



# IIM KOZHIKODE

*Globalizing Indian Thought*

## RECRUITER'S GUIDE



# Vision

The Institute aims to create a unique and futuristic space of global reckoning, so as to nurture the finest management thinkers in the pursuit of developing into innovative, socially responsible and environmentally friendly practitioners, leaders and educators. Hence, it abides by its dictum of 'Globalizing Indian Thought'.

# Mission

The Institute seeks to inculcate a spirit of wholesome learning, giving equal weightage to academic solidarity and practical application. It aspires to integrate concepts with applications and values, thereby nurturing dependable, capable, caring and fair-minded individuals who will contribute towards the development of communities.



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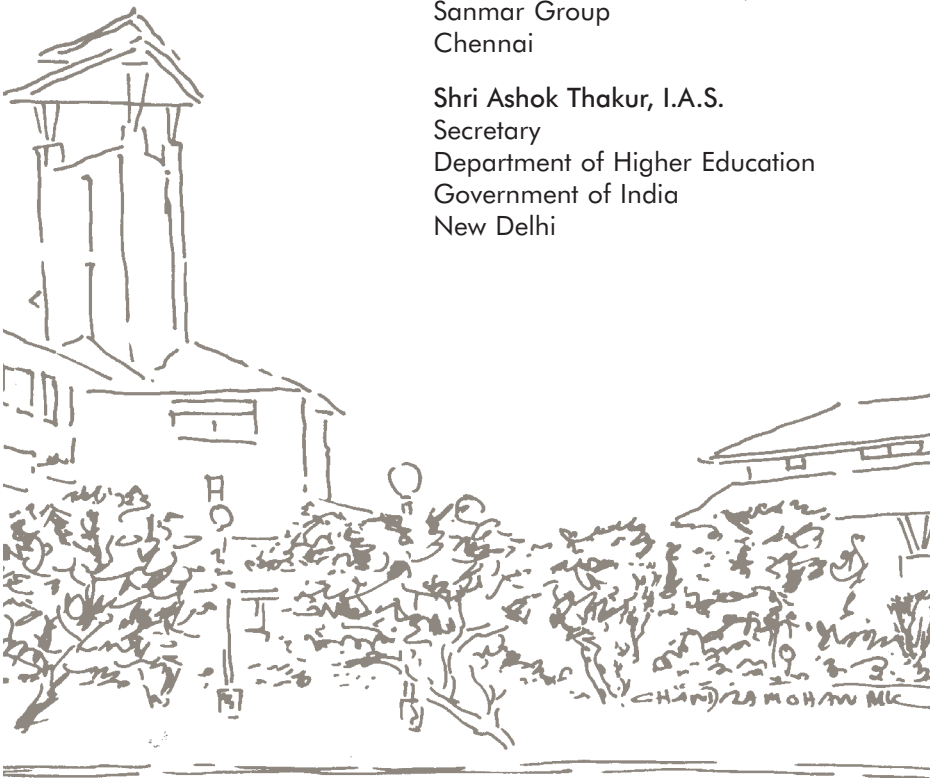
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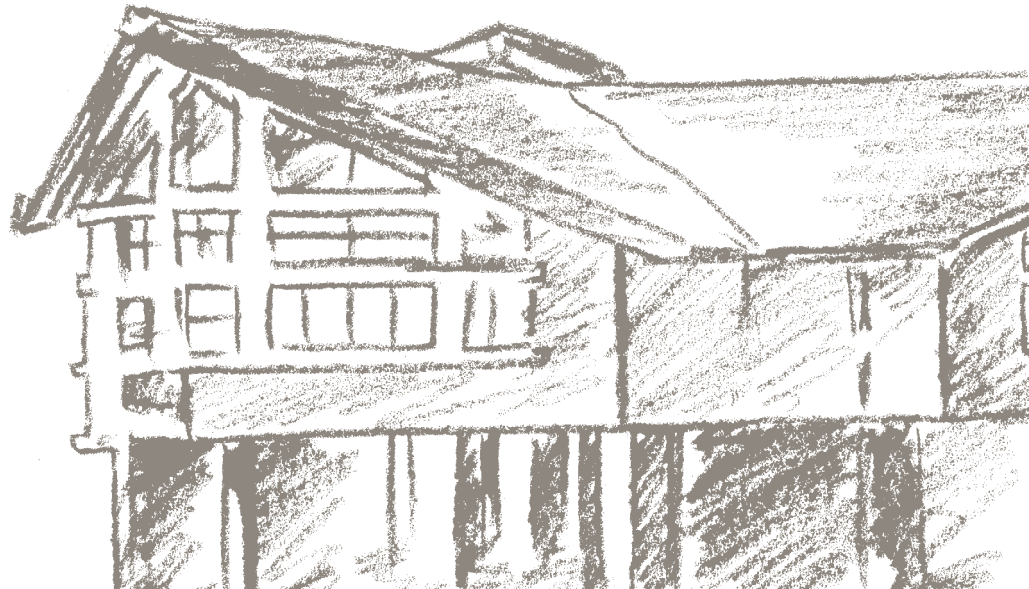
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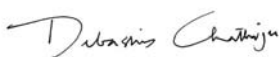
# From the Director's Desk

An Institute of national impact and international repute, IIM Kozhikode has taken giant steps towards creating a unique brand of competent yet compassionate managers. We strive to be a school of generative ideas remaining relevant to our society and aiding in the process of building intellectual capital.

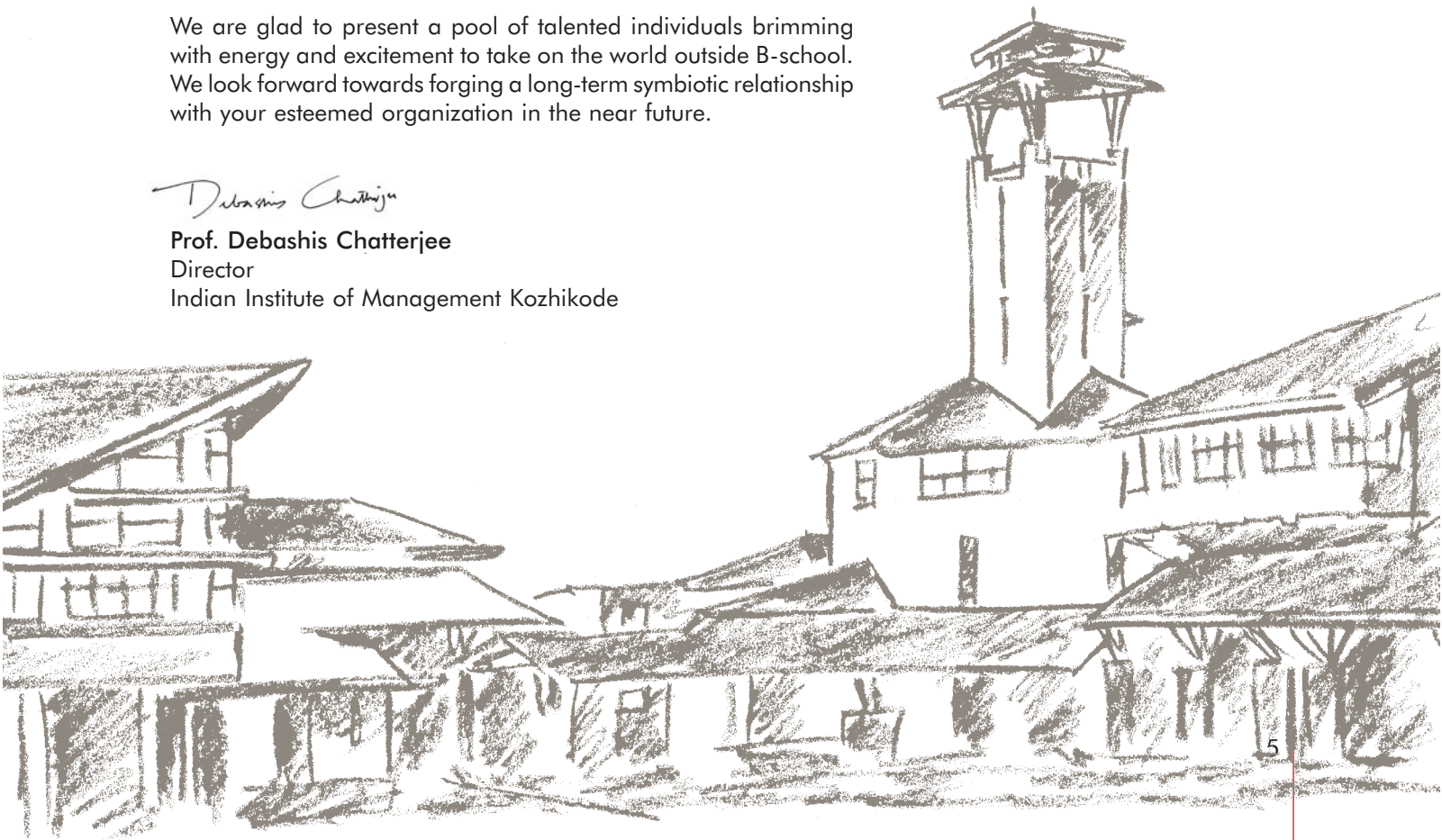
IIMK aspires to be an educational institute where talent translates into competency and ability transforms into outcome. Our vision is to *globalize Indian thought* through management education, creating thought leaders and industry stalwarts with a human touch. Creating synergies where an able mind is honed to be an important contributor to the society – Indian and worldwide – is our way of doing it. Our quest for diversity is reflected through the impact of the Institute in management education, a fact well appreciated by stakeholders of the social structure.

Complementing classroom learning, students prepare themselves for the challenges ahead through various business competitions and corporate interactions acting as enablers toward wholesome growth. Participation in various cross functional interest groups, committees, socially relevant projects in the local community, and a variety of co-curricular and extracurricular activities linked to industry and real-life management challenges creates an ethos of continuous learning and improvement. We believe learning is a continuous process and attaining expertise and excellence are milestones of this lifelong journey.

We are glad to present a pool of talented individuals brimming with energy and excitement to take on the world outside B-school. We look forward towards forging a long-term symbiotic relationship with your esteemed organization in the near future.



**Prof. Debashis Chatterjee**  
Director  
Indian Institute of Management Kozhikode



# Placement Chairperson's Message



As IIM Kozhikode grows leaps and bounds, the role of campus-corporate connect becomes more crucial to us. The recent success story of IIMK would be incomplete without the support of our esteemed recruiters. I thank you for the faith you have reposed in the talented students on our campus, and am delighted by the feedback I have received from all quarters. I also extend a warm welcome to our new recruiters, and hope that this year will be the beginning of a long and fruitful relationship.

Despite the lull in job markets in 2013, IIMK countered the adversities with resilience, pulling off a successful placements season. While Finance and Sales & Marketing continued to be our forte, this year witnessed several key roles being offered to our students in other verticals as well. Recruiters offering General Management roles showed faith in IIMK students and picked several students for their leadership roles. Although, consulting and IT/ITES continued to be our mainstay in the placement season of 2012-13, niche consulting sectors saw an increase in their presence on campus, which is a heartening trend in the right direction. Participation of various mid and large cap firms along with niche industries like sports management and media helped increasing our portfolio, which is becoming impressive with every passing year.

Placements are a culmination of various activities conducted on campus and thus, role of each such activity becomes important. While students learn courses designed and revised as per the industry requirements, they also apply that knowledge through various case challenges and competitions. IIMK prides itself in its rich industry interaction. We understand that future managers do not operate in a vacuum and hence we encourage our students to explore their social and environmental responsibility during their time here, thus developing leaders and thinkers who are keenly aware of the interplay between business and society.

Last year, the support from IIMK's distinguished alumni during the placements season was encouraging. They stand as a living testimony to the quality of students produced by this Institute.

As we advance towards placements season 2013-14, we aim to build on these equities and nurture them to reach for greater heights. It is a privilege to invite you to partner with us, and I keenly look forward to a sustainable and mutually enriching relationship.

**Prof. Kulbhushan Balooni**  
Chairperson  
Placements Committee  
Indian Institute of Management Kozhikode



# About IIM Kozhikode

IIM Kozhikode is the fifth Indian Institute of Management to be founded by the Government of India in collaboration with the Government of Kerala in 1996. Architected by the Late Joseph Stein, Mani and Chowfla, the campus is set amidst one hundred acres of the scenic Malabar hills. It is an excellent example of how state-of-the-art environment-friendly engineering design can be combined with distinct regional architectural styles to produce aesthetically pleasing and functionally perfect structures.

Starting with a modest batch of forty two students in 1997, the Institute boasts of admitting 361 students for its batch of 2013-15. It has made its mark in the sphere of academics and research, and carved a niche for itself in the industry, owing to its faculty and alumni. It is the first IIM in India to have received the prestigious Association of MBAs (AMBA) accreditation enjoyed by international institutes like the London Business School, INSEAD etc.

**AMBA**  
**Accreditation**



In 2010, IIM Kozhikode was awarded the AMBA accreditation for the PGP and EPGP programs. AMBA provides credibility to IIMK's courses internationally, and drives the institute to keep its courses up-to-date and in tune with the international standards. This credibility will be used to propagate the Institute internationally and build on the aspects required to make IIMK a truly global player in education.

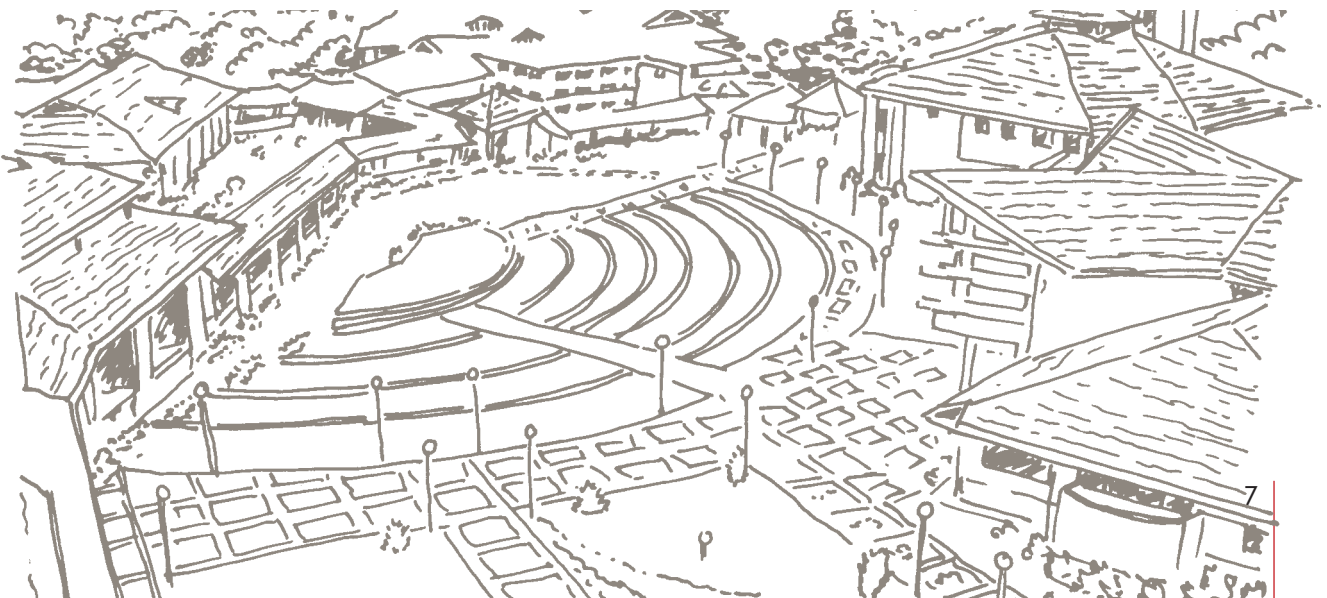
In addition to the Post Graduate Program (PGP), IIMK offers a Fellow Program in Management (FPM), Management Development Programs (MDPs) and Executive Post-Graduate Programs (EPGP). All these programs are highly sought after in the industry, and several executives register for them every year.

Today, IIMK is a name to reckon with in the international fraternity with its tie-ups with almost 30 foreign B-schools for the Students' Foreign Exchange program. In 2009, Yale University partnered with IIMK for academic leadership development programs.

In 2011, IIMK inaugurated the first ever Indian Business History Museum in the country, to inspire aspiring business entrepreneurs and show them the path to success through innovation, diligence and perseverance.

In terms of institutional rankings, it is ranked among the top B-schools in the nation, with world-class infrastructure and facilities. Recruiters consider IIMK as a preferred destination because they can choose from a talented pool of students and also develop a long lasting relation with the Institute through various avenues of engagement.

IIMK is the fastest growing B-school in India. Its growth trajectory sets it apart from other B-schools, and makes it a preferred choice for both students and recruiters.



# Milestones



- 2013 The female ratio in the PGP batch of 2013-15 increased to 54%, the highest figure across all IIMs. The faculty strength increased to 64. The first batch of the Executive Post Graduate Program students was inducted on April 6<sup>th</sup> in the IIM Kozhikode Satellite Campus - Kochi. Number of Management Development Programs (MDPs) conducted increased to 84.
- 2012 The Indian Business Museum was set up. PGP admissions increased to 356. Launched the journal *IIM Kozhikode Society & Management Review*.
- 2011 IIMK made history as the first B-school to host an entire cabinet of ministers. The management workshop titled "Governance Insights for Transformation (GIFT)" was delivered to the Kerala cabinet by faculty led by the Director Prof. Debashish Chatterjee.
- 2010 Awarded the AMBA accreditation. The female ratio in the PGP admissions increased to 33%. PGP admissions increased to 311. Signed a MoU with Yale University to launch the Yale India Leadership program facilitating the establishment of the Centre of Academic Leadership (CEAL).
- 2009 PGP admissions increased to 290.
- 2008 PGP admissions increased to 261. Fourteen MDPs were held.
- 2007 IIMK was ranked as the fourth best management institute in India (Source: Business World, 24<sup>th</sup> December, 2007). IIMK started the Fellow Program in Management (FPM).
- 2006 PGP admissions increased to 180. IIMK became one of the fastest growing B-Schools in India.
- 2005 IIMK attracted international recruiters for the first time. The International Exchange Program was launched with three major universities.
- 2004 Started international collaboration with two leading European Schools – ESCP-EAP, France and EBS, Germany.
- 2003 IIMK moved to its own hill-top campus. President APJ Abdul Kalam graced the occasion. PGP admissions increased to 120.
- 2002 IIMK incubated the 'Center for Excellence' with the support of the SC/ST Development Department of Kerala, the only such initiative taken by any IIM to uplift the backward classes.
- 2001 The constructions of the campus began. Designed by Late Stein, Mani & Chowfla, the architecture is a harmonious blend of traditional regional influences and modern, functional style. The first MDP as well as the Executive Education Program on the Interactive Distance Learning (IDL) platform began.
- 2000 The site for the hill-top IIMK campus was identified. The first FDP started.
- 1999 The first batch of IIM Kozhikode students graduated.
- 1997 The pioneer batch of forty two students began classes at the NIT Calicut campus.
- 1996 IIM Kozhikode, the fifth Indian Institute of Management, was established in 1996 by the Government of India in collaboration with the Government of Kerala.



# Indian Business Museum

IIM Kozhikode had embarked on an ambitious program of establishing a Museum of Indian Business History, which is the first of its kind in India. This was a significant step in acknowledging the contribution of India's business leaders in the making of India. Trade, industry and commerce have flourished for centuries in India, but nowhere have they come together in the manner that they have here.

Our vision was to create a national museum of Indian Business History at IIMK that will shape the aspirations of young entrepreneurs, and inculcate the spirit of innovation and business entrepreneurship among the students of IIMK. The museum spans over 23,000 sq. ft., and has an outstanding collection of artifacts, sculptures, photographs, historical documents, letters, miniature models, video and audio recordings, digital repositories and books that showcase the wealth of Indian business history to the visitor. These exhibits have been segregated in a chronological order into the ancient, medieval, colonial, pre-independence, and post-independence periods.

It is a pleasure to report that the phase I of work on the museum has been completed and the museum was inaugurated on 23<sup>rd</sup> March 2013 by the Hon'ble Union HRD Minister Dr. M. M. Pallam Raju. Over half a dozen top level corporate houses from India have set up their exclusive pavilions in the museum. TATA, Godrej, Reliance, SBI, Infosys and FACT have made their contributions to the museum. Bajaj, Sahara Group and ICICI Bank will be joining the museum soon.

On 6<sup>th</sup> July 2012, Dr. D. Subbarao, the Hon'ble Governor of the Reserve Bank of India (RBI) inaugurated the RBI Gallery in the Indian Business Museum. The RBI Gallery speaks of the evolution of the RBI as well as the origins and history of the financial system in India. ISRO will also be joining the museum with the ISRO Pavilion soon.

In order to capture the regional flavor, the Malabar Chamber of Commerce has sponsored the Malabar Pavilion with a large model of Uru, the ancient ship which was used for trade and commerce between India and the rest of the world, standing testament to the contribution of Malabar to India.



# Infrastructure

## Library & Information Center

The Library and Information Center (LIC) is IIM Kozhikode's knowledge hub, acting as a nerve center of scholarly and corporate information. It aims at providing state-of-the-art information backup and support to its instructional processes and research, through excellent resources and value-added information services in all areas of management and related disciplines.

Over the years, the LIC has registered significant progress and brought worldwide recognition and laurels to IIMK. The E-Learning Platform developed by the Center for Development of Digital Libraries (CDDL) for the WHO India Office, the Information Portal for the Coir Board, and the Greenstone Support Network for South Asia deserve a mention. IIMK's ambitious Digital Library project, sponsored by the Ministry of Human Resource Development, received the status of an example collection from the renowned "Greenstone" family of the University of Waikato, New Zealand. Another important landmark has been the commissioning of the Smart-Card based Access Control System and the Smart-Gate based E-Security System. The latest addition is the Leadership Compass targeted towards the management fraternity. The LIC at IIMK is a digital delight, available 24 hours a day, spanning the entire campus. It is a perfect blend of digital, audio, video and print media with cutting-edge technology. It is an outstanding knowledge-centre catering to the faculty, students and research scholars. It houses over 33,300 books in print form, 265 print journals, 30,000 e-books, 3,500 bound volumes of research journals, 15,000 corporate annual reports and more than 15,500 e-journals from India and abroad, in addition to 2,555 CD-ROM publications on contemporary issues.

The audio/visual unit in the LIC hosts over 254 educational videos covering a wide range of disciplines in management. IIMK is an active member in the IIMs' Library Consortium as well as the Ministry of HRD's INDEST Consortium. The annual rupee equivalent of document resourcing in the LIC is around 5 crores. IIMK is also developing special documentation centers on the European Union and the ASEAN countries.





## Computing Facilities

IIM Kozhikode views information technology not only as critical infrastructure for supporting modern academic needs, but also as a central component of the academic process itself.

Information technology resources available at IIMK include computers and peripheral devices, a local area network, the global information network, and the software applications. Computing facilities at IIMK include powerful computers for providing support for diverse computing requirements, and access to bibliographic databases and archives.

IIMK provides distributed and clustered computing across the campus through a wired and wireless backbone running across campus. The residential hill is connected to the campus network through wireless and ADSL. Classrooms, the computer centre, and the library buildings are enabled with indoor Wi-Fi facility. The academic hill is enabled with outdoor Wi-Fi facility as well.

Network printing facility is available on laser, line matrix and dot matrix printers. Other equipment available in the center includes CD/DVD writers, scanners and digital video cameras etc. IIMK also has one of the most modern communication infrastructures, which provides voice, data, and video communications services through a 2 Mbps ISDN line. The Institute also has a multi-party ISDN/IP based videoconferencing facility. More than 100 Mbps leased line based internet connectivity from multiple service providers facilitates round the clock internet access.

The academic environment at IIMK makes extensive use of modern technology to supplement conventional classroom based teaching. We have created a virtual classroom environment using Blackboard LMS as well as using an Open Source Course Management System called Moodle LMS to support teaching and learning. This is a web based service to facilitate anytime, anyplace access to academic content.

The computing facilities are available round the clock on a 24 hours/day, 365 days/year basis.

## Hostels

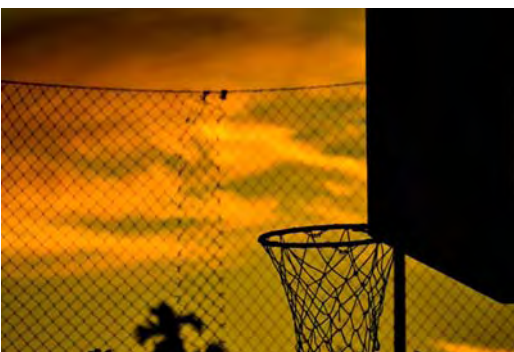
The Institute has thirteen well designed hostels which can accommodate about 798 students. The classrooms, computer centre, canteen, and all other facilities are within walking distance of the hostels.

TV and washing machines are provided in every hostel. Facilities for making STD/ISD calls are located within the hostels. The hostels also have facilities for various sports like table tennis, badminton, carom, chess etc. Other facilities include gymnasium and basic medical facilities.

All the hostel rooms have been provided with a LAN connection. Female students are provided separate accommodation on campus.

## Sports facilities

Sports facilities available on campus include table-tennis, carom, snooker, cricket, football, basketball, badminton and volleyball. The PGP batches of 2014 and 2015 include national level badminton, chess, basketball players, which shows the importance given to sports in IIM Kozhikode apart from academics. The last couple of years have also seen the construction of the new sports facilities for the students, which give both the players and the students an enthralling experience of playing the real field with all the necessary equipment.



# Post Graduate Programme in Management

The Post Graduate Programme in Management (PGP) of IIM Kozhikode offers a judicious blend of theory and practice and is deliberately designed to be change oriented. The course curriculum is continually reviewed and updated to cater to the requirements of industry and reflect changes in the environment. A unique feature of the PGP is its in-built concern for the larger society as reflected in the design of the curriculum, which aims at nurturing ethically conscious and socially responsible leaders of the future. Ever mindful of the shifting boundaries and the winds of change in a globalized business environment, the programme also lays considerable emphasis on exposure to many aspects of international business and related strategic and cross cultural issues.

The first year of the PGP provides the incoming students with a thorough grounding in the functional areas of management. The first year courses in the core curriculum are common to all students, and, considering the level of rigour with which they are taught, these will enable the students to enter into any stream of management when they embark upon a career. The first year also lays the foundations for the moulding of the unique IIMK brand; where, as stated earlier, a concern for the wider society and an abiding value system are firmly imprinted. Besides formal instruction in *Social Transformation of India, Business Ethics, Environmental Management, and the Social Development Projects*, where students are attached to local NGOs, charitable organizations, public developmental agencies/bodies and carry out socially relevant and useful projects, start at the very beginning of the PGP. The *Summer Internship* is another important building block of the Programme. While offering an opportunity to put learning into practice, it also serves as an important experiential channel for students to move towards finalizing their preferences on various elective courses, often resulting in switching of earlier affiliations.

The second year courses, apart from one compulsory course, are elective offerings in the areas of *Economics, Finance, Accounting & Control, Information Technology & Systems, Marketing, Organizational Behaviour & Human Resource Management, Quantitative Methods & Operations Management, Humanities & Liberal Arts in Management and Strategy*. IIMK Faculty, as well as professionals from Industry and Academia (as Adjunct Faculty), conduct these courses, which give in-depth insights into the subject matter, and hands-on experience through projects and case studies.

*Student interest groups* in various functional areas meet regularly, and an active *Industry Interaction Cell* ensures additional inputs from industry. Seminars and conferences organized by the Institute ensure that the IIMK academic community is able to keep up with the latest developments in the theory and practice of management.

Students on successful completion of the PG Programme, which would imply obtaining mandatory minimum academic requirements, would be awarded Post Graduate Diploma in Management.



# Programme Structure & Courses

The duration of the Post Graduate Programme is two academic years. Each academic year normally begins in June and ends in March, and consists of three terms. The students go for Summer Internships at the end of the third term.

Each Course in the PGP is structured around the concept of *credits*. Each credit represents 10 hours of contact sessions, such that, a full course of 3 Credits requires 30 hours of classroom instruction and interaction.

Instructors choose from multiple pedagogical tools including lecture discussions, case study method, behavioural and computer-based simulations, projects, class presentations, and various forms of technology based learning such as multimedia case analysis, video conferencing, and e-learning, to facilitate effective learning in their courses.



# Creating Socially Responsible Managers



## The Social Development Project

The *Social Development Project* (SDP) begins at the start of the first year of the programme and runs through the entire programme duration. The objectives of the social development project are to broaden base management education and practice, and to orient the students to appreciate the larger socio-economic and political conditions in the country. Specifically, the objectives are to:

- Bridge community-institution gaps,
- Enable students to appreciate, understand and to extend their skills to the management of public services and resources, and
- Develop an orientation for providing solutions to problems and issues faced in the management of public utilities, institutions and services.

The SDP is a non-credit compulsory component of the IIMK Post Graduate Programme. Normally groups of three to five students take up a project with the objective of participating in, studying, and analyzing an agency, institution, service, or utility and then coming up with appropriate interventions, recommendations, operating strategies, and solutions.

The project is flexibly structured to enable students to have ample room to experience and experiment; there are no classroom sessions. Given that it is spread over two years, project-related work is carried out by the students at their convenience. Students report their work at regular intervals to their faculty mentors and SDP Coordinators.

On completion of the project work, each group of students submits a report. A 'satisfactory' or an 'unsatisfactory' grade is awarded to the student after evaluation of the work done by the group.

## Aligning Curriculum towards Corporate Social Responsibility

As a part of the first year curriculum, students are exposed to courses like Business Ethics, Environmental Management and Social Transformation in India. These courses aim at the all-round development of the students and make them aware of their responsibility towards the society. They equip them with sound knowledge to develop an open mind and create a broader perspective towards various social, economic, moral, religious and environmental issues. By way of these courses, the students are urged to evaluate the ethical implications to make socially conscious decisions aimed towards sustainable development.

# Core Subjects

Social Transformation in India  
Organizational Behaviour – I  
Managerial Communication  
Management Accounting – I  
Micro Economics  
Quantitative Methods  
Marketing Management – I  
Business Computing  
Business Ethics  
Organizational Behaviour – II  
Financial Management – I  
Management Accounting – II  
Macro Economics  
Operations Management – I  
Operations Research  
Business Laws  
Strategic Management  
Environmental Management  
Financial Management – II  
Human Resources Management  
The Indian Economy  
Marketing Management – II  
Operations Management – II  
Business Information System Management

## Compulsory Workshop

Business Research Methods (Term III)



# Electives

## **Economics**

Game Theory  
Enterprise Risk Management  
Econometrics for Business  
Applied Financial Econometrics  
Information Economics  
Public Policy Analysis  
Business & Government

## **Finance, Accounting & Control**

Investment Analysis and Portfolio Management  
Fixed Income Securities  
Management of Banks  
Financial Derivatives  
Financial Reporting & Analysis  
Investment Analysis and Portfolio Management  
Valuation & Real Options  
Mergers, Acquisitions & Corporate Restructuring  
Project Management & Finance  
Strategic Financial Management  
Financial Risk Measurement and Management  
Management of Financial Services

## **Marketing**

Consumer Behaviour  
Sales and Distribution Management  
Marketing of Services  
Business to Business Marketing  
Pricing  
Product Policy and Brand Management  
Integrated Marketing Communications  
Marketing of Services  
Consumer Behavior  
Sales and Distribution Management  
Internet Marketing  
Social Media and Consumer Driven Marketing  
Business to Business Marketing  
Rural Marketing  
Customer Relationship Management  
Product and Brand Management  
Strategic Marketing  
Retail Management  
Advanced marketing Research

## **IT and Systems**

Enterprise Resource Computing  
Management of IT Product & Services  
Ethics in IT  
Planning and Designing the Information Environment  
Software Project Management  
Cloud Computing for Business  
Problem Solving and Decision Making  
Computational Advertising  
System Thinking and Sustainability  
IT Strategy  
E- Business

Business Intelligence Systems  
IT Risk Management  
Green & Sustainable Computing  
Business Security in the Digital Age

## **Organizational Behavior & Human Resources**

Legal Aspects of HRM  
Strategic HRM  
Some Recent Inputs for Enhancing Employee Performance & Humanistic Orientation in Work Place  
Compensation & Rewards Management  
Performance Management  
Leadership: Applied, Conceptual and Evolving  
Discovering Self  
Negotiations & Conflicts Resolution  
Management Consulting: Profession & Practice  
Managing Creativity  
Organization Change & Development  
Effective Hiring Skills

## **Quantitative Methods & Operations Management**

Project Management  
Supply Chain Management  
Meta Heuristics for Managers  
Supply Chain Management  
Service Operations Management  
Product Innovation and Development  
International Logistics  
Operations Strategy  
Green Supply chain Management and Practices  
Six Sigma  
Lean Systems

## **Strategy**

Economics of Strategy  
Business Models for the 21st Century  
Strategic Management of Innovation  
Strategy Implementation  
Strategic Analysis of Joint Ventures and Alliances  
Entrepreneurship and New Ventures  
Mergers, Acquisitions and Corporate Growth Strategies  
Strategic Flexibility and Resource Leverage in Organizations  
Corporate Governance & Corporate Social Responsibility  
Strategic Analytics: Insights from Sports

## **Humanities & Liberal Arts in Management**

Doing Business in Emerging Markets: Lessons from China  
Geopolitics and Business  
Communication as Impression Management  
Globalization and Culture

## **Compulsory Workshop**

Entrepreneurship Workshop (Term IV)  
Leadership Workshop (Term V)  
Consultancy workshop (Term VI)

## **Compulsory Course**

International Business (Term IV)



# Faculty Profiles



## **ECONOMICS**

**Kausik Gangopadhyay**

Ph.D. (University of Rohester)

**Krishna K. Ladha**

Ph.D. (Carnegie-Mellon University)

**Kulbhushan Balooni**

Ph.D. (Sardar Patel University)

**Leena Mary Eapen**

Ph.D. (Madras School of Economics)

**Rudra Sensarma**

Ph.D. (IGIDR Mumbai)

**Shubhasis Dey**

Ph.D. (Ohio State University)

**Sthanu R. Nair**

Ph.D. (Madras School of Economics)

## **FINANCE, ACCOUNTING AND CONTROL**

**Abhilash S. Nair**

Ph.D. (IIT Bombay)

**Kousik Guhathakurta**

Ph.D. (Jadavpur University)

**Lakshmi Subramaniam Ladha**

MS (Washington University)

**Pankaj Kumar Baag**

Fellow (IIM Calcutta)

**Ramesh K. K.**

Chartered Accountant

**Reena Kohli**

Ph.D. (Guru Nanak Dev University)

**S. S. S. Kumar**

Ph.D. (ISM Dhanbad)

**Sony Thomas**

Ph.D. (IIT Madras)

**Sudershan Kuntluru**

Ph.D. (Osmania University)

## **HUMANITIES & LIBERAL ARTS IN MANAGEMENT**

**A.F. Mathew**

Ph.D. (TISS Mumbai)

**Aparajith Ramnath**

Ph.D. (Imperial College London)

**Anupam Das**

Ph.D. (Indiana University Bloomington)

**Deepa Sethi**

Ph.D. (DAVV Indore)

**G. Venkat Raman**

Ph.D. (Peking University)



### **INFORMATION TECHNOLOGY AND SYSTEMS**

**Anindita Paul**

Ph.D. (University of Missouri)

**Anjan Kumar Swain**

Ph.D. (University of Sheffield)

**M. P. Sebastian**

Ph.D. (IISc., Bangalore)

**Mohammed Shahid Abdulla**

Ph.D. (IISc., Bangalore)

**Radhakrishna Pillai R.**

Ph.D. (IISc., Bangalore)

### **MARKETING MANAGEMENT**

**Anandakuttan B. Unnithan**

Ph.D. (CUSAT)

**Atanu Adhikari**

Ph.D. (ICFAI University)

**G. Sridhar**

Fellow (IRMA)

**Joffi Thomas**

Fellow (MDI Gurgaon)

**Joshy Joseph**

Ph.D. (IIT Madras)

**Keyoor Purani**

Ph.D. (North Gujarat University)

**Naveen C. Amblee**

Ph.D. (University of Hawaii)

**Omkumar Krishnan**

Ph.D. (IIT Bombay)

**Rahul Kumar Sett**

Fellow (IIM Ahmedabad)

**Sanal Kumar Velayudhan**

Fellow (IIM Ahmedabad)

### **ORGANIZATION BEHAVIOUR AND HUMAN RESOURCES**

**Badrinarayan Shankar Pawar**

Ph.D. (Oklahoma State University)

**Debashis Chatterjee**

Post-Doctoral Fullbright Fellow  
(Harvard University)

**Debabrata Chatterjee**

Fellow (IIM Calcutta)

**K. Unnikrishnan Nair**

Fellow (IIM Ahmedabad)

**Manish Kumar**

Fellow (IIM Lucknow)

**Manoranjan Dhal**

Ph.D. (IIT Kharagpur)

**Priya Nair Rajeev**

Ph.D. (IIT Madras)



**Surya Prakash Pati**  
Fellow (IIM Lucknow)

**T. N. Krishnan**  
Fellow (IIM Ahmedabad)

### **QUANTITATIVE METHODS AND OPERATIONS MANAGEMENT**

**Anand G.**  
Ph.D. (BITS Pilani)

**Raju C.**  
Ph.D. (University of Madras)

**Ram Kumar P. N.**  
Ph.D. (IIT Madras)

**Rupesh Kumar Pati**  
Ph.D. (IIT Roorkee)

**Saji Gopinath**  
Ph.D. (IISc., Bangalore)

**Sanjay Jharkharia**  
Ph.D. (IIT Delhi)

**Shovan Chowdhury**  
Ph.D. (University of Calcutta)

**Sujay Kumar Mukhoti**  
Fellow (IIM Bangalore)

**Thangamani G.**  
Ph.D. (IIT Madras)

### **STRATEGIC MANAGEMENT**

**Anubha Shekhar Sinha**  
Fellow (IIM Calcutta)

**Deepak Dhayanithy**  
Fellow (IIM Lucknow)

**Mahesh Bhawe**  
Ph.D. (Syracuse University)

**Nandakumar M. K.**  
Ph.D. (Middlesex University)

**P. Rameshan**  
Ph.D. (IIT Kharagpur)

**Rajesh Srinivas Upadhyayula**  
Fellow (IIM Ahmedabad)

**Saptarshi Purkayastha**  
Ph.D. (ICFAI University)

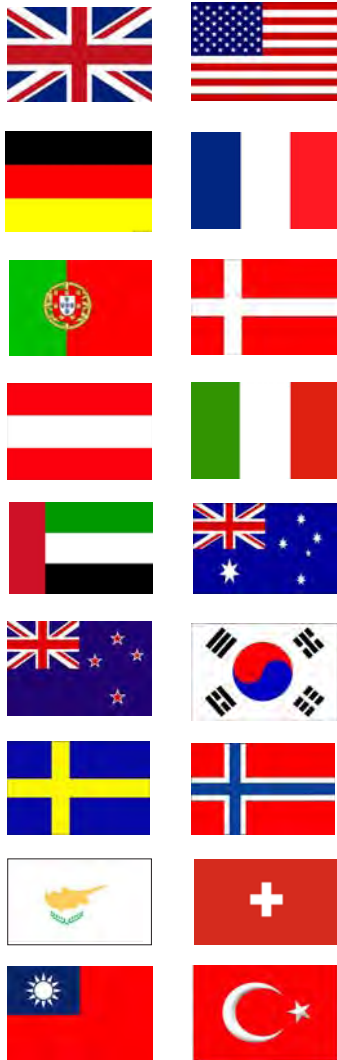
**Sumit Mitra**  
Fellow (IIM Ahmedabad)

**Suram Balasubrahmanyam**  
Ph.D. (IISc. Bangalore)

**S. Subramanian**  
Ph.D. (ICFAI University)

# International Exchange

Many students of the second year participate in the Students' Exchange program. Students from affiliate partners also spend a term at IIM Kozhikode and become deeply integrated with campus activities. The exchange program exposes students to innovative pedagogical techniques, sensitizes them to cross-cultural issues and provides them with a setting to test their skills in a global environment – all very crucial for today's global managers.



The partner universities for the International Exchange program at IIMK include:

- Abu Dhabi University, Abu Dhabi
- Audencia Nantes School of Management, France
- BEM Bordeaux Management School, France
- Bocconi University, Italy
- Catolica Lisbon School of Business and Economics, Portugal
- College of Commerce, National Chengchi University, Taiwan
- Copenhagen Business School, Denmark
- Cyprus International Institute of Management, Cyprus
- EDHEC Business School, France
- EM Strasbourg Business School, France
- ESCP, France
- ESSCA School of Management, France
- Euromed Management, France
- European Business School, Germany
- ICN Business School, France
- IESEG School of Management, Lille, France
- ISCTE University Institute of Lisbon, Portugal
- Jonkoping International Business School, Sweden
- Leeds University Business School, United Kingdom
- Leipzig Graduate School of Management, Germany
- Management Center Innsbruck, Austria
- Norwegian School of Economics, Norway
- Plymouth University, United Kingdom
- Reims Management School, France
- Rouen Business School, France
- Sabanci University, Turkey
- Sungkyunkwan University, Korea
- The University of Birmingham, United Kingdom
- The University of Bradford, United Kingdom
- University of Lausanne, Switzerland
- Victoria University of Wellington, New Zealand
- Yale University, United States of America



# Scholarships



Aditya Birla Scholarship

Central Scholarship for SC students Offered by the Ministry of Social Justice and Empowerment

Central Scholarship for ST students Offered by the Ministry of Tribal Affairs

Devang Mehta Business School Awards

IIMK Merit Scholarship

IIMK Need-Based Scholarship

Merit cum Means Scholarship

NTPC Scholarship

OP Jindal Management Scholarship

Pratibha Scholarship Offered by Government of Andhra Pradesh

Rajarshi Sahu Maharaj Scholarship Offered by Government of Maharashtra

Sir Ratan Tata Scholarship

Societe Generale Global Solution Centre Pvt. Ltd. Scholarship

# The Other Programs



- Executive Post Graduate Program (EPGP)
- Executive Post Graduate Program in Management (Part-Time) (EPGP-PT) – Kochi Campus
- Executive Post Graduate Certificate in General Management (EPGCCGM)
- Executive Post Graduate Certificate in Strategic Management (EPGCSM)
- Executive Post Graduate Certificate in Financial Management (EPGCFM)
- Executive Post Graduate Certificate in Operations Management (EPGCOM)
- Executive Post Graduate Certificate in Information Technology Management (EPGCITM)
- Executive Post Graduate Certificate in Human Resource Management (EPGCHR)
- Fellow Program in Management (FPM)
- Faculty Development Program (FDP)
- Management Development Program (MDP)

# Committees, Clubs and Interest Groups



## The Committees

Students' Council (Studcon)  
Social Service Group (SSG)  
Media Cell  
Backwaters Committee  
Cultural Committee (CulCom)  
Industry Interaction Cell  
Sports Committee (SportsCom)  
Alumni Committee (AlCom)  
Konquest  
Entrepreneurship Cell (E-Cell)  
Editorial Board  
IT Committee (ITCom)  
Mess Committee (MessCom)  
Merchandising and Design Committee (MadCom)  
The Marathon Executive Team

## The Interest Groups

Omega (Operations Interest Group)  
Konsult (Consulting Interest Group)  
Abakus (Technology Interest Group)  
mPower (Marketing Interest Group)  
Financially Yours (Finance Interest Group)  
HRiday (HR Interest Group)  
Economics, Politics and Society

## Clubs

Atharva: The Quiz Club  
Pro-Lit-Cult: The Literary And Debating Club  
K-Matinee: The Movie Club  
Theatrix: The Dramatics Club  
Tripod: The Photography Club  
Footvibes: The Dance Club  
K-Dio

## Horizons

The annual management conclave of IIM Kozhikode, Horizons is organized by the Industry Interaction Cell (IIC). It brings together industry leaders from diverse sectors and offers a unique opportunity to students to learn from some of the leading minds in the country.

Horizons 2012, spread over three days, tried to capture varied perspectives of academicians, corporate band-wagons and policy makers through a series of events. The conclave strived to align the creative ideas from management students across the country with the practical wisdom and experience of seasoned fields.

### Speakers

- Ajit Balakrishnan, Chairman & CEO, Rediff.com
- Jeyprakash Narayan, Founder, Lok Satta Party
- Subrato Bagchi, Sr. Director, Deloitte Consulting
- Ashwin Puneen, Sr. Editor, Economic Times
- Chandan Ghosh, Chief, International Wholesale and Carrier Business, Aircel
- T.H.Chowdary, Founding Chairman & MD, VSNL
- Jitendra Kalra, CEO, Dr. Reddy's Foundation
- Sidharth Agarwall, Director, Teach For India
- Karthik Sridhar, Director, Wockhardt Foundation
- Mahesh Murthy, Managing Partner at SEEDFUND, Founder & CEO at PINSTORM, Founder & Principal at PASSIONFUND
- Akash Gautam, Motivator Speaker & Thought Leader
- Deepu Chandran, Director & Co-Founder, Innomantra
- Ankit Doshi, Founder, Insideim.com
- Paromita Banerjee, Associate Director, SAATHI
- Shyam Srinivasan, Managing Director & CEO, Federal Bank
- Subramanyeshwaran Samayam, National Planning Director, Lowe Lintass India

Industry Deep Drive was successfully hosted last year by IIC. The event saw leaders from the major e-commerce players in the country sharing their insights with the students and participating in an inquisitive panel discussion.

### Panelists

- Praveen Sinha, Managing Director & Co-founder, Jabong
- Alok Goel, Chief Products Officer, Red Bus
- Rajesh Iyer, Chief Marketing Officer, Pepper Fry
- Amit Chaudhari, Chief Operating Officer, Valyoo Technologies

IIMK also hosted a number of workshops and guest lectures around the year. Notable names from the industry shared the current industry challenges and practices.

- P. Sainath, Senior Editor, Hindu
- Uday Chaturvedi, Former Chief Technology Officer & Managing Director, Tata Steel
- Anand Pillai, Sr. Vice President & CLO, RIL
- Sandeep Dhar, CEO, Tesco HSC
- Nitin Das, CEO, Filmkar Foundations
- M.G.Prakash, Sales Director, Johnson India
- Gyanesh Pandey, Founder & CEO, Husk Power Systems
- Amol Kotwal, Deputy Director, Frost & Sullivan





- Mani M Manivannan, Senior Director, Symantec Corporation
- Rajesh Nair, Assistant Vice President Markets, E&Y
- Surya Rau, Head Group Manufacturing Services, RIL
- Ali Hasnain Ghoghai, Manager Logistics, DHL
- Prashant Parameshwaran Head, Consumer Insights, General Mills
- Mahesh Singarappu, Senior Consultant, Wipro

### Backwaters

Backwaters is the Annual B-School Meet of IIM Kozhikode. Backwaters 2012 was a roaring success with close to 6,000 students from across 135 premier B-Schools of India participating in 30 events spanning all management verticals.

Backwaters 2012 through its flagship events, the business simulation games, case studies, strategy events across the six verticals (Finance, Marketing, Systems, Strategy, Operations and Human Resources) gave an opportunity to students from the best B-schools to apply their classroom concepts to the real world.



### E-Summit

IIM Kozhikode conducted its second entrepreneurial meet E-Summit 2012 with the objective of paving the way for prospective entrepreneurs to interact with successful start-ups, learn the challenges of entrepreneurship and systematically establish their own venture in the future.

The event was a two-day summit to bring together ideas and resources from across the state that would boost budding entrepreneurs in their efforts to start a business. This year, the event focussed specifically on the theme "Redefining Entrepreneurship: More than starting up".

#### Speakers

- Parvathi Menon, Founder, Innovation Alchemy
- Rashmi Bansal, Founder, JAM, Writer, Stay Hungry Stay Foolish
- Sanjay Anandram, Founder, Jump Startup Ventures
- Karthik Vaidyanthan, Founder, Free Energy
- Sijo George, Founder, StartUp Village



### HR Summit

The conference with a theme of "High-tech people, High-touch HR: Are we missing the humane touch?" was aimed at providing a common platform to academicians, practitioners and policy makers where they can interact and share their experiences and research findings. The event saw the participation of various eminent academicians, practitioners, policy makers and research students from across the length and breadth of the country.

#### Speakers

- Satish Pradhan, Group HR Head, TATA Sons Ltd.
- Radhakrishnan Nair, CHRO, Federal Bank
- KK Nair, National Treasurer, INTUC
- Thomas Varghese Simon, Vice President HR, Global Talent Engagement, TCS
- Rajesh Nair, Vice President Markets, Ernst & Young Pvt. Ltd.
- Sandip Dash, AGM, SAIL







- Kalpana Sinha, Co-founder & CEO, Cosmode Consultants
- Dr. Prashant Nair, Head HR, Cipla
- Soum Chakraborty, Vice President HR, RENAULT India Pvt. Ltd.
- Rajiv Noronha, Assistant Vice President & Head-Organizational Effectiveness, TCS

## Nostalgia

The annual alumni meet conducted by the Alumni Committee, Nostalgia – an evocative event that marks homecoming, celebration and unparalleled joy of communion with the Alma Mater was organized at the IIM Kozhikode campus on 26th and 27th January 2013. The two day program was inaugurated by Prof. Debasish Chatterjee, Director of IIM Kozhikode. Nostalgia marked a new beginning of reunion from this year, held for alumni of PGP 5, Batch of 2003. Alumni holding positions of repute in multinational companies and entrepreneurial ventures visited the Kampus after ten years of their passing out. The reunion also saw a bunch of enthusiastic alumni from the batch of PGP 3. Being one of the first few batches to initiate the concept of committees and club, it was in fact the first time they visited the campus as it was not ready at the time of their study (classes were held in the NIT Calicut Campus). They were amazed by the true beauty of the campus, the number of activities and the way things have evolved. Faculty members of IIM Kozhikode addressed the gathering by expressing their hope that our alumni would bring bigger laurels to the Institute.



## Calicut Mini Marathon

Started in 2010 with the aim of generating social awareness on burning issues and providing a platform for civic engagement, Calicut Marathon has ever since grown into one of Kerala's biggest sporting events. This event is a celebration of sportsman-spirit and the passion to run for a cause. Supporting different themes over the years, 'War on Waste', 'Be the change', 'Transforming lives', and 'Empowering Women', Calicut Marathon, organized by IIM Kozhikode, joins hands with NGOs, district administration and civic authorities to make the society a better place to live in.

The fourth edition saw 6,000+ marathoners running shoulder to shoulder on 24th February 2013 starting from the Calicut beach. The uniqueness about this initiative is not just organizing the marathon but using it as a platform to identify a burning issue in the society, work with schools and colleges in spreading awareness and sensitize the public. For the Marathon, a lot of lead up events are organized that bring together people from all walks of life like Open day @ IIMK, street skit, bike rally, and competitions for the public and college students.



## TEDx

IIM Kozhikode earned the distinction of organizing TEDx IIM Kozhikode, the first TEDx event across all IIMs. The one day event comprised of a series of inspirational and cogitative talks by ten speakers including a scintillating performance by the celebrated rock band in the country, Euphoria. Being a unique event, it was covered widely in the print and electronic media and involved the participation of corporate, academicians, students and alumni.

Speakers in the Leadership series and the TEDx events included names like:

- Mr. V. R. Ferose, Managing Director, SAP Labs India
- Mr. Kochouseph Chittilappilly, Managing Director, V-Guard Industries Ltd
- Mr. Bart Jackson, Founder and CEO, Prometheus publishing
- Dr. Satinath Sarangi, Social Activist; Founder and Managing Trustee, Sambhavna Trust
- Mr. Gaurav Kapoor, Actor
- Mr. Srini Rajam, Co-founder, Ittiam Systems
- Mr. Harsh Manglik, Chairman & Geography Managing Director, Accenture, India; Ex-Chairman, Executive Council, NASSCOM
- Ms. Meenakshi Reddy Madhavan, Writer & blogger
- Mr. Rahul Easwar, Author & activist
- Dr. Palash Sen, Founder, Euphoria
- Mr. Nitin Gupta, CEO, Entertainment Engineers

## Echoes

The Cultural Committee, IIM Kozhikode organized Echoes'13, the annual cultural festival of IIM Kozhikode. The fest was a three-day event which took place from 25<sup>th</sup> to 27<sup>th</sup> January, 2013. The theme chosen for the cultural festival this year was 'Rebirth' and the fest lived up to this theme in every way.

Apart from enthusiastic participants, the stalls and shows from various sponsors, the biggest attraction of the event included live performances by popular singers, Suraj Jagan and Anushka Manchanda and Junkyard Groove, the Indian Rock Band. The final act of the fest was the fashion show contest – Rampage. With huge prize money on stake and an opportunity to win a diamond ring from Zella if crowned ECHOES Diva, this was perhaps the most awaited event, hence, appropriately tagged as the 'showstopper' event.

## Sangram 2013

Sangram is the flagship sports event at IIM Kozhikode, where the sporting rivalry between IIMK and IIMB is relived every year. This annual event provides an opportunity to students from both institutes to display their prowess in various sports events. Since its inception in 2004, with each institute taking turns in hosting the event, Sangram has proved to be a friendly rivalry which boosts sportsmanship and builds stronger bonds between the two leading management institutes of the country. This year Sangram saw the students of IIM Trichy also participating in the event. IIM Kozhikode won 6 gold, 12 silver and 1 bronze medal in events such as Kho-Kho (Boys), Chess, Football, Table Tennis (Boys & Girls) and Tennis(Girls). IIM Kozhikode would be hosting the Sangram 2013 edition of the three-day event.



# PLACEMENTS



# Final Placements 2012-13

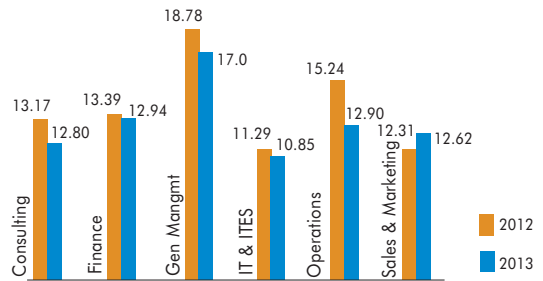
## Highlights

Number of Students	325
Number of Companies	146
No. of PPOs offered	38
No. of PPIs	49
Percentage of New Recruiters	36%
Highest Domestic Salary	32.00*
Highest International Salary	33.00*
Average Salary	12.31*
Average Salary of PSUs	11.64*

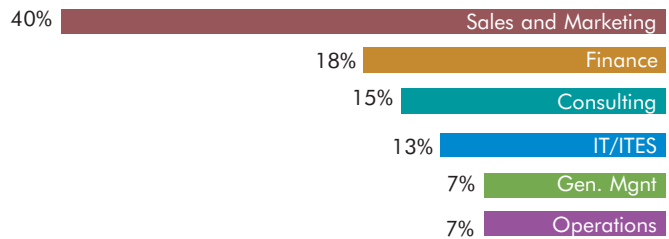
\*lpa

**22**  
International Offers

CTC Comparison Sector Wise



Offers Sector Wise



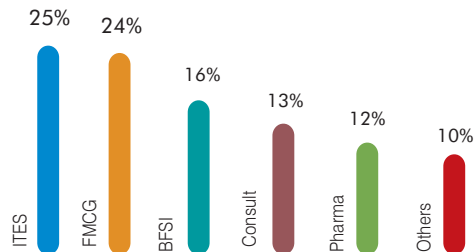
# Summer Placements 2012-13

## Highlights

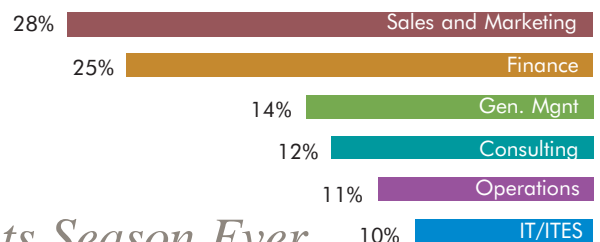
Number of Students	366
Number of Companies	144
Percentage of New Recruiters	59%
Highest Domestic Stipend	150000
Average Domestic Stipend	60000

**20**  
International Offers

Offers Industry Wise



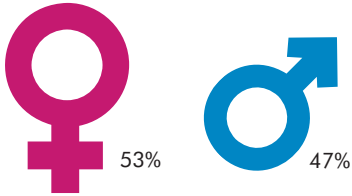
Offers Sector Wise



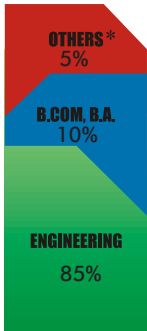
*Fastest Placements Season Ever*

# Batch of 2015

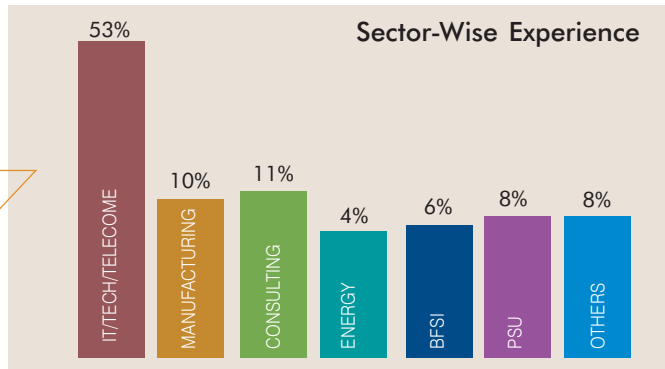
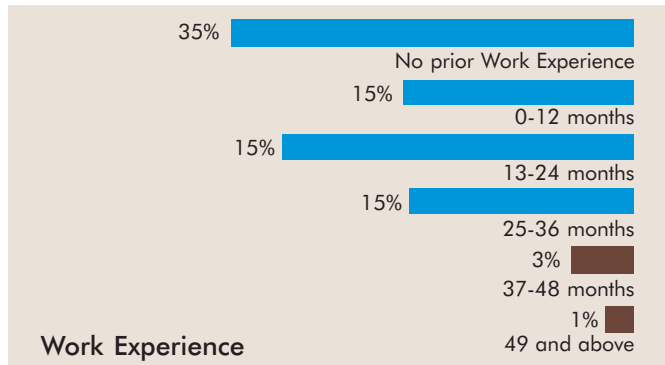
Gender Ratio



EDUCATIONAL BACKGROUND

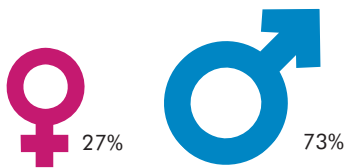


\*MEDICAL, PHARMA, LAW, ETC.



# Batch of 2014

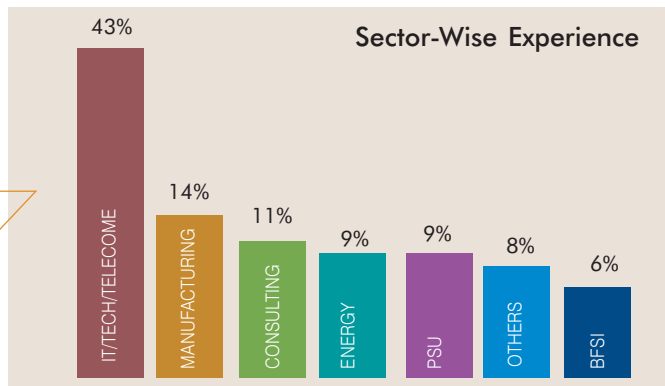
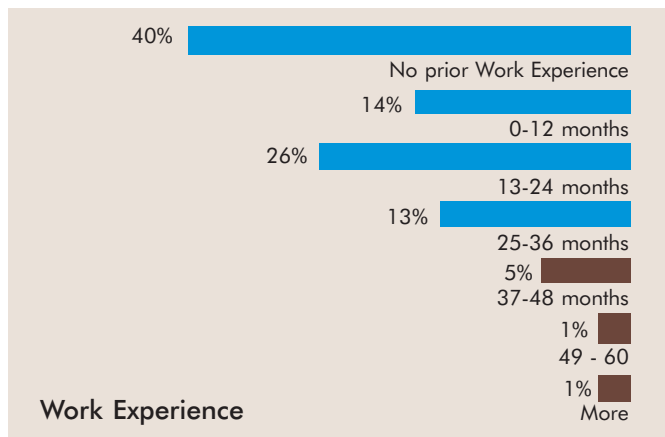
Gender Ratio



EDUCATIONAL BACKGROUND



\*MEDICAL, PHARMA, LAW, ETC.



# Corporate Speaks



**PHILIPS**

*"The process was well planned and the scheduling was great. Quality of students was really good and they were well prepared for the process"*



**PEPSICO**

*"It was a great experience to start off campus relations with IIM Kozhikode"*



*"It's been a fruitful association with IIM Kozhikode since last three years. I feel the way placements process is managed is very professional and has been a mutually beneficial relationship"*



**TATA MOTORS**

*"We were extremely satisfied with the efficiency with which the process was conducted and the quality of the students"*



**NSE**

*"The experience was thrilling and exciting at IIM Kozhikode. The quality of students is excellent and we got the best resources for the summer projects. We also appreciate the efforts of the Placements Committee for their help and the smooth process"*



**ITC Limited**

*"The candidates who participated in the process were topnotch. The level of enthusiasm and energy among the students was very high"*



**ADITYA BIRLA  
MADURA F&L**

*"The professional manner in which the recruitment process was conducted is highly commendable. It was well planned and coordinated. There were no delays and waiting. The placement team was very cooperative and understanding. We had a good time at the campus"*



Our experience with IIM Kozhikode was excellent with the quality of candidates and the process. We were delighted to see absence of any pressure to take a decision on a student under time constraints. Not only I could talk to but also let other leadership team members talk to the candidates as ease. At the end, I am very confident of the decisions taken, even when we were hiring MBAs from campus for the first time. Will certainly increase our numbers next year”



Deutsche Bank

“We were greatly impressed by the maturity of the students and their professional demeanor. The talent pool available was a good mix of industry experience and fresh enthusiasm. The recruitment process was very well managed and ran smoothly even though it ran late into the night,”



“We were very impressed with the quality and breadth of talent that we got to interact with at IIM K. We took the opportunity to hire some really smart people and look forward to making our relationship with the campus strategic and mutually rewarding,”



“It’s great to see J.P. Morgan resonate so strongly with students on campus. We are pleased to participate in the innovative events and outreach programs on the IIM K campus as they help us attract top talent. IIMK graduate employees have excellent potential and bring positive energy to our investment banking research team.”



“I wish to acknowledge with appreciation and gratitude the support provided by the entire team of placements committee of IIM-K. It was a pleasure interacting with the bright students of the institute. Kudos to them for their effort and I am sure that this will go a long way in building long term association with them,”

# Accolades

Aditya Birla Scholarship	Winner
Amazon 'What is Your Cloud Idea'	National Top 5
American International Health Angels Competition	National Finalists
Airtel i Create	National Finalists
Asian Paints Canvas	National Top 7
CFA Institute Investment Research Challenge 2011	National Finalists
Citigroup Citi Women Leader Award	Winner
Crisil Young Thought Leader Award	Winner
Deloitte Maverick	National Top 7
Directi Case Study Competition	National Runners up
Hinterhunt	National Finalists
HUL LIME Season 4	Campus Winners
Hult Global Case Challenge	International Finalists
ITC Interrobang	Winners
Johnson & Johnson Medicals Envidea	National Top 5
JPMC 'The Deal'	National Top 5
Lufthansa Airlines Case Challenge, European Business School	International Finalists
Mahindra & Mahindra War Room 2012	National Finalists
Mai Bangkok International Business Challenge	International Finalists
MDI Cognizant Case study – Cerebro	Winners
NABARD Rural Nirmaan	National Finalists
Nissan Student Brand Manager	National champion
OP Jindal Engineering & Management Scholarship	Winner
Pepsi Become Indra's Advisor Challenge	National Finalists
Quo Vadis Inceptum	Winners
Reckitt Benckiser PowerBiz – Strepsils Case Study	Campus Winner
RPG Blizzard	National Finalists
Schneider Case Challenge	International Top 25
Societe Generale Citizen Act	International Finalists
St. Gallen Wings of Excellence Award	National Finalists
Tata Business Leadership Award	National Champion
TATA Crucible Business Quiz	National Finalists
V-Guard Big Idea B-plan	National Runners up
Wipro Earthian	Joint Winners



# Recruitment Process

## **Summer Placements**

The Summer Recruitment process is carried out during the month of October, and summer interns start their internships at the end of the third term. The internship lasts for a minimum of eight weeks (April and May) in the following year. The summer process is a unique experience for students and several companies prefer internships over interview-based final recruitment as a more comprehensive method of evaluating potential employees. Trends from previous years indicate recruiters' preference towards rewarding deserving candidates by getting them on-board through the PPO route based on the performance in the summer internship.

## **Lateral Placements**

Laterals provide an opportunity for the students to leverage their prior work experience and negotiate with the organization for a designation higher than that of a management trainee or an entry role management graduate. Companies benefit by gaining from the added advantage of accessing a rich talent pool with relevant exposure to the respective industry. The minimum work experience criteria for this year's lateral placements process is 12 months.

## **Final Placements**

Final placements are conducted at the end of the second year. During final placements, companies are allotted slots based on a democratic slotting process. The process will start in the month of January. Students who get offers during lateral placements will be automatically signed out of the placements process and will be unavailable for final placements. A student, on getting an offer during the final placements process, is signed out of the process.



# Placements Calendar 2013-14

## SUMMER PLACEMENTS

(October 2013)

### What

An eight-nine week long internship at the organization provides students and organizations a mutual learning opportunity.

### How

**Step 1** (September, 2013 1<sup>st</sup> week onwards)

Companies make a PPT outlining the various roles/projects on offer during summers.

**Step 2** (September, 2013 last week onwards)

Based on students' preference, the company's slot is confirmed by the Placements Committee. Resumes of interested candidates are sent to the company, and thereafter the shortlists are provided.

**Step 3** (October, 2013 1<sup>st</sup> week onwards)

Companies arrive on campus and after conducting their selection process, make offers to the students according to the manner prescribed for their slot.

**Step 4** (April, 2014 to June, 2014)

Students undertake their internship lasting 8-9 weeks.

**Step 5** (June, 2013 to November, 2013)

Companies can offer PPOs during this time period, the acceptance of which shall be communicated at the end of Final Placements.

## LATERAL PLACEMENTS

(December 2013)

### What

An avenue for companies to recruit students with substantial relevant work experience. The company can specify the candidates who they wish to interview.

### How

**Step 1** (November, 2013 2<sup>nd</sup> week onwards)

The company makes a PPT to the students interested and eligible to participate in the process.

**Step 2** (December, 2013 3<sup>rd</sup> week)

Resumes of interested candidates are sent across to the company, which then reverts back with a shortlist. Companies conduct interviews on campus, at the end of which offers are made to candidates. Candidates have the option to negotiate the offers. Candidates must decide on offer acceptance before the company leaves campus.

**Step 3** (December, 2013)

Final acceptance of the offers are communicated to the company.

**Step 4** (April, 2014)

Students who have finally indicated their acceptance of the company's offer are available to join work from April.

## FINAL PLACEMENTS

(January 2014)

### What

Final Placements is an avenue for companies to pick future business leaders from the richest management talent pool in the country.

### How

**Step 1** (November, 2013 2<sup>nd</sup> week onwards)

The company contacts the Placements Committee, schedules a date and makes a PPT to the interested and eligible students.

**Step 2** (December, 2013)

The resumes of interested candidates are sent to the company. The company in turn reverts with a shortlist. The company's slot in the placement process is confirmed by the Placement Committee. The slot is determined by the students with the help of a democratic slotting process.

**Step 3** (January 2014, 2<sup>nd</sup> week onwards)

The placement process begins. Selection processes of various participating companies are organized by slot. Recruitment processes of companies in the same slot progress in parallel.

**Step 4** (April, 2014)

Final acceptance of the offers is communicated to the company, and the students are available to join work from April.

# Video Conferencing Facility

The Institute is equipped with a state-of-the-art, in-house two-way video conferencing facility. The facility can be used for conducting selection processes if visiting the campus is not feasible for recruiters (especially in case of international recruiters). The facility has been used in the past, and recruiters have expressed pleasure with the quality of interaction.

In case you would like to avail this facility, please let us know, and we will be pleased to offer our assistance in this regard.

# Recruitment Fee Structure for Placements 2013-14

IIM Kozhikode charges companies participation and recruitment fees that are dependent on the type of the placements process (Laterals/Finals), the offer (Foreign/Indian), and the number of recruits. The amount shall be communicated to companies directly by the Placements Office. IIMK being an educational institution wholly financed by the Government of India, is exempted from income tax under section 10 (23c) (iii ab) of the I.T. Act and therefore no tax need be deducted at source during the payment of the fees



# Past and Present Recruiters

3M	Futures First	Maruti Udyog Ltd.	RPG Group
Accenture	Gallup Consulting	Max New York Life	SAB Miller
Airtel	Gargash Insurance	McKinsey & Company	SAIL
Akzo Nobel	GE Money	Mediaturf Worldwide	SAP Labs
Amazon	GECF	Metlife	SBI Capital Markets
Ambuja Cements	General Mills	MicroLand	SEBI
American Express	Genpact	Microsoft	Share Microfinance
Amul	GMR	Mimo Finance	Shree Cements
Arvind Lifestyle	Godrej & Boyce	MindTree Consulting	Siva Group
Asian Paints	Goldman Sachs	MNYL	Sodexo
Aspire Systems	Google	Morgan Stanley	Software Associates
Aumentis Consulting	GSK Pharma	Mother Dairy	Sony Entertainment
Avalon	HCCB	Mphasis	Standard Chartered
Axis Bank	HCL	Mu Sigma	State Bank of India
Bajaj	Heckyl	Mudra Group	Stern Stewart & Co.
Bates	Heinz	Murugappa Group	Stratbeans
BCCI	Hewlett- Packard	MXV Consulting	Suvira Energy
Biocon	Hindware	Nandi Foundation	Syantec
Bosch	HPCL	National Stock Exchange	Syntel
Britannia	HSBC	NCDEX	TAFE
Capco	HUL	NDTV	TAS
Capgemini	IBM Consulting	Nestle	TATA AIG
Cognizant	ICICI	Netscribes	Tata Capital
Cipla	ICRA	NIIT	Tata Motors
Citi Bank	Idea Cellular	NMC	Tata Steel
Colgate Palmolive	Infosys	Nomura	TCS
Crisil	Ingersol Rand	NSE	Tech Mahindra
Dabur	Irevna	O3 Capital	Telcon
DE Shaw	ITC	Ocwen Financial Corp.	TERI
Deloitte	J&J	Ogilvy & Mather	Texas Instruments
Deutsche Bank	Jagran	OLAM International	Thomas Cook
DigitE	Jindal Steel	Oliver Wyman	Titan
Dolcera	Jones Lang Lasalle	Omnitech	Tolaram Group
Dr. Reddy's	Jotun Paints	P&G	Trilogy Software
Droege Group	JPMC	Paramount Computers	UB Group
Dun & Bradstreet	JRG Securities	Parle Global	Union Bank of India
Dupont	JSPL	Patni Computers	Usha International
Edelweiss	Kalki Tech	Pepsi	UST Global
Elara Capital	Kellogg's India	Pfizer	UTI Bank
Electrolux	Keynote	Philip Morris	Vandana International
Ernst & Young	Kotak Mahindra Bank	Philips	Viacom
Escorts	KPIT	Pidilite	Videocon
Essar Group	KPMG	Polaris Software	VIP
EXL	Kurt Salmon Associate	Power Finance Corp.	Vistasoft
FACE	L&T	PWC	Vodafone
Facebook	L'Oreal	Ramco	Wildcraft
Fermenta	LD Commodities	Ramky Group	Wipro Technologies
FINO	LEK Consulting	Ranbaxy	WNS
Flipkart	Lighthouse	Raymond	Yahoo
Flytxt	Macquaire Capital	Reckitt Benckiser	Yes Bank
Focal Energy	Madura F&L	Redbus	Zynga
Ford Motors	Mahindra & Mahindra	Reliance Capital	
Franklin Templeton	Manipal Group	Reliance Industries Ltd	
Freudenberg	Marico	Royal Bank of Scotland	

# Other Avenues of Engagement

## Speaker Participation

The seminars and management conclaves provide students with a platform to learn from industry's thought leaders and experienced practitioners. Students are assured of a rich one-to-one interaction with the top managers of the country. Companies benefit from a close interaction with students and assess them as potential employees. Interaction with top management executives can be arranged at the company's convenience.

## Live Projects

Live projects are another avenue through which companies can make their presence felt on campus. Students engage in such projects along with their daily curriculum activities. The duration ranges from three weeks to three months and is on a stipend basis. It is a mutually beneficial association as the companies get business critical projects done and students also gain industry experience without having to visit the premises of the company. There is a thorough process of feedback and ratings to judge the performance of the candidates.

## Workshop

Companies conduct a range of workshops on campus. These interactions are stimulating for all parties involved and provide a platform for an exchange of ideas. Typically held on weekends for 3-4 hours, they involve participative learning methods like games, live demonstrations and simulations. Lectures by highly experienced and very senior top management are commonly held and widely appreciated by students. Workshops provide companies a forum to interact with students at a much deeper level.

## Event Sponsorship

The IIM Kozhikode campus hosts a large number of seminars and events drawing participation from B-Schools in India and abroad. In addition to the flagship events – Horizons (the annual management conclave) and Backwaters (the annual management festival) – the domain specific seminars are held throughout the year. Companies associate with these events according to their line of business and inclination to increase corporate awareness across B-School campuses. Sponsorships assure companies of high visibility in the media for the events, boosting brand recall.



## Industry Scholarships

IIM Kozhikode is open to partnering with corporate on their Corporate Social Responsibility initiatives. To that end, companies institute scholarships that reward academic brilliance, sportsmanship, literary verve, and in many cases, overall abilities of a student. These scholarships underline an organization's strong commitment to associate with the Institute. As a direct consequence, there is increased respect for the organization as a whole amongst the entire student community.

## Corporate Events

Following are a few industry events that happen at IIM Kozhikode.

- Mahindra War Room
- HUL LIME
- Citi Women Leader Award
- FLIP National Challenge
- JPMC Deal
- Deloitte Maverick
- Lufthansa Case Challenge
- Unilever Unplugged
- Lowe Lintas Advertising workshop
- Airtel iCreate
- TBLA
- DHL Case Challenge
- ITC Interrobang
- Johnson & Johnson – Envidea
- Philips Blue Print
- Directi Case Study
- Reckitt Benckiser powerRBiz Case Study
- RPG Blizzard
- Asian Paints Canvas
- Wipro Earthian

### Case Study Competitions

Business challenges from the top corporates



# Our Alumni... making a mark in the Corporate World

Abhishek Anand Bhagat	Managing Director	Elara Capital
Abhishek Bhagat	Director	Bank of America
Abhishek Dhawan	Director – Financial Market Services	Standard Chartered
Aditya Gahlaut	Head – Small and Medium Enterprises	HSBC
Amardeep Singh Chahal	Business Director - Central & South Asia Pacific	Becton Dickinson Holdings
Amit Sahai Kulshrestha	Director – Investment Banking	Yes bank
Anand Narayanan	Vice President, Marketing	Beroe Inc
Ananta Dutta	Vice President	HDFC Bank
Arjun Chakrapani	Director	Deutsche Bank
Arindom Datta	Senior Director	Rabo India
Bhaskar Prasad	Vice President	Citibank
Chandrika Khaspa	Associate Director	UBS
Girish Kathpalia	Head – PMO, Global Finance Operations	HSBC Global Resourcing
Hiren H Dasani	Executive Director	Goldman Sachs
Jayesh Jagasia	Managing Partner	Sewells Group
Manda Srinivas	Director – Finance & Accounting Operations	United Health Group
Manish Mainik	Director	Credit Suisse
Munir Suri	Vice President	Walmart
Navneet Kumar Jhamb	Head of Retail Operations	Fidelity Worldwide Investments
Nitin Bhat	Global Hiring & HRSS Leader	Genpact LLC
Prakhar Jain	Director – Pre Sales Consulting	Oracle Financial Services
Prashant Gulati	Regional Manager- West	AkzoNobel India Ltd
Rajarshi Chakraborty	Director	Citibank
Ramanathan T.	Director – Financial Market Services	Standard Chartered
Ranjay Kumar Bose	General Manager	HCL Technologies
Sachin Sham Borkar	Vice President	Axis Bank
Sameer Ajay	Associate Director	KPMG
Shweta Rastogi	Director	Standard Chartered
Siddhartha Shukla	Director – Corporate Finance	Yes Bank
Sugata Nag	Vice President – Credit Risk	Axis Bank Ltd
Sunil Srinivasan	Director	SAP India
Udayan Banerjee	Senior Director & Head Operations	Fidelity Worldwide Investments
Venugopal Tanjore	Director	Oracle India
Vishal Rastogi	Associate Partner	IBM GBS

# Entrepreneurial Ventures

Aakash Goel  
Alpana Dhole  
Amarpreet Kalkat  
Amit Kourav  
Anshul Gupta  
Avik Roy  
B. Rajesh Kumar  
Jimmy Jain  
Krishna Swamy A.  
Manoj Agarwal  
Mohit Malik  
Mukesh Kumar H. Gurbani  
Nagesh Banchor  
Narasimhan C. Balakrishnan  
Neel Kothari  
Pratik Chowdhury  
Pritam Roy  
Ridhi Agarwal  
Rohit Thomas Koshy  
Sahil Jain  
Sarit Guha Thakurta  
Simon Jacob  
Siva Cotipalli  
Vikhyat Shrivastav

Learnbiz Simulations  
Elementsys  
Ciafo  
High Octane  
Pro Avenues  
Access Distribution India  
FACE  
Sequel Consulting  
Yellow Foods and Konfidence  
Giftxoxo  
Anoova Consulting  
Nimoto Solar  
ProC Education  
Radiare Software Solutions/Entrepreneur  
WoodIdea  
Grapheme/Oliveplay  
Entrepreneur - Ravisa Infomedia  
Xelf  
Learnbiz Simulations  
REMAX Dineout  
Advait Energy  
CampHire, Below the Line  
Dhanax Information Services  
Groffr





# Getting to Kozhikode

## Location

Kozhikode (also called Calicut) is the third-largest city in the state of Kerala. The capital of the erstwhile Malabar district, Kozhikode city is the headquarters of the Kozhikode district. A melting-pot of diverse cultures, Kozhikode is an important trade centre in south India, associated for long with trade in spices and silk. Today, Kozhikode is famous for its palm-fringed beaches, tropical forests, and Ayurvedic therapy. You can plan on extending your stay if you wish to tour other parts of Kerala.

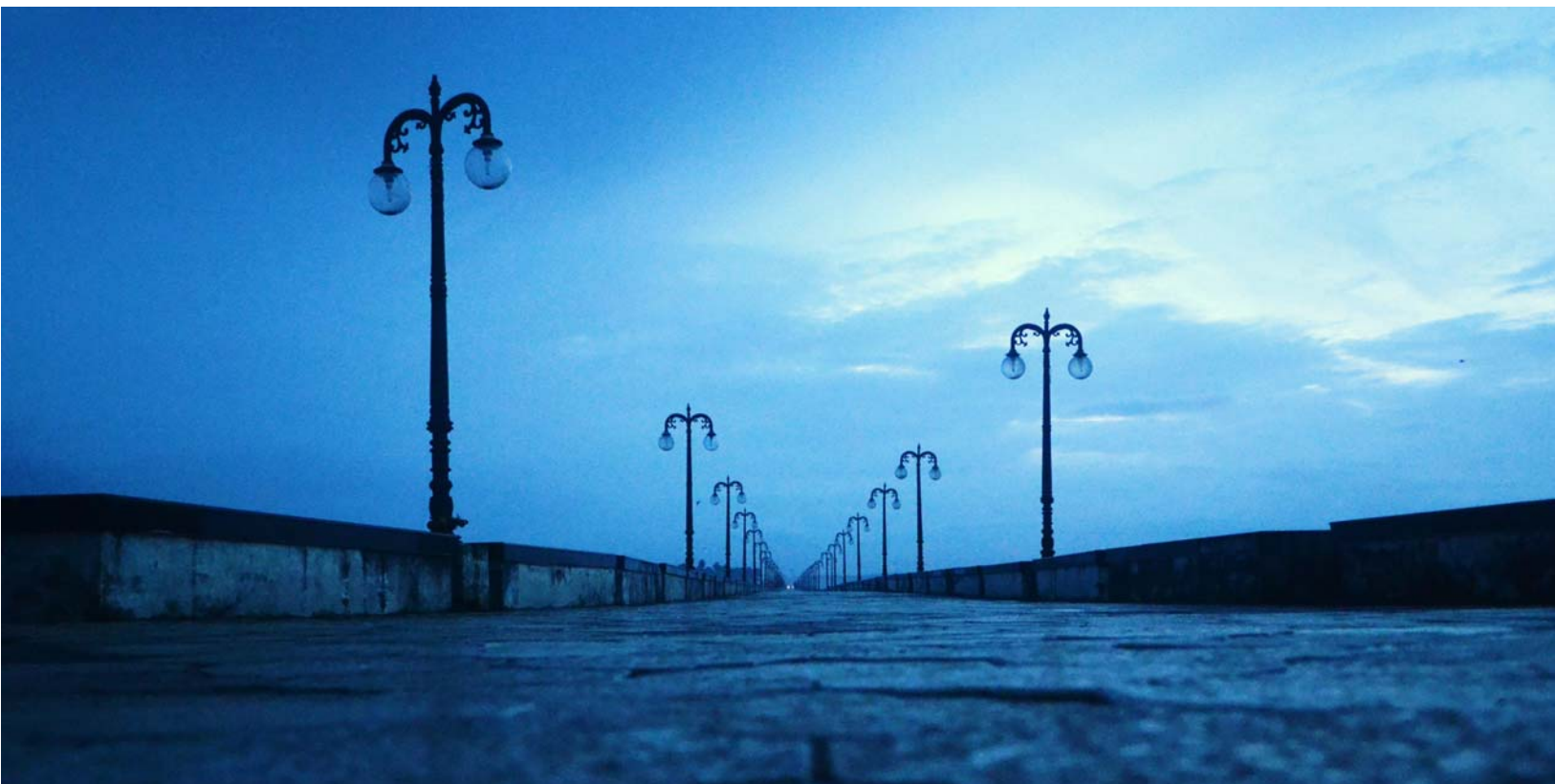
## Travel

Kozhikode is well connected by air, rail and road to major cities in India. Indian Airlines, Spice Jet and Jet Airways have frequent flights from Delhi, Bangalore and Mumbai to Kozhikode International Airport. Cochin International Airport is a 4-hour drive from Kozhikode. Alternately, Cochin and Kozhikode are connected by direct flights.

Kozhikode International Airport is connected by daily direct flights to major cities in the Middle East.

## Stay

We would be delighted to to arrange for your accommodation at the guest houses on campus, depending on the availability of rooms. Otherwise, with the Gateway Hotel-Taj Group, Kadavu Resort and ITC Westway Hotel as our hospitality partners, we are sure you will enjoy a pleasant and comfortable stay during your visit. In this case, we would arrange for transport between the hotel and the Institute.



# Placements Committee Details

## Faculty Placements Committee



Prof. Kulbhushan Balooni  
Chairperson



Prof. Saji Gopinath



Prof. Rahul Kumar Sett



Prof. Mohammed  
Shahid Abdulla



Prof. Koushik Guhathakurta



Prof. Joshy Joseph

## Placements Office



Mr. Raghupathy Hari



Ms. Tina C Sherry

## Students' Placements Committee



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