect
- ✓ Knowledge paradise
- ✓ Retail Renaissance
- ✓ Treasure Hunt
- ✓ Caliper Profile
- ✓ Crazy Ads
- ✓ Johari Window
- ✓ Excel in Excel
- ✓ Business Simulation
- ✓ Path to Glory
- ✓ Tycoons
- ✓ Stockathon
- ✓ Financial Savvy
- ✓ Trajectory
- ✓ Excelloprudent
- ✓ Cross Culture Connect
- ✓ Working Together Works
- ✓ Sportiff
- ✓ See to Believe (IV)
- ✓ ALP
- ✓ Grow with Present
- ✓ Land to Fork (Cultivation of crops)

- ✓ Integrated Farming Model building
- ✓ Fresh Start Fiesta: Games Galore
- ✓ Game of Fluency in Business
- ✓ Speech-Screech-Reach
- ✓ Bing Bang and Bombs
- ✓ You Know Next You
- ✓ Today's Ticker: Breaking Down the Buzz
- ✓ Mock Stock
- ✓ "Unpacking the headlines: A deep dive into top stories
- ✓ Apti World /IQ world
- ✓ Buddy System (Networking Activity)
- ✓ Beach Ball toss
- ✓ Extempore
- ✓ Business Quiz
- ✓ Group Discussion
- ✓ Building towers
- ✓ Birds of feather flock together (Medicii)
- ✓ Red Car effect & Accountancy Quiz
- ✓ Roll the Goal
- ✓ Perception mapping
- ✓ Tippy Tappy Communication
- ✓ MOM preneurs
- ✓ Brainwave Battles
- ✓ Alumni Connect

- **DEVELOPING LEVEL**
  - Sensologic
  - Task Accomplishment
  - See to Believe
  - Mind Benders
  - ExcelloPrudent
  - Mission Critical
  - Peer Facilitation

- **PROGRESSING LEVEL**
  - POP
    (Placement Orientation Program
  - Market Vibes
  - Real Time Performance
  - NP Conversion
  - Expert Directions

- **EXPLORE LEVEL**
  - Think-Thank-Prosper
  - Corp-Ex
  - Fruitification

- **GAME CHANGER**
  - ✓ Design Thinking
  - ✓ Rural Immersion
    - Rural connect
  - ✓ Western Ghat Trekking

- **GLOBAL IMMERSION:**
  - ✓ French Boot Camp
  - ✓ Italian Boot Camp
  - ✓ Japanese Boot Camp
  - ✓ Australian Boot Camp
  - ✓ International Tour

IIBS

STEER THE WHEEL

Marketing Pavilion (Marketing Club)	Cultural Fiesta (Fine Arts Club)
Fin Wiz (Finance Club)	IIBS Vista (Entrepreneurship Development Club)
HR Corps (HR Club)	Avventura (Adventure Club)
Integrated Agri (Agri Club)	Sportif (Sports Club)
IIBS Phoenix (ISR Club)	IIBS Theatre (Media & Entertainment Club)
IIBS Research Hub (Research Club)	IIBS Gangster (Event Management Club)
IIBS REFO (Readers Forum)	IIBS Rotaract Club

TALENT EXHIBITION
- Surface (Intra Collegiate Management & Cultural Fest)
- Adsophos (Inter Collegiate Fest)
- Ethnos (Ethnic Day)
- Navratri Celebration
- Onam Celebration
- Ganesh Chaturthi Festival
- Garba Dance
- Holi Celebration
- Yuva Sports Meet
- DJ Night

DISTINCTIVENESS VS UNIQUENESS
- Faculty Mentoring
- Placement Mentoring
- Alumni Mentoring
- Corporate Mentoring

"A good teacher is like a candle—it consumes itself to light the way for others."
—Mustafa Kemal Atatürk.

IIBS-INCUBATION CENTRE
Creating a runway for entrepreneurs

Vision

To be a leading incubation centre that fosters rural technology, innovation, entrepreneurship, and sustainable business development, empowering MBA/PGDM graduates to become transformative leaders and successful entrepreneurs.

Mission

To provide a nurturing and resource-rich environment that supports the ideation, development, and growth of innovative business ventures. We aim to equip MBA/PGDM students and alumni with the necessary tools, mentorship, and networks to turn their entrepreneurial aspirations into reality.

Goal

To launch and support a minimum of 10 successful startups each year, ensuring they are equipped with the skills, knowledge, and resources needed to thrive in the competitive business landscape

OBJECTIVES

Support Startups: Offer comprehensive support services including mentoring, funding access, office space, and administrative assistance to at least 20 startups annually.

Educational Programs: Develop and deliver specialized training programs, workshops, and seminars on entrepreneurship, innovation, and business management tailored for MBA students and alumni.

Mentorship Network: Establish a robust mentorship network consisting of experienced entrepreneurs, industry experts, and alumni to guide and support incubated startups.

Funding Access: Create partnerships with venture capitalists, angel investors, and financial institutions to facilitate funding opportunities for startups.

IIBS

Collaborative Ecosystem: Foster a collaborative environment by partnering with academic institutions, industry leaders, and other incubation centres to enhance knowledge sharing and innovation.

Performance Tracking: Implement a comprehensive performance tracking system to monitor the progress of startups and provide ongoing support to ensure their growth and sustainability.

Community Engagement: Engage with the local and global business community through events, competitions, and networking opportunities to promote the centre and its startups.

Resource Provision: Ensure the availability of essential resources, including cutting-edge technology, market research, and business development tools, to support the incubation process.

Sustainability Focus: Encourage and support startups that focus on sustainable and socially responsible business practices.
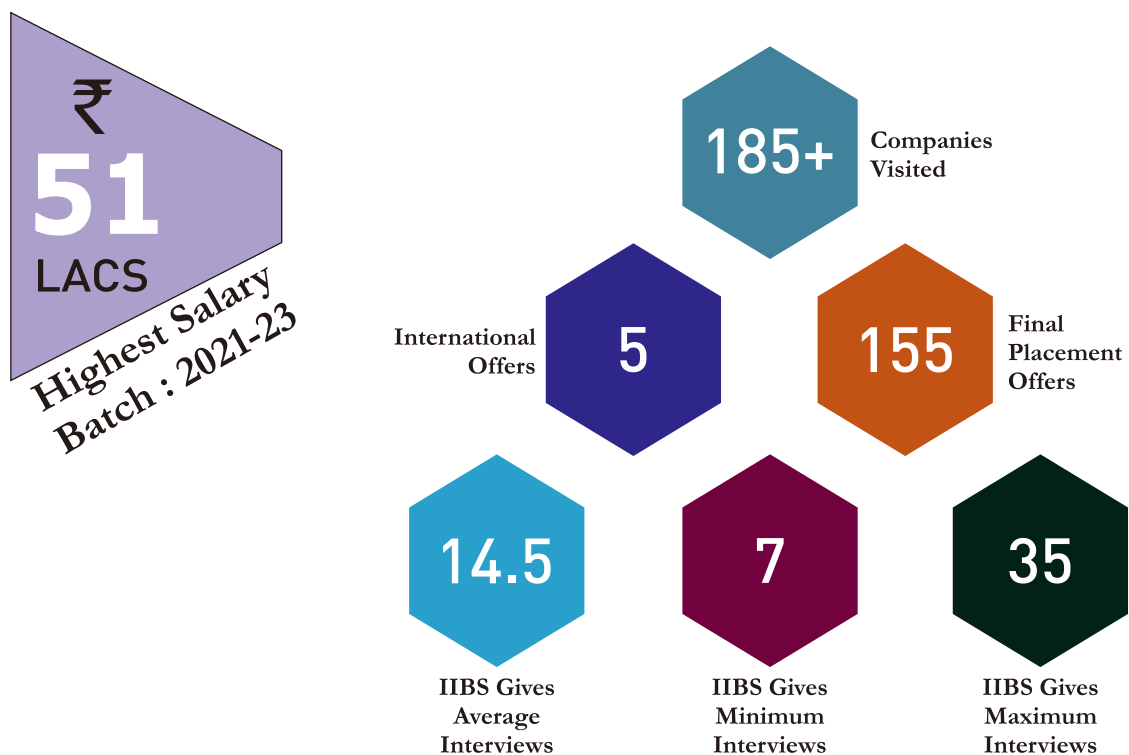
Alumni Involvement: Leverage the alumni network to provide continuous support, mentorship, and opportunities for current incubates.

ABOUT PLACEMENT

- An impeccable track record of achieving excellent placements every year in top companies.

- Systematic Approach towards building the careers of students through Career management Centre (CMC)

- Key Activities at CMC
  - o Corporate Interface Team
  - o Foundation through pre-placement talks and workshops
  - o Career counselling by Industry Experts
  - o CEO Talk
  - o Alumni Connect
  - o Corporate Night

PLACEMENT STATISTICS

₹ 51 LACS
Highest Salary
Batch : 2021-23

185+ Companies Visited

International Offers
5

155 Final Placement Offers

14.5 IIBS Gives Average Interviews

7 IIBS Gives Minimum Interviews

35 IIBS Gives Maximum Interviews

IIBS

RULES AND REGULATIONS

- College works from Monday to Saturday.

- Campus hours of operation are 9:30 am to 7 pm, Monday to Friday, and 9.30 am to 2 pm, on Saturday (provided with a tea & lunch break).

- Dress Code: Boys & Girls – IIBS Uniforms and shoes are mandatory during regular classes. Otherwise, Formal or Corporate Attire.

- Students should follow the rules and regulations instituted by IIBS.

- The hostel students should follow the hostel rules and regulations.

- Students should maintain discipline. Any incidence of reported student indiscipline will be investigated by a disciplinary committee that the principal has constituted, and it will provide decisions for an appropriate course of action.

- Students must avail leave only after getting prior permission from the section head faculty of the respective class. Conveying messages over the Telephone / E-mail will have to be approved by HOD.

- RAGGING & SEXUAL HARASSMENT is strictly prohibited. Any student who, directly or indirectly, engages in, supports, encourages, or promotes such activities would be punished. Furthermore, he or she will be expelled from the institution.

- Any grievance on ragging and sexual harassment should be send through the suggestion box or mail to: Studentsgrievance@iibsonline.com

AT HOSTEL

Students during their stay in the hostel will be governed by the management rules.

- Smoking, Alcohol & Narcotic consumption is strictly prohibited in and around the Hostel premises. Strict action will be taken against offenders.

- Loitering in the Hostel campus during the class hours will not be appreciated.

- Students must keep the Campus & Rooms clean. Defacing walls, equipment, furniture etc., is strictly prohibited.

- Any manner of festivities and noise making\celebrations will not be entertained, which may cause disturbance to other inmates in the hostel premises.

- Students should not enter rooms of other students without permission.

- Any complaints regarding electric equipment, plumbing etc., is required to be registered in the complaint book.

- Food will be served only during the specified timings. Wasting food & water will not be encouraged.

Emergency Contact Details

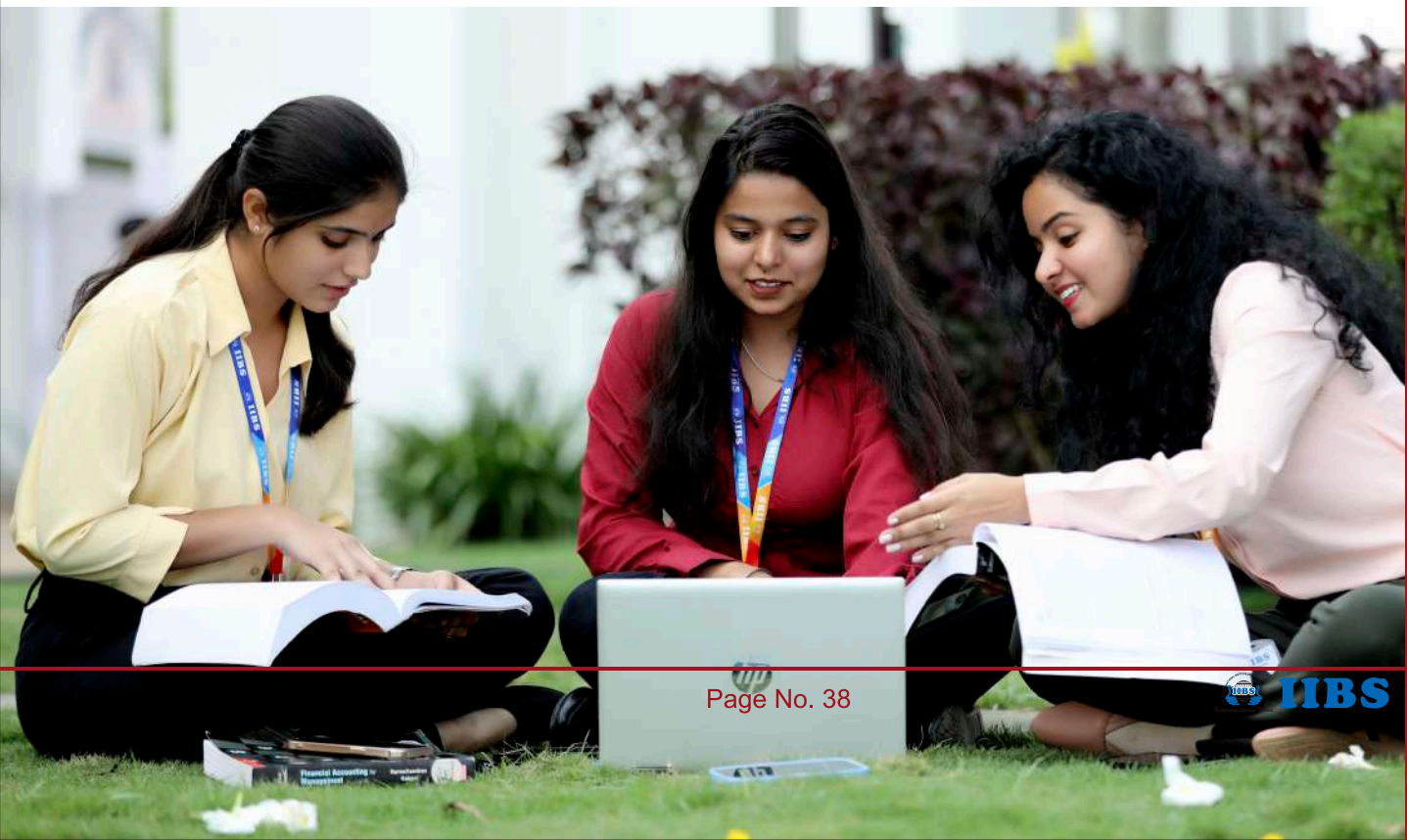| Name	Designation	Contact Number
Dr. Tripuraneni Jaggaiah	Director	+91-9620062082
Dr. M. Kethan	Principal	+91-9502733317
Dr. B. Charith	Co-ordinator	+91-9884742413
Ms. K. R. Chandrakala	POSH Committee (Co-ordinator)	+91-8129190120
Mr. Matcha Ashok	Anti-Ragging (Co-ordinator)	+91-7382024114
Ms. Mangala Reddy	Grievance Cell (Co-ordinator)	+91-9535939986

Hostel Wardens

Infinity Time and Space
Mr. Dileep Rao (Boys Hostel) - +91-9598907097
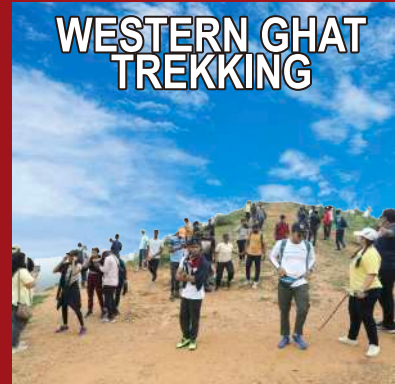Ms. Suma (Girls Hostel) - +91-8861250259

Ozone Urbana
Mr. Bheemappa (Boys Hostel) +91-6360808657
Ms. Zareena (Girls Hostel) +91-7019337623

GLIMPSES OF LIFE AT CAMPUS

ALP

SURFACE

WESTERN GHAT TREKKING

ETHNIC DAY

INDUSTRIAL VISIT

BOOT CAMP

ALUMNI

SEMINAR

MENTORING

IIBS
Redefining Leading Talents

INTERNATIONAL INSTITUTE OF BUSINESS STUDY

75, Muthugadahalli, Bangalore North Jala Hobli,
Near International Airport, Bangalore - 562157.
Website : www.iibsonline.com