

Pune's 1st Corporate Style B-School



**Ramachandran International
Institute of Management
RIIM Pune**

PGDPM

**Approved by AICTE, Ministry of Education &
Government of India**

SPECIALIZATION:

Marketing | Finance | HR | Business Analytics | Agri-Business | Pharma

Our Inspiration

EXCELLENCE IS A CONTINUOUS PROCESS & NOT AN ACCIDENT

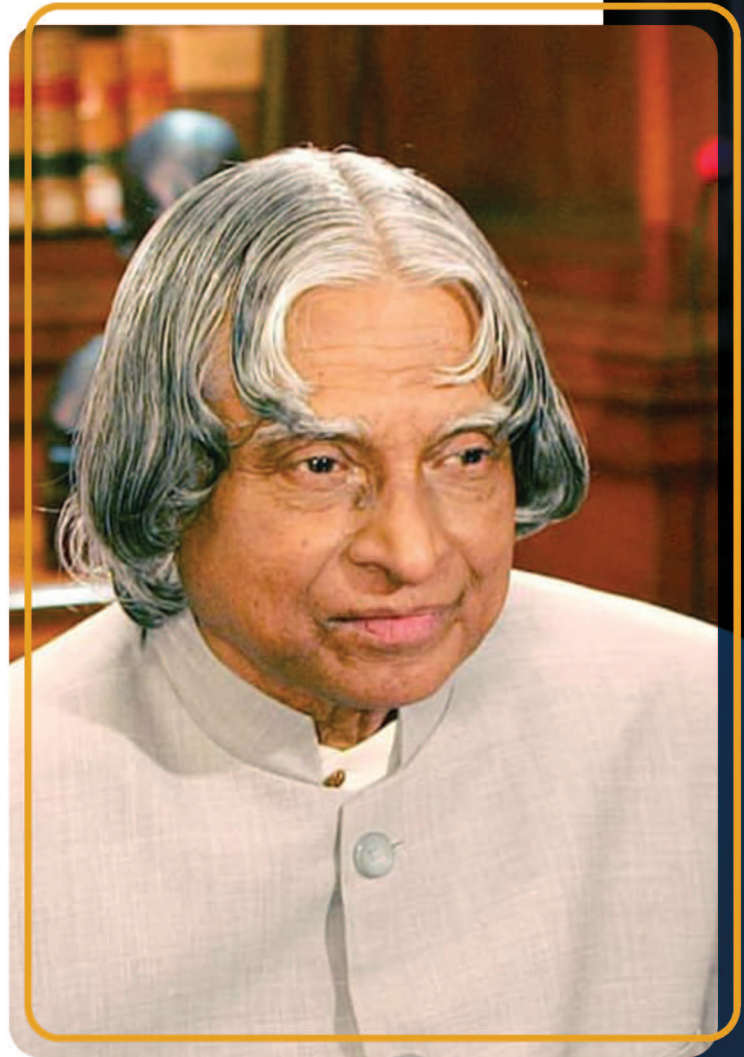
Hon. Dr. APJ Abdul Kalam

(Scientist, Author, Statesman, Professor & Speaker)

Bharat Ratna, Padma Vibhushan, Padma
Bhushan & 11th President of India



My message, especially to young people is to have courage to think differently, courage to invent, to travel the unexplored path, courage to discover the impossible and to conquer the problems and succeed. These are great qualities that they must work towards.



This inspirational quote from Bharat Ratna Dr. APJ Abdul Kalam sums up the crux of a modern day corporate leader who should have a strong character and impeccable integrity. Born in humble circumstances in a Muslim family in rural Tamil Nadu, a young boy who sold newspapers to help his family make both ends meet rose to the highest office in the land. He did so not through the conventional route of a political career but through the dint of hard work as a scientist in government service.

Dr. A.P.J. Abdul Kalam was really a true legend for the youngsters of the country. He has inspired the new generation of the country through his whole life, career, great works in the field of technology. He still lives in the heart of Indian people as the People's President and Missile Man of India.

We at RIIM firmly endorse his views and truly believe that every student has the potential to become a great leader if he/she is provided the right environment. We make a student discover his potential and groom him to face the tough challenges of the corporate world.



About RIIM

Pune's 1st Corporate Style B-School

Ramachandran International Institute of Management (RIIM), Pune is one of the leading and recognised Management Institutes of India. RIIM is **Pune's 1st Corporate Style B-School**. It was founded under the able guidance of Visionary leader, Educationist and first generation Entrepreneur **Prof. Suraj Sharma** in the year 2014. RIIM

- Academia gap by making the existing PGDM programmes more Practical, Industry relevant and Skill based. **RIIM Pune is approved by AICTE New Delhi, Ministry of Education, Govt. of India.**

RIIM has a very strong Corporate Interface which allows RIIM to understand complex and dynamic expectations of the Industry. These inputs are used to design and develop suitable training interventions for the Management students which enable them to be Market ready and face the diverse challenges. We engage our Industry

Live Projects, Domain Trends, Mentoring, Mock Interviews, Industrial Visits and Assessments which helps students to develop deeper insights about the Job Markets and Entrepreneurship.

RIIM's programme offers "Advanced Employability & Leadership Development opportunities" and optional Management Development Programme (MDP) for students.

Majority of the Learning initiatives including certifications like Business Analytics, Advanced Excel, Digital Marketing, Artificial Intelligence & Machine Learning are based on **(70:30)** pattern where 30% is to cover the theoretical aspect of the concept and 70% is practical and skills focused. Under the Soft Skills Umbrella, a lot of rel-

Trainers which enable students to work and perform in multi-cultural environments, team based projects or in leadership roles.

RIIM is located in Bavdhan, off Mumbai-Pune Expressway with state of art infrastructure and beautiful surroundings. The highway gives easy access to Hinjewadi IT and Business Park which is a Special Economic Zone and Mumbai (Financial Capital of India). This helps us to stay connected with our Industry Partners.

Team RIIM welcomes the Management aspirants to join us for the contemporary Management education and Employability based programmes

Message From The Chairman

Prof. Suraj Sharma

Chairman
RIIM Pune



RIIM inspires their students to become proficient managers by developing their soft skills and enhancing their competency to use modern technological / statistical tools to have competitive advantage in job market. We groom you to be culturally sensitive & socially responsible young professionals with global citizenship outlook.

Our student developmental philosophy is based on rich tradition of pursuing contemporary academic excellence on ' **Gurukulam** ' model. we inspire & transform students through hard work & enable them to be the best professionals of tomorrow. Hence we have created a world class modern educational environment thus facilitating the students to develop their potential & transform as global leaders as well as committed, dynamic, quality conscious and ethical professionals.

Welcome to RIIM Family.



Message From The Chief Mentor

Hon. Rajender Singh IPS (Retd.)

Former Additional DGP (L & O), Maharashtra | Alumni,
IIM-Bangalore | Chief Mentor, RIIM Pune

Over the past decade, advances in communication and technology have transformed the world into a global village. While these changes offer exciting business opportunities, students must focus on upskilling to stay competitive. This includes becoming more efficient, tech-savvy, and developing a comprehensive understanding of business in line with the evolving demands of modern industry.

Message From The Campus Director

Dr. Ajit Sane

Campus Director
RIIM Pune



"Creating a world class centre of excellence in management education, training & research thus enabling youth to develop their potential and transform as global leaders." This is not merely a collection of words but a mandate that we are modelled around and work towards making each word a reality.



Awards & Achievements



TIMES EDUCATION ICONS 2024
Promising Institute in Management – Education and Placement

TIMES POWER BRAND 2024
Excellence in Education Corporate Learning & Placement

TIMES POWER BRAND 2022
Leading B-School Corporate Infrastructure

TIMES EDUCATION ICONS 2021
Best B-School in Placement



ACHIEVERS AWARDS
Top Corporate Style B-School

BHARAT LEADERSHIP AWARD 2021
For his contribution as a Visionary Leader in the field of Management Education

EDU EXCELLENCE AWARDS
The Best Management Institute in Industry Exposure with MDP

EXCELLENCE AWARDS
In Management Education & Advanced Employability Programme – B School

ICONIC PUNEKAR AWARD
Everlasting Impact in the field of Education

EDU EXCELLENCE AWARD
A Young Emerging Educationist



LOKMAT EDUCATION AWARDS 2022
Immense quality contribution made in academia.



GLOBAL BUSINESS LEADERSHIP AWARDS
Powered by ADFocus Media
Most Prominent B-School on ROI in India



SHIKSHA BHARTI AWARD
For the outstanding Professional Achievement & Inspiring Social Contribution



Top Reasons To Choose Us

- Personality Development & General Awareness Programme (**PDGA**).
- Management Development Programme (**MDP**) in collaboration with India's premier management institute.*
- IIM Bangalore-Makeintern Event leading to **National Business Plan** Competition at IIM-B
- **100% Scholarship*** offered for the meritorious students as well as **special fee waiver for girls** to promote girls education in management.
- Contemporary Curriculum with additional inputs provided by subject matter **experts from IIMs / IITs / XLRI**.
- **Corporate infrastructure** where corporate culture is followed from the day one.
- Regional & National **Outbound tours***
- **International Business Exposure** Programme (IBEP)
- **100+ Guest talks** by senior corporate leaders from diverse fields.
- Regular Interaction with corporate Gurus & extensive corporate networking.
- **Pedagogy:** Case Studies, Domain Presentations, Group Discussions, Management Games, National & International Visits, Debates, Quizzes, Outbound / Experiential Seminars, Interview techniques, Role Plays, Live Mini Projects, Aptitude training & Corporate Workshops etc.



27L

Offered Package



7.5L

Average Package



30%

Received PPOs



500+

Recruiters on Campus



600+

Corporate Speakers



100+

CXO's on Campus



600+ Hrs

Employability Sessions



10+

Industry Visits



15 Day

MDP at IIMs



100%

Scholarships* for meritorious students



1000+ Hrs

Specialization Specific Summer Internship



15+

Specialization Focussed Certifications



State

Tours



National

Tours



Dubai

Foreign Educational Tours



UK

1 Year Global MBA



Our Corporate Style Infrastructure

Our campus is designed to enhance educational experience with state-of-the-art amenities and fully air-conditioned facilities. Benefit from interactive smart classrooms, a well-equipped computer lab, and expansive libraries with ample study areas. Our advanced technology centers support cutting-edge computing and innovative teaching methods. Benefit from dynamic recreational areas, a hygienic cafeteria, and a friendly housing environment that offers both comfort and engagement. Safety is our top priority, with comprehensive security measures and accessible design throughout the campus.



5N & 6D Dubai Educational Tour



PGDM + IBEP

PGDM stands for **Post Graduate Diploma in Management**, a full-time two-year residential business management program approved by AICTE, which is based on **70:30** Learning and Development model. A student pursuing PGDM under this model will spend **70%** time in practical, job oriented and skill-based learning interventions which cater to changing industry requirements and 30% is to cover the theoretical aspect of the concept.

LEARNING JOURNEY STARTS FROM DAY 1

SEM I



- 50+ Days-Induction Program
- 6 days at Dubai Immersion Program
- 50hrs-Mentorship Program
- 6+ Industry Visits
- 3 Certifications
- 50hrs-Excel Training
- 100hrs-Aptitude Training
- 100hrs-Communication Skills
- 10+ Case Studies
- 5+ Live Projects
- BA Certification in IIM by Makeintern
- Mock/GD/PI/Training
- MS Office Training
- Capital Market Training/Workshop at NSE
- Placement Readiness Training
- Domain Based Training
- Sector Specific Training
- JD Based Training
- 60+ Guest Speakers

SEM II



- 15 days residential programme-MDP at IIM's (Optional)
- Domain Specialization Capsules/Training
- 50hrs-Mentorship Program
- 4+ Industry Visits
- 3 Certifications
- 100hrs-Advanced Excel
- 100hrs-Aptitude Training
- 100hrs-Communication Skills
- 10+ Case Studies
- 5+ Live Projects
- Mock/GD/PI/Training
- Corporate Launchpad-Live business project
- 60 Days Winter & Summer Internship
- Placement Readiness Training
- Domain Based Training
- Sector Specific Training
- JD Based Training
- 20+ Guest Speakers

SEM III



- Domain Specialization Capsules/Training
- 50hrs-Mentorship Program
- 2 Certifications
- 100hrs-Advanced Excel
- 150hrs-Aptitude Training
- 100hrs-Communication Skills
- 10+ Case Studies
- 5+ Live Projects
- Mock/GD/PI/Training
- Corporate Connect-Corporate Speak, Panel discussions
- Domain Specific Knowledge Sessions & Activities
- 60 Days Winter & Summer Internship
- Placement Readiness Training
- Domain Based Training
- Sector Specific Training
- JD Based Training
- 20+ Guest Speakers

SEM IV



- Domain Specialization Capsules/Training
- 50hrs-Mentorship Program
- 100hrs-Advanced Excel
- 150hrs-Aptitude Training
- 100hrs-Communication Skills
- 10+ Case Studies
- 5+ Live Projects
- Mock/GD/PI/Training
- Placement Readiness Training
- Domain Based Training
- Sector Specific Training
- JD Based Training
- Last Mile Training

INDIAN INSTITUTE OF MANAGEMENT INDORE

भारतीय प्रबंध संस्थान इंदौर

15 Days (MDP) Residential Management Development Programme (Optional)



15 Days Residential Management Development Programme (MDP) with a Premier Management Institute of India to provide quality Management developmental exposure to our students.

SPECIALIZATION SPECIFIC CURRICULUM



Marketing

- Retail Management
- Channel Sales
- End to End Sales Process
- Negotiation Skills
- Marketing Analytics
- B2B Marketing
- International Marketing
- Services Marketing
- Counsumer Behavior
- Customer Relationship Management(CRM)



HR

- HR Policies
- HR Business Partner
- Recruitment & Onboarding
- Compensation & Benefits
- HR Laws
- Organisation Development
- Industrial Relation
- Labour Laws
- International HRM



Finance

- NCFM & NSE Workshop
- Financial Statement Analysis
- Investment Analysis & Decision Making
- Indian Financial System and Commercial Banking
- Personal Financial Planning & Wealth Management
- Technical Analysis of Financial Markets



Business Analytics

- Advanced Data Visualization Techniques
- Predictive Modeling and Analytics
- Financial Analytics
- Marketing Analytics
- Supply Chain Analytics
- Risk Management and Analytics
- Time Series Analysis
- Health Care Analytics
- Big Data

10+ VALUE ADDED PROGRAMS & CERTIFICATIONS*

Finance



Digital Marketing



X-culture



Six Sigma



SAP



Business Analytics



Advance Excel



AI



150 Hrs Gryphon Training



Business Research



IIM-BANGALORE MAKE-INTERN CERTIFICATIONS ON BUSINESS ANALYTICS



» Analytics vs. Analysis

» Business Intelligence

» Data Exploration & Mining

» Basic Analytic Techniques Using SAS, R and Excel

» Decision Modelling

» Demand Forecasting, etc

Our National & State Educational Tours**



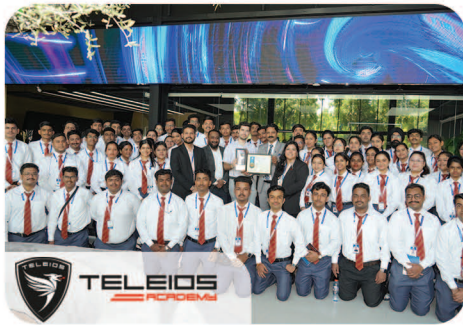
* Certifications are indicative and are subject to change as per market demand & Hostel stay is compulsory for first year.*

**As Per Terms & Conditions

IBEP

(INTERNATIONAL BUSINESS EXPOSURE PROGRAM)

6 DAYS DUBAI TOUR





15 DAYS MDP AT IIM'S (OPTIONAL)



INDIAN INSTITUTE OF MANAGEMENT INDORE
भारतीय प्रबंध संस्थान इंदौर

PGDM FINANCE

Post Graduate Diploma in Finance Management

"Investing in your tomorrow."



Program Overview:

The Post Graduate Diploma in Management (PGDM) - Finance is a two-year full-time program designed to build future leaders in the field of finance. The program provides students with an in-depth understanding of financial management principles, analytical skills, and decision-making capabilities to succeed in today's complex business environment.

Key Details:

- » **Duration:** 2 Years Full-Time
- » **Mode of Study:** Classroom
- » **Affiliation & Accreditation:** AICTE approved
- » **Program Structure:** Semester-based, with a mix of core finance subjects and electives.

Key Program Highlights:

Comprehensive Curriculum: Covers a broad spectrum of financial concepts, including corporate finance, investment management, financial markets, risk management, and international finance.

Industry-Relevant Electives: Offers electives in cutting-edge areas Financial Accounting, FinTech, Financial Analytics, Private Equity & Derivatives, Alternative Investment Opportunities allowing students to specialize in high-demand sectors.

Internships & Live Projects: Compulsory internships with top financial firms, coupled with live industry projects, ensure students gain hands-on exposure of the finance sector.

Expert Faculty & Industry Mentorship: Learn from a mix of experienced academicians and industry practitioners who bring real-world insights into the classroom. Frequent guest lectures by finance professionals enhance learning.

Global Exposure: Opportunities to explore global financial markets through international collaborations, student exchange programs, or visits to global financial centers.

Career Support & Placement Assistance: A dedicated placement cell with strong ties to leading companies in banking, investment, consulting, and corporate finance, offering excellent placement opportunities.

Industry Exposure: Guest lectures from industry leaders, internships, and live projects with top finance firms.

Networking Opportunities: Alumni network and interaction with professionals from the financial sector.

Specialization Electives :

- » Financial Accounting & Reporting
- » Financial Statements Analysis
- » Corporate Finance
- » Equity Market Analysis and Valuations
- » Alternative Investment & Fixed Income Security
- » Derivatives & Risk Management
- » Financial Markets
- » Banking and Insurance Institutions
- » Taxation & Regulatory Environment
- » International Finance
- » Portfolio Management
- » Mergers & Acquisitions
- » FinTech
- » Financial Analytics using Python

Admission Requirements :

» **Eligibility:** Applicants to the PGDM in Finance program should typically hold a bachelor's degree in any discipline with min of 50% marks.

» **Exam Required:** CAT/XAT/MAT/CMAT/ATMA/GMAT/NMAT or any other competitive exam approved by AICTE.

Skills Taught:

Financial Analysis & Reporting:

- » Understanding and analyzing financial statements (Balance Sheet, Income Statement, Cash Flow)
- » Conducting ratio analysis and financial statement interpretation
- » Mastering tools like Excel for financial modeling Corporate Finance

Corporate Finance:

- » Capital budgeting, working capital management, and capital structure decisions
- » Evaluating investment opportunities and return on capital
- » Strategic decision-making in mergers, acquisitions, and corporate restructuring

Investment Management & Portfolio Analysis :

- » Valuation of stocks, bonds, and other securities
- » Portfolio creation and asset allocation strategies
- » Risk-return analysis, diversification, and performance evaluation

Risk Management:

- » Understanding and managing different types of financial risks (market, credit, operational)
- » Hedging strategies using derivatives like options, futures, and swaps
- » Credit risk assessment and mitigation strategies

Financial Modeling & Forecasting:

- » Building and interpreting financial models for forecasting financial performance
- » Using statistical tools and software (Excel, Python) for data analysis and predictive modeling
- » Scenario analysis, sensitivity analysis, and decision making based on forecasts

FinTech:

- » Exposure to financial technologies such as Blockchain, AI in finance, and digital payment systems
- » Understanding the role of FinTech in revolutionizing traditional financial services

Global Financial Markets:

- » In-depth knowledge of international financial markets, currency movements, and cross-border investments
- » Understanding the impact of global economic trends on corporate and investment strategies

Communication & Leadership:

- » Presenting financial analysis, reports, and recommendations effectively to stakeholders



- » Developing leadership skills to manage teams in financial departments
- » Negotiation, persuasion, and collaboration in high pressure financial environments

Career Opportunities:

After completing PGDM in Finance, students can explore various career paths such as:

Financial Analyst

Investment Banking Analyst

Portfolio Manager

Risk Manager

Credit Analyst

Corporate Treasurer

Financial Consultant

Financial Manager

Personal Financial Planner, etc

PGDM HR

Post Graduate Diploma in Human Resource Management

"Where people matter most"



Program Overview:

The Post Graduate Diploma in Management (PGDM) - HR is a two-year full-time program designed to build future leaders in the field of HR. The program provides students with an in-depth understanding of Human Resources Management, principles and policies, HR audit, leadership, employee wellness, and helping them develop critical thinking, problem solving skills and creativity for strategic planning and decision making to succeed in

dergo a number of Case Studies, Live Projects & Internships, Role-Play Activities and Live Examples to improve their leadership skills, behaviors and strategies for recruiting employees, reducing employee turnover, promoting employee development and retaining a talented workforce.

Key Details:

- » **Duration:** 2 Years Full-Time
- » **Mode of Study:** Classroom
- » **Affiliation & Accreditation:** AICTE approved
- » **Program Structure:** Semester-based, with a mix of core HR subjects and electives.

Key Program Highlights:

Comprehensive Curriculum: Covers a broad spectrum of HR concepts including Organizational Behaviour, Business Communication, Ethics and Leadership.

Industry-Relevant Electives: Offers electives in cutting-edge areas Talent Acquisition, Learning & Development, HR Business Partner, HR Analytics, Compensation & Benefits, allowing students to specialize in high-demand sectors.

Internships & Live Projects: Compulsory internships with top HR firms, coupled with live industry projects, ensure students gain hands-on exposure to the HR sector.

Expert Faculty & Industry Mentorship: Learn from a mix of experienced academicians and industry practitioners who bring real-world insights into the classroom. Frequent guest lectures by HR professionals enhances learning.

Global Exposure: Opportunities to explore global HR policies

and practices through international collaborations, student exchange programs, or visits to global companies and manufacturing setups.

Career Support & Placement Assistance: A dedicated placement cell with strong ties with leading companies in Recruitment, HR Consultancy, HR Analytics, and corporate HR, Factory/ Plant HR, offering excellent placement opportunities.

Industry Exposure: Guest lectures from industry leaders, internships, and live projects with top HR firms.

Networking Opportunities: Alumni network and interaction with professionals from the HR world.

Specialization Electives :

- ☑ Talent Acquisition
- ☑ Conflict Management
- ☑ Coaching And Mentoring
- ☑ Diversity, Equity, Inclusion, and Belonging (DEIB) In Organisations
- ☑ Emotional Intelligence and Transactional Analysis
- ☑ Learning and Development
- ☑ Performance and Reward Management
- ☑ Human Resource Information System
- ☑ Industrial Relations and Social Security
- ☑ HR Operations and Policies
- ☑ HR Business Partner
- ☑ Strategic Human Resource Management
- ☑ International HR
- ☑ HR Analytics
- ☑ Emerging Trends in HR
- ☑ Compensation And Benefits
- ☑ Organizational Development and Organizational Change
- ☑ Personal Effectiveness and Self - Leadership
- ☑ Psychometric Testing and Analysis
- ☑ Employee Wellness and Stress Management
- ☑ HR Audit

Skills Taught:

✔ Strategic Workforce Planning:

- » Writing JDs, Sourcing and Developing Recruitment Strategies
- » Implementing Candidate Assessment and Selection through Psychometric Testing, Interview Techniques
- » Mastering tools like Boolean Search for Sourcing

✔ Effective Communication:

- » Negotiation and Mediation with the help of BATNA and ZOPA
- » Problem-Solving and Critical Thinking
- » Conflict Resolution Styles

✔ Active Listening & Effective Questioning:

- » SMART Goal Setting and Action Planning
- » Providing Constructive Feedback
- » Motivating and Empowering Others

✔ Cultural Competence:

- » Equitable Decision-Making
- » Inclusive Communication
- » Fostering Belonging

✔ Emotional Intelligence (EI) Skills:

- » Self-Regulation
- » Empathy
- » Identifying and analysing psychological games people play

✔ Learning and Development (L&D)

- » Designing effective training programs with the help of Instructional Design using methodologies like ADDIE
- » Using learning technologies and tools like LMS and E-learning and exploring emerging technologies like Virtual Learning Environments, Gamification, and Mobile Learning
- » Measuring RoT and effectiveness of training programs using tools like the Kirkpatrick Model

✔ Performance Appraisal and Reward Management:

- » Understanding Competency Mapping
- » Developing KPIs and other performance metrics
- » Designing fair and transparent reward systems

✔ Digital HR:

- » Understanding and implementing HRIS platforms for managing employee data, payroll, benefits, and performance
- » Leveraging Artificial Intelligence (AI) and machine learning to automate routine HR tasks
- » Measuring the effectiveness of HR initiatives

✔ HR Operations & Policy making Skills:

- » Designing and drafting effective HR policies
- » Understanding labor laws, regulations, and compliance requirements relevant to HR operations
- » Managing employee relations issues, including grievances, disputes, and disciplinary actions

✔ Strategic & International HR Management Skills:

- » Developing a deep understanding of the global business environment, local industry trends, and financial metrics
- » Building strong relationships with business leaders and stakeholders to effectively address their HR needs
- » Analysing workforce data to identify trends and areas for improvement

✔ HR Analytics:

- » Understanding how to collect, clean, and manage HR data from various sources
- » Applying statistical methods and utilizing tools and software for data analysis (e.g., Excel, SQL, R, Python) to derive insights from HR metrics
- » Learning to create effective data visualizations using tools like Tableau, Power BI, or Excel.

✔ Compensation & Benefits:

- » Understanding of laws related to Comp & Ben
- » Determining incentives for the workforce
- » Learning salary computation

✔ Development & Change Management:

- » Diagnosing organizational issues
- » Determining intervention strategies
- » Developing consulting skills

Career Opportunities:

After completing PGDM in HRM, students can explore various career paths such as:





PGDM MARKETING

Post Graduate Diploma in Marketing Management

“Developing a blend of analytical, creative, and strategic skills to make a career in the exciting, dynamic, and highly rewarding field of Marketing.”

Program Overview:

Marketing is no longer about the stuff that you make, but about the stories you tell. The Post Graduate Diploma in Management (PGDM) in Marketing is a specialized program crafted to develop Marketing professionals equipped with a comprehensive understanding of marketing principles, strategies, and tools required to succeed in today's competitive business environment. The program is dynamic and continues to evolve with advance-market trends.

Key Program Highlights:

Balanced Curriculum: The Marketing Management learning at iFEEL becomes effective due to its balanced curriculum, which is designed to cover fundamental marketing concepts integrated with case study analysis, realworld examples and contemporary marketing trends to provide students with a holistic understanding of marketing practices.

Interactive Learning: Interactive teaching methods such as group discussions, debates, role-playing exercises, and simulations are used to engage students actively. Students are encouraged with critical thinking and problem solving skills by presenting them with marketing challenges faced by businesses.

Industry Exposure: Students are given industry exposure with guest lectures,workshops and industry visits to gain practical insights from marketing professionals.

Application-based learning: Marketing Management education requires a comprehensive approach combining theoretical concepts with practical applications. Students are assigned marketing projects that require them to analyze markets, develop marketing strategies, and create comprehensive marketing plans.

Peer-to-peer learning: The curriculum includes group projects and presentations to enhance students' collaboration and communication skills.With this shared learning culture, students work together in teams to learn from each other.

Skills Taught:

- Digital Marketing
- Marketing Analytics
- Tableau / Power BI
- R & Python

Subjects Taught:

- Consumer & Industrial Buying Behaviour
- Product & Brand Management
- International Marketing
- Business-to-Business Marketing
- Customer Relationship Management
- Integrated Marketing Communication
- Sales & Distribution Management

Career Opportunities:

The PGDM students of Marketing Management specializations are offered a wide range of positions in various industries and sectors. The specific roles and job titles may vary depending on the industry, organization size, and individual preferences. Some of the roles offered are:

Sales Officer Trainee

Sr. Executive Corporate Sales

Management Trainee – Sales & Marketing

Management Trainee – B2B Sales

Business Development Executive

Digital Marketing Executive, etc

PGDM BUSINESS ANALYTICS

Post Graduate Diploma in BA Management

Program Overview: The Business Analytics specialization in the PGDM program is designed to equip students with the analytical and strategic skills needed to excel in the data-driven business world. This program blends advanced analytical techniques with core business principles, enabling students to make data-informed decisions that drive organizational success. Students will learn to harness the power of

tive modeling, machine learning, and data visualization. With a curriculum tailored to meet industry demands, the program emphasizes practical learning through real-world projects, case studies, and access to cutting-edge analytics tools.



Specialization Curriculum for Business Analytics:

- ☑ Data Visualization
- ☑ Advanced Machine Learning & AI
- ☑ Big Data Analytics
- ☑ Predictive Analytics & Forecasting
- ☑ Data Management & Governance
- ☑ Business Intelligence & Reporting

Key Program Highlights:

Industry-relevant curriculum aligned with current business analytics trends: The program is designed to match the latest developments and needs in the business analytics industry, ensuring students learn the most in-demand skills. This includes courses and projects that reflect real-world scenarios.

Hands-on training with leading analytics tools like Python, R, SQL, and Tableau: Students gain practical experience with widely-used data analysis and visualization tools, preparing them for real-world data challenges.

Live projects and internships with companies: Opportunities to work on real-time projects and internships provide practical exposure to industry challenges. It helps students apply their classroom learning in a professional environment.

Guest lectures and workshops by industry experts: Regular interactions with experts bring insights into the latest trends, challenges, and opportunities in business analytics. These sessions help bridge the gap between academic knowledge and industry practice.

Focus on real-world applications and problem-solving skills: The curriculum emphasizes applying theoretical knowledge to solve practical business problems using data-driven approaches. This prepares students to tackle complex scenarios in their future careers.

Placement assistance and networking opportunities: The program offers dedicated support for job placements, including resume building, interview preparation, and career guidance. Networking events connect students with industry professionals, broadening their career opportunities.

Skills Taught:

- ☑ Data Analysis & Visualization
- ☑ Statistical Analysis and Inference
- ☑ Business Intelligence and Reporting
- ☑ Predictive Analytics and Machine Learning
- ☑ Data Mining & Big Data Management
- ☑ Business Intelligence and Reporting
- ☑ Data-Driven Decision Making
- ☑ Advanced Excel for Analytics
- ☑ Programming Skills in Python and R

Subjects Taught:

- ☑ Advanced Data Visualization Techniques
- ☑ Predictive Modeling and Analytics
- ☑ Machine Learning with Python
- ☑ Natural Language Processing (NLP)
- ☑ Big Data
- ☑ Financial Analytics
- ☑ Marketing Analytics
- ☑ Supply Chain Analytics
- ☑ Risk Management and Analytics
- ☑ Time Series Analysis
- ☑ Cloud Computing for Data Science
- ☑ Quantitative Methods
- ☑ Data-Driven Marketing Strategies
- ☑ AI and Deep Learning Applications
- ☑ Health Care Analytics
- ☑ Blockchain and Data Security

Career Opportunities:

- » Data Analyst
- » Business Analyst
- » Data Scientist
- » Marketing Analyst
- » Risk Analyst. etc
- » Financial Analyst
- » Data Consultant
- » Operations Analyst
- » Research Analyst

PGDM PHARMA

Post Graduate Diploma in Pharmaceutical Management

Fee INR 6.75Lacs



Program Overview:

India is one of the top 5 countries in the business of Pharmaceuticals. The growth so far & the projected growth in the Pharmaceutical industry, both in Domestic as well in International markets is highly promising. The infrastructure for the pharma industry in India is highly suitable as well. Such a promising industry demands professionals with a calibre.

Our PGDM program specializing in Pharmaceutical Management is smartly tailor-made for the committed & deserving candidates.

Key Program Highlights:

Syllabi:

- » Includes correct subjects
- » Syllabi as suggested by the industry experts
- » Delivery of the syllabi by the faculties whose academic expertise is enhanced by the Industry experience of over 3 decades in every field of Indian Pharma market.
- » Updated syllabi of marketing management

Mentoring:

- » We ensure the outcome of the syllabi by effective Mentoring by the faculties.
- » Such mentoring facilitates placements.

Industry Connect:

- » Thoughtful Industry visits are arranged to give industry exposure of various aspects of the industry .
- » Exclusive Industry Experts are invited to our Corporate Styled Campus to provide guidance & updates to the students. This builds confidence of the students & facilitates 1st hand exposure to the industry.

Skills Taught:

- » Social Media Marketing
- » Languages-Python, BI

Subjects Taught:

- » Pharma Business Environment
- » Basic of Required Medical knowledge of diseases & drugs
- » Advanced Pharma Marketing Management
- » Healthcare & Corporate Hospitals
- » Brand Management
- » Understanding Laws/Regulatory Affairs , Ethics in Marketing
- » Entrepreneurship Development in Pharma
- » Paradigms of Pharma Industry
- » HR in Pharma industry

Certifications in Pharma by Experts in:

- » SIP
- » Sales & Projects
- » Retail management
- » SCM with the stakeholders
- » PCD model for entrepreneurs
- » Exports in Pharma for newcomers
- » Functioning of Corporate hospitals

Career Opportunities:

Product Management Team

Marketing Executives

Market Research

Learning & Development

Entrepreneurship, etc

PGDM AGRI-BUSINESS

Post Graduate Diploma in Agri-Business
Management

"Empowering Agribusiness with Strategic Expertise"

Fee **INR 6.75Lacs**



Program Overview:

The Post Graduate Diploma in Agri Business Management is designed to equip students with the knowledge and skills necessary to excel in the agricultural sector. The program emphasizes the critical areas of agricultural economics, marketing, and finance, while developing management, strategic planning, and decision-making skills specific to agribusiness.

Through a blend of theoretical knowledge and practical experience, students gain insights into managing agricultural enterprises, understanding the complexities of agribusiness markets, and making informed decisions that drive sustainable business growth.

Key Program Highlights:

- » **Core courses in Agricultural Economics, Marketing, Farm Management and Financial Management**
- » **Elective specializations in Sustainable Agriculture, Organic Farming, Supply Chain Management, and Technology in Agriculture**
- » **Practical experience through internships and certification programmes**
- » **Development of leadership, analytical, and communication skills**
- » **Career opportunities in agribusiness firms, government agencies, and consulting roles**

Skills Taught:

- » **Leadership and Team Collaboration:** Develop the ability to lead diverse teams and work effectively in a collaborative environment.
- » **Analytical and Critical Thinking:** Gain expertise in analyzing agricultural markets, evaluating financial data, and making strategic business decisions.
- » **Agricultural Economics and Market Analysis:** Learn to

assess economic trends, policies, and their impact on agribusiness sectors.

- » **Farm and Production Management:** Acquire the skills to manage farm operations, resource allocation, and risk in agribusiness settings.
- » **Financial Management in Agribusiness:** Master the techniques of financial analysis, budgeting, and investment in the agricultural sector.
- » **Communication and Negotiation:** Enhance your communication skills, including negotiation strategies and presentation techniques, tailored to the agribusiness industry.

Specialization Electives:

- » Agri Business Environment & Policies
- » Management of FPO
- » Agricultural Marketing
- » Infrastructure & Warehouse Management
- » Trading of Agricultural Commodities
- » Farm Business Management
- » Digitalization in Agriculture
- » Smart Technologies in Agri Business Management
- » Agri Supply Chain Management

Career Opportunities:

Agribusiness Manager

Farm Operations
Manager

Supply Chain Manager

Marketing and Sales
Manager

Rural Development
Officer

Agribusiness
Consultant

Management Trainee

Agricultural Finance
Manager

Food Processing and Quality
Assurance Manager, etc

LIFE@ RIIM







**Ramachandran International
Institute of Management
RIIM Pune**



Global-MBA UK (80 + 100 credits)

University of South Wales has a unique approach to teaching through hands-on experience and partnerships with industry leaders. It prepares you for your chosen profession, and helps you become part of it before you graduate. Most courses also provide professional accreditations, giving graduates an additional competitive advantage. It's why 95% of USW graduates are in full time work or further study within fifteen months of graduating. Educational programs at USW are certified by The Quality Assurance Agency (QAA), UK certified educational programs for high standards of teaching, learning and research. University of South Wales is truly a International University with students from all over the Globe with over 4000 Indian Students. Out of 180 credits, the student has to earn 80 credits while at RIIM and remaining 100 credits at University of South Wales, UK.

- Shortlisted for 'University of the Year' by the **Times Higher Education (THE) Awards 2023**
- Shortlisted for the **WHATUNI Student Choice Awards** for the 'Lecturers & Teaching Quality' category
- The '**Entrepreneurial University of Wales**' – USW top for fourth year running.

Program Features:

- » **International exposure**
- » **Wider professional network**
- » **Updated industry 4.0**
- » **Distinguished global course curriculum faculty pool**
- » **Affordable global experience**

University of South Wales

- » Established since 1913 as Public University
- » Top in Wales and 11th in the UK for helping graduate start-up businesses
- » Ranked 13th in student satisfaction for Business and Management studies. (Complete University Guide)
- » Top in Wales for Marketing and Public Relations (Guardian University Guide 2024)
- » No. 1 in Wales, for widening access each year.
- » ResearchExcellence Framework (REF) certified for quality and excellence in education.
- » Quality Assurance Agency (QAA), UK certified educational programs for high standards of teaching, learning and research.
- » Over 200, 000 alumni base spread across the world.



SPECIALIZATIONS

MBA Global

MBA Global -
Finance

MBA Global -
Human Resource
Management

MBA Global -
Marketing

MBA Global -
Supply Chain
Management

MBA Global -
Entrepreneurship

RIIM-Global MBA

Course Structure

The Course Offers Dual Specialization And Opportunities To Intern Internationally. The Details Are Provided Below

RIIM – FIRST YEAR – TOTAL 80 CREDITS
USW- SECOND YEAR - TOTAL 100 CREDITS

Core Subjects

- » Leadership & Management Theories
- » Financial Analysis
- » Operations Management
- » Marketing Management



General Management Certifications

- » Corporate Etiquette
- » Cross Culture Sensitivity
- » MS Excel
- » Systems Thinking

Additional Certifications:

- ☑ MS Office
- ☑ Digital Marketing
- ☑ Entrepreneurship
- ☑ Based on your Specialization (Choose any one)
 - » Financial Risk Management
 - » Industrial Dispute : Laws and Way Forward
 - » Marketing 5.0 Tools and Techniques
- ☑ X-Culture
- ☑ Artificial Intelligence
- ☑ Business Research
- ☑ Business Analytics

Additional Skills:

- » English Language Preparation & Training
- » IELTS Training
- » National Tours – Manali
- » State Tours- NSE-Mumbai/Nashik
- » 50 Days Induction
- » 50+hrs Mentoring
- » 6+ Industry Visits
- » 04 Certifications
- » 100 hrs Excel
- » 100 hrs Aptitude
- » 05 Live Projects
- » IIM – Makeintern Certifications

Average Package:
£30,000 To £40,000
 (*₹30LPA To ₹40 LPA)

Earn while you learn

Work Permit in the UK :

Post Study 2 Years working Visa after successfully completion of the course.

Recruitment Partners:



And many more...

ACADEMICS:

1st year: INR 5,50,000 (Including Registration Fee of INR 50,000).

2nd Year: 7500 GBP (INR 8.00 Lacs Approx*).

Please note:

- » Accomodation and food charges are subject to change in accordance with the Hostel Services Agreement (INR 2.0Lacs to 3.5Lacs per year approx).
- » Air ticket as per actual cost.
- » Visa charges as per government rules of UK.

Eligibility Criteria for Global MBA:

1. Bachelors in any field with a minimum aggregate of 60%.
2. IELTS overall 6 and no band below 5.5 on the scale of 9 or equivalent.
3. Get an English waiver if you scored 65% to 70% or above in HSC (12th Standard) English, depending on the board from which you studied.
4. Valid Passport.

25+

INDUSTRY VISIT



Mapro Foods Pvt. Ltd., Mahabaleshwar



Nandan Dairy Baramati, Maharashtra



Mercedes-Benz India Pvt. Ltd., Chakan, Pune



Mahindra Motors, Chakan Plant, Pune



Neelay Industries, Nashik



Center of Excellence for Genetic Improvement (CoE Dairy)



CottonKing Pvt. Ltd., Baramati



National Stock Exchange Mumbai



Sam Agri Fresh Pvt Ltd, Nashik



Agricultural Development Trust Baramati



VIP Industries Ltd, Nashik



Forbes Marshall, Pune



Sahyadri Farms, Nashik



Ring Aqua (Subsidiary of Raymond Ltd.), Nashik



Sula Vineyards, Nashik



Hindustan Coca-Cola Beverages Pvt. Ltd (HCCB), Pirangut Factory

Admission Process & Fee Structure

01 Online Inquiry

- » Visit our website www.riimpune.com

02 Admission Portal

- » Login to Admission Portal to complete student application.
- » Verify Eligibility Criteria.
- » Min. 50% in bachelor degree in any discipline CAT/XAT/MAT/CMAT/ATMA/GMAT/NMAT or any other Competitive Exam approved by AICTE.

03 Application Items

- » Complete Application form
- » Fill your competitive exam score and all your educational details.

04 Complete Application form

- » Application Fee 1000/- INR (Non-Refundable)
- » Submit Application

05 Interview & Assessment

- » Coordinated Student Assessments: WA, GD & PI by the Admission Department

06 Application Selection

- » The Admission Committee reviews student assessments, and if selected, a selection letter along with registration details is sent to the registered email address.

07 Complete Registration

- » Follow Instructions in the selection letter.
- » Pay Registration Fees INR 50,000.
- » Submit Required Documents.

08 Admission Confirmation

- » Complete Tuition Fees: Pay the tuition fees as specified in the schedule provided.

Academic Fee

Year	FEE DETAILS
First Year	6,30,000/-
Second Year	1,80,000/-
Total	8,10,000/-

Academic Fee Structure

Particulars	Amount
Registration Fees	50,000/-
Tuition Fee	3,25,000/-
Employability Enhancement Modules & Capsules	60,000/-
Leadership Development Modules	35,000/-
Advanced Functional Certifications	70,000/-
Placement Training Assistance	30,000/-
Library	5,000/-
Uniform	5,000/-
IBEP- DUBAI	50,000/-
First Year	6,30,000/-
Second Year	
Tuition Fee	1,80,000/-

Timeline for Fee Payments

Particulars	Amount	Time Limit
Registration Fees	50,000/-	On receipt of offer letter
First Year Fee	5,80,000/-	Before Commencement of Induction Program
Second year Fee	1,80,000/-	Before Third Semester Commencement

MDP (Optional) 70,000/-*

Accommodation Fee

Year	FEE DETAILS
First Year	78,000/-
Hostel Maintenance Deposit (Non-Refundable)	3,000/-
Total	81,000/-

International Corporate Connect

RIIM Pune has connections worldwide - Our International profiles has the breadth and depth of its corporate training & research numerous global sessions on trending management topics has been covered. We have a true body of Elite academicians from Top world Ranking university's and eminent corporate personalities around the Globe, it is a great opportunity for RIIM Student to connect and built international networking.



MR. CARLOS SENTIS
 Founder and CEO
 World Innovation Alliance (WIA)
 Professor at El Business School Spain




MS. ISABELA ESPINDOLA
 Researcher - University Of Sao Paulo
 Visiting Researcher- Kings College
 London



MS. LYNDA ACHKOUTY MOUAWAD
 Management Instructor -Global
 Business School Network,
 Washington



MS. ANDREA REMES
 Program Manager at UNITE 2030
 Co-Founder of FEMME & STEAM



MS. VICTORIA YATES
 International Development Expert
 From University of Portsmouth UK,
 HuPltrize Impact Summit Lead



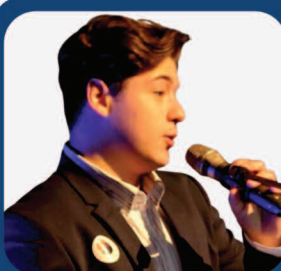
MS. IRINE TESA KOESWANDINI
 Diponegoro University Accounting/
 Faculty of Economics and Business
 Miss Earth Indonesia (2019)



MS. CAROLINE MOUNTFIELD
 Corporate Sustainability Manager
 Merck KGaA, Yale University



MS. MARAI CONSTANTINESCU
 Sustainability Officer Bridgestone,
 Belgium



MR. MICHAEL BACKLUND
 Country Coordinator
 Un Coy & Cop, Glasgow Director
 for Global Community Climate Science



MS. ANNACHIARA SARTO
 Previous Child Protection Consultant
 at United Nations Peacekeeping New
 York Director for protection4kids



MS. ROWENA CAANEN
 Facilitator Global Yong Leader
 Project Leader at
 Global Experts Foundation



MR. CHRISTIAN CAANEN
 CHRISTIAN CAANEN CEO &
 Co- Founder Global Young Leader



MS. RAFELA. D. RODRIGUES
 International Affairs and Gender
 Affair Expert



MS. HOLLIE MCKAY
 War Journalist for FOX NEWS
 AUTHOR, Director- Burned Child
 Relief Fund



MS. LARA GHERIANI
 International Development Expert
 Oxford University
 World Economic Forum Global Shaper



MS. RAQUEL BORRA
 Founder at RAOVISION, Creator of
 RAO The Bhot Show, Personal Brand
 Strategist Mental Health Advocate

India's Largest B-School Corporate Connect

"Insights that inspire, voices that lead"

We thank all our guest speakers for the time and wisdom shared with our students.

 <p>Dr. Sanjay Malpani Director - Malpani Group Chairman - Dhruv School & Arianthi Foundation</p>	 <p>Dr. Pawan Kumar Singh Director - IIM Trichy</p>	 <p>Dr. Kamal Jain Professor at IIM Raipur Former Dean- IIM Indore</p>	 <p>Lt. Gen. DB Shekatka PVSM, AVSM, VSM, Ministry of Defence, Chancellor of Sikkim University</p>	 <p>Lt. Gen. Khandare PVSM, AVSM, SM, Principle Advisor, Ministry of Defence</p>
 <p>Mr. D. Sivanandhan IPS (Retd.) Former DGP, Maharashtra & Commissioner of Police Mumbai</p>	 <p>Mr. Jayant Umranikar IPS (Retd.) Former DGP, Maharashtra, Chairman International Longevity, Centre India</p>	 <p>Dr. Bhushan Upadhyay IPS (Retd.) DGP & Commandant, General Maharashtra Home Guard</p>	 <p>Mr. Rajender Singh IPS (Retd.) Former Adtl. DGP, (Law & Order), Maharashtra</p>	 <p>Mr. Atul chandra Kulkarni IPS (Retd.) Former Special DGP NIA, Govt. of India</p>
 <p>Mr. V. V. Laxshminarayana IPS (Retd.) Former Adtl. DGP, Maharashtra</p>	 <p>Mr. Krishna Prakash IPS Adtl. DGP - Force One, Maharashtra</p>	 <p>Mr. Quaiser Khalid IPS Adtl. DGP - Force One, Special Inspector, General of Police, Motor Transport, Maharashtra</p>	 <p>Mr. Manoj Kumar Sharma IPS Inspector General (IG), Maharashtra Police</p>	 <p>Mr. D. R. Parihar IFS (Retd.) Former Director General Of BHARTI</p>
 <p>Mr. Sonmoni Borah IPS Joint Secretary in the Department of Land Resources under the Ministry of Rural Development</p>	 <p>Mr. Rajesh Dhabre IRS Commissioner of Customs & GST</p>	 <p>Maj. Gen. Ajay Pal Singh VSM (Retd.), Former Adtl. Director General Recruitment</p>	 <p>Maj. Gen. RS Bhadauria Former-SSB, President & Commandant, Selection Centre</p>	 <p>Maj. Gen. Vikram Dev Dogra Ati Vishishth Seva Medallist, Ironman X3, 6X TEDx Speaker, & Fit India Ambassador</p>
 <p>Brig. Lalitt Pande VSM (Veteran)</p>	 <p>Brig. Sunil Bodhe Former President - SSB for Defence Service Officer</p>	 <p>Lt. Col. Manoj K Sinha Sena Medal (Retd.) A Bottle Wounded Soldier, Writer & Poet</p>	 <p>Col. S. P. Sharma</p>	 <p>Ms. Uma Sudhindra Board of Governors - IIM Visakhapatnam</p>



Mr. Murlikant Petkar

Padmashree Awardee, Paralympic Gold Medalist



CA Rachana Ranade

FinFluence, Entrepreneur & Teacher



Mr. Shiv Kherra

Educator, Business Consultant & Author



Ms. Priya Kumar

Internationally Acclaimed Motivational Speaker, Film Maker & Screenwriter



Mr. Sahil Nair

Senior Associate Director KPMG



Dr. Ujjwal Patni

International Author & Motivational Speaker



Mr. T. S. Singh Deo

Health Minister Chhattisgarh



Mr. Pritam Onsker

Associate Vice President, MECAA Sales & SAARC Countries Head - TCS



Mr. Vijay Deshpande

HR - Head & Advisor JK Tyre Global Business



Dr. Vasyl Taras

Associate Professor University of North Carolina, US X-Culture - Founder



Mr. Vinay Kirloskar

Vice President Reliance Industries Limited



Mr. Rajesh Singh

Head HR KPIT



Mr. Pratul Agarwal

Sr. VP - Strategic Marketing Sintex Plastics Group



Mr. Jehangir Dorabjee

Managing Director Dorabjee Estates Pvt. Ltd.



Mr. Rahul Hadge

Head HR - Talent Management Group, Tata Consultancy Services



Mr. Yashpal Gupta

Head of India-Business Operations



Mr. Surjya N Mohapatra

Sr. Vice President JP Morgan Chase & Co.



Mr. Mahesh Inamdar

Sr. Executive VP Finance The Citico Group Limited



Ms. Chandrani Sen

Head HR - India Tech Hub MASTERCARD



Mr. Naveen Kejriwal

General Manager Lenovo India



Mr. Amar Sane

Sr. Vice President HDFC Life



Mr. Robert Menezes

Global HR Business Partner Standard Chartered Bank, Singapore



Mr. KV Dipu

President - Operations Communities & Customer Service Bojaj Allianz General Insurance



Mr. Sandeep Tyagi

Director - HR Samsung Electronics, Delhi



Mr. Arun Phulera

Vice President HR - Global HR Operations & Technology Kalyani Group



Mr. Vijay Agarwal

Vice President Tata Telecommunications



Mr. Parimal Dutta

Vice President NDTV Pvt. Ltd.



Mr. Saurabh Shah

Vice President Human Capital HABBER



MR. Subodh Gupta

DGM (Crop Business Manager)-Marketing Dhanuka Agritech Ltd



MR. Sandeep Ranade

Executive Director, Co-Lead West (Quantitative) and Key Account Director, Insights at Kantar



Mr. Sharib Hashmi
Actor, Writer & Producer



Mr. Amit Sinha
City Head - Associate
Deutsche Bank



Mr. KR. Prabhakar
Associate Vice President
Credit Suisse



Mr. Chandrashekhar
Tilak Sr. Vice President
NSDL, Mumbai



Ms. Aparna Kapoor
Vice President
HDFC Life



Mr. Nick Orton
CEO - Bodypower



Mr. Subir Verma
Head HR & IR
Toto Power



Mr. Mohan Patil
Senior HR Manager
BOSCH, Pune



Mr. Arun Sharma
HR Director
BNY Mellon



Mr. Subodh Patil
AGM-HR
Xonoco Realty



Mr. Tanmoy Saha
Associate Director
PWC India



Ms. Arpita Pamnani
Vice President HR -
Heading Campus Recruitment
Axis Bank



Ms. Meenal Rao
Group Head HR
Thermax Ltd.



Mr. Jaydeep Sant
GM - Sales & Operations
Hitech Automotive Systems



Mr. Jitanshu Chandel
Director & Head
L&D Target Blues Training Solutions



Mr. Sandeep Kulkarni
Co-Owner & Director/Imago
ProVision Technology



Mr. Norman Mario Bennis
Ex. Regional Nutrition Head
Nestle



Mr. Sanjeev Tripathi
General Manager (Head HR India)
OSRAM Lighting Pvt. Ltd.



Mr. Jayant Menghani
CFO and Board Member
DHL Supply Chain



Mr. Navdeep Singh Saini
AVP Business Development
MERKLE SOKRATI



Mr. Pramod PB
Deputy Vice President
Federal Bank



Mr. Abhishek Kulkarni
HR & IR Professional
Sondvik Coromant



Mr. Ankeet Singh
Regional Head
HIDESIGN



Mr. Raghu Nair
Head - Learning & Development
Forbes Marshall Group of
Companies



Mr. Neeraj Mardhekar
Group Executive VP
Yes Bank



Mr. Ravindra Dolare
President
Ecozen Solutions



Mr. Chander Thapar
Group Vice President - HR
Hiranandani Group of Companies



Ms. Preeti Menhdhiratta
Head - Global govt Strategy and
Innovation
Tata Consultancy Services (TCS)



Mr. Amitava Ghosh
Director HR - Group Head
ANI Technologies (OLA Group)



Mr. Pankaj Saxena
General Manager
Radisson Hotel Group

RIIM's Scholarships

At RIIM Pune, We are committed to supporting students in every possible way. Scholarships are awarded to encourage meritorious students as well as to help economically disadvantaged background students. This award criteria as explained below is also reviewed periodically based on our experience & unique circumstances of each case.



INR 1,00,000/-
Aravind Renjarla
70 Percentile in CAT



INR 1,00,000/-
Somya Tiwari
70 Percentile in CAT



INR 1,00,000/-
Sae Sathe
70 Percentile in CAT



INR 1,00,000/-
Soumya R Sahoo
70 Percentile in CAT



INR 50,000/-
Harshit Srivastava
60 Percentile in CAT



INR 50,000/-
Khushi Jain
60 Percentile in CAT



INR 50,000/-
Vikash Pradhan
60 Percentile in CAT



INR 50,000/-
Shubham Rawat
60 Percentile in CAT



INR 50,000/-
Ayush Hirani
Merit Scholarship 80%



INR 50,000/-
Sanskar Pradhan
Merit Scholarship 80%



INR 50,000/-
Padmavati More
Merit Scholarship 80%



INR 50,000/-
Srishti Shetty
Merit Scholarship 80%



INR 50,000/-
Anisha Singh
Merit Scholarship 70%



INR 50,000/-
Swastika Sen
Siblings Scholarship



INR 25,000/-
Vishvanath Kale
Merit Scholarship 70%



INR 25,000/-
Kedar Khawal
Merit Scholarship 70%



INR 25,000/-
Prafulla Wagh
Merit Scholarship 70%



INR 25,000/-
Apratem Nandy
Merit Scholarship 70%



Additional Special Scholarship for all meritorious Girls

The student above 60% throughout marks in 10th, 12th & Graduation with 90% attendance Mandatory During PGDM Course.

INR 30,000

Merit Scholarship (80% Attendance Mandatory During PGDM Course)

The student above 90% throughout marks in 10th, 12th & Graduation.

INR 1,00,000

The student above 80% throughout marks in 10th, 12th & Graduation.

INR 50,000

The student above 70% throughout marks in 10th, 12th & Graduation.

INR 25,000

Entrance Exam Scholarship

Scores above 80%ile in CAT/XAT

INR 1,50,000

Scores above 70%ile in CAT/XAT

INR 1,00,000

Scores above 60%ile in CAT/XAT

INR 75,000

Scores above 50%ile in CAT/XAT

INR 50,000

Scores above 90%ile in MAT/ATMA/CET

INR 25,000

Special Scholarship

Children of Armed Forces Applicants/Police services

INR 25,000

Siblings Scholarships

INR 50,000

Students with domicile in North East, Kerala and Jammu & Kashmir

INR 25,000

For representation at the national / international level sports (exemption in tuition fee.)

INR 25,000

Graduates from Indian Institute of Technology (IIT) & National Institute of Technology (NIT)

INR 50,000

Note:

1. Only one Special Scholarship is applicable per student.
2. Merit Scholarship can not be clubbed with special scholarship
3. All Scholarships are at the sole discretion of RIIM.
4. Scholarship amount will adjusted against second year fee.

RIIM'S SCHOLARSHIP



INR 25,000/-
Nikhil Panjwani
 Merit Scholarship 70%



INR 25,000/-
Sarang Zawar
 Merit Scholarship 70%



INR 25,000/-
Anamika Tiwari
 Merit Scholarship 70%



INR 25,000/-
Nisha Singh
 Merit Scholarship 70%



INR 25,000/-
Abhinav Sugandhi
 Merit Scholarship 70%



INR 25,000/-
Siddhi Poddar
 Merit Scholarship 70%



INR 25,000/-
Manoj Sonawane
 Merit Scholarship 70%



INR 25,000/-
Pooja Singh
 Merit Scholarship 70%



INR 25,000/-
Rohit Shrisath
 Merit Scholarship 70%



INR 25,000/-
Pandharinath
 Merit Scholarship 70%



INR 25,000/-
Deevi Navya
 Merit Scholarship 70%



INR 25,000/-
Ishan Agrahari
 Merit Scholarship 70%



INR 25,000/-
Deepika Baheti
 Merit Scholarship 70%



INR 25,000/-
Ayush Soni
 Merit Scholarship 70%



INR 25,000/-
Rohit Chaudhari
 Merit Scholarship 70%



INR 25,000/-
Aditi Jain
 Merit Scholarship 70%



INR 25,000/-
Mahak Talreja
 Merit Scholarship 70%



INR 25,000/-
Bhushan Boite
 Merit Scholarship 70%



INR 25,000/-
Vansika Kedia
 Merit Scholarship 70%



INR 25,000/-
Abhishek Shirke
 Merit Scholarship 70%



INR 25,000/-
Aarti Battul
 Merit Scholarship 70%



INR 25,000/-
Tousheef Hayat
 Merit Scholarship 70%



INR 25,000/-
Harish Krishna
 90 Percentile in MAT/CET



INR 25,000/-
Nishant Bankar
 90 Percentile in MAT/CET



INR 25,000/-
Gourav Goenka
 90 Percentile in MAT/CET



INR 25,000/-
Aditya Arya
 90 Percentile in MAT/CET



INR 25,000/-
Ishan Agarwal
 90 Percentile in MAT/CET



INR 25,000/-
Preeti Kumari
 Child of Armed Forces



INR 25,000/-
Pravin Yadav
 Child of Armed Forces



INR 25,000/-
Ankit Kumar
 Child of Armed Forces



INR 25,000/-
Megha Upadhyay
 Child of Armed Forces



INR 25,000/-
Stephy M Thomas
 Child of Armed Forces



INR 25,000/-
Manhas Singh
 Child of Armed Forces



INR 25,000/-
Ganesh Khochage
 Child of Armed Forces



INR 20,000/-
Rishikesh Patil
 Sports Scholarship



INR 20,000/-
Ketan Bhargava
 Sports Scholarship



INR 20,000/-
Krupa Bansod
 Sports Scholarship



INR 20,000/-
Vaibhav Dabhade
 Sports Scholarship



INR 20,000/-
Pratiksha Katte
 Sports Scholarship



INR 20,000/-
Pranoti Katte
 Sports Scholarship



INR 20,000/-
Ramsha Ansari
 Sports Scholarship



INR 20,000/-
Aditya Singh
 Sports Scholarship

Placement Highlights

600+
On Campus Recruiters

1500+
Total Job offers

27LPA
Highest Package

7.5LPA
Average Package

Highest Salary Offered:

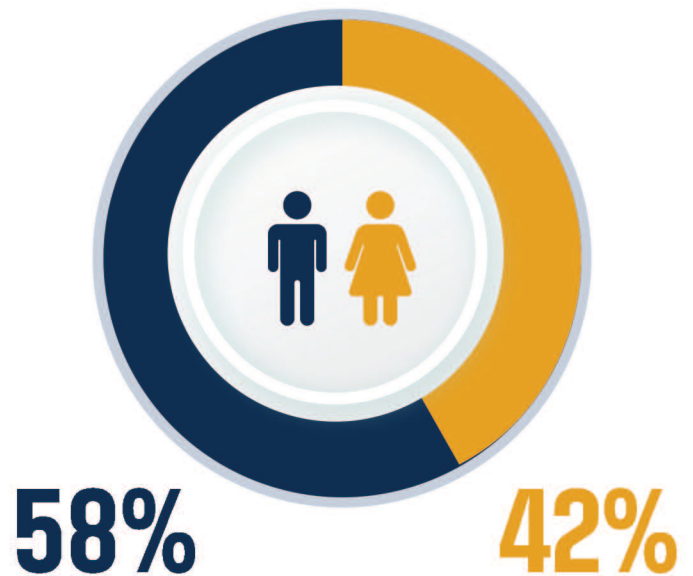
₹ **27** LPA
Marketing

₹ **24** LPA
Finance

₹ **12** LPA
Human Resource

₹ **10** LPA
Agri Business

Male Female Ratio:



BEST ROI BASED COLLEGE (in 2024)

Course Fee

7.2L

Average CTC

7.5L

Highest CTC

27L

Best OPPORTUNITIES (in 2023)

Minimum CTC

5L

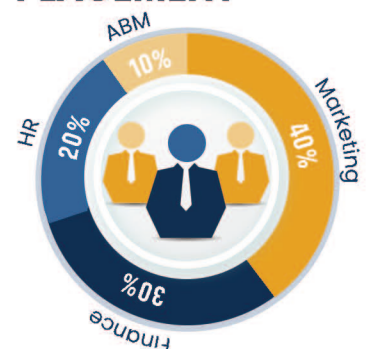
Average CTC

7.5L

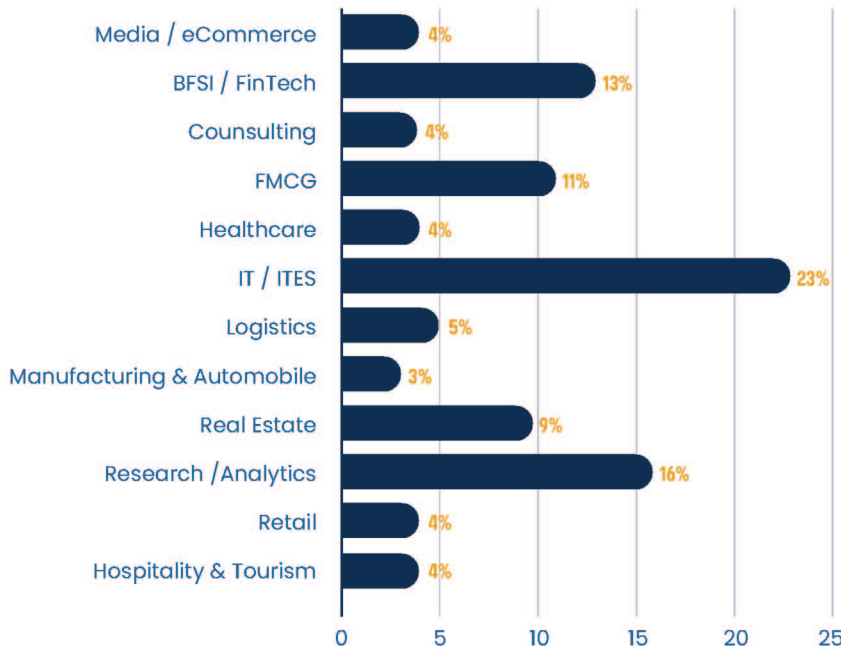
Highest CTC

27L

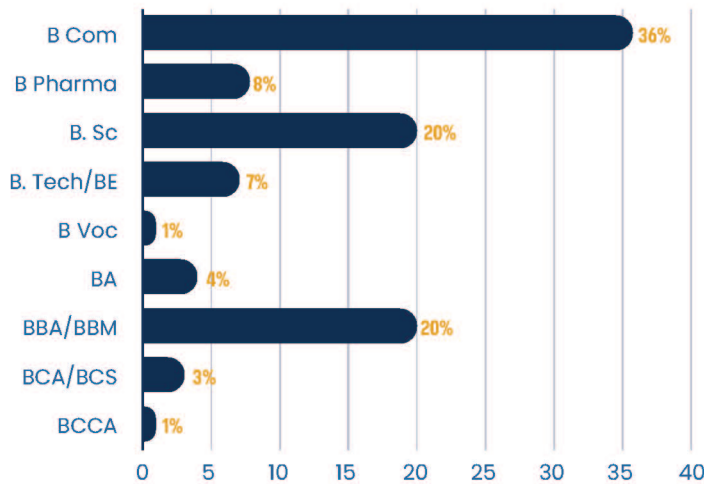
DOMAIN WISE PLACEMENT



Sector Wise Recruiters



Batch Statistics



Top Recruiters



Pre-Placement
Talk



Submission of
CV's



Test



Interviews



Job Offers

10,000+ Alumni




Jeet Thakkar
Gallagher
Communication Specialist - APAC
Kolkata






Taniya Dutta
BMC SOFTWARE
Sen. Financial analyst (FPNA)
Durgapur




Konkana Das
Zensar Technologies
Senior HR Executive
Durgapur




Mayukh Dutta
Qualys
Senior Technical Development Representative
Kolkata

Kamal Nair
Rivoli Group
Client Advisor
Pune




Debjani Deb
Cambridge University Press & Assessment
Manger - Product & Recognition (East)
Kolkata




Ekta Singh
Mars Corporation
Area sales Executive
Lucknow




Mohini Malvi
Accenture
Senior Analyst - Project Manager Operations
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Connect. Automate. Optimize.

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THE LEARNING TRIANGLE - JD BASED TRAINING

At RIIM Pune, we adopt a reverse engineering method to shape our curriculum around desired outcomes and competencies. Our training incorporates actual job descriptions and Key Responsibility Areas (KRAs) from fields such as Marketing, Finance, HR, Business Analytics, ABM, Pharma and Consulting, ensuring that our students are well-prepared for real job positions.

We have introduced the "Learning Triangle," a distinctive framework that is integrated into all of our subjects. Each business management concept is examined through three essential dimensions: Why, Where, and Purpose.

****Why:**** This dimension clarifies the relevance of a topic or concept concerning specific job profiles, helping students grasp its significance in the industry. ****Where:**** This aspect illustrates how the concept is applied in practical, real-world business situations. ****Purpose:**** This connects the concept to the students' primary goal-placement-showing how the knowledge they acquire aligns with their career aspirations.

This method ensures that students not only comprehend theoretical concepts but also understand their real-world applications, making them ready for the job market.



Sector/Profile/Company/Service

At RIIM Pune, our training is designed to prepare students for real-world challenges in the corporate sector. We emphasize practical understanding and application over theoretical knowledge. Our curriculum is tailored to these sector-specific distinctions, ensuring that students develop the intelligence and adaptability needed to excel in their chosen fields.

We believe in a hands-on approach to education, teaching every concept with an emphasis on its real-world application. To support this learning style, RIIM Institute hosts various sector-specific events, such as FMCG Day, IT Day, Real Estate Day, Manufacturing Day, and Media Day.

In addition to established industries, we also focus on emerging fields like EduTech, FinTech, HealthTech, AgriTech, PropTech, InsurTech, E-Retail, and E-Commerce. By doing so, we equip our students with the skills necessary for the jobs of tomorrow.

Sector: Knowing the sector helps management students understand industry dynamics and prepares them to address market-specific challenges and opportunities.

Profile: Familiarity with different profiles enables management students to align their skills with the roles they aspire for, enhancing career readiness.

Company: Understanding a company's culture and strategy allows management students to tailor their approach for effective leadership and decision-making in a corporate environment.

Service: Recognizing the importance of service equips management students to design customer-centric strategies that enhance value and competitive advantage.

MARKETING & SALES

- ☑ RIIM students are trained in a manner wherein they have a comprehensive understanding of Consumer Behavior for developing concept category, designing promotion & pricing strategies
- ☑ Branding, Advertising & Promotion of various Products and Services
- ☑ Understanding Market Dynamics and gathering insights by analyzing market competition.

FINANCE

- ☑ Understanding Working Capital Management - working capital ratio, inventory turnover, etc.
- ☑ Concepts like Financial Modeling, Balance Sheet Analysis & Analyzing Financial Statements are covered with critical detailing by RIIM trainers

HUMAN RESOURCE

- ☑ Understanding the Recruitment & Selection process of various Industries.
- ☑ HR analytics & strategic planning.

BUSINESS ANALYTICS

- ☑ Students learn to assess business performance through data analysis and reporting. They explore tools and techniques for evaluating market trends, identifying opportunities, and making informed business decisions.
- ☑ Trainers at RIIM guide students in learning and applying various methods for data analytics modeling, data preparation, and evaluation. Students gain hands-on experience with tools and programming

languages such as R, SPSS, and MS Excel, equipping them with the skills necessary for effective data analysis.

AGRI BUSINESS

- ☑ In the Agri-business program, trainers help students master data analytics techniques and methodologies, focusing on data preparation and evaluation.
- ☑ Students learn to utilize key analytics tools and programming languages like R, SPSS, and MS Excel to analyze agricultural data.

PHARMA

- ☑ In the Pharma sector, trainers at RIIM teach students to implement various data analytics methods for modeling, preparation, and evaluation.
- ☑ Students explore analytics tools and programming languages, including R, SPSS, and MS Excel, to analyze pharmaceutical data effectively.

RIIM Students are trained extensively on various Sectors



TRAINING FRAMEWORK

Training Skeleton or Training Framework

Student Centric Pedagogies

RIIM is dedicated to implementing student-centric learning methodologies in its instructional methods. The advantages of these approaches far exceed those of teacher-centered methods, leading to long-term benefits. Students tend to be more engaged during sessions, knowledge is effectively shared across diverse learning styles, and higher cognitive skills are developed. Here are some of the methodologies employed to train students at RIIM:

- ☑ Discussion-Based Learning
- ☑ Case-Based Learning
- ☑ Collaborative Learning
- ☑ Presentations
- ☑ Peer Feedback
- ☑ Brainstorming
- ☑ Role Playing

These methods foster an interactive and supportive learning environment, enhancing student engagement and understanding.

Skill Based Certifications

RIIM offers a variety of certificate programs, including:

- ☑ Advanced MS Excel
- ☑ Digital Marketing
- ☑ SAP
- ☑ Six Sigma Green Belt
- ☑ Business Analytics
- ☑ AI (Machine Learning)

Placements Readiness

Achieving meaningful placements is a primary goal of any management program, and at RIIM, we go above and beyond to help students succeed. Placement preparation is a continuous journey that includes various key components:

- ☑ CV Preparation
- ☑ Mock Interviews
- ☑ Mock GD's
- ☑ Aptitude Preparation
- ☑ Domain Input Sessions
- ☑ Live Internships

Soft Skills and Leadership Training

With a focus on boosting student confidence, RIIM dedicates 500 hours to Soft Skills training. We recognize that management is not only about technical skills but also about mastering interpersonal skills, as our work involves collaborating with people.

Our comprehensive Soft Skills program includes:

- ☑ English Language Skills
- ☑ Business Communication
- ☑ Outbound Trainings
- ☑ Presentation Skills and Public Speaking
- ☑ Personal Management
- ☑ Leadership Lab
- ☑ General Awareness
- ☑ Emotional Intelligence
- ☑ Interview & GD Preparation

This extensive training emphasizes the importance of soft skills in the industry, helping students enhance their capabilities for future success.



Ramachandran International Institute of Management RIIM Pune

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