

Department of Management Studies National Institute of Technology, Tiruchirappalli

Final Placement Invitation 2015 - 2017



37 years of Nurturing Managerial Excellence

Vision: To be a globally acknowledged Business School with social relevance.



<u>Mission</u>: To develop managers and entrepreneurs of essence and excellence and to enrich the society through education, research and consultancy.

Messages

From the Director

DoMS, NIT Trichy was established to provide leadership in the area of management education with an emphasis on all round managerial skills. The department has come a long way through the different stages of growth during its 37 years. It has since its inception delivered quality and excellence. The core competencies of DoMS NIT Trichy are the horizontal specializations that are offered to students apart from the vertical ones namely, Business Analysis & IT Consulting and Business Analytics. The alumni of DoMS, NIT Trichy are a testimony to the level of tutelage and bright minds in DoMS.

I wish all success in its endeavors to constantly cater to the ever-changing needs in management and to constantly strive for a symbolic relationship with the industry. I wish that the students deliver excellence and leadership qualities in their fields and that more companies take benefit of the talent pool in the institute. We, therefore, place in front of you the excellence of our talent and look forward to develop a mutually beneficial and long-term relationship.



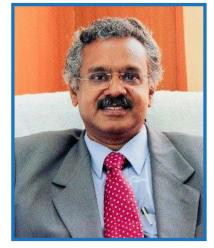
- Dr. G. Kannabiran

From the Placement Desk

Department of Management Studies has been a temple of management education. It has constantly displayed its edge by producing some of the eloquent industry stalwarts. The confluence of students who have prior work experience and students fresh out of college creates the right ambience for the development of their careers in the right direction.

The students have displayed their acumen in the management field by winning laurels in many B-School events and have come out with innovative plans for business concepts and new models. The industry-institute interaction activities help the students to gain business insights from the experience of business leaders. DoMSians have been a valuable asset for the industries they have been placed in. They display exceptional skill in handling different scenarios at work and are also well equipped to handle the work-life balance. The training acquired during the course enables a smooth transition to the highly competitive corporate world.

The institute always looks forward to continued patronage with the industry in every aspect. The relationship with the industry goes beyond the plum job offers to an everlasting and mutually benefitting bond.



From the Head of Department

DoMS, NIT Trichy, is known for its academic excellence and its unique culture of rigorous intellectual pursuits. Our institute's MBA programme is timely and an important addition to the management education system in our nation.

DoMS exhorts gaining practical knowledge through a well balanced mix of lectures, case studies, class discussions, workshops, guest lectures by corporate, simulations, seminars and live projects that enable all our students to realize their potential to become efficient managers.

We look forward to more continuous support from the corporate world and together we shall dedicate ourselves to continuously improve our nation's development and competitiveness.



Dr. V. J. Sivakumar

From Student Representatives

"Surround yourself with the best people you can find, delegate authority, and don't interfere as long as the policy you've decided upon is being carried out." - Ronald Reagan

The students of DoMS are a reflection of its capability to produce renaissance managers of the future. They are the products of a transformation brought about by a rigorous academic curriculum, a healthy and interactive study culture and a broad-based orientation, as well as inculcation in the values and morals, which will make the students responsible managers and outstanding citizens of tomorrow.

A flexible approach is followed in framing the curriculum according to the varied interests of the students and also the needs of the industry. We make the best of use of the available resources and dedicate ourselves to continuous improvement.





Rankings 2015 Outlook Survey Ranking



Rank 2015	Change Rank 2014	Institute	City	Selection process (200)	Personality development (180)	Academic excellence (220)	Infrastructure & facilities (120)	Placements (280)	Total score (1,000)
24	i 26	Sydenham Inst of Mgmt Studies	Mumbai	121.3	120.0	132.8	78.1	189.1	641.3
25	Np	DMS NIT, Trichy	Tiruchirapalli	121.1	119.0	107.1	101.7	184.5	633.4
26	🔹 25	Nirma Univ Inst of Management	Ahmedabad	120.2	107.0	145.2	94.3	157.4	624.1

TOP 15 Return on investment

	Name of Institute	City	Rol Facto
1	FMS	New Delhi	31.0
2	Sydenham Inst of Mgmt	Mumbai	7.4
3	MNNIT	Allahabad	4.0
4	DMS, NIT	Trichy	3.3
5	DMS, IIT Delhi	New Delhi	3.3
6	PIMR	Indore	3.2

Rol is calculated as ratio of average domestic salary/fee with additional expenses, but no hostel & mess charges



VALUE-FOR-MONEY B-SCHOOLS

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State	Govt/Pvt	Zone	Overall	Frend	Overall Rank	Learning Experience	Living Experience	Placement Performa	Selection Process	Future orientation	Objective Rank	Perceptual Rank	
			1998	2014	(2000.0)	(281.5)	(142.5)	(173.5)	(202.5)	(200.0)	(1000.0)	(800.	0)
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AWARDS and ACCOLADES

"B-School Leadership Award", Business school that encourages leadership as a part of the curriculum at Hindustan Unilever Limited's 22nd Dewang Mehta Business School Awards 2014

"Best Specialization Award" in Indian B-School Awards by Discovery Education Media Private Limited, Jan 2013

"Best Curriculum in Business Analysis and IT Consulting", Dewang Mehta Award in 2013

Outstanding B-School South: Innovative B-School Awards presented by DNA and STARS OF INDUSTRY GROUP

DoMS-NIT Trichy has been conferred Outstanding B-School (South) by ABP news

DoMS-NIT Trichy has been awarded as Outstanding B-School (South) by Bloomberg UTV

Curriculum

The DoMS MBA programme follows trimester pattern and imparts in-depth knowledge in the crosscuts of all academic areas. A high profile Board of Studies periodically reviews and updates the syllabi based on the changing needs of business environment and brings it for the approval of the Senate. The programme covers 32 courses spread over modules of 10 weeks each and a summer project of 8 weeks, over a period of two years.

BUSINESS ANALYSIS & IT CONSULTING (BAITC)

Business Analysis and IT Consulting (BAITC), is a specialized course that has been offered to serve the corporate world with fine Analysts and Consultants from DoMS. DoMS has the good fortune to have this course in its curriculum which is rarely offered in other business schools. The course provides the right platform for students to develop the necessary IT skills. The syllabus is comprehensive and is being updated in regular intervals in line with the changing industry needs. DoMS received the Dewang Mehta Award for the "BEST CURRICULUM IN BUSINESS ANALYSIS AND IT CONSULTING".

BUSINESS ANALYTICS

DoMS is one of the pioneers in introducing Business Analytics as a separate specialization among the business schools. Analytics being a rapidly emerging field, this specialization provides a broad scope and opportunity for the students to emerge as Analytics specialists. Efficient lab facilities and experienced faculty are the highlights of this course at DoMS.

Both these industry oriented specializations have evolved with inputs from Senior Managers in leading organizations like Accenture, Cognizant, Genpact, Infosys, MindTree, TCS, Wipro and others.

Syllabus

MARKETING

OPERATIONS

Marketing Research Marketing Metrics Strategic Brand Management Business to Business Marketing Customer Relationship Management Consumer Behaviour Retail Management Services Marketing Business Analysis & IT Consulting in Financial Services / Capitalmarkets Business Analysis & IT Consulting in Retail Marketing Banking and Financial Services Business Analysis & IT Consulting in Manufacturing Corporate IT strategy & Management Software Project Management Software Quality Management

BUSINESS ANALYTICS

Supply Chain Management Logistics Management Technology Management Manufacturing Strategy Technology Forecasting Service Operations Management Advanced Material Management Innovation and R&D Management

FINANCE

Financial Institutions and Services Behavioral Finance Treasury Management Financial Derivatives Investment Banking Investment Security Analysis & Portfolio Management Personal Finance Asset Based Financing Advanced Corporate Finance Tax Laws and Tax Planning

HUMAN RESOURCES

Knowledge Management Change Management Personal Growth Programme Labour Laws and Industrial Relations Strategic HR Development Organizational Theory Compensation &Benefits Counselling at Workplace Talent Management

BUSINESS ANALYSIS & IT CONSULTING

Systems Analysis & Design (CASE tools) Introduction to Business Analysis & IT Consulting Introduction to Business Analytics Basic Data Analytics Advance Data Analytics Data mining Techniques Introduction to Big Data Analytics & Data Sciences Marketing Analytics Supply Chain Analytics Financial Risk Analytics HR Analytics Digital Analytics Web Analytics



Student Break up

Demographics





Average Age - 24

Educational Background







Management - 3%



Computer Applications - 1%



Science - 1%



Work Experience

Experience



Experienced



Split up



6 to 12 months: 31%



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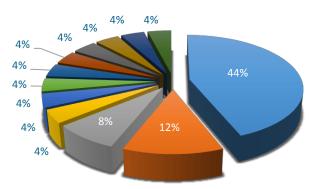
12 to 24 months: 46%

24 to 32 months: 12%



32 to 42 months: 12%

Domain Wise Experience



Banking and Finance

- Marine
- Pharma
- Consultant
- Manufacturing
- Construction Agriculture and Poultry
- Social Media/Marketing
- Telecom
- HR
- Research

Infrastructure

DoMS, NITT is equipped with excellent infrastructure for academic and sports activities. The state-of -the-art infrastructure serves every conceivable need of the students. DoMS provides its students with the dual advantage of well-equipped campus of NITT and the customized facilities tailored to the needs of the management students.

E-library

- PROQUEST- International data aggregator, allowing access to over 4000 international journals with archives.
- CMIE PROWESS- access to economic data, financial reports, stock market data and specialized studies covering all sectors and listed companies.
- MATLAB, SPSS, LISREL, CASE LIBRARY.

Class Room

The fully air-conditioned classrooms of the department are equipped with multimedia and audio visual teaching aids which facilitate students with fine ambience to practice their business acumen through seminars and presentations.

Library

The Institute has a modern Central Library with more than two and half lakhs of documents consisting of Technical books, reports, standards, CD-ROMS, Audio Visual Educational Cassettes and back volumes of journals. The library subscribes to 164 periodicals (print) plus 5000+ e-Journals and 600+ e-books besides a holding of 17690 back volumes of journals. The library also contains 1,67,500 books in the Book Bank scheme.

Computer Lab Facilities - The Octagon

The OCTAGON - Computer Center is the sterling hallmark of this campus. This center serves the campus-wide LAN in close association with the user departments. This LAN caters to totally 6000 users across the campus (1600 users at the same time using Wired connection and the remaining users through Wireless) and has a 10 Gbps fiber optic backbone. It also acts as a resource centre to supplement classroom instructions with laboratory sessions.



Faculty Details

Dr. V.J. SIVAKUMAR M.Sc, MBA, PhD Area of Specialization: Marketing

Dr. G. KANNABIRAN M.Sc, M.E, MBA, PhD Area of Specialization: IT Consulting & Business Analytics

> Dr. M. PUNNIYAMOORTHY B.Sc, B.Tech, M.Tech, ICWAI (Inter), PhD Area of Specialization: Operations, Finance & Analytics

Dr. N. THAMARAISELVAN MBA, PhD Area of Specialization: Marketing Dr. R. MURALI M.Sc, CAIIB, ACS (Inter), FICWA, MBA, PhD Area of Specialization: Finance

Dr. B. SENTHIL ARASU B.E., MBA, PhD Area of Specialization: Finance

Dr. P. SRIDEVI B.E, MBA, PhD Area of Specialization: Information Systems

Dr. G. MURUGANANTHAM MBA, M.Phil, UGC-NET, PhD Area of Specialization: Marketing & General Management

Dr. V. LAVANYA MBA, M.Phil, PhD Area of Specialization: Human Resources



Our Window to the World

PRABANDH 2016

PRABANDH the annual management conclave of DoMS was conducted on Febrauary 6th 2016 keeping in mind the importance of staying updated in the ever changing corporate world and economic conditions. Guest Lecture committee ensued that Prabandh 16 would focus on current and future trends in the corporate world. Prabandh 16 was meticulously planned from the start to encompass speakers from different sectors in the corporate world. The speakers for Prabandh 16, were leaders in their respective fields.

- Mrs. Dhamayanthi N, Associate VP TechCEED, HCL, "Technology Trends (Analytics, IOT) and New Business Models"
- Mr. Varadarajan Srinivasan, VP, Navitas,
 "Emerging trends in IT consulting, Potential in Life Sciences Domain"
- 3. Mr. Mohit Mathur, Director- Business Transformation, Flipkart, "Creation of Value for Customers"
- 4. Mr Sanjai K, Regional Head (Asia Pacific), SAP Solution Delivery Centre "Corporate Leadership"

Prabandh 16 gave DoMs students a platform to deepen their knowledge and add fuel to their dreams of the corporate world. DoMS, NITT encourages the corporate personalities to address students all throughout the year. Some of our esteemed speakers for 2015-16:



Guest Lecturers



Mr. Pranav Prasoon Human Resources Business Partner Renault-Nissan Technology & Business Centre India Pvt. Ltd. "Human Resource Management"



Mr. Muthu Solaiappan Section Manager (Project Management & Vehicle Testing) Renault-Nissan Technology & Business Centre India Pvt. Ltd. "Exploiting the Indian Market in Automobile Industry"



Mr. Padmesh Sewda Senior Engineer (Project Management & Vehicle Testing) Renault-Nissan Technology & Business Centre India Pvt. Ltd. "Management Practices in Automobile Industry"



Mr. Hari Babu Senior Manager, Daimler "Lean Management"



"Digital Marketing" Ravi Kumar Chairman ZANEC – London



"Game Theory" Alka Chadha Assistant Professor, IIM Trichy



Dr. Franz Lehner Chair of Economics Computer Science University of Passau, Germany



Mr. Gowrishankar S Director Malaysian Blue Ocean Strategy Institute , Kuala Lumpur "Blue Ocean Strategy"



Mr. V Mohan Babu AGM, Hatsun Agro "Marketing Strategies; Do's and Don'ts in Corporate World"

Flagship Events



The Ultimate Manager

The Ultimate Manager is the premier managerial event of Pragyan, the official tech-fest of National Institute of Technology, Trichy. With over 300 registrants, the event is a crowd puller. Department of Management Studies plays an integral part in the success of the event. The chosen students from DoMS organise and manage all aspects of the event. In Pragyan 2016, TUM enjoyed high level of participation from various renowned colleges and witnessed spirited and professional level competition from the candidates.

The event was judged by two of our eminent alumnus: Mr. Ranjit R, General Manager (Sales), Volvo, Mr. Venkatesh Kanna, Manager, GBS-IBM, as well as Mr. Maheshwar Venkat, Associate Product Manager, Freshdesk and Mrs. Nirmala K, expert faculty DoMS-NITT (Marketing) in front of enthusiastic audiences. TUM has become a legacy for DoMs, a platform for its students to show case their managerial capabilities at Pragyan, the most celebrated tech fest in India. The prize money offered was Rs. 30,000.



Marketing Hub

A chance to showcase how economically and efficiently a team can sell a game to the world, or how quickly one can come up with product-saving marketing solutions with a gun to one's head. A part of Pragyan 2k16, the year's most intense marketing fixture- Marketing Hub! The event, organized exclusively by the students of DoMS had more than 100 registrations. Participants were tested on core Marketing concepts and judged on Creativity, Marketing, Analytical Thinking and Business Plan formulation among the various other criteria. The prize money offered was Rs. 35,000.



Student Accolades

Chanakya – The Master Mind

Chanakya is the flagship event of 14th MMA All India Management Students' Convention organized by Madras Management Association (MMA) to select the best potential manager of 2015 amidst management students all over India. DOMS made its presence clear as top management institute by contributing 3 out of 40 pre finalists and 2 among the top 12 from over 4000 registrants selected by management experts.

Google Start-up Weekend

Think lateral, innovative and realistic were the scintillating elements of the Google Start-up Weekend at NIT Trichy. The event saw 69 creative ideas from all round the nation, addressing untapped needs turning them into innovative business models. The students of DoMS NIT Trichy bagged the first runners up position with their idea School Counsellor among other ideas such as Fashion Hub, Velociti, Cashless Campus, Mosquito-Copters, etc. With mentors like Mr. Mrinal Kumar, Co-founder Navriti Technologies, Vandana Sharma, VP HR, Myntra and Sridhar S, Director, Dell the ideas were molded and shaped into products with finesse.



DNG B

Akshaya Patra Case Study Competition

Solving a Case Study for Akshaya Patra (one of the leading NGOs), our DoMS students Chandan Raj and Shriya secured the first place at Yukti, an event of IIM Trichy's symposium Arcturus 4.0. They competed against students from several premier B-schools like IIM Trichy, IIM Bangalore, BIM and Wellingkar Institute of Management. The event was judged by the Senior Manager, Client servicing, of Akshaya Patra who made a special mention of the duo for the research work they had worked on to enhance the NGO's marketing strategy.

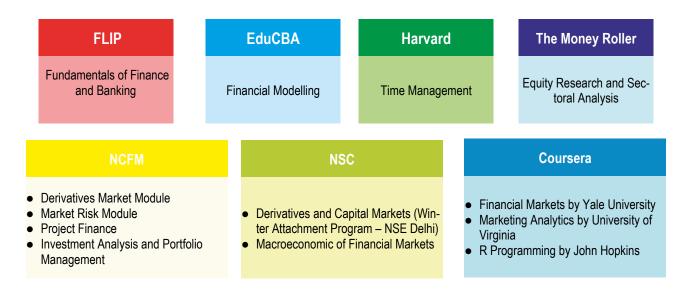


Certifications

When certifications are earned, several things are demonstrated to hiring managers:

First, one's career is taken seriously enough to spend time and money on becoming better at work. Second, that one has expert knowledge not everyone will possess. And, third, one has proved his/her knowledge and experience through the process of earning the certification.

DoMS students have equipped themselves with necessary certifications such as the ones mentioned below:



Alumni

Alumni network of NITT DoMS is the backbone of the institute. Our alumni, who are successful managers and entrepreneurs, act not only as brand ambassadors of the institute but also as inspiration for the present students to follow their footsteps and make their mark in the World.

NITT DoMS respects the sense of belonging and efforts in the betterment of the institute of the alumni and expresses its gratitude by organizing various Alumni meet at various cities across the country.

The Alumni Committee a.k.a Alcom organizes Chapter Meets in major cities, Delhi, Bangalore, Hyderabad and Chennai. Alumni Chapter meets are a great way of keeping in touch with the alumni and keeping them connected to each other. We as Alcom, also try to connect our alumni with the students and bring their industry experience to classrooms.





CORE COMPETENCIES

Department of Management Studies offers two Industry Focused Specializations namely Business Analysis and IT Consulting and Business Analytics. Apart from the course of study, corporate exposure in these two horizontal specializations have been catered to with the presence of eminent guest speakers from these domains.

The department hosts Workshops, Boot Camps, Conclaves on Advanced Business Analytics & IT Consulting and Business Analytics and Intelligence. Case studies, group activities, presentations form part of the knowledge sharing sessions during these programs.

Eminent personalities from the upper echelons of the corporate society such as Mr. Thothathri Visvanathan, Vice President & Delivery Head, Infosys, Mr. Peter Johnson from International Institute of Business Analysis (IIBA), USA, Mr. Sivakumar Sundararajan, Lead Business Analyst/Implementation Consultant, BNP Paribas are some of the leaders who have come and shared their expertise with the students.

During these workshops, students get an edge in Business Analysis through learning and interactions. Excellent critical thinking and analytical skills are demonstrated in the Requirements Analysis and Elicitation Knowledge areas. Such trainings are of great value for those entering into Business Analysis & IT Consulting profiles in various organizations. It also helps students better understand classroom concepts and relate to real business situations.

Subjects that have been covered include

- Application of Analytics in Market Analysis. Supply Chain Model, Primary and Secondary sale, Market Forecasting and Behavior.
- Application of Business Intelligence and Analytics in the functional domain with a Retail Banking-Credit Card case. Information gathering from unstructured data with product barcode.
- Time series forecasting, Risk Analytics, Credit card company's authorization strategy and application of customer behavioral pattern in understanding business with cases on Customer Service Analytics.
- Tools such as Dashboards, Score Cards and Interactive Statistical Models used in Analytics. Insights on ROI with the use of dashboards.
- Discussions on Decision Support Sysytems and application of Analytics in Supply Chain Management where emphasis was laid on RFID analytics and Risk Management for handling inventory.
- Insights on how CIOs at Infosys see trends, handle the challenges of consolidating master data and performance management to increase the business value of the enterprise with cases on Enterprise Reporting.
- Elucidation on how BA and BI can be used in online marketing field, online industry portals, search engines, e-commerce, paid services, classified and social areas.

Some of Our Distinguished Alumni Are



Gunalan Kalairajan Country Manager IBIZ Consulting Services India



Jayaprakash Sahu City Head, Reliance Life Insurance



Subramanian Natarajan General Manager Saint Gobain Gyproc



Ravi Kumar Chief General Manager SEBI



Apurba Sen Principal Consultant Rediff.com



Mr. Anand Kumar General Manager, Enterprise Security Solutions, Wipro Technologies



K. Y. Ravi Kumar DGM, Nagarjuna Oil Corporation Ltd. 1990-92



Neetish Nishant Manager, Analytics RBS, New Delhi 2007-09



Sanjai K Offici ce President and Director, Op Head, Royal Ban SAP Labs Ltd. 1991-93



Shruthi John Director, Operational Risk, Royal Bank of Scotland



Karthikeyan Damodaran Director - B2B Sales & Marketing Effectiveness, BRIDGEi2i Analytics Solutions



Devaraj Arcot Associate Director, Cognizant Technology Solutions

Training and Placement

The Department of Training and Placement is the marketing division of the institute. Over the years, the department, acting as an interface between institute and companies, has maintained symbiotic, vibrant and purposeful relationships with industries across the country. As a result, it has built up an impressive placement record both in terms of percentage of students placed as well as number of companies visiting the campus. The department hosts companies on campus and ensures that every aspirant is assured of a bright career of his/her choice.

DoMS Curriculum requires students to pursue their internship at organizations during the months of May – July for 8 to 10 weeks. Summer Internships provide our students an in depth study on how to become an all rounded person with respect to knowledge, professionalism and corporate understanding. Students of DoMS have enjoyed working for reputed companies some of which are listed below. The Final Placement Process is conducted from September to March and students report to work by June.

HOSTING COMPANIES ON CAMPUS

The department provides facilities for the visiting companies to conduct pre-placement talks, written tests, group discussions and interviews. Audio visual aids like laptops, LCD projectors for pre-placement talks and internet facilities for online tests will be arranged upon prior intimation. Conveyance from/to airport or railway station is arranged by the department. Accommodation and food is provided at the institute guest house for the company on prior intimation and the cost of these are borne by the institute.

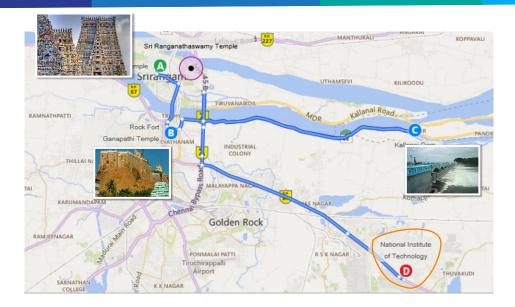
Summer Placement Recruiters



Final Placement Recruiters



Places to visit and how to reach Trichy



Train No	Train Name	From	То	Days of Operation	Departure	Arrival
18496	Bhubaneswar -Rameswaram	Chennai-Egmore	Trichy	Weekly	08:55	17:15
18495	Rameswaram- Bhubaneswar	Trichy	Chennai-Egmore	Weekly	13:40	22:10
12663	Howara-Tiruchirapalli	Chennai-Egmore	Trichy	Weekly	20:20	04:25
12664	Tiruchirapalli- Howara	Trichy	Chennai-Egmore	Weekly	16:00	22:10
6178	Rock Fort Express	Chennai-Egmore	Trichy	Daily	22:00	05:10
6177	Rock Fort Express	Trichy	Chennai-Egmore	Daily	22:30	05:15
6232	Mayiladuthurai Express	Bangalore	Trichy	Daily	19:05	04:05
6231	Mysore Express	Trichy	Bangalore	Daily	20:35	06:05
6607	Mangalore Express	Chennai-Egmore	Trichy	Daily	22:00	04:25
2635	Vaigai Express	Chennai-Egmore	Trichy	Daily	12:25	17:25
2636	Vaigai Express	Trichy	Chennai-Egmore	Daily	09:15	14:25
6608	MAQ Chennai Express	Chennai-Egmore	Trichy	Daily	22:20	05:30
6127	Guruvayur-Chennai Express	Chennai-Egmore	Trichy	Daily	07:50	13:00
6128	Guruvayur-Chennai Express	Trichy	Chennai-Egmore	Daily	13:55	20:15
2605	Pallavan Express	Chennai-Egmore	Trichy	Daily	15:30	21:00
2606	Pallavan Express	Trichy	Chennai-Egmore	Daily	06:30	12:00

Flight No.	From	То	Departure Time	Arrival Time
9W2750	Chennai	Tiruchirappalli	10:25	11:30
9W2405	Chennai	Tiruchirappalli	13:35	14:40
9W2789	Chennai	Tiruchirappalli	20:25	21:30
9W2751	Tiruchirappalli	Chennai	12:00	13:05
9W2406	Tiruchirappalli	Chennai	15:10	16:15
9W2790	Tiruchirappalli	Chennai	22:00	23:05
9W464	Chennai	Mumbai	05:45	07:35
G8304	Chennai	Mumbai	12:45	14:40
AI569	Chennai	Mumbai	06:25	08:10
9W489	Chennai	Mumbai	09:36	11:53
AI440	Chennai	New Delhi	06:40	09:25
AI539	Chennai	New Delhi	17:30	20:05
9W2305	Chennai	Bangalore	08:20	09:15
9W2309	Chennai	Bangalore	17:50	18:55



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Address for Communication: Dr. A. K. Bakthavatsalam Professor and Head, Department of Training and Placement, National Institute of Technology, Tiruchirapalli 620015, Tamil Nadu, India