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**Campus:** Dakachya, Indore-Dewas Highway, Near Shipra Naka, Indore 453 771 **P.** +91 731 3069300, 3069309 **M.** +91 97525 93334, 97525 93337



Indian Economy to grow at 8% in 2016: Goldman Sachs India's economic outlook strongest in the world: American Express India's growth rate set to outstrip China's in 2016: International Monetary Fund (IMF) Indian GDP growth to be 8.2% in FY'16: ADB India is 4th vis-a-vis startup locations globally

3100+ startups established
70,000+ employment opportunities generated by startups

Rapid development under 'Make in India' initiative
₹4.5 lac crore investment; 18 lacs jobs under Digital India Inititaive: The Financial Express
100 smart cities generating millions of Jobs: The Economist



A D M I S S I O N S





THE WORLD IS CHANGING	02
04	CHAIRMAN'S MESSAGE
BE READYTO UNLEARN	06
08	START WITH A CLEAN SLATE
ROI = ROI	10
12	BE READY TO UNCAMPUS YOUR LIFE
BE READY FOR NEW LEARNING	16
18	BE READY AND PREPARE FOR CHALLENGES
BE READY FOR 2 YEARS OF INTENSE TRANSFORMATION	20
22	YEAR I
YEAR II	24
26	POOL OF ELECTIVES
BE READY TO LEARN FROM EXPERTS	28
30	ALUMNI NETWORK
MPD AND RESEARCH	32
34	BE READY FOR OPPORTUNITIES
BE READY TO LEVERAGE YOUR LEARNING	40
50	PLACEMENTS
ADMISSION PROCESS	52



BE CHALLENGE READY
BE OPPORTUNITY READY
BE EXPOSURE READY
BE IDEAS READY
BE EXCELLENCE READY
BE FUN READY
BE PASSION READY
BE LEARNING READY
BE LEADERSHIP READY
BE QUESTIONS READY



BE BUSINESS INTELLIGENCE READY

**BE CRISIS READY** 

**BE KNOWLEDGE READY** 

**BE NETWORK READY** 

**BE COMPETITION READY** 

**BE VISION READY** 

**BE IMPACT READY** 

## THE WORLD IS CHANGING.

The youngest economy, the next global investment destination, one of the biggest consumer markets, the land of rising startups and now one of the fastest growing economies in the world. There is much riding on India as it drives global growth.

We are at the centre stage of a new Asian geo-polity, a key player in global decisions on peace, growth and sustainability. There are tough challenges out there waiting every second. New opportunities take wings every minute. You have more at stake than a career leap. The world is your stage.

ARE YOU READY?



## YOUR TIME STARTS NOW

These are the most dynamic times ever. Whether we look at the global economy or even the shining India growth story, we find rapid transformation which is faster than anybody could have imagined. Everything from technology, climate, consumer market, political realities and aspirations are changing. Newer challenges are testing you every second. We are growing at 7.7% this year, ready to outpace China by FY16 (Source - ADB). From rising startups, growing ecommerce, Make in India and Digital India initiatives for example, a new ecosystem for growth and innovation is pushing us towards new possibilities.

As you step into this complex world you will find daunting challenges and amazing opportunities at every step.
You can't just stand out there, watching. I believe each one of you can be more than a participant. You can challenge, you can change, and you can lead. Waste no time. Prepare hard and prepare with a heart. You have only two years. Gain the most expansive, intensive and real training. Learn from the best in the industry. Collaborate with the brightest minds in the country. Expand horizons. Multiply opportunities. Challenge yourself. Dare to dream.

Management is just the first step at Jaipuria. Prepare for the long haul.

## BE READY.

## **Sharad Jaipuria**

Chairman – Jaipuria Institute of Management

Chairman – Ginni International Limited

Past President - PHD CCI

President - Denim Manufacturers Association of India

## **BOARD OF GOVERNORS**

## **CHAIRPERSON**

## **Sharad Jaipuria**

Chairman & Managing Director Ginni International Ltd. Past President – PHD CCI

## **VICE-CHAIRPERSONS**

## Anjali Jaipuria

Educationist

### **Shreevats Jaipuria**

Executive Director
Ginni International Ltd.

## **MEMBERS**

## **Anurag Dalmia**

Vice Chairman
Dalmia Bros. (P) Ltd.

## Ashutosh Garg

Chairman and MD Guardian Lifecare

### Dr. Kamal Gupta

Corporate Consultant
Former Technical Director, ICAI

## Mahesh Gupta

Chairman KENT RO System

## Dr. Pritam Singh

Former Director General

IMI, New Delhi

## Ravi Jhunjhunwala

Chairman

LNJ Bhilwara Group

## Salil Bhandari

Corporate Consultant Member, BOG, IIM Indore

## Sudhir Jalan

Co-Chairperson Rieter India (P) Ltd.

## Dr. M Ashraf Rizvi

Director

Jaipuria Institute of Management, Lucknow

### Dr. Rajiv R Thakur

Director

Jaipuria Institute of Management, Noida

## Dr. Prabhat Pankaj

Director

Jaipuria Institute of Management, Jaipur

## Dr. Harshavardhan Halve

Director

Jaipuria Institute of Management, Indore

## Nominee, AICTE, New Delhi

Nominee, State Government

# BE READY TO UNLEARN

Globalisation, technology and new consumer profiles have reinvented the marketplace. Fresh models and practices are redefining the way we shop, entertain, transact, learn, travel, dine, work and live. Traditional is giving way to the new. We are compelled to unlearn old knowledge and seek new solutions. At Jaipuria you will nurture fresh ideas with passion. You will open your mind to do the new every day.



## BE READY FOR THE NEW MARKET

The neighbourhood grocer goes online - Grofers, BigBasket

Lenders have gone virtual - KountMoney, social trading and crowd sourcing of loans and mortgages

Wallets out of pocket on to the palms - Paytm, mPesa, PayUmoney

Mobile superstores - Flipkart, SnapDeal, Jabong, UrbanLadder

## START CLEAN SLATE

START WITH A

Challenge or opportunity both test the inner core that you are. What you make of the complex world outside depends entirely on what makes you inside. Jaipuria's management programs work to build the core that is you, while preparing you for the roles and responsibilities you will take on. The approach is multi-dimensional, and it thrives within a culture of innovation, enquiry and selflearning. Moving away from what will I get to how I will contribute, Jaipuria's program empowers you to shift your paradigms. You will be challenged in the most intense way, helping you transition your goals beyond academics or a career to re-position yourself in a global world.



3 IMRIR

Absorb, experience, appreciate — as much as you can. Let go of insecurity, start feeling proud of who you are.

1. THINK

Ask questions, contemplate, explore new avenues. After all, what you think is what you hecome 6. LEAD

Take charge, blaze a new trail, be a trendsetter. Management is doing things right, leadership is doing the right things.

4. INNOVATE

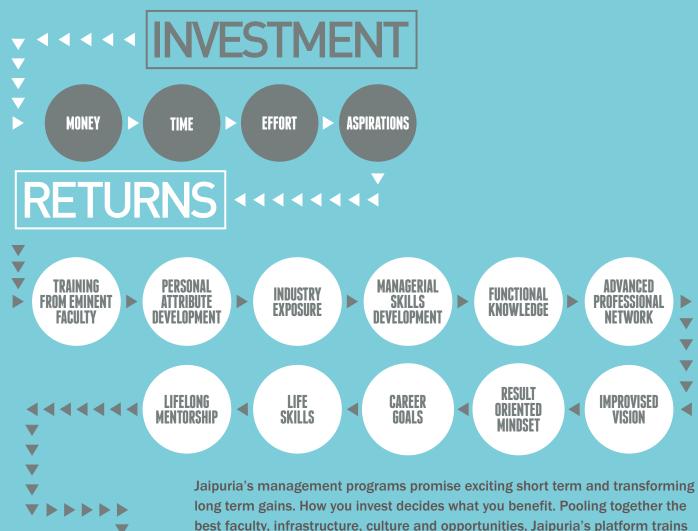
Think uniquely, traverse new roads, achieve the extraordinary, keep it simple. Discover new routes to success. 5. CHOOSE

Weigh your options, prioritize, take your pick, try the new, accept challenges. Jnderstand the power of risk-taking.

BE VALUE+ABLE AND READY

GLOBALLY AWARE • CULTURALLY SENSITIVE
ACADEMICALLY ENRICHED • VALUE DRIVEN
PURPOSEFUL • INNOVATIVE • SELF STARTING
EVOLVING • RESPONSIVE • DYNAMIC





**REWARDING CAREER** 

best faculty, infrastructure, culture and opportunities, Jaipuria's platform trains and tests your capacity. You will become an active participant in your growth and learning with the choice to be who you want to be.



The institute helped me realize talents that I didn't know existed in me. Investing my time, efforts and money in Jaipuria was the best and most fruitful decision of my life.

Nikita Mehra Placed with S&P Capital IQ Batch 2013-15

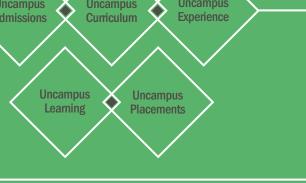


The world is shrinking on your palm as we live, connect and work virtually.

A borderless world is bringing ideas, talents and products from all over the world on a common platform. Talent is fast becoming trans-national, wherever it might physically be. At Jaipuria, the divide between 4 different campuses transcends to build a trans-geographical talent pool.

The Uncampus initiative is a first of its kind collaboration, co-creation, exchange and culture of ideas across Lucknow, Noida, Jaipur and Indore.

## 4 CAMPUSES 1 UNIQUE DELIVERY Uncampus Admissions Uncampus Curriculum Experience



## BE READY TO EXPLORE UNLIMITED

Borderless world throws learning and career opportunities across the web. Virtual offices and virtual jobs are redefining the corporate world.

As the world comes to India, India Inc. too is expanding its global footprint whether MNC giants like Tata Steel, TCS, Infosys, Reliance, Hindalco, Wipro, but also young startups like Practo and Zomato.

India plays a strategic role in Cloud optimized service delivery with TCS, Wipro, Infosys, Zenith Infotech leading the way. Microsoft and Amazon too are joining the latest battleground for cloud computing in India.



Jaipuria's hugely anticipated and overwhelmingly successful events on campus redefine the meaning of work and fun. Bringing a mix of cross-sectoral, national and international events; conclaves, seminars, presentations, these events leverage the power of peer exchanges and industrial collaborations across 4 campuses. The youth festivals bring out the fun side while training you with strategic skills such as critical thinking, planning, collaboration, resource management among others.

## **BE READY TO LEARN EVERY MOMENT**

- SPIC MACAY concert featuring danseuse Shovana Narayan
- Lucknow Marathon for Women's Safety
- Life After Six: After hours freewheeling discussions, learning new or engaging in plain fun on campus; **Hobby courses** - Anything from Guitar, French or Karate
- Discussion Forums: Hot Coffee Hot Issue Seminars
- Aptitude and Skill based Courses: Advanced Excel, WAVE Written & Verbal English Forum
- Additional Evening Courses: Analytics using SPSS Software Indian Economy Post Independence • Applied Econometrics



















## **LEARN WHERE YOU LIVE**

Safe, spacious, clean and separate hostels for men and women on all campuses offer complete Wi-Fi connectivity.

The cafeteria is known for its healthy and wholesome meals. The common room, gym and sports amenities make living here fun and full of excitement every day. The infrastructure on all the campuses is appreciated by students and parents alike.



I believe that those who stay in hostel are lucky. This fortunate bunch of future managers doesn't restrict their time on campus to books alone. They have a whole lot of interesting things happening.

Apeksha Malviya PGDM 2015-17

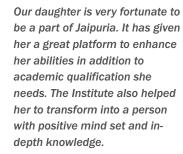
## Parents Speak -



Parents of Monisha Yadav

**Father of** 

**Abhinaw Sinha** 







Mr. Nripendra Kumar Sinha Retd. AGM, Mining, Central Coal Fields



Parents of Anushree Singh's (Alumnus 2013-15)

Jaipuria acted as a guardian for our daughter. The faculty worked as a mentor, friend and advisor for her. She is currently placed in Deloitte and all the credit for her bright future goes to her faculty mentors and the institute overall.

Mr. A.N. Singh Commissioner Custom & Central Excise Service Tax



Parents of **Anshul Agarwal** 

We are grateful to Jaipuria Institute of Management, Lucknow and its team for giving new directions to the entrepreneurial skills of our son. Thanks for sowing the seed of knowledge which will definitely be a fruitful tree.

Mr. Subhash Agarwal Entrepreneur

Changing technology, environments, societies, and consumer needs are opening up new careers. The startup ecosystem is promoting and nurturing new breed of job creators as opposed to job seekers. Passion coupled with current, relevant and in-depth knowledge and fearless pursuit are the keys. Jaipuria's well researched program gives you the knowledge, tools and skills to preempt and lead the changing industry.

# BEREADY FOR NEW LEARNING

## BE READY TO CREATE NEW POSSIBILITIES

- Businesses have gone beyond top and bottom lines. Sustainability is the biggest challenge as well as opportunity in the business world today and employees are at the heart of sustainability programs
- Social entrepreneurship is growing in size, scope and support. The social entrepreneurs are not only addressing social problems but also creating sustainable as well as profitable solutions
- Indian corporate sector would invest approximately ₹25,000 Cr. in CSR
- Big Data is the new competitive advantage and companies are leveraging it to make strategies, innovate, compete and create value
- Rising trend of Millennial Generational Experts to navigate the aspirations of the new consumers



# BE READY AND PREPARE FOR CHALLENGES

As you step out, national and global challenges test your skill. Today, policy decisions, economic transitions and political strife in any part of the world impact the global economy. Working in global markets too throws up adaptability and sustainability challenges. You cannot underestimate the complexity of even the smallest markets. You have to evolve with new and local consumer aspirations. You have to collaborate with global teams.

Jaipuria helps you leverage challenge as an opportunity. Our innovative culture, ground- breaking research and challenging environment help you embrace change and think on your feet.



I took three live projects and my learning was beyond my wildest dreams. The biggest challenge for me was the fear of failure. But the guidance from my faculty and mentor gave me the confidence and enthusiasm to work and finish my projects.

Avinsh Padhi. PGDM 2014-16



I have not merely earned an educational qualification from Jaipuria but a lot more than that. Jaipuria is a platform which has taught me life skills. From the classrooms to canteen, from the campus to hostel, every moment was a teacher and the learning was for life.

Samapti Debnath, PGDM 2013-15

## BE READY FOR PRACTICAL LEARNING

- Finance Conclave
- Unveiling Possibilities for Make in India
- Conclave on New Age Marketing
- Round Table Session on Demystifying Union Budget
- Round Table Session on Skilling Young India for Global Leadership
- MiDCOM Business Challenge Award
- Industry Mentorship Program- IMP
- A Day with an Entrepreneur



Bridges the skillgap challenge and trains you for the industry



Grooms you to be a contributor and not just a participant



Enriches values and purpose while preparing you for performance



Helps you embrace and drive personal and professional change



Widens your vision to engineer new solutions



Promotes risk taking



Cultivates a sense of ownership



Fosters fearless thinking

# BE READY FOR 2 YEARS OF INTENSE TRANSFORMATION

Jaipuria's course is enriched by both industry insights and current research. It is curated by industry stalwarts and academicians. Keeping in tune with the evolving business landscape, it evolves to help you adapt to the new realities.

The 2 years at Jaipuria will deepen your understanding, widen your skill set and test your ability systematically.

The learning modules emphasize on personal development as much as on collaboration and performance.

## YEAR ONE

Year one starts off with an Orientation. This is followed by an Individual Development Plan that starts from day one and offers you a toolkit for the coming years. A suite of Pre-Management and Para-Management courses help you build competencies and sharpen skills for personal and professional growth.

## **SUMMER INTERNSHIP**

The Summer Internship is your first professional exposure to the business world. Having mastered the basics in year one, this program offers you the opportunity to apply and test your acumen on the ground.

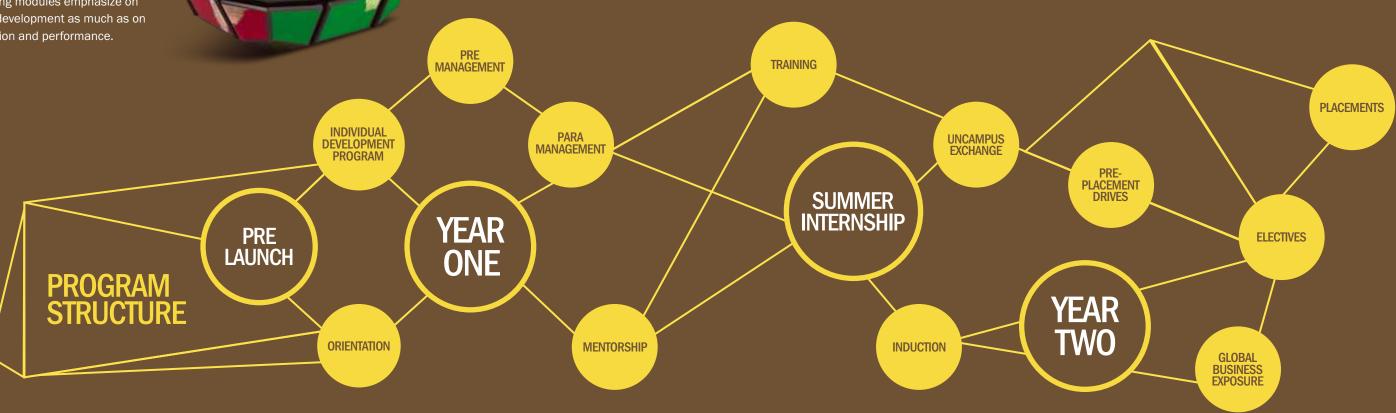
## **YEAR TWO**

The second year at the program helps you deepen your understanding and prepare for the industry challenges and opportunities from a holistic vantage point.

A choice of 12 electives from as diverse as e-commerce and project finance help you integrate learning and choose your future path.

The Uncampus Exchange is a great opportunity to study in another campus and widen your perspectives through peer collaborations and faculty guidance. Jaipuria's global partner programs help you further build an international network as you sensitize to global cultures and economies. The ongoing placement support helps you prepare for the industry as it grooms you to become adaptable and employable.

Jaipuria's support continues even after placement through the Post Placement Training that irons out skill gaps and makes you ready.



# BE READY TO IRON OUT SKILL GAPS

## FROM DAY ONE

The first year at Jaipuria helps you build a strong foundation. IDP or Individual Development Program - customised learning with critical mentoring is a highlight.



## CUSTOMISE YOUR GROWTH CHART WITH INDIVIDUAL DEVELOPMENT PLAN (IDP)

The IDP acts as a customized tool to match your skills with industry needs. It works at three levels - building core strengths, working on challenge areas and helping you leverage your skills with confidence. Beginning from day one, you get essential industry and academic mentoring to gain the winning edge.

## **HOW IT WORKS:**

**Assessment**: Student profiling through psychometric tests and in-depth interviews by an expert panel. Evaluation of passion, involvement and knowledge application.

Assessment of interest areas.

Analysis: SWOT analysis to outline skills needed • Ranking on 5 point scale • Need gap analysis for intervention

Action: Structured, time-bound and focused action plan is set based on needs and capacities



The Individual Development Program helped me in capitalizing my strength. It helped me identify my interest areas and assess my abilities to perform in those areas. My mentor then helped me in charting a plan which took my confidence to the next level.

Rohit Pandey PGDM 2014-16



## BEREADY FOR THE GLOBAL ARENA

The second year at Jaipuria offers you depth, breadth and options galore to customise your specialization and the flexibility to go in for a dual specialisation of your choice.

YEAR II



During my summer internship, to be very honest, the organization made me feel very comfortable as they provided me a huge opportunity to learn every single day during my entire tenure with the company.

## My key takeaways from the internship:

- Choosing the right segment of customers is very important for the future of the company
- Organizational Culture helps a lot in contributing to the revenues of the company
- Making the customer happy and informed is very important

## **RICHA PURI**

Internship at Videocon Telecom Ltd. PGDM 2014-16



## UNCAMPUS EXCHANGE FOR ABUNDANT OPPORTUNITY



Jaipuria creates a platform for immense peer collaboration and faculty exchange across all 4 campuses. This is best leveraged in year two. Student and faculty exchanges across campuses open up immense opportunities to interact, co-create and learn across Lucknow, Noida, Jaipur and Indore.

## GLOBAL EXPERIENCES



Year two prepares you with rewarding global experiences to help you understand global business landscape firsthand. You learn to adapt to international business dynamics and diverse cultures. You will also takeaway global networks for a lifetime.

## CUSTOMISE YOUR CAREER PATH



The goal of the second year learning is to help you evolve into a more competent and committed global player. 67 electives across 5 academic areas help go beyond the fundamentals into a deeper understanding of functional areas of choice. Innovative project work and case studies supplement the learnings.





## POOL OF ELECTIVES\*

## FINANCE

Advanced Financial Statement Analysis and Valuation

Bank and Risk Management

**Corporate Valuation** 

Corporate Restructuring and Turnaround

Management

Corporate Tax Management

Financial Derivatives and Risk Management

Financial Markets and Services

Financial Modeling and Analysis

Financial Planning

Fixed Income Securities

**Investment Management** 

International Finance

**Investment Banking** 

**Project Finance** 

Risk Management in Commercial Banks

**Working Capital Management** 

## MARKETING

**Brand Management** 

**Business to Business Marketing** 

Consumer Behaviour

**Customer Relationship Management** 

**Excellence in Retailing** 

Franchising and Global Retailing

**International Marketing** 

Integrated Marketing Communication

Internet Marketing and E-tailing

Mall Management & Event Management

Merchandise and Category Management for Retailers

Marketing Research

New Store Planning

**Retail Marketing** 

Rural Retailing

**Rural Marketing** 

Store Designing and Visual Merchandising

**Store Operations** 

Sales and Distribution Management

Services Marketing

## **HUMAN RESOURCE**

Compensation Management and Reward System

Competency Mapping and Assessment Center

**Cross Cultural Diversity Management** 

International Human Resource Management

Leadership and Change Management

Learning and Development

Labour Law and Industrial Relation

Performance Management System

Organisation Development and Change

**Talent Acquisition** 

## **INFORMATION TECHNOLOGY**

**Business Analytics using Data Mining** 

Database Management System

Dashboard Reporting

E-Commerce

E-Governance

**Enterprise Resource Planning** 

Intelligent Interface for Managerial Decisions

IT Tools for Finance

Knowledge Management

## DECISION SCIENCE & OPERATIONS MANAGEMENT

Advanced Data Analysis

Logistics Management

**Managing Services Operations** 

Project Management

Quality Management

**Supply Chain Management** 

## **OPEN ELECTIVES**

Advanced Data Analysis

**Banking Systems** 

Entrepreneurship

International Business

Operations in Insurance Companies

Principles of Insurance

The learning program at Jaipuria benefits immensely from a faculty that has both real world experience and wide research body of knowledge. Drawn from industry and academia, they bring to the classroom their thirst for knowledge coupled with years of practice.

Jaipuria's 110+ faculty members play a pivotal role in nurturing a creative and challenging learning culture across campuses. They shape business intelligence as well as young innovative minds.

# BEREADY TO LEARN FROM EXPERTS FROM ACADEMIA & INDUSTRY



DR. M ASHRAF RIZVI Director, Jaipuria Lucknow

Ph.D., M.A., PGDTE 27 years of academic experience



DR. RAJIV R THAKUR Director, Jaipuria Noida

Ph.D., M.A., MBA 24 years of academic and industry experience



**DR. PRABHAT PANKAJ**Director, Jaipuria Jaipur

Ph.D., M.A. 23 years of academic experience



DR. HARSHAVARDHAN HALVE Director, Jaipuria Indore

Ph.D, PGDCA, PGDSM, M.Sc. 21 years of academic

## INFINITE OPPORTUNITIES FOR GROWTH



Prof. Himanshu Mishra Dean (Student Affairs) Jaipuria Lucknow

"We at Jaipuria believe not in teaching but make sure that the two years of journey is full of learning. Learning at Jaipuria truly admires and inculcates traditional values in a professional set up. This ensures that the students are ready to face the challenges of corporate world from the very first day.

Apart from theoretical discourses, we also focus on skills which are prerequisite for practice and which are an essential part of professional courses. So in professional courses, one has to emphasize on practice part and the age old adage of 'Practice Makes a Man Perfect" aptly fits here. Jaipuria is a place of learning and not mere teaching and it fully equips its students with not only the theoretical jargons but teaches them to apply judiciously."



Dr. Nitin Merh
Dean (Student Affairs)
Jaipuria Indore

"Our primary objective at Jaipuria is to expose the students to practical world and rigorous training modules. The Uncampus initiative offers sharing of resources between all four campuses and quadruple the students' learning.

The Individual Development Program is an award winning program by Jaipuria which focuses on personalized training in the area of interest of the student. Each individual goes through many practical experiences which includes sessions by industry experts, field and industry visits and so on. These initiatives help in making students competent, skillful, a successful leader and above all, a better human being."



Dr. Swati Soni Dean (Academics) Jaipuria Jaipur

"A teacher affects eternity; s/he can never tell where his/her influence ends'. This is the overarching philosophy at Jaipuria. A teacher goes beyond his or her quintessential roles to be an ally, a confidante and a mentor for a Jaipurian. 9/10 of education is encouragement, which is manifested in a well-crafted mentoring program.

Every student's intelligence and abilities are far more complex than the scores obtained on tests. No academic "curriculum" that condenses the world into instructional packages can attain this. A direct engagement with the environment works wonders and it's here at Jaipuria that we create a difference to the life of the students and transform them into near holistic individuals."



Dr. Deepak Singh Dean (Academics) Jaipuria Noida

"At Jaipuria, we do not merely educate, we empower. That's exactly why our ethos are built around the student, the individual who yearns for knowledge. The curriculum and pedagogy at Jaipuria makes the student a partner, an active participant in the teaching-learning process.

Teaching-learning process is a planned interaction that promotes behavioural change that is not a result of maturation or coincidence. While the instructor serves as the main control, the learner is considered the key participant in the teaching-learning process. Putting the onus of learning onto the student, facilitated by the instructor forces the student to think actively and to develop a new perspective on reality."

For faculty details, visit: www.jaipuria.ac.in/faculty-research

Nischay Jamwal Team Leader Amazon India Batch 2011-13



Nitin Kalani Senior Manager Infoedge India Ltd. Batch 2007-09



Neelesh Kesarwani GM Sales Idea Cellular Batch 1995-97

The Alumni Mentorship Program gives you the prized opportunity to train under one of the 6000+ alumni. A steady mentoring by industry experts further adds up to your industry insights, skill building and career mentoring in the space you are dreaming of.

# BE READY TO LEARN FROM A RICH POOL OF INTELLECTS

688 MTs

1838 MIDDLE LEVEL 2138 SR. EXECUTIVE LEVEL

650 CXOs/VPs

251

**ENTREPRENEURS** 

6010 ALUMNI 445 GMs

45



Vineet Aurora Product Manager Ingram Micro Batch 2006-08



**Avnish Bhatnagar** 

VP & Regional Head Franklin Templeton

Batch 1995-97

Nishant Mohnot Team Leader Mc.Kinsey & Co. Batch 2002-04



Managing Director MidCom Group

Batch 1995-97



Sajid Mansoor

AVP. HSBC Bank. Batch 1995-97

"The journey at Jaipuria was quite an eventful one. Our batch was the first one and despite the logistical challenges, the excellent faculty at Jaipuria ensured that quality education was imparted to the students. At the end of the two year period, we were a transformed lot from just passed out graduates to professionals who were armed with the necessary confidence and skills to face the outside world.

The message that I would like to share with the future students is to make good use of the opportunity that is being provided to them by being a part of such a reputed institute. While going through the learning ladder, focus on the practical applications of the concepts.

Don't just worry about getting a placement with a lucrative package, rather, try to identify your inherent strengths and give shape to ideas which are more meaningful and would have a long lasting impact on the society at large."



Pooja Tripathi Team Leader TV Network 18 Batch 2011-13

To explore the alumni network visit: www.jaipuria.ac.in/alumni

## BE READY TO LEARN FROM THOSE WHO TRAIN THE INDUSTRY

At the helm of evolving best practices and new curriculum, Jaipuria's faculty significantly contributes to knowledge creation. It also bridges the skills gap by training talent - whether on campus or in the industry. A suite of MDPs attract industry talent round the year.

## GLIMPSE OF MDPs CONDUCTED BY THE JAIPURIA FACULTY

Role Analysis - The Key to Performance Management and Leadership

Management of Discipline in PSU Including Vigilance Clearance and RTI

Transforming Managers to Leaders For Effective Management of Change in 21st Century

Accounting Standards and Forex for IREDA

**Enhancing Managerial Competencies for NTPC** 

Enlightening Top Management of State Trading Corporation on RBI Guidelines and Indian and International Contracts Act

**Gen Next Business Leaders** 

**Advanced Costing and Forex Principles** 



The MDPs are very well organized and informative which provide excellent knowledge about the topics covered.

Rajeev Sharma
Deputy Commandant, 21 BN BSF

The training program on Improving Work Culture was one of the best training sessions which will help us further in efficiently building and setting a benchmark.

HR Team
Kishanganga HE Project, Bandipora



## SOME OF OUR ESTEEMED MDP PARTICIPANTS ARE FROM

























and many more...



The world is abuzz with new possibilities. Rising India is witnessing a hiring spree in E-commerce, IT, Retail, Infrastructure and Healthcare. However the opportunities exist only for those who understand the new business models, market demands and the new consumer mindset. Jaipuria's rare pooling of resources from across 4 campuses, industry and academia, prepares you for the future and gives you an edge before you step into the industry.

## BE READY TO DRIVE GROWTH



Indian economy growing at 7.7% faster than China



Industrial Corridors, manufacturing hubs and SEZs under Make in India initiative



\$2.9 billion funding generated by startups since 2010



Great push to technology and infrastructure through Smart City projects under Digital India initiative INTERNATIONAL SPEAKERS ON CAMPUS

INDUSTRY VISITS GLOBAL Tie-Ups

ONLINE LECTURES FROM INTERNATIONAL SPEAKERS

GLOBAL Internships

# BEREADY TO MULTIPLY OPPORTUNITIES



Honourable Governor of UP, Sri Ram Naik felicitating the winning team along with Mr. Anand Narain Kapoor, Alumnus 1995-97, currently Vice-Chairmain of MiDCOM Group, UAE.

A team of Jaipuria Lucknow students bagged the Annual MiDCOM Business award 2015 organized jointly by MiDCOM and Jaipuria. They grabbed this opportunity to showcase their creativity and their idea of 'Funeral Management' secured them a prize money of ₹5,00,000 which will act as a funding for their



"The foreign language module in German, which I subscribed to at Jaipuria Noida, has been very helpful in my customer interactions."

- **Divyam Johri** Alumnus, Jaipuria Noida

## PACE UP WITH THE WORLD

Jaipuria's foreign linkages and international exposure are designed to train you for global leadership. You get to interact and collaborate with peers from around the world and work in a global set up. An international network enriches you at the start of your career and continues to stand by as your career progresses.





## **GLOBAL TIE-UPS**

Asian Institute of Technology, Khlong Luang, Pathum Thani, Thailand

Christchurch Polytechnic Institute of Technology (CPIT), New Zealand

Eastern Mennonite University, United States

HEIG-VD, Switzerland (A member of University of Applied Sciences, Western Switzerland (HES-SO) Network)

Kainan University, Taiwan

Naresuan Unviersity, Thailand

Universities of Applied Sciences, Finland (As a part of Finland Network for East and Southeast Asia)

University of Illinois, United States

University of New Castle, Callaghan, NSW, Australia

University of Michigan, Flint, USA

ISC Paris Business School

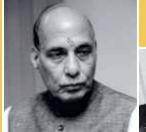


"I've got a lot of new insights not only into the Institute's culture but also the Indian culture since it was my first visit to India. It was very interesting to learn the differences and similarities in general communication and academic behavior."

## - Veronika Pereseina

Lecturer, Jönköping International Business School Jönköping University, Sweden

Miss. Veronika, a PhD scholar visited Jaipuria under faculty exchange program.





Take a leaf from the lives of great leaders and visionaries through guest lectures and visits

A.C. Mahajan Ajay Mehra

Alok Ranjan

**Ankur Warikoo** 

**Anshumal Dixit** 

**Anurag Thakur** 

Aruna Padmanabhan

**Ashish Chandra** 

Ashu Sawhney

**Atul Mittal** 

**Baldeep Singh** 

**Bibek Debroy** 

Chairman

**Managing Director** 

**Chief Secretary** 

CEO

Vice President - HR

Member of Parliament

Director HR

Professor and Chairman

Vice President - HR

Director (Tax & Regulatory)

Director-Operations

**Economist & Permanent Member** 

## COMPANY

Banking Codes and Standards Board of India

South Asia Airbus Industries

Government of U.P.

Groupon.com

Arvato Bertelsmann

Lok Sabha

IBM India

School of Business, University of Houston

DCB Bank

Deloitte Touche Tohmatsu India Pvt. Ltd.

Jabong.com

Niti Ayog

C.S. Verma Chairman **Devi Singh** Director Dileep Chhajed Professor

E. Sreedharan Former Managing Director

Harshpati Singhania **Managing Director** 

**Kishore Chakraborti** Vice President, Consumer Insight

Advisor **Madhukar Jaitley** Mahesh Gupta Chairman Ninad Desai Head HR **Omkareshwar Pandey Group Editor** 

**Pranav Singhi** CEO Chairman & Managing Director R.K. Dubey Rajan Bharti Mittal Vice Chairman & Managing Director

Rajnath Singh Union Minister of Home Affairs

Rajneesh Sinha Global Talent Head

CMD Ramesh Agrawal Ramesh Vaswani Director **Rohit Chadha** Vice President, S.Y. Siddiqui **Chief Mentor** 

S.S. Mundra Chairman & Managing Director

**Sachit Jain Executive Director Samit Ghosh** CEO & Managing Director

**Sanieev Kumar** Vice President

Shampi Venkatesh CPO

**Subir Hazra** Associate Vice President & Head-

Strategic Planning

**Sudipto Chowdhury Chief Executive Officer** Sumitra Mahajan Lok Sabha Speaker **Sushil Baveia** President HR

T.K Arun Editor

**Udav Ravi** Additional Vice President (Engg) **Usha Subramanian** Vice President & Head - Technical &

Domain Learning

**Vineet Bansal** General Manager Vipin Sondhi MD & CEO **Vivek Gaur** CEO

**Yashwant Sinha** Former Finance Minister

## COMPANY

Steel Authority of India Limited

IIM. Lucknow

University of Illinois, USA Delhi Metro Rail Corp.

JK Paper

McCann Erickson India

**UP Government** 

**KENT RO** 

Coca Cola India

Sun Star Media

Zootout.com

Canara Bank **Bharati Enterprises** 

Government of India

Evalueserve DB Corp Ltd.

Intex Technologies (I) Ltd. Linsdstrom India Ltd.

Maruti Suzuki India

Bank of Baroda Vardhman Group

Ujjivan Financial Services

Yes Bank

NIIT Ltd.

Delhi International Airport (P) Limited (DIAL)

Airtel

Government of India

DSCL Ltd.

The Economic Times

Reliance Infrastructure Limited

**Mphasis** 

Tata Motors JCB India Ltd. YEPME.com

Government of India

BE READY TO LEVERAGE YOUR LEARNING

Global complexities demand courage, passion and confidence to pursue the new. This is an exciting time to plunge head on and take the ball running. From building your own enterprise, pushing forth a new career or leading with the industry leaders, taking home a prized pay package - it all boils down to how you absorb, test and apply your next two years of learning.

Jaipuria's stimulating curriculum and rich industry interface offer you the perfect launchpad to accomplish your goals.

## BE READY TO TAKE ON THE WORLD

- Ready ecosystem for startups. 58 Jaipurians realised their goals while on campus
- Founding batch alumnus, Anand Narain Kapoor entrepreneur, investor and philanthropist founded MiDCOM, UAE
- Piyush Kumar, garment exporter founded Magic Asia
- Romil Jain Director, Meenakshi International develops oxobiodegradable plastic products
- Gaurav Deep and Akash Shrivastava founded Body Fuel
   Zone, a startup converting health into a brand





## **COURSES OFFERED**

Post Graduate Diploma in Management (PGDM)

Post Graduate Diploma in Management – Financial Services (PGDM-FS)

Post Graduate Diploma in Management – Retail Management (PGDM-RM)

Jaipuria Lucknow with a legacy of 20 years, located in Gomti Nagar, is the oldest of the Jaipuria campuses. Well designed and modern, it offers state-of-the-art facilities with conference halls, auditoriums, library, swimming pool and indoor/outdoor sports facilities. In a city fast emerging as the new startup destination in India, Jaipuria's culture aids experiential learning, thereby helping you think critically and act creatively. An evolving curriculum matching the dynamic business world helps you find a firm foothold in the industry.

Jaipuria Lucknow is committed to groom successful and responsible business leaders and entrepreneurs.



## WHY LUCKNOW:

- Education, banking and commerce hub
- Rising retail, construction, realty and service sectors
- 6th city in India in fastest job creation
- Emerging startup destination after Bangalore and Pune
- Selected for Smart City Project

## **COMPANIES IN LUCKNOW**

TATA Motors, Yash Papers, Eldeco, SIDBI, TCS, HCL, Superhouse Limited, Ansal Housing etc.

## WHAT'S ON CAMPUS:

National Conference IIC, The Lucknow Marathon, OJAS, etc.

## THINGS TO DO

- Explore exotic arts like Chikan, Zardozi and Bidri.
- Visit Imambara, Roomi Darwaza & Bhool Bhulaiya.
- Enjoy Lucknow Mahotsav.
- Visit Kukrail National Reserve & Dudhwa National Park.
- Taste the authentic age old famous Mughlai Awadhi Cuisine.



Deeptanshu Dwivedi PGDM 2015-17

"The journey is bigger than the goal". Such words are brought to justice with the path so far. As a person and professional, there are definitely a lot of changes as the pedagogy at Jaipuria is continuously sculpting us into a better human being.

'A' Grade Accreditation by 'NAAC' (UGC)

**NBA Accredited PGDM Programs** 

AIU Recognized, PGDM as Equivalent to MBA

7th Amongst Private B-Schools in North India (CSR-GHRDC, 2015)

9th Amongst Private B-Schools in North India (People Matters - NHRDN 2015)

5th Amongst Private B-schools in North India (Careers 360, 2015)



## **COURSES OFFERED**

Post Graduate Diploma in Management (PGDM)

Post Graduate Diploma in Management – Marketing (PGDM-M)

Post Graduate Diploma in Management – Service Management (PGDM-SM)

Jaipuria's state of the art campus is modern, aesthetic and strikingly simple. Spread across 4 acres in the heart of Noida, it seeks to develop graduates with service mindedness and entrepreneurial ability. Global in perspective and rooted in spirit, Jaipuria Noida thrives in a culture of innovation and ambition. Being on Noida campus offers you close proximity to Delhi and an easy exposure to diverse companies from IT, entertainment, electronics and manufacturing in your neighbourhood. Some of the biggest and best names make Noida a hub for industrial development in the country. Being here is an exciting proposition to build skills & leverage them straight on in the industry.

Jaipuria Noida grooms you into a holistic business leader, with a vision and astute understanding of the industry.



## WHY NOIDA:

- Model city in Uttar Pradesh
- Industrial and automobile hub with SEZ status
- Home to software technology park and entertainment hub
- Booming realty space Part of NCR
- Hub of multinationals and media houses

## **COMPANIES IN NOIDA**

Dell, HCL, IBM, Adobe, Wipro, Samsung, Honda, Ericsson, India Today, Network 18, Asian Paints etc.

## WHAT'S ON CAMPUS:

JAMC, ICROSMOS, Udaan, Spardha, Marketing Conclave, Finance Conclave etc.

## THINGS TO DO

- Explore entertainment hotspots and amusement parks.
- Discover international sporting events on Noida Golf Course and Buddha International Circuit.
- Enjoy malls and shopping.
- The Biennial Auto Expo, Asia's Largest Motor Show.



Manjima Sanjay PGDM 2015-17

This place has brought the best out of me. The transformation is clearly visible, I am now a more confident and a well groomed person.

'A' Grade Accreditation by 'NAAC' (UGC)

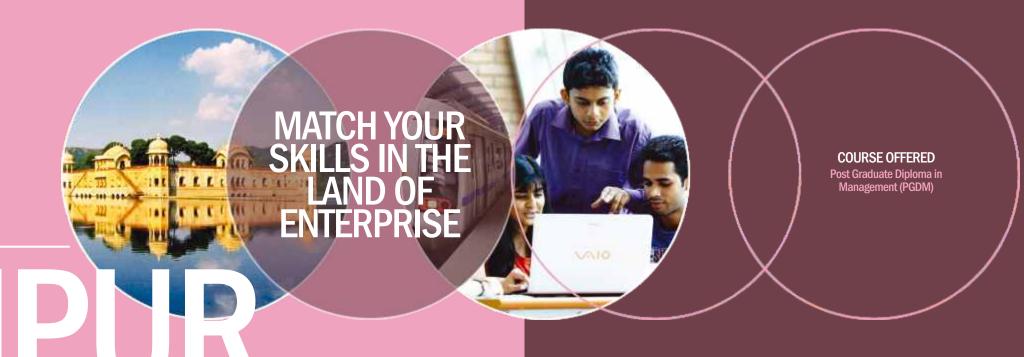
**NBA Accredited PGDM Programs** 

AIU Recognized, PGDM as Equivalent to MBA

**6th Amongst Private B-Schools in North India** (People Matters - NHRDN 2015)

9th Amongst Private B-Schools in North India (CSR-GHRDC, 2015)

14th Amongst Private B-Schools in North India (Outlook, 2015)



Jaipur campus is well laid out and well maintained in the midst of the bustling city. Being one of the emerging global outsourcing destinations, the city has much to offer in terms of business opportunities and enterprise. To ensure a complete match between industry and student skills, the Jaipur campus offers industry led workshops and lectures. This has been its main forte, covering 20% of learning through direct experience.

Jaipuria Jaipur transforms you into a cross functional, competent and result oriented manager.



## WHY JAIPUR:

- Easy proximity to Delhi & Agra being on the Golden Triangle
- Pro-business governance and infrastructure
- 11th largest deposit centre & 9th credit centre nationwide
- Emerging city of India Selected for Smart City project

## **COMPANIES IN JAIPUR**

Coca Cola, JCB, Gillette, Grasim, JK Tyre, Ambuja Cement, Genpact, Infosys, Deutsche Bank etc.

## WHAT'S ON CAMPUS:

International Conference YOUTH 2025, Abhyudaya, National Sports Meet and Conclaves

## THINGS TO DO

- Explore world famous pottery, jewellery and kathputlis.
- Enjoy chaats and sweets.
- Visit the famous Amer, Jaigarh and Nahargarh forts.
- Attend Jaipur Literary Fest.



Upasana Manglunia PGDM 2015-17

Jaipuria has been a new experience in my life. It has taught me so much in a short span of time. When I came here, I knew no-one but after being here for more than two months, it has become a home-away-fromhome. Jaipuria has provided me with ample opportunities to better myself.

## AIU Recognized, PGDM as equivalent to MBA

Ranked amongst best emerging B-Schools in India along with IIM, Kashipur (NHRDN, 2015)

Best B-School in Rajasthan (Financial Express)

Best B-School in Rajasthan (Business Today)

Ranked 13th Amongst Private B-Schools in North India (Outlook, 2015)



Jaipuria Indore is the youngest amongst the four Jaipuria campuses. Situated on a picturesque location in one of the fastest emerging cities of India, it facilitates new age learning. Jaipuria Indore is tomorrow's business school. The focus is on grooming new age leaders who can think out of the box. The unique pedagogy and curriculum build capacities for innovative models and formats giving you an edge over other programs. The Indore campus benefits greatly from a booming business culture & rich legacy of the city known as Mini Bombay.

Jaipuria Indore's fully residential campus creates the perfect ambience for 24 x 7 learning.



## WHY INDORE:

- Popularly known as Mini Mumbai
- The financial capital of Central India
- Presence of major IT companies like TCS and Infosys
- Well connected by air & rail network to other cities of India
- Education hub of Central India

## **COMPANIES IN INDORE**

Bridgestone, Eicher, Crompton Greaves, Bajaj, Matrix, L&T, IBM, Biosoft, Finolex Industries Ltd., Cipla, Ranbaxy etc.

## WHAT'S ON CAMPUS:

Jai Utsav, Encore, National Seminar on BIG DATA, National Social Media Conclave, National Seminar on Demystifying Budget, HR Conclave, Finance Conclave

## THINGS TO DO

- Feast on street side food at Chhappan and Sarafa.
- Explore spots like Mandu, Ujjain and Omkareshwar.
- Celebrate royalty at Maheshwar or the erstwhile Rajwada.



Parul Nayak PGDM 2015-17

Since we all belong from varied backgrounds, I as a person have evolved as someone who can now deal with anyone whom I come across which earlier was not the case. Talking about the professional front, this campus has undoubtedly made me accustomed to work even at long stretches.

Ranked 2nd Amongst Top B-Schools of Excellence (CSR GHRDC, 2015)

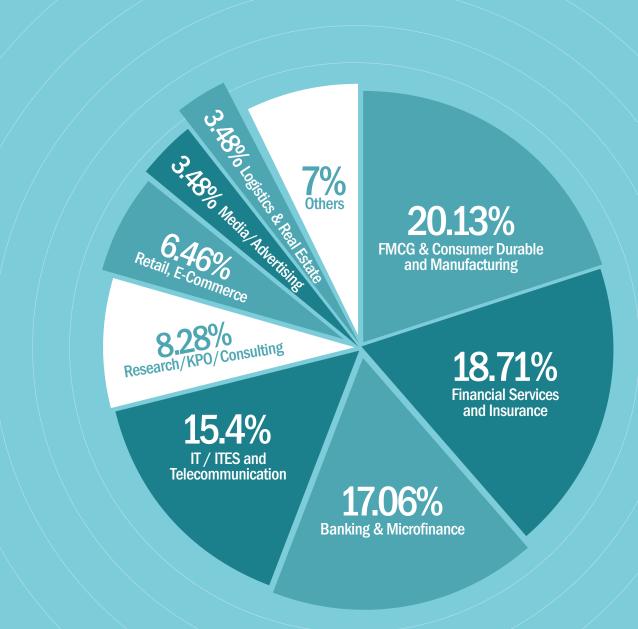
Fully Residential Campus With Focus on Learning by Doing

Unique Industry Mentorship Program - Chisel, For Hands on Experience

The Jaipuria program matches your readiness with the best of recruitment opportunities. Our unbeaten placement record offers wide ranging options to leverage your skills in the industry of your choice. Get amazing opportunities to do what you love doing, across a spectrum of profile and geography.

## LET THE INDUSTRY CHASE YOU

Highest Package: ₹14 Lacs Average Package: ₹5.68 Lacs



## SOME OF OUR RECRUITING PARTNERS:

### **BANKING & MICROFINANCE**

Axis Bank Bandhan Microfinance HDFC Bank IndusInd Bank Kotak Mahindra Bank Standard Chartered Bank Ujjivan Financial Services

## FINANCIAL SERVICES AND INSURANCE

L&T Finance
Mahindra Finance
XL Dynamics
Fullerton India
TATA Asset Management
Reliance Capital

## FMCG, CONSUMER DURABLES AND MANUFACTURING

Colgate-Palmolive Coca Cola Emami Philips Wrigley India ITC

## IT/ITES/ TELECOMMUNICATION

Airtel Idea Cellular Midcom Group Redington Videocon Vodafone

## LOGISTICS AND REAL ESTATE

Ansal API DLF FedEx Writers Corp

## MEDIA AND ADVERTISING

ABP News HT Media People Matters Percept Advertising Radio City UFO Movies

## **RETAIL & E-COMMERCE**

Amazon Bharti Retail Rockstand Digital Snapdeal Grofers Zomato Media

## RESEARCH, KPO AND CONSULTING

S&P Capital IQ

Deloitte
Ernst & Young
Genpact
KPMG

### OTHERS

Club Mahindra Interglobe Technologies Magneti Marelli Moolchand Hospital Subros

For detail visit: www.jaipuria.ac.in/placements

## START NOW.

Discover what is it to be ready at Jaipuria. Learn, imbibe, apply and make change. Here's how:

## IF YOU ARE

An enthusiastic student having successfully completed a Bachelor's Degree or equivalent with at least 50% aggregate marks or equivalent CGPA in any discipline from a University recognized by Association of Indian Universities or AICTE. If you are appearing for the final year of graduation in 2016, you too are eligible, provided you complete all the formalities before June 2016. Such an admission is provisional and will stand cancelled if you do not have 50% aggregate marks in the examination once the results are published.

## YOU CAN APPLY

Mobile: Application form can be submitted online along with a fee of ₹500 through our mobile app Jaipuria ONE, available on play store.

Online: Application form can also be filled and submitted online on our website along with online payment of ₹750.

Offline: Application form can be obtained from the campuses, coaching institutes on cash payment of ₹1000. You can also download the application form from our website and send across along with a demand draft of ₹1000. The filled in application with requisite documents may be sent to any of our campuses or corporate office.

## CHOOSE A VENUE

Selection process will be conducted at Agra,
Ahmedabad, Allahabad, Alwar, Amritsar, Bareilly,
Bhopal, Bhubaneswar, Bikaner, Chandigarh,
Dehradun, Gorakhpur, Guwahati, Gwalior, Indore,
Jamshedpur, Jabalpur, Jaipur, Jodhpur, Kanpur,
Kota, Kolkata, Lucknow, Noida, Patna, Ranchi, Sikar,
Udaipur and Varanasi.

You can choose the centre for selection process according to your convenience in the application form. The admission team will intimate you with the date and venue.

All the above locations are tentative. The Institute reserves the right to cancel any of the above outstation centres.

## **GET SELECTED**

The selection to the Post Graduate Diploma in Management program is purely based on the cumulative performance in CAT/MAT/XAT/CMAT/ATMA score followed by case analysis and personal interview.

The case analysis and personal interview are integral components of the admission process. The objective is to identify and assess interpersonal skills in addition to the overall knowledge. Due weightage is given to past academic achievements and work experience respectively, apart from the above mentioned parameters.

## FEE STRUCTURE

PGDM at Jaipuria is an excellent and affordable investment for your future. On average, graduates earn more than the tuition fees during their first year of employment after the PGDM. Most candidates fund their studies with a mix of personal funds, loans and scholarships.

The program fee includes tuition fee and other related costs. Essential courseware will be provided from the well stocked book bank of campus library for the duration of the course on returnable basis. The fee is payable in

6 installments across the period of the course. Hostel fee is payable for the year along with first installment and fourth installment of the program fee. The selected candidates must pay their first installment of fee within the stipulated time as mentioned in the admission offer letter. Hostel is compulsory for outstation students at Lucknow, Noida and Jaipur. As Jaipuria Indore being a completely residential campus, the hostel is compulsory for all the students.

PROGRAM	YEAR I	YEAR II	CAMPUS
PGDM	₹400,000	₹390,000	LUCKNOW
PGDM (FINANCIAL SERVICES)	₹375, 000	₹365, 000	LUCKNOW
PGDM (RETAIL MANAGEMENT)	₹300,000	₹290,000	LUCKNOW
PGDM	₹400,000	₹390,000	NOIDA
PGDM (MARKETING)	₹400,000	₹390,000	NOIDA
PGDM (SERVICE MANAGEMENT)	₹400,000	₹390,000	NOIDA
PGDM	₹300,000	₹290,000	JAIPUR
PGDM	₹275,000	₹265,000	INDORE

A refundable security deposit of ₹10,000 to be paid at the time of admission along with the first installment of the fee. For details of hostel fee, visit our website www.jaipuria.ac.in

## **SCHOLARSHIP**

We view education not only as a gateway to personal development, but also as a pathway for improving society.

We encourage meritorious students with number of scholarships.

This enhances our diversity and enables us to enroll outstanding candidates from various backgrounds.

Visit our website for details: www.jaipuria.ac.in/admissions/scholarship

## **EDUCATIONAL LOAN**

Arrangements are made with selected National and Private Banks for education loan at lowest possible interest. Requisite documents should be provided by the selected student for assistance in obtaining loan. Jaipuria has tied up with State Bank of India nationally for facilitating education loan to its students.

## **REFUND POLICY**

The refund policy of the Institute in case of withdrawal/cancellation of admission is as per the rules of AICTE vide its Public Notice Advt. No. AICTE/Legal/04(01)/2007