IBS-Business School, Hyderabad

EXECUTIVE MBA

The ICFAI Foundation for Higher Education (Deemed to be University under Section 3 of the UGC Act, 1956)

The ICFAI Business School (IBS),

The ICFAI Business School (IBS), Hyderabad is a top-ranked premier B-School in the country. It is known for its focus on real world skills and excellence in management education. Our Regular MBA program attracts students from all over the country due its reputation for developing professionals with the right set of knowledge, skills and attitude that readily meet the requirements of the corporate world. The Executive MBA program is designed on this well-established foundation to meet the requirement of working executives.

Our approach to management education integrates Teaching, Research, Institution-building, Knowledge-sharing and Community-development, an approach uniquely coined as IBS TRICK. Our faculty is a blend of reputed academicians and industry experts which add to the richness of our students' learning experience. We have grown as an institution of higher learning year after year. Our track-record of consistently matching up to the demands of the industry makes us confident that we can, and will, equip students pursuing executive education with a comprehensive knowledge of varied management concepts and practices, while building on the past positive experiences of our students. Our Executive MBA program is not a toned-down version of the Regular MBA program, but rather a full-fledged MBA program, uniquely optimized to suit working executives. The students of the program will get much more than basic business knowledge as they benefit from the multiple-perspectives provided by the richness of experience that IBS faculty members and the peer group provides.

The curricula at IBS Hyderabad is industry-oriented and end-user driven. The thrust on Case Pedagogy is because, in our experience and the experience of the best of business schools globally, well-written and administered cases in the classroom are one of the best tools for participative education in the field of management. In fact, this combination of rich and up-to-date curricula, a proven case-pedagogical approach, high industry recognition, and accreditations by national and international institutions/organizations is what makes a unique proposition for our students as well as to our several foreign collaborators. In addition, our strong desire to produce 'Doers' and not mere arm-chair managers has resulted in we actively focusing on student activities, both co-curricular and extra-curricular, as something central to our philosophy of education and not as a mere after-thought.

Today, therefore, it comes as no surprise that many corporate houses express their clear preference for students graduating from IBS Hyderabad. Our well-developed Corporate Relations Cell, our large and widespread Alumni Network and our popular Management Development Programs are all additional factors that make our programs beneficial to the students. We are confident that the Executive MBA program will help us to make an even more significant difference to the corporate world in specific and to the field of management education in general.

Prof. S. Venkata Seshaiah, Ph.D.

Program Head

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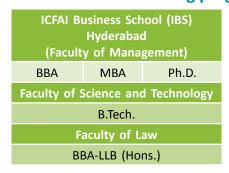


The ICFAI Foundation for Higher Education

The ICFAI Foundation for Higher Education is a deemed-to-be-University established under section 3 of UGC Act, 1956.

It has evolved a comprehensive student-centric learning approach consisting of several stages, designed to add significant value to the learner's understanding in an integrated manner, covering relevant knowledge, practical skills and positive attitudes.

IFHE offers the following programs:



Campus

The campus at Hyderabad is a 92 acres lush green campus with built-up area of over 16 lakh sq.ft. The campus is fully residential, Wi-Fi enabled and equipped with state-of-the-art facilities.

Hostels

Hostel facilities are available to all IBS students.

Sports and Recreation Facilities

Sports play a vital role in all-round development of students. A wide range of indoor and outdoor games facilities are available like Squash, Volleyball etc.

Academic Infrastructure

Lecture theatres and classrooms are designed to facilitate the case pedagogy that IBS has adopted. All lecture theatres and classrooms are networked, Wi-Fi enabled and fitted with audio visual tools to enhance the teaching / learning experience.

The complete academic monitoring is done through the Intranet - the Campus Net and the Faculty Zone.

Faculty Resources

The campus has a large and well qualified faculty pool comprising of mostly doctorates with rich industry experience. The faculty members are involved in research, case development, executive development programs and consultancy.

Computing Facilities

The campus is equipped with the latest state-ofthe-art technology of computer network with high speed backbone (180 MBPS Internet speed) and security through CISCO high end routers.

The campus has exclusive subscription of Microsoft products like Windows XP, Windows 7, Office 2010, Microsoft exchange, SQL server, Adobe products (InDesign, PageMaker, Acrobat, Photoshop), Antivirus (e-scan) which are being used in day-to-day operations. Teaching labs are licensed with SAP, SPSS, SAS, iThink, Rational Rose, E-views, Microsoft CRM, AutoCAD, Canadian Advanced CAD, Oracle etc.

Library Facilities

N J Yasaswy Memorial Library with a built-up area of 50,500 Sq. ft. is equipped with latest software packages and large collections of books, CDs, videos, Indian and International journals; magazines and research reports, relating to management and allied subjects. IBS subscribes to several academic online databases like EBSCO business source complete, Econlit, Science and Technology, Emerald management extra, Science Direct (Business Management, Econometrics, Economics and Finance), ProQuest, JSTOR, Annual Reviews (Science and Technology), J-gate (Science and Technology) and Cabells directory; industry databases like CMIE (including Prowess, CapEx, Economic Outlook and Industry Analysis Survey) and Capitaline and business and research oriented online databases like Marketline, Prime Data Base and EPWRF Data Sets. The library is fully supported by the IT infrastructure.





IBS, Hyderabad

ICFAI Business School (IBS), Hyderabad (Faculty of Management) is a constituent of the ICFAI Foundation for Higher Education (IFHE).

Since its establishment in 1995, IBS has grown impressively and achieved widespread recognition from business and industry, academic circles and professional bodies.

IBS offers high-quality programs in different areas of management to a cross-section of students, executives and professionals across India. IBS is reputed for innovative program design and delivery, quality courseware, personalized instruction, strong industry interface, research, consultancy and publications.

IBS, Hyderabad has a growing alumni base of over 9,315 who are currently pursuing fast track careers with 600 plus companies in India and abroad.



Rankings	Magazine/ Agency	
# 2 in Southern Region	Business World B-Schools Survey 2013	
# 5 in Pedagogy		
# 7 in Intellectual Capital		
# 8 in Industry Interaction		
# 9 in Perceptual Ranking		
# 16 overall		
# 12	Business India - SEAA Standard	
# 7 (Tier I)	Careers 360 B-Schools Survey	
# 2 amongst private B-Schools		
# I in South Zone	Silicon India B-Schools Survey 2013	
# 2 in Industry Interface		
# 2 in Academic Excellence		
# 2 in Placements		
# I in Infrastrcture		

Awards	Source	
SkillTree Great Place to Study in India 2014	SkillTree Knowledge Consortium	
Leading Private University in India 2014	Brands Academy Education Excellence Awards	
Education Evangelist of India 2013	SkillTree Knowledge Consortium	



IBS, Hyderabad strives to ensure that its students receive an international quality learning experience. In this endeavour, IBS, Hyderabad has received accreditations and collaborations from leading national and international institutions and professional bodies.



ICFAI Group awarded the "SkillTree Great Place to Study in India" recognition by Mr Mark Pritchard, MP, UK, at Madam Tussad's, London.



SAQS Accredited



NAAC Accredited



CRISIL &



ICRA Rating

IBS, Hyderabad is among the first Business Schools to be graded.

- CRISIL National Level Rating A**
- CRISIL State Level Rating A***
- ICRA National Level Rating EB2 IN
- ICRA State Level Rating EB2+AP

IBS, Hyderabad is a member of:

- The Association to Advance Collegiate Schools of Business (AACSB), USA
- Accreditation Council for Business Schools and Programs (ACBSP), USA
- The European Foundation for Management Development (EFMD).
 Belgium
- Association of Management Development Institutions in South Asia (AMDISA), India

Networking with International Academic Institutions



Bentley University, MA, USA



Syracuse University, NY, USA



University of Toledo, Ohio, USA



Michigan State University, USA



Oklahoma State University, USA



University of Memphis, Tennessee, USA



Flinders University, Adelaide, Australia



Macquarie University, Sydney, Australia



University of South Australia, Adelaide, Australia



Hong Kong Polytechnic University, Hong Kong

Industry Collaborations



Bombay Stock Exchange



Intelligroup



Indian Railways



Indira Gandhi Institute of Development





The Econometric Society of India



National Bank for Agriculture and Rural



Development – NABARD

NMDC

National Mineral Development

Corporation (NMDC)

Executive MBA Program (Part Time)

The program is designed specifically for working executives with a minimum of three years of experience at supervisory/ managerial level. It offers them the flexibility of acquiring a world class management qualification without having to leave their present jobs/work assignments.

The unique case-based pedagogy will complement other traditional and innovative modes of course delivery. Experienced faculty members will take individual courses and the responsibility for learning and evaluation. Specific projects will enhance the effectiveness of each of the courses and help optimal absorption of knowledge and concepts imparted.

IBS Hyderabad provides access to world renowned databases, softwares and other facilities to the students of the Executive MBA program which help them expand the horizons and enrich their learning experience.

Duration of Program

The duration of the program is 21 months with 7 terms of 3 months each. The classes will be held on all Sundays and Second Saturdays between 9.00 am and 6.00 pm.









PROGRAM STUCTURE

The program comprises of 21 courses and two business research projects. These courses are spread over seven terms. The 21 courses have a weightage of 84 credits and the two business research projects have a weightage of 5 credits each totaling to a weightage of 94 credits for the program.

The program will be a mix of general management courses in the first four terms and electives in the last three terms. The general management courses lay the foundation while the electives allow the participants to gain an in-depth understanding of their chosen domains.

YEAR I	YEAR II
TERM I	TERM I
Organizational Behavior Business Economics Financial Management Marketing Insights	I. Elective I 2. Elective II Business Research Project
TERM II	TERM II
Operations Management Management Accounting IT Strategy Business Law	I. Elective III 2. Elective IV 3. Elective V
TERM III	TERM III
Understanding Financial Statements Corporate and Business Strategy Quantitative Methods for Managerial Decisions TERM IV	I. Elective VI 2. Elective VII Business Research Project
Human Capital Management	
Management Control and Information Systems Business Ethics and Corporate Governance	







LIST OF ELECTIVES

Finance

Financial Risk Management Commodities & Commodity Derivatives **Investment Banking** Corporate and SME Banking Global Capital Markets Insurance Management International Banking International Finance & Trade Wealth Management Project Appraisal and Finance Financial Statements Analysis Security Analysis Quantitative Finance Using SAS Treasury Management Portfolio Management & Mutual Funds Strategic cost management Strategic Financial Management Financial Services Mergers & Acquisitions

Marketing

Marketing of Financial Services
Brand Management
Consumer Behaviour B2B Marketing
Integrated marketing communication
Customer Relationship Management
Retail Management
International Marketing
Entrepreneurship Development
Green Marketing
Sales & Distribution Management
Services Marketing

IT and Operations

Business Analysis
Business Intelligence / Analytics
Business Modeling and Simulation
Project management
Supply Chain management
Quality and Innovation management
Services Operations Management

HRM

Global Human Resources Management Strategic Human Resources Management Competency Mapping Leadership Skills and Change Management Managing Knowledge Workers OD Diagnosis and Interventions Quantitative HRM



Elgibility

- Graduate (any discipline) with 50% and above marks (as calculated by respective University) with medium of instruction as English.
- Applicants must have work experience in managerial or supervisory positions for at least 3 years

All applicants should have completed a minimum of 15 years of regular education (on 10+2+3 or 10+2+4

basis).

Candidates not meeting the eligibility criteria of English medium in graduation have to submit the TOEFL/ NELT/ IELTS score by July 05, 2015.

Admission Procedure

The applicants will be shortlisted based on their academic qualifications and work experience.

The shortlisted candidates will be called for the selection process in the month of May 2015.

Selection Process

The selection process comprises of Micro presentation and Personal Interview.

ADMISSION CALENDER

LAST DATE FOR APPLICATION SUBMISSION

April 30, 2015

SELECTION PROCESS

2ND Week of May 2015

FEE

Admission Fee

Selected candidates are required to pay admission fee of Rs. 75000 by May 31, 2015.

Tuition Fee

The tuition fee of Rs. 5.25 lakhs is to be paid in seven equal installments of Rs 75000 as per the below schedule:

Due Date	Installment	Amount
		(Rs.)
May 31, 2015	Admission Fee	75000
July 5, 2015		75000
Oct 4, 2015	II	75000
Jan 3, 2016	III	75000
April 3, 2016	IV	75000
July 3, 2016	٧	75000
Oct 8, 2016	VI	75000
Jan 8, 2017	VII	75000
Total		600000

Students are expected to have their own laptops at the time of reporting to IBS.

COMMENCEMENT OF CLASSES:

July 5th 2015.

CONTACT

For any clarification on program, eligibility, selection process, the candidates may contact Program Coordinator, Executive MBA program on the email id exmba@ibsindia.org. Queries forwarded on any other email id or taken up with any other person will not elicit any response.

AWARD OF DEGREE

On successful completion of specified courses and projects, the candidates will be awarded the MBA degree by IBS, IFHE University.



The IBS Approach

IBS has a unique and innovative approach to business education, that focuses on providing the right knowledge, imparting the right skills for enduring success in management careers, and shaping the right attitudes.

Knowledge

As practice precedes theory in business, equal emphasis is placed on concepts and applications. This blending of ideas and actions is achieved through various pedagogic techniques like lectures, case studies, business games, the summer internship program, etc.

Skills

What matters most in business is what one can actually do. Doing well implies mastering and applying the skills - professional, personal and human - required for effective decision-making and execution. IBS trains the students in these skills through a series of soft-skills lab sessions scheduled over the duration of the program.

In addition, case-based learning at IBS helps students develop good analytical skills.

Attitudes

A critical attribute for success in life is cultivating the right attitudes like positive thinking, risk-taking, opportunity seeking, adapting to change, and achieving a proper balance between divergent goals of life. IBS helps students develop the right attitudes, and encourages them to grow into balanced and well-rounded individuals capable of taking up leadership positions anywhere in the world.

Business Modelling and Simulation

IBS includes business modelling and simulation games in its curricula for the programs.

Strong Industry Interface

With experts from a range of leading companies delivering regular guest lectures, and serving as members of various advisory boards.





Case-based learning

The case study method is a key component of the academic program at IBS, which is one of the few institutions in India that made case-based learning a critical component of pedagogy.

Almost all the courses at IBS are taught through case studies - the case studies being tailor-made to the requirements of different areas and topics. Student evaluation is based on class participation and written reports. Students are encouraged to analyze the issues in-depth by gathering supporting information - either through published sources or by directly interacting with the companies involved.

IBS case studies have also been published in several leading management textbooks published in Europe, the USA and the UK. Most of these case studies are also made available to global customers through the European Case Clearing House.

Both Indian and international case studies are used extensively. IBS Hyderabad has a licensing arrangement with Harvard Business School Publishing to use HBS cases.

IBS case studies have won recognitions at various international case writing competitions.

Users of IBS Case Studies

The following is a partial list of regular users of case studies developed by IBS faculty:

Organizations

Adventis

Boston Consulting Group British Telecom Cadbury Schweppes Caterpillar S.A.R.L.

Coca-Cola Deutsche Bank AG

Eli Lilly

Ernst & Young
GHIA Associates

Global Praxis Group

Goldman Sachs

HayGroup

Hewlett Packard

Johnson & Johnson KPMG

M&C Saatchi

McKinsey

PWC

P&G

Samsung

Siemens AG

Warner

Universities / Business Schools

Arizona State University Boston University California State University Chartered Institute of Marketing

City University **Cornell University** Harvard Business School Helsinki School of **Economics IMD INSEAD** Kellogg School of Management Kingston University **London Business School** Maastricht School of **Management NYU Stern School** Pennsylvania University Richard Ivey School of **Business** SDA Bocconi School of Management Syracuse University University of British Columbia University of Cambridge University of Cape Town University of Edinburgh University of Liverpool University of Melbourne University of Michigan University of Oxford University of Pittsburgh University of Virginia University of Warwick



"I would like to congratulate ICMR on the excellent selection of cases available for students, professors and authors. The selection encompasses cases with a range of geographic locations, business topics, and cultural issues. I have been particularly pleased with the willingness of the ICMR case authors to update and tailor cases to my needs."

- Helen Deresky,

Professor Emerita, State University of New York,
Plattsburgh, NY; Author of International ManagingManagement:
Across Borders and Cultures, 7ed.
(Upper Saddle River,
NJ: Prentice Hall, 2011).

IBS Case Studies: Prizes in International Case Writing Competitions

2014

Husk Power Systems: Lightening up the Indian Rural Lives: Second Prize in Oikos Global Case Writing Competition (Social Entrepreneurship track), organized by oikos International, Switzerland.

Embedding Sustainability at Novo Nordisk: The Compassion Vs Competitiveness Dilemma: Runner-Up in oikos Global Case Writing Competition (Corporate Sustainability track), organized by oikos International, Switzerland.

Labor Unrest at Maruti Suzuki India Limited: Finalist in the Dark Side Case Writing Competition, organized by Critical Management Studies Interest Group of the Academy of Management (AOM), USA.

Customer Retention at Hyundai Motors India Ltd: Winner in the CEEMAN/Emerald Case Writing Competition, organized by the Central and East European Management Development Association (CEEMAN) in cooperation with Emerald Publishing (United Kingdom).

Corporate Entrepreneurship and Innovation at Google, Inc.: Winner in the 4th AESE Case Writing Competition, organized by AESE Business School, Portugal.

Digital Marketing at Nike: From Communication to Dialogue: Winners in The Case Awards (Knowledge, Information and Communication Systems Management) organized by The Case Centre.

Lenovo: From Challenger to Leader: Winners in the EFMD Case Writing Award 2013 (Emerging Global Chinese Competitors), organized by the European Foundation for Management Development (EFMD), Belgium.



2013

The Social Business Journey at IBM: Winner in the ICSC2012 (Social Media and Business Category), organized by IBS Hyderabad in collaboration with ecch and Universiti Utara Malaysia.

Feeding The Hungry Surfers: www.Justeat. in: Winner of Emerald – IBS Best Emerging Case Study award from Emerald Group Publishing, UK; Winner in the ICSC2012 (Marketing & Strategy Category), organized by IBS Hyderabad in collaboration with ecch and Universiti Utara Malaysia.

Ethical Leadership: Ratan Tata and India's Tata Group: Third prize in BLR Case Study Competition, organized by Association of MBAs (AMBA), UK.

Tesco – Losing Ground in the UK?: Finalist in the John Molson Case Writing Competition 2013, organized by John Molson School of Business, Concordia University, Montreal, Canada.

Ethical Breaches at News of the World: Finalist in the Dark Side Case Writing Competition, organized by Critical Management Studies Interest Group of the Academy of Management (AOM), USA.

Sustainable Development at PepsiCo: Finalist in the Oikos Global Case Writing Competition (Corporate Sustainability track), organized by Oikos International, Switzerland.

2012

Water Health International: Providing Safe Drinking Water to the Bottom of the Pyramid Consumers: Winner in 'Inclusive Business Models' category in the EFMD Case Writing Competition organized by European Foundation for Management Development (EFMD) and also, the Overall Winner of the Competition.

Sony Corporation - Future Tense?: Winner in Global ECCH Case Awards organized by European Case Clearing House (ECCH), in the 'Human Resource Management/ Organizational Behavior' category.

Meltdown in Iceland: Biggest Casualty of the 2008 Global Financial Crisis: Winner in Global ECCH Case Awards organized by European Case Clearing House (ECCH), in the 'Finance, Accounting and Control' category.

Sustainable Development at PepsiCo: Runner-up in the Oikos Global Case Writing Competition 2010 (Social Entrepreneurship Track), organized by the Oikos Foundation for Economy and Ecology, University of St. Gallen, Switzerland.

Dr. Reddy's Laboratories: Growing Pains: Finalist in the John Molson Case Writing Competition 2012, organized by the John Molson School of Business, Concordia University.

2011

Apple Board's 'Steve Jobs Dilemma': Winner of CMA-Alberta Award for 'Outstanding Case in Corporate Governance' at the North American Case Research Association's (NACRA) October 2011 Conference in San Antonio, Texas.

Fabio Rosa - Bridging the Electricity Divide in Brazil: Winner in 'Inclusive Business Models' category in the prestigious 2010 EFMD Case Writing Competition organized by European Foundation for Management Development (EFMD).

Knowledge Management Initiatives at IBM: Winner in Global ECCH Case Awards organized by European Case Clearing House (ECCH), in the 'Knowledge, Information and Communication Systems Management' category.

SKS Microfinance: Managing Growth and Continuity of a Social Enterprise: Second Prize in Baylor-USASBE Student Case Research Competition organized by The Baylor University Entrepreneurship Program and United States Association for Small Business and Entrepreneurship (USASBE).

2010

Sony Corporation – Future Tense?: First prize in the John Molson Case Writing Competition 2010, organized by the John Molson School of Business, Concordia University, Montreal, Canada.

Bhopal Gas Tragedy: Revisited after Twenty-five Years: Finalist in the 2010 Dark Side Case Writing Competition organized by Critical Management Studies Interest Group of the Academy of Management (AOM).

Toyota: The Once-in-a-Century Challenge: Finalist in the John Molson Case Writing Competition 2010, organized by the John Molson School of Business, Concordia University, Montreal, Canada.



IBS faculty members are actively engaged in academic research and case development. They publish articles in reputed national and international refereed journals. During the last three years the faculty had published 372 research articles in such journals. In addition, faculty members presented 219 papers in the National Conferences and 56 papers in the International Conferences...

Case Research Center

The Case Research Center is a center of excellence at IBS Hyderabad, developing high quality internationally benchmarked case studies. The case studies are marketed under two brands – IBS Center for Management Research (ICMR) and IBS Case Development Center (IBSCDC). A dedicated and dynamic team works toward fulfilling the institution's mission of developing high quality case studies.

More than 2000,000 individual copies of our case studies have been purchased by leading B-schools and universities around the world. Our cases have been consistently winning awards in several global case writing competitions.



CRC distributes its case studies through the two websites – www.icmrindia.org and www.ibscdc.org



IBS Cases in International Text books

(A partial list)

- International Management: Managing Across Borders and Cultures, Helen Deresky, Pearson, 8e, 2014, USA
- Ethical Decision Making, Carolyn Ashe (ed), Cognella, Inc., Preliminary edition, 2013, USA
- Pearce & Robinson, Strategic Management Formulation, Implementation, & Control, 12e, McGraw-Hill/Irwin
- Pervez Ghauri and Philip Cateora, International Marketing, 3e, McGraw-Hill Education, UK
- Roger Kreitner and Angelo Kinicki, Organizational Behavior 8e (Special Indian edition,) McGraw-Hill Education (India) Pvt Ltd
- Bob de Wit and Ron Meyer, Strategy: Process, Content, Context, 4e, Cengage Learning EMEA.
- Johnston and Marshall, Sales Force Management, 9/e (Special Indian edition), McGraw-Hill Education (India) Pvt Ltd.
- Paul Griseri, Nina Seppala, Business Ethics and Corporate Social Responsibility, Cengage Learning EMEA
- Cullen and Parboteeah, Multinational Management, 5e, Cengage Learning, Inc./Nelson Education Ltd.
- Thomas S Bateman and Scott A Snell, Management 8e (Special Indian edition), McGraw-Hill Education (India).
- Kevin Grant, Ray Hackney, and David Edgar, Strategic Information Systems Management, Ie, Cengage Learning EMEA.

- Charles W.L. Hill, Gareth R. Jones, Cases in Strategic Management: An Integrated Approach, 9e, Cengage Learning, Inc.? Nelson Education Ltd.
- Carpenter, Rice, Strategic Management, Pearson Australia.
- Barney-Hesterly, Strategic Management and ompetitive Advantage, 3e, Prentice Hall.
- Susan Segal-Horn and David Faulkner, International Strategy, Cengage Learning EMEA
- Dale Beckman, John Rigby, Foundations of Marketing, 8e, Thomson Nelson, Canada.
- Hitt, Ireland, Hoskisson, Strategic Management, 6e, Thomson South – Western, USA.
- Raymond Noe, Employee Training and Development 4e (Special Indian edition), McGraw-Hill Education (India) Pvt Ltd.
- Case Studies in SOCIAL ENTREPRENEURSHIP AND SUSTAINABILITY, The Oikos Collection Vol. III.
- Introduction to Business, Lesley Le Meunier-FitzHugh, 5e, Pearson UK Custom Book, 2013.
- Strategic Management: An Integrated Approach Theory & Cases, Charles Hill, Gareth Jones, Melissa Schilling, 11e, Cengage Learning.
- Strategy: Process, Content, Context, Bod de Wit and Ron Meyer, 5e, Cengage Learning EMEA.
- The Strategy Process, Concepts, Contexts, Cases, Mintzberg, Lampel, Ghoshal & Quinn, 5e, Pearson Education Ltd.





Student Life at Campus

The student community at IBS is truly diverse. Students come from different states, social and cultural backgrounds, and all walks of life. They become a part of the IBS community, and get an unparalleled exposure to different cultures, languages, and ways of living. .

At the campus there is a designated Student Activities Coordinator, and over twenty-five faculty members as mentors who actively work with students in organizing variety of programs and activities throughout the year. Currently, there are nearly thirty student bodies, including clubs, cells and committees, organizing various student activities. These provide a platform for students to make management a part of their daily lives and practice leadership. They organize and participate in sports and games, in social and cultural events, and are given avenues to hone and exhibit their creative skills in fields as diverse as sketching, public speaking and film-making. Students also organize and participate in activities, which are borne out of social concern, like blood donation camps and environmental protection programs.

Students also participate successfully in national and international inter-business school competitions. One of our students represented India in the Global Youth Marketing Camp organized by Hyundai in Seoul, South Korea in February 2013. Four of our students represented the institute in the Baylor-USASBE Case Research Competition held at Fort Worth, Texas, USA, in January 2014 and were among the top-six finalists worldwide.



















Events at IBS Hyderabad











International Conferences recently hosted by IBS Hyderabad

- 2nd International Conference on Human Resource Management, April 11 & 12, 2013, NMDC has provided financial sponsorship for the HR conference
- 2nd International Conference on Business Intelligence, Analytics and Knowledge Management, April 17-19, 2013, In collaboration with Hongkong Polytechnic University (Poly U), Hongkong)
- The Sixth Annual Doctoral Theses Conference, April 26-27, 2013, In collaboration with the Broad College of Business, Michigan State University, East Lansing, USA.
- 5th I International Conference on Marketing and Business Strategy (ICOMBS) 2013, August, 8-9, 2013
- 10th International Conference on Business and Finance ICBF 2014, January 9-10, 2014, In Collaboration with the Finance Department, Oklahoma State University, USA
- 4th International Conference on Applied Econometrics, (ICAE-IV), March 20-21, 2014, In collaboration with The Indian Econometric Society, New Delhi

Distinguished Guests and Speakers at IBS, Hyderabad

- Prof.Suresh Sundaresan, Chase Manhattan Bank Professor of Economics and Finance Columbia Business School, July 19, 2013
- Audhesh K. Paswan, Professor, Dept of Marketing & Logistics, College of Business, University of North Texas, Denton, Jul 20, 2013
- KarthikeyanVelu, CEO, AP Circle, Bharti Airtel, Hyderabad, Aug 01, 2013
- Mr. Rajshekhar Roy, CEO, Goldstone Technologies, Hyderabad, Aug 02, 2013
- Mr. K.J.A. Swarup, GM-HR, ITC, Secunderabad, Sep 05, 2013
- Mr. CS Deepak Kumar Khaitan, Chairman of Eastern Region, Institute of Company Secretaries of India, Kolkata, Sep 19, 2013
- Prof. Amlan Mithra, Prof in Economics, Purdue University Calumet, Hammond, Indiana, Sep 20, 2013
- Prof. Kavil Ramachandran, Thomas Schmidheiny Chair of Family Business and Wealth Management, ISB, Hyderabad, Oct 08, 2013
- Prof. A.V. Muthukrishna, Professor, HKUST Business School, Oct 25, 2013
- Mr. Bhanwarlal, IAS, Chief Electoral Officer A.P, Election Commission of India, Dec 13, 2013
- Mr. Deb, Corporate HR Manager, TCS, Hyderabad, Dec 23, 2013
- Prof. Betty Simkins, Professor of Finance and Williams Companies, Professor of Business, Oklahoma State University, Jan 08, 2014
- Ms.Vanitha Datla, Managing Director, Elico Healthcare Services Ltd, Jan 8, 2014

- Prof.I.M. Pandey, Professor of Research, IIML, Jan 09, 2014
- Dr. Suvarna Chandra Pagiri, IFS, Special Commissioner (Watersheds), Government of AP, Jan 22, 2014
- Prof. D. N.Reddy, Member UGC, Chairman RAC/DRDO, Mar 05, 2014
- Prof. Sukhadeo Thorat, Chairman, ICSSR, April 29, 2014
- PAV B Swamy, Former Senior Economist,
 Division of Research and Statistics, Federal
 Reserve Board, Washington, D. C, USA, April 17,
 2014
- Prof. R. Radhakrishna, Chairman, Centre for Economic and Social Studies, Hyderabad, March 20, 2014
- Prof. M. R.Rao, Dean Emeritus. Indian School of Business, Hyderabad, May 2, 2014
- Prof. Rajendra P.Srivastava, Director, Universisty of Kansas, (also Ernst & Young Distinguished Professor), Jan 10,2014
- Prof. Lorne Switzer, Professor of Finance and the Van Berkom Endowed Chair in Small Cap Equities & Associate Director of Institute for Governance of Private and Public Organizations, John Molson School of Business, Concordia University, Jan 10, 2014
- Mr.Kamal Kumar, Regional Head of Continents, Standard Chartered World Wide, Jan 03,2014
- Prof. Devanath Tirupati, Director In-charge and Dean (Academics), IIM, Bangalore, May 3, 2014



Dr. Farooq Abdullah



Dr. C. Rangarajan with Mrs. D. Purandeswar



Mr. Shankar Acharya



Mr. Prof. Kavil Ramachandran



Mr. Michael Leander



Mr. Sateesh Khanna



Mr. Suresh Sunderesan



Mr. V. Raghunathan

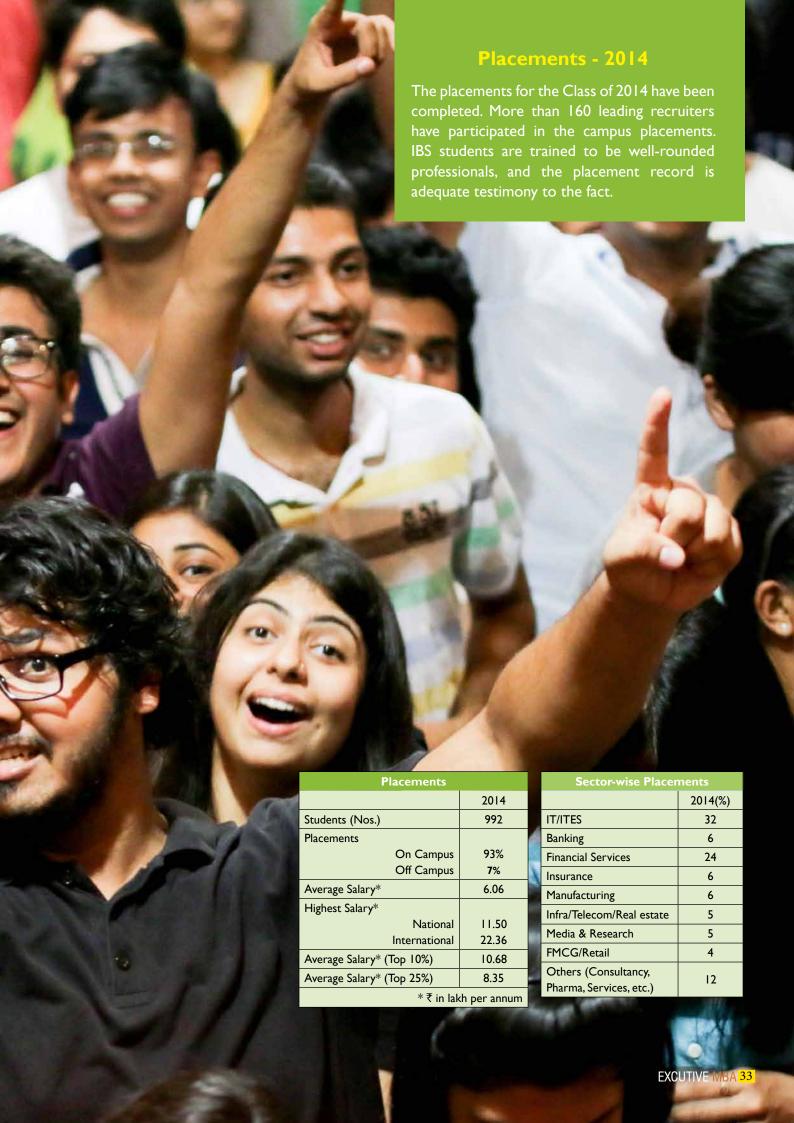


Dr. D C Reddy



Mr. Gulati

Careers and Placements IBS has an impeccable track record of achieving excellent placements every year, with top companies visiting the campus to recruit its students. IBS has adopted a very systematic approach towards building the careers of its students through a Career Management Centre that plans and implements the placement activities throughout the year. **Career Management Centre (CMC)** The Career Management Centre operates under the overall guidance of a Director who leads a team of managers and executives. CMC personnel visit more than 1000 top companies across the country every year and have developed strong relationships with them. This interaction with the industry equips the career management team to provide suitable career planning to the students. It also helps to increase recruitments and maintain strong industry contacts. There has also been a steady increase in the compensation and the number of companies recruiting from IBS every year. **Key Activities of CMC** Providing a strong foundation through pre-placement talks and workshops Personality development workshops Career counselling to students **Internships** The Summer Internship Program (SIP) combines academic inputs with practical training and offers industry-related, handson experience in various career opportunities. SIP also helps students gain future employment contacts by networking with potential employers. Strong Industry Interface Industry interaction programs are organized by CMC with a cross-section of professionals from various sectors and functional areas like financial services, marketing, human resource management, operations, information technology, etc. A range of professional development seminars are also organized with the industry, to facilitate regular job placements. EXCUTIVE MBA 32





Prominent recruiters at IBS Hyderabad (A partial list)

BANKING

American Express

Andhra Bank

Axis Bank

Bank of America

Bank of Baroda

Bank of India

Bank of Maharashtra

Citibank

City Union Bank

Central Bank of India

Development Credit Bank

HDFC Bank

HSBC Bank

ICICI Bank

IDBI Bank

Karur Vysya Bank

Indian Overseas Bank

IndusInd Bank

ING Vysya Bank

Kotak Bank

Oriental Bank of Commerce

SRH

South Indian Bank

Union Bank of India

Yes Bank

CONSULTING

Boston Analytics

Brandscapes Consultancy

CB Richard Ellis

Cushman & Wakefield

Ernst & Young

IPP Global

PriceWaterhouseCoopers

Universal Consulting

Questa Management

RA Consulting Services

Stabaka Consulting

TACT India

FINANCIAL SERVICES

Adventity

ASK Securities

Barclays Capital

Berkadia Commercial

Capital First

DE Shaw & Co

Emkay Commotrade

FINO

First Global Securities

Franklin Templeton

Fullerton Securities

Futures First

GE Commercial Finance

GE Money

HDFC

HDFC AMC

HDFC Mutual Fund

ICICI Securities

IDBI Capital

Indiabulls

India Infoline

Intelle Cap

Invesco

Irevna

IP Morgan Chase India Fin. Center

JP Morgan Treasury & Securities

Karvy

Kotak Prime

Kotak Securities

Magma Shrachi

Mahindra Finance

Micofinance Information Exchange

PCS Securities

Prudential ICICI AMC

RBS Business Services

Reliance Capital

Reliance Mutual Fund

Spandana Spoorthy Financial

SREI International

Tata Capital

Aspirare Analytics

Broadridge Financial Services

Faber Capital

Franklin Templeton

GE Capital

GE Global Servicing Ltd

Greenback Forex

Home First Finance Company

Infor Global

Kalynda Financial Advisory

LIC Housing

Motilal Oswal

MyforexEye

RBS

Reliance Money Solution

Reliance Mutual Fund

SpringForth Capital

Transparent Value

FMCG/RETAIL/TELECOM/REAL ESTATE/INFRASTRUCTURE/ **DURABLES**

A-Z Technology Integrations

Adani Wilmar

Avon Beauty Products

Berger Paints

Bharti Airtel

Creamline Jersey

Cucine Lube **Energy Infratech**

Fenesta Building Products

Gifting Online

GMR Group

Godrej & Boyce

Hyderabad Industries

Hypercity

Idea Cellular

Infoedge India Lodha Group

Puma

Pyramid Retail

Ramky Infra

Reliance Communications

Reliance Infocom

Spencer's Retail

Tata Housing

Tata Teleservices

Telcon

Videocon

Virgin Mobile

Arsa Gems

Colgate Palmolive Dabur

Decathlon Sports

Madura Garments Lifestyle Retail

Sai Sani Retail

Shoppers Stop

Spencer's Retail

Srinivasa Hatcheries

Allied Special Products

Capex Reality

Housing.com

OSR Infra Prithvi Land Project

SEPAM

Sociko Communications

Tata Teleservices

INSURANCE

Aviva Life

Bajaj Allianz General

Bajaj Allianz Life

Bharti AXA

DLF Primarica Life

HDFC ERGO General

HDFC Standard Life

ICICI Lombard General

ICICI Pru Life

Kotak Life

Ramky Environ. Engg.

Reliance General Reliance Life

SRE Infra Insurance Brokers

SRI Life

Tata AIG Life Futurisk Insurance

IT/ITES

3i Infotech

Accenture AIR Information Technology

Atherstone

Bahwan Cybertek

Bank of America KPO

Beroe

Cognizant

Collabor

Computer Sciences Corp. CorEL

Cura Software

Deloitte Consulting Digital Campus

DMV Buss. & Mktg. Research

Financial Software Systems

First Apex Gameshastra Google **HCL Comnet HCL** Infosystems **HCL** Technologies

HSBC Software Development

lbexi **IBM** iGate Patni iNautix

Infiniti Tech Labs Mahindra Satyam MAQ Software Maverick Software Move in Sync Net Elixir Oracle

Pagal Guy Patni Computers Polaris Software Progressive Infotech Remorphing Technologies

Rofous Software Sonata Software Sutherland Global

Syntel

Tata Technologies

TCS TCS E-serve The Smart Cube

Verity Knowledge Services Wipro Technologies **Xchanging Technologies**

Ytree

CoreEL Technologies

Dolcera

Enterprise Force Gramener Head Infotech

Infiniti Software Solutions

InfoBrain

Lera Technologies

Locuz Enterprise Solutions NTT Data Global Services Ltd

Nuclues Software Popcorn Apps **Practo Technologies Progen Business** Sankhya InfoTech Soham Online Spoors Technology Sunera Technologies Sutherland Global Team FI Networks

Xtream IT

MANUFACTURING

Avery Denison Bharat Petroleum Balmer & Lawrie

Dalmia Cement Donear Eicher Motors Dr. Reddy's Labs Ford Business Services Future Agrovet

GVK Biosciences Havells Indian Oil Ingersoll Rand International Paper ITW Signode **lindal Stainless Steel**

ISW Steel Maruti Suzuki Mahindra & Mahindra

Nestle Novartis Piaggio

Piramal Healthcare Pokarna Granite

Raymond

Tata Advanced Systems

Tata Chemicals Tata Motors Telcon United Spirits Vedanta Visa Steel

Balmer Lawrie & Co Daikin Airconditioning Quantum Clothing Schneider Electric **MEDIA & RESEARCH**

Dolcera Gallup **GFK Mode**

Global Absolute Research

Global Takeoff

Edumentor Educational Services

Hansa Research

IMRB Jones Lasalle MODE Pipal Research Radio Mirchi

Reliance Broadcast Network Research International

The Strategist Aranca

Hansa Research Infiniti Research Ken Research Mastech Michael Page Intl Thomson Reuters Verace Market Research

SERVICES

Akshay Patra Foundation Amrop Internationals **BP Ergo**

CARE

Club Mahindra DB Global

Dupont Services Center

Eduvision India Finitiatives Learning **ITC Hotels** Knight Frank Monarch Ergonomics People Combine Radio City Reliance Energy

Spread Sheet Mechanics

St Jude Medical Taj Hotels Tata Business Tata Projects The Leela

PHARMA

Abbot India

Intl Drug Discovery & Clinical Research Sai Life Science

OTHERS

ABC Consultants **CAP** Foundation Centrum Learning Damodar Valley Corp. Dark Horse Consulting

E-Yantra **Factset**

KPMG Global Services

MindLance My IndiEye Oyester Learning Ocimum Bio Sparsh Nephrocare Ybrant Digital

APS Properties Solutions

Benjamin West **EINS Education**

Entertainment Network India

Franchise India Great Sports Infra Highbrow Consulting Jaro Education

Kenscio Khimji Ramdas

L & T Technology Services People Combine

Regalix

Silk Air

Thomas Assessment Valion Reality





IBS Alumni: A growing fratern

IBS, Hyderabad has a growing alumni base of over 9315 who are currently pursuing fast track careers with 600 plus companies in India and abroad. Their success in the corporate arena is an eloquent testimony to their skills, abilities and hard work, as well as to the quality and rigor of business education at IBS. This extensive and fast-growing alumni network is one of the strengths of IBS.

In addition to building the reputation of IBS with their success, the alumni remain in touch with each other and with their *alma mater* through the IBS Alumni Federation (IBSAF).

IBS alumni are pursuing careers in the corporate world in various locations in Asia-Pacific, Australia, USA, Europe and Middle East.

IBSAF facilitates networking among alumni by organizing alumni reunions, class-meets and other related activities. It also assists alumni in lateral career movement and career development. IBSAF also creates opportunities for alumni to interact with current IBS students.

















Dr. Aruna M Ph.D. Economics

She teaches managerial economics and applied economics. She has published and presented research papers in national and international journals and international seminars and conferences in the area of applied economics.



Prof.Jojo Mathew George M.Phil. Fronomics

He is the Student Activities Coordinator and the Faculty Mentor for Macon, the Entrepreneurship Cell of IBS Hyderabad. He has co-authored an introductory textbook on Indian Public Finance. His areas of interest include entrepreneurship, law and economics, public policy, development economics, and economics of science and technology.



Dr. Arun Kumar Dash MA, M.Phil, Ph.D Economics

He has five years of industry experience and his areas of interest are International trade & international economics, Thematic research, Macroeconomic research, Demography, Econometric analysis, Micro economics and Managerial economics. He has published articles in national and international journals. He started his career with Epitome Global services, worked as Analyst in Credit Suisse Business and Analytics and was Senior Manager, Economics, in Centrum Broking



Dr. Trilochan Tripathy
Ph.D.
Economics

An educator with a proven track record, awards and recognitions associated in Economics, econometrics, Finance and Risk Management area. He has demonstrated a commitment to excellence in teaching student-centered and highly-acclaimed collegiate institutions



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He teaches courses in business finance and managerial economics. He has authored three books titled: Indian economy and contemporary issues in rural India; Interview manual and Indian economy. His area of interest is development economics.



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She has overall experience of 22 years in Economics and Finance. She has qualified UGC-NET and SLET simultaneously in 1998 and is recipient of three gold medals at UG Level for highest marks in Osmania University. She also received merit scholarship in HCU for highest marks in entrance exam at master's level. She has presented papers in national and international conferences and publications in national and international journals



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Dr. Padmavathi.V PGD, FIII, PhD, Economics

She has more than 28 years of experience in teaching subjects of Economics, Life Insurance and Risk Management at postgraduate and graduate levels. She earlier worked as core faculty and Research Coordinator at IIRM (Inst.of Insurance & Risk Mgmt.) and Faculty member of IIIF (International Institute for Insurance & Finance). ICAI has published her book titled "Principles and Practice of Life and Health Insurance" and study material for their course DIRM (Diploma in Insurance and Risk Management). Her articles were published in the International and national journals including Think Piece, Fact File-CII, UK. She has presented more than twenty papers in international and national conferences including APRIA (Asia Pacific Risk and Insurance Association); Conferences in Beijing, Singapore, Tokyo, Seoul and New York



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He holds a MA, M.Phil, Ph.D. (Econometrics) from Sri Venkateswara University, Tirupati, AP. Prior to joining ICFAI, he was associated with BITS Pilani, Rajasthan as a faculty member in the Department of Economics and Finance., Siva Sivani Institute of Management, Hyderabad and Kirloskar Institute of Advanced Management Studies, Harihar, Karnataka. He also worked in NCER as Field Investigator. He has 12 years of teaching and research experience. He has published several research articles in the area of economics and finance in the reputed National and International Journals. His areas of interest are financial economics and development economics.



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He is a Gold Medalist in MA and PhD in Economics from Assam Central University. He has been teaching economics for the last fifteen years and his teaching interests include managerial economics, macroeconomics and agricultural economics. His research areas include rural credit, poverty, micro finance, and economic development in general. He has presented papers in both national and international conferences and has two books and a number of research publications to his credit, both in national and international journals.





Dr.Vijaya Lakshmi S

Ph.D. Finance

She is currently Associate professor in Accounting and Finance at IBS. She has done MCom and PhD from Andhra University, Visakhapatnam. Her research interests are Forensic accounting and valuations. She has published several research papers in both national as well as Internal journals. She has participated in various national and international conferences in the area of business and finance. She has publications in Scopus listed Journals. She conducted International Conference on Business and Finance. She has been with IBS since 13 years.



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He is a Gold Medalist at both graduation and post graduation levels in Commerce. He is recipient of many awards and prizes at state level for his academic achievements. He has 14 years of experience in diverse family managed businesses and industries. He teaches Financial Risk Management, Global Capital Market, Accounting for Managers and Commodities & Derivatives. He has contributed critical feedback to leading financial magazines and newspapers like Money Today, Outlook Money, Business Standard, etc.



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MBA Ph D

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With experience of 28 years in a large sized Public Sector Bank including 3 years as a trainer, he teaches courses in banking and finance. He has about 100 publications to his credit that includes papers presented in reputed international and national conferences, text books authored/co-authored, study materials prepared for MBA students of universities, papers published in reputed international and national journals, edited volumes, case studies, some of which are included in the European Case Clearing House. He won Macro and Micro Research Awards of the Indian Institute of Banking & Finance for 3 consecutive years since 2009-10. He is reviewer of text books and international journals and is also in the editorial boards of Journal of Environmental Planning and Management published by Routledge-Taylor & Francis Group and IUP Journal of Bank Management.



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Prof.C V Kumar

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Prof. Narasimham Pappu PGDBM (XLRI), LLM (U.K.) Finance

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Dr. Ashok Kumar Goute M.Com, MBA, CAIIB, PhD. HR

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Dr Ritu Gupta MBA, Ph.D. HR

Her areas of interest are Time Perspective, Expatriate Management, Team Composition, Integrity in E-recruitment, HR Reputation and Change Management. She has published papers, book reviews, case studies and articles.



Prof. Geeta Kalakuntla M.A.,M.Phil.,(Pursuing Ph.D) HR

She teaches Soft Skills and Business Communication.



Prof. G. Geethanjali
M.A, M.Ed, M.Phil, PGDELT, Ph.D (Pursuing)

She is a university rank holder. She conducts training and workshops for in-service and pre-service teachers and is the guest faculty of English and Soft skills at IGNOU and N.G.Ranga Agricultural University. She has presented papers and organized National and International seminars and workshops. She has an experience of 18 years in academics and 5 years in corporate trainings.



Prof. Chethana G Krishna BE (EEE), PGDBM, PGDCEHR HR

She has a 13+ years of experience in handling training and development activities, management development programs, soft skills, behavioral skills, Americanisms, English language labs, in organizations and B- Schools. She has handled and implemented innovative training activities and was instrumental in preparation of project reports, and conduction of seminars. She has published articles in career guide magazines and national journals



Prof. Tulika Sharma M.A., B.Ed., PhD (Pursuing) HR

She has submitted her PhD thesis in the area of English Literature at University of Lucknow. She was awarded Fulbright Fellowship as Cultural Ambassador and Foreign Language Teaching Assistant at Michigan State University, USA. She has also qualified UGC NET. She has a teaching experience of more than 5 years in the areas of Business Communication, English Literature and English Language. She has published research papers in both national and international journals. Besides, she has also presented papers at national and international conferences. Her areas of interest include Soft Skills, Business Communication, Phonetics, English Literature and English Language. Currently, she is exploring the role of English literature in teaching professional communication and soft skills.





Prof.M Showry
PGDBM, MSc (Psy),UGC NET (Phd)
HR

His areas of interest include HR, Business Strategy, Emotional Intelligence, Neuro Linguistic Programming. He is also the Consulting Editor of Icfai Journal of Soft Skills. He is pursuing Phd on the topic "Attrition and Performance in IT Sector". He has done a Diploma in Educational Psychology from Jeevan Soft and Hyderabad Psychologists Association and NLP Certification from Richard Bandler.



Dr. Bhavna Jaiswal MBA, Ph.D.

She is Gold Medalist in MBA and has done Ph.D (Transactional Analysis and Conflict Mgmt). She has over 9 years of experience in teaching. She teaches HRM, OB, Leadership, Business Communication and Soft Skills. She has published several research papers and aricles. Her areas of interest include Transactional Analysis, Conflict Management, Emotional Intelligence and Soft skills.



Prof. Padmashree Radhaswamy M.A. B.Ed HR

She has been in active Teaching and Training for the past 20 years. She has done Masters in Literature from Sri Sathya Sai Institute of Higher Learning. She has been into Corporate Training and trained the employees of corporate organizations. She has also trained students, staff of various Engineering colleges and degree colleges. She has also written a good number of articles in the area of Business Communication and Personal Branding and has also presented papers in National Seminars.



Prof.Vasundhara T MCom, PGDM (PM&IR), ISTD HR

She joined IBS Hyderabad as Soft Skills Trainer. She holds a Post graduate degree in Commerce, PGDM (PM&IR) from Symbiosis, Pune and Diploma in Training from Indian Society for Training & Development. She has 8 years of experience in Soft Skills Training and conducts workshops for communication skills.



Prof. Radha Mohan Chebolu M.A., M.Phil., MBA., UGC-NET, (Pursuing Ph.D) HR

He is a Certified Learning and Development (L&D) Manager, Carlton Advanced Management Institute, USA and a senior faculty in HRM and OB at IBS. He has 18 years of experience in industry and academics. He has to his credit Research Publications of more than 70. Currently, he is the Consulting Editor of IUP Journal of Management Research (IJMR) which got indexed with Cabell, EBSCO and Proquest Databases.



Prof. Mahesh Kumar SomaMBA

He has as an experience of 18 years in FMCG industry and 15 years in teaching. He teaches Soft Skills and Business Communication at IBS Hyderabad. He conducts guest lectures at reputed national institutions like National Academy of Construction, NIMSME (National Institute of Micro, Small & Medium Enterprises), NFC (Nuclear Fuel Complex), NALSAR, ESCI (Engineering Staff College of India) and workshops & MDPs (Management Development Programs) for corporates.



Dr. Praveen Srivastava MBA, PGDHRM, Ph.D. HR

He has done PhD in Competency Mapping. He has over a decade experience as an academician, trainer and researcher in the domain of HRM and OB. Human Resource Management, Strategy and OB are his core teaching and training competencies. He conducts training programs in Competency Management, HR Scorecard, Leadership, Motivation, Emotional Intelligence, Transactional Analysis, Conflict management, Stress management, Team building, Time Management & Negotiation Techniques. He has has published research papers and articles in various national and International Journals and has organized 2 International conferences on Human Resources Management. He is Member of NHRD, NIPM and IMA.



Dr. Abhilash Ponnam PGDBM, PhD Marketing

He was a Visiting Scholar at Graduate School, The University of Memphis, USA. To his credit he has a good publication record in A* and reputed international journals. He teaches courses in qualitative marketing research, brand management and business research methods for MBA and PhD students.



Dr. Abhigyan Sarkar MBA, PhD Marketing

He completed his PhD from ICFAI University-Dehradun in 2012. Currently he is teaching marketing and business strategy at IBS. He worked in life insurance sector for two years before joining academics. His articles are published in top quality international journals in the area of brand management.



Dr. Dipanjan Kumar Dey B.Tech, MBA, PhD Marketing

He was a Visiting Scholar at Spears School of Business, Oklahoma State University, Stillwater, USA. His research interests include health services and business analytics. Subjects taught include Product Management, Marketing Research, Business Research Methods, Operations Management, Marketing Management. He is a SAS certified professional.





Dr. Debajani Sahoo MBA, Phd. Marketing

She has ten years experience in academics. Her areas of interest are Services Marketing, Customer Relationship Management, Marketing Management and Consumer Behavior. Her research focuses on customer satisfaction, customer equity customer lifetime value, customer loyalty programme. She has published in many national and international journals and presented papers in various conferences. She is a reviewer for the Journal of Services Research, Journal of Case Research, and Apeejay Journal of Management.



Dr. Vijayudu Gnanamkonda MBA, Phd. Marketing

He has done MBA and PhD in Management Studies from SVU, Tirupati. He has an overall eleven years of teaching experience and two years of industry experience. Has published 7 papers in international journals, 2 in national journals and 6 in edited books.



Dr. Mukesh Kumar Mishra MBA, Phd. Marketing

He has done MBA from UPTU and PhD from North Odisha University. He has put in about 5 years of industry experience before moving to academics at IBS. To his credit he has four publications in reputed journals. At IBS he teaches courses in Marketing Management, Sales and Distribution Management.



Dr. Aditya Shankar Mishra MBA, Phd. Marketing

He was a Visiting Scholar at College of Business and Innovation (COBI), University of Toledo, USA. His research interests include brand management, marketing communications, green marketing and tourism marketing. Earlier, he worked for ICICI Prudential and HDFC Bank for 4 years before entering into academics..



Dr. Mohandas J Menon M.Sc, Ph.D. Marketing

He has more than three decades of hard-core Marketing & Selling experience apart from eight years of full time teaching experience. Has worked in the most competitive environment both in India and abroad. He has worked in companies like Indian Oxygen, Philips India, and MRF apart from working abroad. He teaches Marketing Management and allied areas. He has presented papers and has written for several publications. He has been Visiting Faculty Member for Post Graduate Degree/Diploma Courses in Marketing Management at prestigious Institutes (from 1988 onwards)



Prof. P.V. Murali Krishna MBA Marketing

His areas of interest are international marketing, SDM and product management. Earlier worked with ASCI and IIM-Ahmedabad.



Dr. Prakash Chandra Karalapudi PGDM, MBA (USA), Ph.D Marketing

He has 14 years of teaching experience (MBA students) and presently he is working as a full-time faculty @ IBS. Hyderabad and teaches Marketing Management related courses. He has more than 17 yrs of continuous managerial experience in USA at different levels. He has done MBA from OKLAHOMA UNIVERSITY, USA. He received meritscholarship all through his scholastic period (MBA), in USA. Conducted MBO (Management By Objectives) seminars in Tokyo, London, Singapore, Frankfurt, New York, Los Angeles, San Francisco, Oklahoma City, Houston, Orlando, Florida, and many other cities in USA. He has contributed many articles to national and international journals.



Dr. K. S. Venu Gopal Rao

MBA,Ph.D Marketing

He has teaching experience of 12 years. He moved on to Academics, Training and Consulting after a stint in Industry spanning 14 years. At IBS he teaches courses in Marketing Management, Sales & Distribution Management and Strategic Marketing Management. He takes active interest in Training Programs for management teachers and in Executive Education. He has handled training for Senior and Middle management professionals in his career and loves to try new pedagogies such as Simulations to make his instruction interesting and effective. He takes a lot of interest in Research and has published in national journals and presented papers in International Conferences. He is the Head of the Dept. – Marketing & Strategy. He is also the Consulting Editor for the IUP Journal of Business Strategy since May 2009.



Prof. Rajan Mani
BA (Economics) , PGDBM (XLRI)
Marketing

He has a corporate experience of almost two and a half decades covering sales management, materials management and corporate planning in engineering and automobile companies in very competitive environments. At IBS, he teaches Business Strategy, Business Ethics & Corporate Governance, Sales & Distribution Management and Customer Relationship Management



Prof. JSK Chakravarthi MBA,Ph.D(Pursuing). Marketing

He has overall 12 years experience in teaching and four years in industry. At IBS he teaches courses in Services Marketing, Sales and Distribution, Marketing Management and CRM. He has published research papers in journals and attended conferences for presenting his papers.



Dr. Satya Prasad VK MBA,Ph.D. Marketing

He is a doctorate in Management from Osmania University, Hyderabad. He has rich experience of 13 years in academics and 2 years in industry. At IBS he teaches courses in Marketing, Consumer Behavior and Integrated Marketing. He guides doctoral scholars and takes active interest in publishing and writing papers for conferences.



Dr. Surjit Kumar Kar MBA, Ph.D. Marketing

He is a doctorate in Management from Sambalpur University, Odisha. He is a qualified UGC-NET in management. He has 3 years experience in industry and 10 years in academics. At IBS he teaches courses in Marketing Management, Product Management. He has to his credit research papers in reputed journals.



Dr. Purna Prabhakar Nandamur MA, MSc, MBA, PhD. Marketing

He is a doctorate in Management. In addition to MBA, he has done masters' in Psychology & English Literature. He has been into academic career for the past 8 years and prior to that he the Indian Railways for 20 years. He has published one book and about fifty research papers in various national and international journals. His areas of interest are Business Strategy, Brand Management and Entrepreneurship. At IBS he conducts courses in Business Strategy and Advanced Strategy to PhD students.



Dr. Saurabh Bhattacharya MBA,Ph.D. Marketing

His areas of interest are psychological pricing, rural consumer behavior and quantitative marketing research. He has published papers in reputed journals and presented papers at international conferences and won awards in Case Competitions at the national level.



Prof. Shailendra Singh Bisht
MA, MBA
Marketing

At IBS, he teaches basic courses in marketing management and electives in marketing including brand management and business to business marketing. His recent research work has been in the areas of affordability, accessibility and acceptance in micro-finance, health care and education services marketing. As an academic and researcher in management, he has managed and disseminated research in education, healthcare and micro-finance interventions in India. He has presented his work at various research and public policy conferences and subsequently published in peer reviewed publications including Telecom Policy Journal, Social Indicator Research, International Journal of Bank Management, etc.



Dr. Shirshendu Ganguli BE, PGDTM, MMM, PhD. Marketing

He has 5 years of experience in industry prior to joining IBS. He was a Visiting Scholar at McCallum Graduate School of Business, Bentley University, USA. His research articles have appeared in several national and international journals. His areas of interest in research and teaching are services marketing, service quality, customer satisfaction and loyalty, market research and customer relationship management.



Dr. Sreejesh SMA,MBA, M Phil,PhD.
Marketing

He teaches Business Research Methods and Marketing Research at MBA level and Marketing Management at BBA level. His areas of interest are Marketing, Econometrics, Brand Management, Multivariate Data Analysis and Qualitative Data Analysis. He has published Books and papers of international repute.



Prof. Sriram Rajann PGDBM, MIPL Marketing

He has over two decades of Corporate experience in Marketing Management and International Business and Operations, in multi product, multi locational groups operating in highly competitive environments. He has 10 years of full time teaching experience at IBS where he teaches subjects like Marketing, Brand Management, Business ethics and Corporate Governance, Strategy and Retailing.



Prof. Srikanth G K
BE,P.G.D.(IIFT)
Marketing

He a Post Graduate in Foreign Trade from IIFT. At IBS he teaches courses in Business Strategy and Entrepreneurship.



Prof. Amnaganti Srikant B.Tech, PGDM. Marketing

He is currently working as a Associate Professor in the area of Marketing. He has 12 years of work experience in the industry before joining IBS, Hyderabad. He was also the Consulting Editor of the IUP Journal of Services Marketing.



Dr. Hyma.Ch M.Com, MBA, Ph.D. Marketing

She is a Doctorate in Management from Acharya Nagarjuna University, Guntur. She did her masters in Management and Commerce from Nagarjuna University. She has one year of consulting experience and a total of 15 years of academic and research experience. At IBS she teaches courses in Marketing Management and Business Strategy.



Prof. Debapratim Purkayastha MBA, MS, Dip.TD Marketing

He has experience of more than 13 years in industry, research and academics. He is actively involved in the Case Research Center at IBS Hyderabad, and the Consulting Editor of Case Folio. He has authored a number of case studies in Strategy, Marketing, etc., that are taught in leading B-schools around the world. He won many Global case writing competitions and his case studies have been published in International textbooks in Strategic Management, International Management and Marketing.



Prof. M. Raja Shekhar Reddy, BE. MBA, Ph.D. Marketing

He is an MBA from the Asian Institute of Management, Manila. He brings in 16 years of experience in industry and academia. His last assignment with Industry was General Manager for an SBU of a multibillion dollar Pharmaceutical MNC. His research areas are Strategic Management and Project Management.





Dr. Nasina Jigeesh Ph.D. Operations

He has above 25 years of experience in teaching (India and abroad) and industry. He teaches IT courses. He has refereed articles and research papers for reputed journals and conferences. He is the consulting editor of the IUP Journal of Knowledge Management.



Dr. Narasimhaiah Gorla
Ph.D (University of Iowa, USA),
PGDM (IIM, Calcutta)
Operations

He has done PhD from University of Iowa, USA. His papers are published in many magazines in USA, UAE and Hong Kong. He is a Senior Associate Professor and Working as Director, IBS, Hyderabad.



Prof.Shridharan L M.Stat.(ISI, Kolkata) Operations

He has carried out a major cross country study on corporate and industrial competitiveness in select Asia-Pacific countries. His areas of interest include industrial competitiveness, corporate strategy, industrial clusters and business research. He teaches quantitative applications in business and allied areas.





Prof.B K Malleswari
Ph.D
Operations

She teaches Project Management and Business Analysis. She is a PMI Certified Project Management Professional. She has more than 20 years of both teaching and industry experience.



Dr. Venkateswara Rao. KorasigaPh.D
Operations

He teaches Operations management SCM, and IT courses. He has above 30 years of both teaching and industry experience.



Prof. Muralidhara G VCFA.
Operations

He has an experience of more than 30 years in public sector and private sector organizations and has held senior level positions in the area of operations, project management and profit center management. His areas of interest are business excellence, business alliances and performance improvement



Dr. Sashikala ParimiPh. D
Operations

She teaches Quantitative Methods, Business Research Methods, Operations research, MIS, SCM, Business intelligence, Data mining and Data warehousing using SPSS & SAS. She has presented and published papers. She is the consulting editor of the IUP Journal of Computational Mathematics.



Dr. Vishal Mishra MMS, Ph.D. Operations

He was a Visiting Scholar at McCallum Graduate School of Business, Bentley University, USA. He teaches quantitative methods, business research methods & business statistics.



Dr. Venkata Siva GabbitaPh.D.
Operations

He teaches strategy, operations management, marketing research and quantitative methods. He has published articles in journals and magazines.



Dr. Sindhuja P N Ph.D. Operations

She was a Visiting Scholar at College of Business Administration, The University of Toledo, USA. Her areas of interest are Information Systems and Supply Chain Management. Currently she is doing research related to organizational and inter-organizational Information Security Management. In her Ph.D work, she examined the impact of information security initiatives on supply chain performance.



Dr.Kartikeya Bolar BE(CSE), MBA(IS), Ph.D. Operations

He secured first rank for the university during his MBA Program. He had been to College of Business Administration, University of Toledo, USA, as a Visiting Scholar. His research interests are in the area of Technology Management, Quality and Innovation Management, Strategic Management and Business Intelligence. He teaches Business Statistics, Research Methods, Information Systems, Quality and Productivity Management.



Dr. Nikhat Afshan M.Sc, Ph.D. Operations

Her research interest is in Supply chain management. She has published papers and case studies in national and international journals, attended conferences and workshops



Dr. Jighyasu Gaur M.Sc, Ph.D. Operations

He teaches Operations Management. His research interest lies in the areas of Green Supply Chain and Performance Metrics. He has presented papers in conferences.



Dr. Shantanu Shankar Bagchi M.Sc, Ph.D. Operations

His research interest lies in the area of Inventory Management, Production Scheduling and Green Supply Chain. He has published papers in national journals and presented papers in national and international conferences.



Dr.C. Lakshmi Devasena MCA, M.Phil, Ph.D Operations

She teaches Information systems for managers, Quantitative methods, Advanced computing techniques, etc. She has about 6 years of both industry and teaching experience. She has published papers in national and international Journals.









Campus

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