



IIM LUCKNOW



Indian Institute of Management Lucknow

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experience to excellence



IPMX

International Programme in Management for Executives

CLASS OF 2013



IPMX
experience to excellence

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welcome to IPMX placements 2012-13

In today's highly volatile and dynamic business environment, challenges and opportunities tend to co-exist. It requires an astute, focused and visionary leadership to recognise the tremendous business potential and accordingly strategise and formulate a growth path that encompasses innovation, value creation and above all sustainable business development.

IPMX, the one-year full time residential programme for executives at IIM-Lucknow provides cutting edge management lessons and equips the mid-career professionals with the latest tools and techniques of management. It provides a potent platform for the professionals to enhance their skills and learning and be ready to lead their organisations on a sustainable growth trajectory.

The IPMX programme is a catalyst that seeks to create gen-next leaders by offering a unique blend of management education to a richly experienced and highly diverse set of professionals. It focuses on providing collaborative learning through a mix of highly engaging case studies, classroom discussions and interactive presentations. This helps fuel the analytical, problem solving, creative and lateral thinking abilities of the participants. This learning is further augmented through continual interactions with leading practitioners and stalwarts from the industrial sphere, who share their profound repertoire of knowledge and insights.

The executive education helps today's managers develop advanced decision-making and execution skills. It enables them in donning the mantle of transformational leaders and visionaries, who look to create a highly self-driven and performance oriented culture in the organisation they serve. It offers an unparalleled opportunity for businesses to leverage upon the talents and skills of this distinctive set of professionals to create and sustain competitive advantage and maintain an edge in today's hyper-competitive environment.

The IPMX batch is a true 'tour de force' that comprises of dynamic, self-motivated professionals who are geared to take on latest corporate challenges and turn them into growth opportunities. For organizations looking to become leaders in the global arena, the IPMX participants, with their diverse skill sets, performance driven attitudes and strategic thinking ability, forge a perfect fit. The IPMX class of 2013 looks to reemphasise this advantage in its pursuit of building and transforming businesses.



Dr. Manish Rai
Deputy General Manager (Operations),
Apollo Hospitals Enterprise Limited

"IPMX to me meant not going along with the tried and tested but experimenting with possibilities. It has more than lived up to its expectations in this regard. I hope it continues giving opportunities to future students."



In today's turbulent world economy, need of exceptional leadership and a strong management team has become even more imperative for businesses. As Indian economy continues to grow, corporations are increasingly seeking candidates with extensive experience and highest quality education for their mid to senior level roles. Taking forward the IIM Lucknow tradition to produce managers, leaders and entrepreneurs' adept at managing businesses at the international stage, we have especially designed a course for experienced professionals with different industry backgrounds.

Since its inception, International Programme in Management for Executives (IPMX) has enjoyed wider industry acknowledgement and appreciation for grooming nation's top executives in business skills. As our students endeavour to take on challenging roles in the industry, I welcome you to participate in the placement process of IPMX class of 2013.



Dr. Devi Singh
Director, IIM Lucknow

The Director

“IPMX has enjoyed wider industry acknowledgement and appreciation for grooming nation's top executives in business skills.”

“To continue the endeavour, I am sure that in IPMX 2013, you will find highly motivated professionals with right attitude and skills, which would complement significantly to your requirement.”

Co-Chairperson Placement

Dear Recruiter,

The IPMX Programme at IIM Lucknow is designed for mid/senior level professionals, to prepare them for leadership roles. The programme focuses on understanding of business at functional and strategic levels and prepares students to manage enterprises engaged in global business.

The participants are selected from vast pool of applications through the rigorous admission process emphasising on past academics, work experience, GMAT score, essays and personal interviews. The current batch has average work experience of 9 years in mid/senior level management with excellent GMAT score.

Prior industry experience, complemented by well designed academic curriculum for young managers, has augmented participants to take challenging roles in global business environment.

The first 04 batches of IPMX have been highly applauded by industry and proved the continued faith and patronage of the industry. To continue the endeavour, I am sure that in IPMX 2013, you will find highly motivated professionals with right attitude and skills, which would complement significantly to your requirement.

I thank you for your continued support and look forward to strengthening this relationship.



Prof. Rajeev Kumra
Placement Chairperson

“I am very confident that the participants of 2013 batch will not only meet the business needs at middle and senior-level managerial positions, but will also be effective leaders taking their organisations to the next level of success.”

Chairperson IPMX

Dear Associate,

I welcome you to the fifth batch of IIM Lucknow's International Programme in Management for Executives (IPMX). IPMX is a rigorous one-year general management programme aimed at imparting business education to executives with extensive industry experience. The distinctive course pedagogy combines theoretical knowledge with case based approach. The programme also utilises a variety of experiential learning techniques and industry projects. The programme develops strong management and leadership skills in participants in a global context. IPMX is truly an international programme with a core module facilitated in partnership with Kelly School of Business and delivered abroad.

The IPMX course is conducted at IIM Lucknow's Noida campus - located at the hub of industrial activities. The learning process is further enriched through regular industry interactions.

We are proud to bring forth a batch of students with diverse industry experience, vast international exposure and strong business acumen. I am very confident that the participants of 2013 batch will not only meet the business needs at middle and senior-level managerial positions, but will also be effective leaders taking their organisations to the next level of success.

Archana Shukla

Prof. Archana Shukla
Chairperson, IPMX



Sushant Bhatnagar
Senior Manager,
Operations & Strategy, Ericsson

“My experience at IPMX was truly transformational and I now feel equipped with the skills essential in making critical decisions and solving complex problems. The all round managerial excellence imbibed has substantially enhanced my productivity, business awareness and strategic thinking.”



Academic Programmes



International Programme in Management for Executives (IPMX)

IIM Lucknow, realising the emerging needs of the industry and the changing requirements of management education started its flagship management programme for candidates with substantial work experience. This one-year full time residential programme is designed to prepare middle and senior management professionals for leadership roles. The curriculum focuses on imparting a holistic understanding of global business environment and challenges thereof. This post graduate programme provides opportunities for professional growth and personal development through inquiry and insight in an interactive learning environment. The programme is largely delivered at the Noida campus of IIM Lucknow along with short stints at Lucknow campus and one business school abroad, and leverages its location to help extend the learning process via continuous industry interactions. The case based pedagogy is coupled with theoretical insights, seminars, simulated projects and constant engagement with the industry. The participants of the IPMX course are selected through a rigorous admission process which include evaluation of leadership potential, career graph, analytical ability, quality of work experience and scores on the internationally recognised GMAT examination.

Post Graduate Programme in Management (PGP)

The PGP programme at IIM Lucknow has been a breeding ground for latent managerial talent and “big ideas of the future.” The PGP is designed to develop professional managers with strong conceptual fundamentals and skills required to manage businesses of the future. Widely recognised as a course high on academic rigour and industrial interaction, this two-year course has carved a niche for itself in its endeavour to inculcate the values of earning and continually striving for excellence.

Post Graduate Programme in Agribusiness Management (PGP-ABM)

Agriculture supports nearly three-fourth of India's total population and contributes nearly 17 per cent of the gross domestic product. Established in 1998, the Agribusiness Management Programme aims at developing business leaders and entrepreneurs with a vision, competence and outlook for promoting agribusiness and agro-based enterprises.



Why Recruit From IPMX?



HERE ARE SOME COMPELLING REASONS:

- Diverse industry backgrounds**
 Class of 2013 has students from diverse industries and academic backgrounds – from engineering to tourism, financial services to automobile, ensuring a broader learning horizon for the class
- Holistic management learning**
 49 subjects. 800+ hours of learning in one-year. IPMX calls for the highest levels of involvement and participation from the students thus equipping participants with a complete spectrum of management and leadership skills
- Superior intellect pool**
 Batch of 2013 brings a rich average professional experience of 8.75 yrs spanning across geographies, industries and functions. With GMAT score ranging between 600 and 770, the IPMX class displays an effective amalgamation of sound academic foundation complemented with rich industry experience
- Global exposure**
 The batch has average international experience of 21 months. To further enhance the global exposure, the batch will engage with Kelley Business School for a module on Business Analytics.

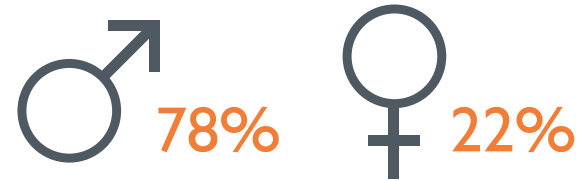


Anurag Singh
Associate Vice President,
Genpact

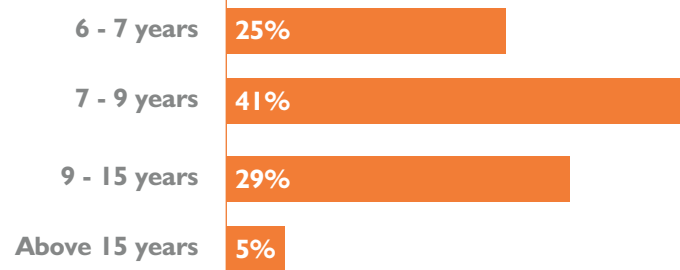
“Strong leadership is being able to ‘see’ a different future and having the courage to abandon the status quo. I believe that IPMX is an incredible catalyst; firstly in terms of building self-confidence & the trust in your own abilities and secondly, in the way others perceive you. The transformational journey at IPMX not only helped me to achieve my goals, but also to redefine them.”

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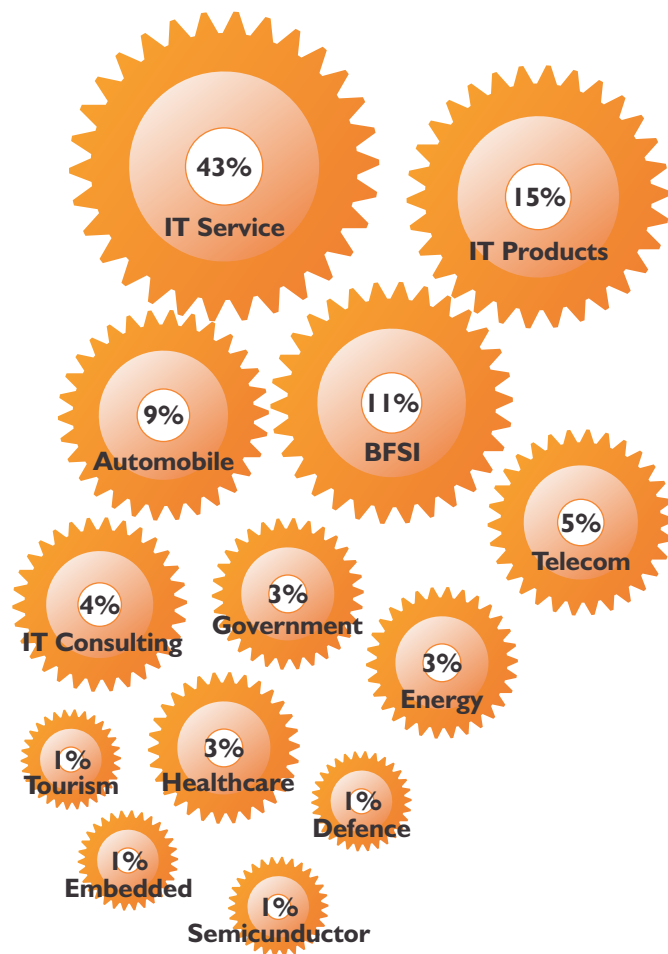
Total Batch Size



Work Experience

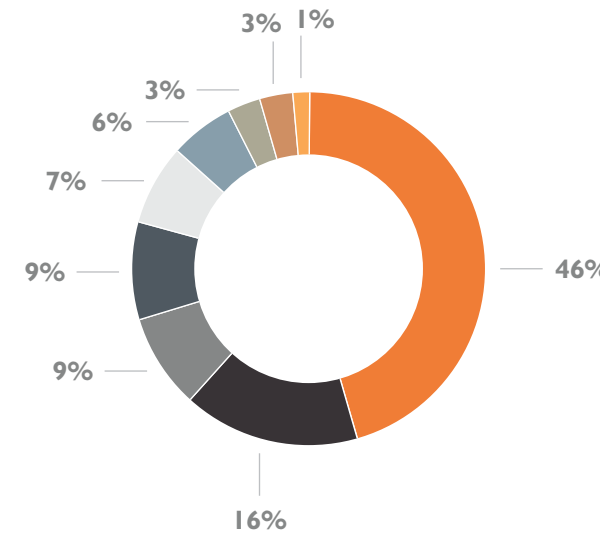


Industry Mix

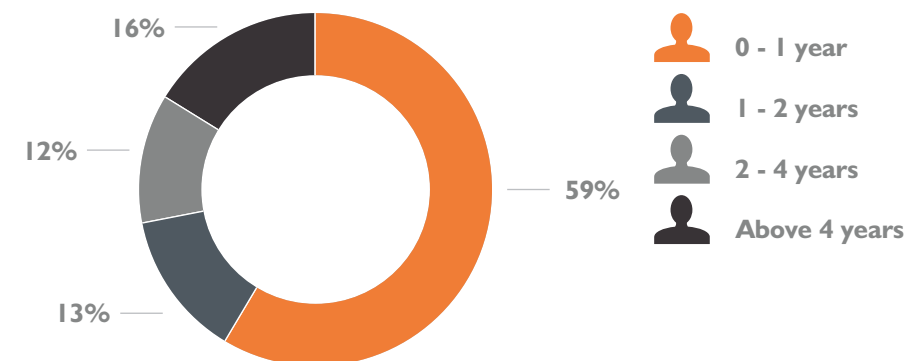


Dheeraj Chauhan
Senior Manager,
IBM India Pvt. Ltd.

"IPMX is a unique programme and fits in perfectly in the jigsaw puzzle of mid and senior level industry requirements. Personally, I not only gained knowledge and enriched my network, but realised to have enhanced my perspective in tactical as well as strategic problem solving. Overall, this programme has added a new dimension to my personal and professional effectiveness."



- Project Management
- Product Management
- Sales / Marketing
- Consulting
- Research & Development
- General Management
- Quality Management
- Operations Management
- Human Resources Management





IPMX Curriculum

IPMX has an exacting academic schedule of four terms with each term involving a number of short projects on relevant business issues. The programme provides a firm grounding in concepts of general management and offers students' opportunities to specialise in their areas of interest.

The programme consists of:

- **Core Courses:** Focus on enhancing awareness and decision making capabilities in the areas of general management in a global business setting
- **Elective Courses:** Focus on meeting the specific career goals of students. Provide deeper understanding of the subjects and ability to think beyond the obvious
- **Course of Independent Study:** Provides opportunity for the students to explore a topic in depth in an area of special interest under the supervision of a faculty. It is either an exploratory type or a prescriptive type with a focus on its applicability to management situations

Finance & Economics

Core Courses

Management Accounting
Corporate Finance
Managerial Economics
Macro Economics

Electives

Corporate Valuation & Restructuring
Project Finance
International Finance
Managing Financial Institutions
Investment Management
International Economics for Business

Sales & Marketing

Core Courses

Marketing Management I
Marketing Management II

Electives

Consumer Behaviour & Marketing Strategy
Customer Relationship Management
Data Analysis for Marketing Decisions
Internet Marketing
Product and Brand Management
Services Marketing

Operations & Technology

Core Courses

Operations Management I
Operations Management II
Management Information Systems

Electives

Global Supply Chain Management
Managing Services
Operations Strategy
Operations Planning and Control
Lean Operations
Decision Making in
New Product Development
Spreadsheet Modeling for Managers
IT Strategy

Core Courses

Strategic Management

Electives

Strategic Management of Technology and Innovation
Mergers and Acquisition
New Venture Planning
Applied Theory in Strategy and Competition

General Management

Core Courses

Quantitative Applications in Business I
Quantitative Applications in Business II
International Business
Communication
Organisational Behaviour
Human Resource Management
Written Analysis of Communication

Electives

Business Sustainability and Carbon Market
Cross Cultural Management
Strategic Business Negotiation
Personal Growth
Agriculture Value Chain Finance
Financial Inclusion through Management of
Micro Finance Institution
Commodity Futures Markets



IPMX Pedagogy

IPMX has an exciting academic schedule spread over four terms. The programme provides a firm grounding in concepts of general management and offers opportunities to students to specialise in their areas of interest.

Initial part of the IPMX calendar focuses on building the foundation by making the participants comfortable with the fundamentals of economics, operations management, management accounting, decision making techniques, marketing, strategic management and international business communication. This is achieved through classroom discussions, case studies and role playing exercises. Later part of the programme allows the students to choose subjects based on their long-term career plan and develop a deeper understanding. At this stage the teaching pedagogy focuses more on applying academic framework to real life problems and extensive industry interactions.

Throughout the programme, students work on joint projects and assignments with their assigned peers. During the academic year, students go through as many as 50 team projects and assignments. A continuous flow of information on the latest industry best practices is maintained by workshops and speeches delivered by senior management from the corporate world and industry experts. These workshops go a long way in helping the students stay connected with the industry and gain valuable insights.

23.5 Credit Courses
13.5 Core & 9 Electives
1 Course of Independent Study
800+ Hrs of Classroom Interaction
300+ Case Studies
50+ Team Projects

International Module



Global competition has forced businesses to revolutionise their management strategies in order to function across multiple geographies. The increasing rates of change, technological advances, shorter product life cycles, and high-speed communications have all contributed to this paradigm shift. In such a dynamic environment, there is an augmented need of managers who can work seamlessly to bridge geographical, social and cultural gaps to realise every prospect. International immersion helps tomorrow's leaders make and manage a winning global team by effectively leveraging sound understanding of international team dynamics to overcome these geographical, social and cultural distances. In the past IPMX students have undertaken their international modules with reputed institutions like ESCP Paris, McGill University, Canada and Kelley school of Business, Indianapolis.

The IPMX class of 2013 would undergo the international immersion in collaboration with Kelley School of Business, Indianapolis, USA. Founded in 1920 as the Indiana University School of Commerce and Finance, the Kelley School of Business has grown into one of the most prestigious business schools in the world. The programmes at Kelley School of Business are consistently ranked among the best in the world and resident faculty members are internationally recognised for knowledge, vast experience and thought leadership.

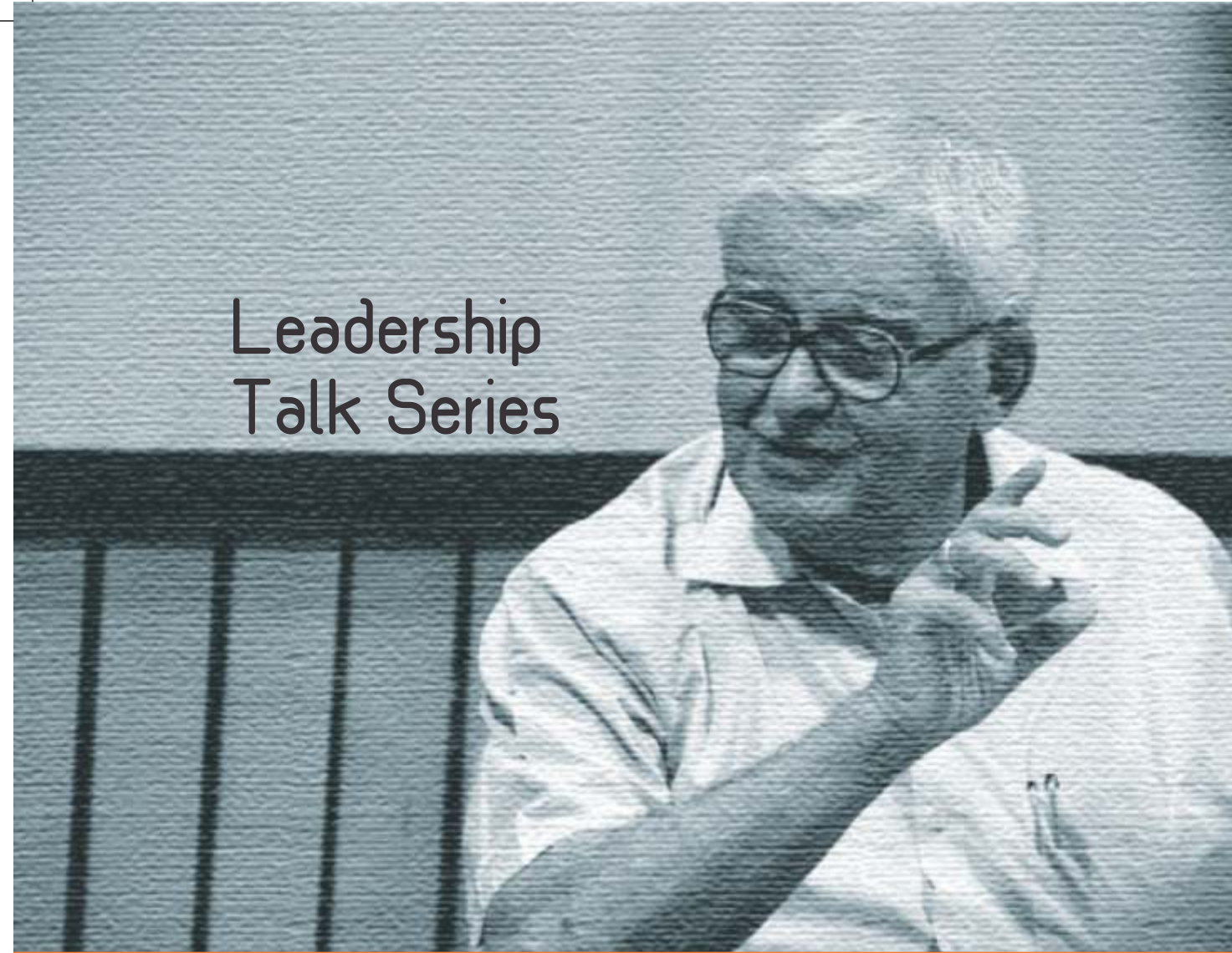
The academic schedule is complemented by multiple visits and interactions with the local industry which will facilitate students in gaining valuable experience from firms with international reputation and outlook. The international immersion also provides students with critical insights on business dimensions of international firms, cross border mergers, global workforce management, challenges of multi-domestic operations, and the solutions thereof. The rich and diverse experience gained from international module brings a new perspective to students' thought process and helps the students in exploring innovative means to collaborate and grow in multinational environment.



Manish Iyer
Associate General Manager (Marketing & Strategy),
Adani Wilmar Limited

“IPMX changes your perspective towards personal and professional life. It changes the way you approach any business problem as you are exposed to various business models.”

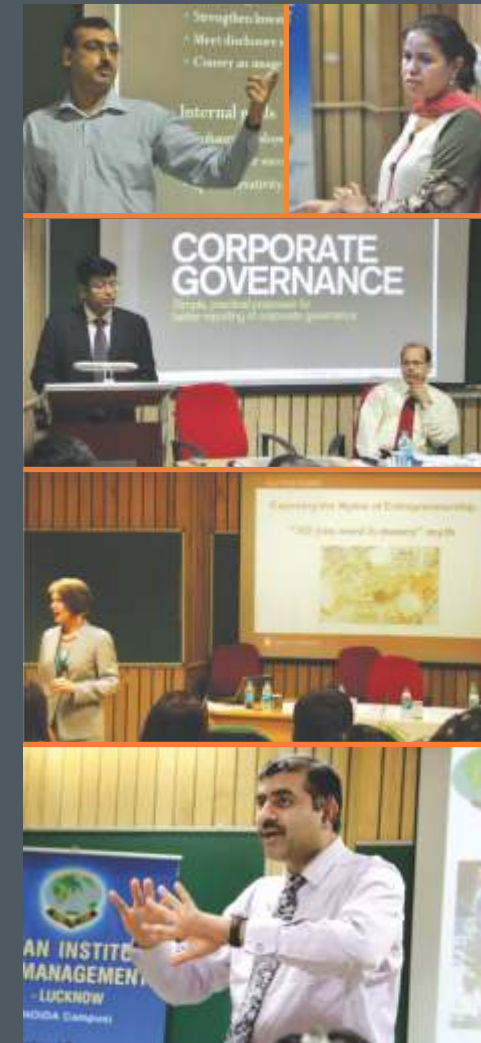
Leadership Talk Series



The Leadership Talk Series is referred as the “Midas Touch” of IPMX. This beyond the curriculum programme provides a golden opportunity for students to meet our country's most inspired thinkers and celebrated business luminaries. The series is devoted to foster the spread of great ideas and free knowledge to the visionaries of tomorrow. Drawing upon their experiences, insights and ideas, these eminent leaders open a wonderland of knowledge to students, who engage themselves in fruitful and insightful discussions. The series is a continuous pursuit for providing students an exposure to business strategies, successes and challenges of leading corporate houses. Enhancing their knowledge and skills, the Talk Series inspire students to broaden their horizon.

The Leadership Talk Series is an initiative that seeks to provide an enriching and rewarding learning experience to the IPMX students through a close interaction with the leading practitioners and achievers from the industrial and public arena. It provides a platform for the students to interact with and learn from the rich and diverse experience of industry leaders, stalwarts and visionaries. These highly interactive discussions help expose the students to a plethora of complex and challenging business problems, strategies and success stories of leading industrial and corporate houses.

The visiting luminaries have come away impressed with the quality and depth of discussions as well as the high level of enthusiasm and matured thinking displayed by the students.



- **Mr. K.P. Sasidharan**
Director General
CAG
- **Dr. Jamshed J. Irani**
Ex - Director, Tata Steel
- **Mr. Sharat Chander**
Joint Director-Media & Communication
PMO
- **Mr. P.K. Goel**
Chief Commercial Officer
Indian Railways
- **Mr. Rohit Bansal**
VP, EXL
- **Ms. Anisha Motwani**
Director & Chief Marketing Officer
Max New York Life
- **Mr. Manoj Tandon**
Associate Director
CSC
- **Mr. Nithin Seth**
Managing Director & Country Head
Fidelity Worldwide Investments
- **Mr. Pradeep Kashyap**
CEO, MART
- **Mr. Sanjeev Govil**
COO, Idea Cellular





Events

The IPMX campus plays host to a plethora of diverse and engaging events and activities all through out the year. Driven exclusively by the students, these events serve to hone the managing and organising skills and provide a continual learning experience. These annual events provide a platform for academia-industry interfacing and bring together the leading practitioners from the industry as well as academia to debate and discuss many contemporary issues and challenges, industry trends and insights.

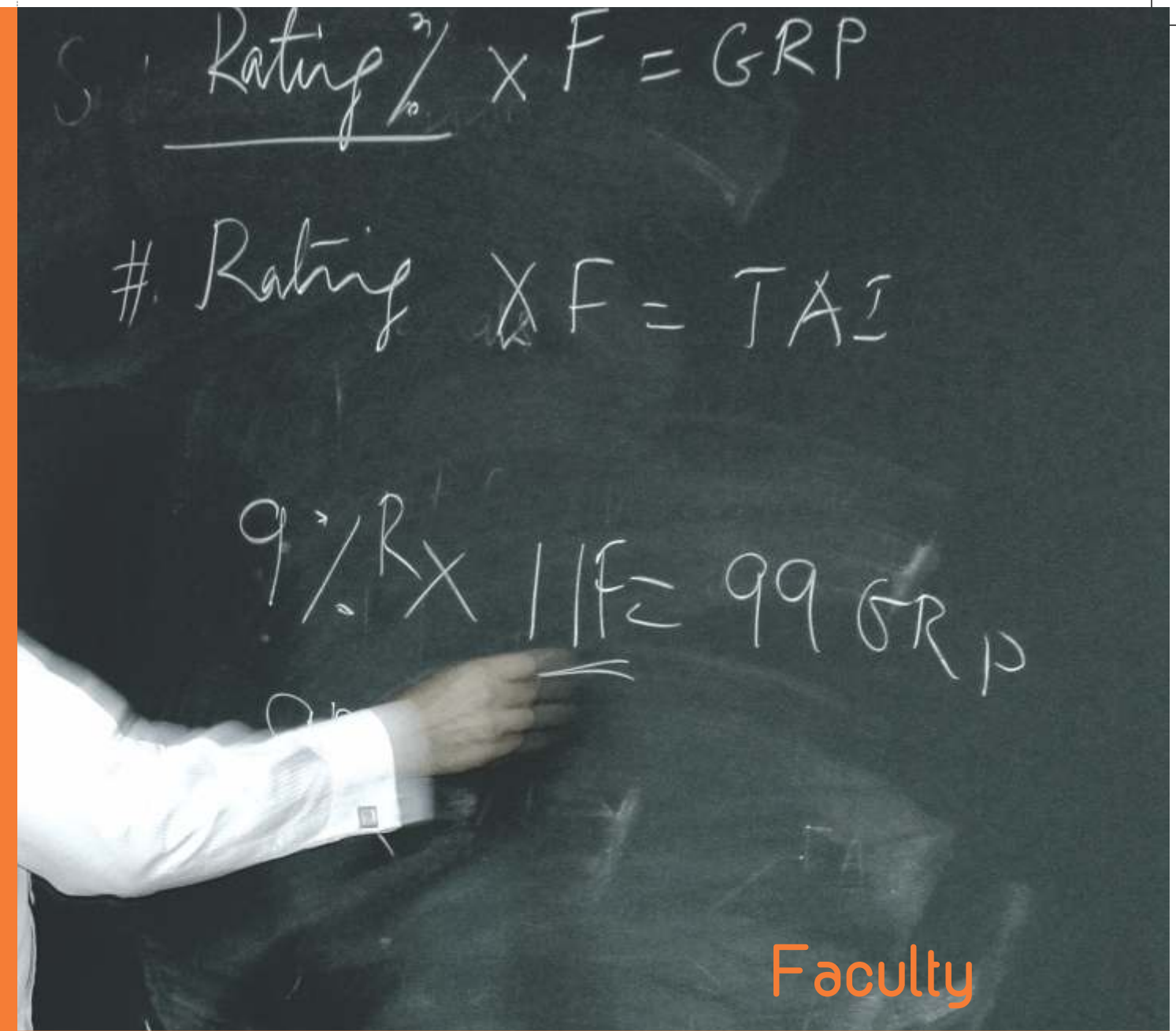
IIM-L Noida campus hosts two nationwide mega-events – Udyam and Ankuran- that have come to be regarded as flagship events of IPMX.

Udyam is an annual event that brings together industry stalwarts and leaders from a particular function such as HR, finance, marketing etc. The event comprises of panel discussions amongst industry leaders on contemporary themes, leadership talks and presentations along with nationwide B-school level competitions. It provides the students with a unique opportunity to learn from first hand experiences of industry leaders.

Ankuran - an event that seeks to unleash and promote entrepreneurship is an IPMX initiative that provides a platform to the aspiring entrepreneurs to present their business plan to CEOs, incubator fund houses and venture capitalists. It includes simulation business games, inspirational talks, and presentations involving leading entrepreneurs from various industries and business houses.

Besides these, the student run Consulting and Marketing Clubs organise a multitude of events. Some prominent events include Advertisement Contests such as 'Kakkar ko Takkar', Consulting competitions presided over by industry practitioners etc. Apart from these, a lot of recreational and sports activities such as Rock Concert, Football, Tennis and Table Tennis tournaments are also conducted through out the year.

All these events and activities help the students in developing a truly all round, multi-faceted personality and fostering a spirit of camaraderie, innovation and creativity.



Faculty



- **Centre For Food And Agribusiness Management**

- **Sanjeev Kapoor**
Ph.D., G. B. Pant University of Ag. & Tech.
- **Jabir Ali**
Master's and Ph.D., AMU, Aligarh
- **Kriti Bardhan Gupta**
Fellow, IIM Ahmedabad
- **M.K. Awasthi**
Ph.D., G. B. Pant University of Ag. & Tech.
- **Sushil Kumar**
Ph.D., SSHRC Postdoctoral Fellow, Univ. of Toronto.
- **Sourindra Bhattacharjee**
FPM, IIM Ahmedabad

- **Business Environment**

- **Sukumar Nandi**
M.Phil., Calcutta Univ., Ph.D, Utah State Univ., U.S.A
- **S.D. Misra**
Ph.D. (Eco), IIT Kanpur
- **K.G Sahadevan**
Ph.D (Eco), Univ. of Hyderabad
- **D. Tripathi Rao**
M.Phil., CDS, JNU, Ph.D, Univ. of Mumbai
- **Hrushikesh Panda**
M.Phil., JNU; Ph.D, DSE
- **Kaushik Bhattacharya**
M. Stat., Ph.D, Indian Statistical Institute
- **Sanjay Kumar Singh**
Ph.D, IGIDR, Mumbai

- **Communication**

- **Roshan Lal Raina**
Ph.D, Sagar Univ., Fulbrighter, Syracuse University, NY, USA
- **Payal Mehra**
MBA, Ph.D., Lucknow Univ.
- **Neerja Pande**
Ph.D. (English), Lucknow Univ.

- **Decision Sciences**

- **Yogesh K Agarwal**
PGDIE, NITIE Bombay, M.S. & Ph.D, Case Western Reserve Univ.
- **Abhijit Bhattacharya**
M.Sc. (Stat.) Lucknow Univ., Ph.D, IIT Kharagpur
- **B.K. Mohanty**
M.Sc., Berhampur Univ; P.G.Dip, Ph.D, IIT Kharagpur
- **Sonia**
M.Sc., IIT Roorkee; Ph.D, IIT Delhi
- **Gaurav Garg**
Ph.D (Statistics), IIT Kanpur.
- **N.K. Gupta**
Msc., Delhi Univ., Ph.D, B.H.U.

- **Finance and Accounting**

- **Devi Singh**
Fellow (International Finance), IIMA
- **Vipul**
PGDM, IIMA; AICWA; Ph.D, Lucknow Univ.
- **Madhusudan Karmakar**
M.Com, M.Phil, Ph.D, Finance
- **A.K. Mishra**
M.Com., Ph.D, Finance, BHU, Fellow IFCI
- **A. Vinay Kumar**
MBA, Ph. D, Finance
- **Prakash Singh**
MBA, Lucknow Univ.; Ph.D, BITS, Pilani
- **Manoj Anand**
Ph.D, UBS, Panjab Univ., FICWA.
- **Ajay Garg**
Fellow, IIM Bangalore; M.B.A., UBS, Panjab Univ.
- **Madhumita Chakraborty**
PhD (Finance), FMS, Univ. of Delhi
- **Alok Dixit**
Ph.D, IIT Delhi; UGC-JRF
- **Vivek Rajvanshi**
Fellow, IIMC, Finance & Control
- **Seshadev Sahoo**
Ph.D, IIT Kharagpur, MMS, Finance, M.Com, Utkal Univ.

- **Vinodh Madhavan**

D.B.A. (Finance) Golden Gate University, San Francisco

- **S C Bansal**

Ph.D, Accounting and Finance, DSE, Delhi

- **Human Resource Management**

- **Pankaj Kumar**
Ph.D, Organisational Psychology, Delhi Univ.
- **Archana Shukla**
Ph.D, Organisational Behaviour, IIT Kanpur
- **Shailendra Singh**
Ph.D, Organisational Behaviour, IIT Kanpur
- **Himanshu Rai**
Fellow, IIM Ahmedabad
- **Yamini Prakash**
Ph.D, Organization Behavior, IIT Bombay
- **Pushpendra Priyadarshi**
M.S.W., M. Phil., Ph.D, Univ. of Delhi
- **Punam Sahgal**
Ph.D, FMS, DU, Accredited Sensitivity Trainer, ISABS
- **Ajay Singh**
Ph.D, M.Phil., JNU; MBE, PGDBM, Delhi Univ.
- **Debashis Chatterjee**
Fulbright Fellow (MIT & Harvard Univ.), Ph.D, Pune Univ.

- **Information Technology And Systems**

- **Bharat Bhasker**
M.S. & Ph.D (Comp. Sc.), Virginia Tech, USA
- **Ashwani Kumar**
Ph.D., IITM, M.B.A, Univ. of Melbourne
- **Arunabha Mukhopadhyay**
FPM, PGDBM, IIMC; MCA, MSc., Jadavpur Univ.
- **Amit Agrahari**
M.B.A., Fellow, XLRI
- **Pradeep Kumar**
Ph.D, Hyderabad Univ.

- **Legal Management**

- **D.S. Sengar**
Fellow, CIRIL, University of Calgary, Canada

- **Marketing**

- **Neelam Kinra**
Ph.D Marketing, Univ. of Aston, Birmingham, U.K.
- **P.C. Purwar**
Ph.D, SUNY (Buffalo), N.Y., USA
- **Devashish Das Gupta**
MBM, PGDMS, UGC- NET, Ph.D
- **Satya Bhusan Dash**
Ph.D, IIT Kharagpur
- **Saji K.B. Nair**
MBA, Ph.D, SJM SOM, IIT Bombay, FAMS
- **Rajesh K. Aithal**
MBA, Fellow, IRMA
- **Ashish Dubey**
MBA, Ph.D, IIT Bombay
- **Satish S.M.**
Ph.D, IITM; PGDM, Agri, IIMA

- **Anirban Chakraborty**

FPM, IIM-Bangalore

- **Ram Manohar Vikas**

Ph.D; MBA, IIT Kanpur

- **Rajeev Kumra**

Ph.D, GGS IP Univ., MBA, Bhopal Univ.

- **Moutusi Maity**

MBA, Ph.D, University of Georgia, Athens, GA

- **Anita Goyal**

Ph.D., Jamia Millia Islamia, New Delhi

- **Amit Mookerjee**

M.B.A., Ph.D, MLS Univ. Udaipur

- **Operations Management**

- **Rajiv K Srivastava**
PGDIE, NITIE Bombay; Ph.D, IE & OR, Virginia Tech. USA
- **K.N. Singh**
M.Tech. IIT Kanpur; D.Eng., IE & OR, AIT, Bangkok
- **Sushil Kumar**
Ph.D, Industrial Engg.; M.Tech, IIT Delhi

- **Samir K. Srivastava**

MBA. Fellow, IIML

- **Atanu Chaudhuri**

Fellow, IIM Lucknow

- **N. Narayanan**

PGDM, IIMC; Fellow NITIE, Mumbai

- **Strategic Management**

- **Amita Mital**
MBA, Fellow, IIM Lucknow
- **Ashutosh K Sinha**
FPM, IIMB
- **A.K. Jain**
Ph.D, IIMA
- **Neeraj Dwivedi**
M.Tech, IIT Kharagpur; Fellow, IIML
- **Arun Kumar Tripathy**
FPM, IIMB
- **M. Akbar**
M.PHIL. (Stat.), AMU, M.Phil, Ph.D (Social Systems), JNU

IPMX 08-09



Rambir Dalal
Associate Director,
KPMG

"The one year at IPMX gave me a comprehensive toolkit and the psychic mobility to successfully navigate the corporate challenges. The rigorous curriculum, group diversity and the international immersion stimulated a new approach to address issues."

IPMX 10-11



Neerad Swaroop
Principal Consultant,
PricewaterhouseCoopers

"IPMX is a vibrant programme and brings together participants from diverse industry backgrounds. The course promotes high quality of interaction through case based learning and imparts contemporary and globally acceptable management skills."



Placement Process

Institute conducts Rolling Recruitment Process (RRP) for its International Programme in Management for Executives (IPMX) students, which takes couple of months to complete. The Rolling Recruitment Process is designed to ensure that both the students and the recruiters make informed career choices and recruitment decisions. The dedicated Placement Cell at the Noida Campus works towards ensuring a smooth and flexible placement process. This Cell helps in organising campus as well as off-campus recruitment processes.



Pre-Placement Talk (PPT) is an ideal platform for recruiters to share their organisation's opportunities, culture and structure with students. In addition, recruiters can build a strong brand on campus. Our 30- 45 minute presentation followed by 15-20 minute Q&A session is most effective for PPT.

We advise recruiters to negotiate on remuneration and other terms of employment in strict confidence with candidate. However, recruiters need to keep the placement committee informed at the following stages so that placement committee can ensure effective compliance of policies:

- When making preliminary offer
- When a final offer is made
- When a candidate accepts or rejects a final offer

Activities	Tentative Schedule						
	Aug	Sep	Oct	Nov	Dec	Jan	Feb
E-mail / snail mail to companies for invitation							
PPT and job posting by companies							
Submission of resumes							
Shortlisting of candidates							
Pre-processes / interviews							
Final interviews / offers							

Grade Non-Disclosure

The students have been selected through a highly competitive selection process and have been through a rigorous academic schedule. Successful completion of IPMX programme attests to the candidate's academic excellence and management capability. IIM Lucknow treats the academic grades as confidential and does not disclose the same as a matter of policy.