

# **INDIAN INSTITUTE OF COMMERCE AND TRADE**

**"SAPT RISHI"  
5/28, VIKAS NAGAR,  
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## **ABOUT THE INSTITUTE**

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The **INDIAN INSTITUTE OF COMMERCE AND TRADE**, is an autonomous and non-profit making Business School established in the year **1997** by Sapt Rishi Society for Social & Educational Development, an organisation registered by Govt. under S. R. Act 1860. Sapt Rishi Society is dedicated for the cause of social and educational development. IICT provide wide range of scholarships/fee concessions (10% to 100%) in its educational programmes to different segments of society as per scheme given in this brochure. IICT is a registered member of FIEO (Set up by ministry of commerce, Govt. of India.) IICT Campus for its various programs including regular management courses is proposed on 26500 sq.ft. land acquired by Sapt Rishi Society, near Janki Puram Extension, Lucknow.

IICT conduct management programmes through Distance Learning Mode / Online (correspondence courses). IICT aims to provide quality education in basic/specialised/advance areas of commerce, trade & management including Foreign Trade, Marketing, Sales, Tourism, Pharmaceutical Marketing, Finance, Human Resource Development, Software Marketing, Hospital Management, Drug Store Management, Insurance Management, Banking, Operations, IT, Retail, CRM, Service Marketing, Hospitality Management, Telecom Management, Material Management etc. The courses are designed to develop business leaders by nurturing knowledge, skills, attitudes and behaviour.

IICT offers comprehensive autonomous educational programmes to train a new generation of managers and entrepreneurs to face with confidence the fluid global challenges of national/international market and get them intellectually enriched. Its holiest endeavour is to equip aspiring students have a promising calling and provide innovative courses of higher learning to the careerists. IICT courses have earned high recognition of corporate sector/industry.

## **IICT VISION**

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- \* Education for all.
- \* Consultancy.
- \* Business Leadership.
- \* Professional Excellence.
- \* Research and Development.
- \* Strategic alliance with leading National/International Institutes
- \* World class centre for quality Education and Training.

## **TRADE INFORMATION CELL**

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The IICT has opened a Trade Information Cell (TIC) at its Head Office to provide assistance and guidance to entrepreneurs and new exporters. The TIC also helps entrepreneurs in establishing themselves as an exporter/businessman.

## **CENTRE FOR RESEARCH AND DEVELOPMENT (CRD)**

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CRD of IICT conducts training programmes and workshops in educational management, teaching methodology, institutional planning and curriculum development. It helps evaluate educational Institutions and voluntary agencies and offers consultancy services for specific purposes.

## **CENTRE FOR INTERNATIONAL MANAGEMENT (CIM)**

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CIM of IICT Addresses itself to the challenges faced by organizations in an economy which is becoming increasingly globalized. The centre envisages collaboration with universities and organisations in other countries in educational, research, training and consulting project specifically relevant to an internationally oriented economy/Trade.

## **RESEARCH & PUBLICATION**

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Through its research and publication programmes, IICT contribute to the development of theory and practice in various fields of Commerce, Finance, Marketing, HRD, Trade, Tourism, Management & Information Technology, Insurance, Retail, Banking, Operations etc. IICT undertakes research assignment for external agencies on management related topics. The institute provides support facilities to faculty members to pursue research studies.

## **MANAGEMENT DEVELOPMENT PROGRAMMES (MDP)**

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IICT offers management development programmes of varied durations in the field of Management designed to help executives at different levels. The objective of these programmes is to increase the executive's growth potential, improve their productivity, broaden their outlook and change their attitude.

## **LIBRARY FACILITIES**

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Institute has library which is equipped with reference books on various core subjects of management viz: Foreign Trade, Marketing, Finance, HRD, Economics, Computers, Sales, Production, Pharmaceuticals, Insurance, Banking etc. The library also subscribes well known national and international journals on management and other related concepts.

## **NETWORKING**

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IICT has associated/plans to associate itself with some of the professional bodies of national and international repute to update its curriculum and to enlarge the scope of teaching. IICT is also working on association and linkages with other organisations in the field of Commerce, Industry and Management. These include Associations like :

- \* Federation of Indian Exporters organisation (FIEO)
- \* All India Management Association (AIMA).
- \* Confederation of Indian Industries (CII)
- \* PHD CCI, UPEC, FICCI, TAI,
- \* World Trade Organisation (WTO).
- \* Harvard Business School (HBS).
- \* MMTTC, STC, IFCI, ICICI, ECGC, etc.
- \* Indian Institute of Pharmaceutical Marketing
- \* International Institute for Special Education.
- \* International Council for Open & Distance Education.

## **CREAMY LAYER**

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Ever since its inception, IICT has been attracting young and bright students of all age groups from all over the country. Many of them hold responsible positions in industry and business. **A number of them have started business enterprises on their own or joined their family business.**

## **METHODS OF INSTRUCTIONS & EXAMINATION**

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### *The Method of Instructions and Examinations is based on Open Learning System*

Term end examination is held as per scheme notified from time to time. Examination schedule is intimated in the admission letter so as to enable the students to plan accordingly for the examinations. Student can exercise the option to clear the papers in piece-meal whenever examination is held/requested. Being flexible examination system student is to re-appear for examination in such subjects only in which he/she has been absent or could not successfully complete.

Study Material based periodical Assignments and Assignment for Term End Examination are sent to students through post /courier. Students are not required to attend the Institute at Lucknow. **There are three modes of examinations. Students are required to opt for any one.**

**1) Centre Examination :** Examination of all the courses is normally held at Lucknow Centre. Examinations are also held at the authorized IICT examination centers throughout India subject to the availability of sufficient number of examinees at the given place.

**2) On-Line Examination :** For the benefit of the IICT students the examinations can be administered “online”. Students of distance learning mode can take “online” examination anywhere in the world using a computer with Internet access. Effective use of online examination method can help distance learning mode students in numerous ways since it is cost effective and easy to use.

Instructions for appearing in the online examination are communicated along with the admission letter.

**3) Assignment Based Examination:** For such students who can't avail either centre examination or online examination, Institute has provision for assignment based **postal** term end examination also. Under this scheme, term end assignments (For Term End Examination) are sent to the student (under confidential cover) as per term end examination schedule given in the admission letter. These are to be completed/answered and the response-sheets returned to the Institute within the given time.

In the absence of any express option, it is believed that student has opted for assignment based postal term end examination system.

**Assignments:** All Students irrespective of mode of examination offered are required to respond to the questions (based on study material issued to the student) given in the assignments (A1 and A2) within the date of submission specified on the body of the assignments.

**Examination Fee:** (a) Examination fee for term end examination @ Rs. 150/- per subject. (b) Those opting for lumpsum fee, shall pay exam fee for all subjects at the time of admission. (c) Those opting for installment scheme shall pay exam fee for each semester with their respective installments.

**Re-Examination:** Any student who fails to qualify a given paper or was absent can rewrite the same on payment of re-examination fee @ Rs. 200/- for each such paper.

**Weightage of Assignments and Term End Examinations:** Periodical assignments (A1 and A2) carry a weightage of 40% marks and term end examination/assignments carry a weightage of 60% marks. The marks obtained in A1 and A2 assignments and term end examination/assignments will be merged and the grading will be awarded on the composite score. It is compulsory to submit A1 (Essay Type) and A2 (Objective Type) assignments as per schedule.

**Self assessment exercises:** Self assessment exercises are given in the end of each chapter of the study material issued by the Institute. Students are expected to exercise all statements for their self appraisal about the subject. These are not to be sent to the Institute.

**Re-schedule of Semesters:** Semesters are likely to be re-scheduled if a student fails to adhere to the semester, examination and fee schedule initially intimated to him in the admission letter and pay reschedule fee @ Rs 200/- per semester.

## **CREDIT SYSTEM / SUBJECT WISE WAIVER**

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(A) A candidate who has successfully completed one of the programme of IICT and take admission for another programme of IICT, will get exemption/waiver in the papers / credit transfer / courses already passed by him / her at IICT.

(B) Candidates with professional qualification like CA, ICWA, CS, MBA, LLB, MBBS etc. are eligible to request for waiver from appearing in certain subject as below.

| <b>Subject</b>                       | <b>Eligibility for waiver</b> |
|--------------------------------------|-------------------------------|
| Indirect Taxes                       | C.A / ICWA                    |
| Principles of Management             | MBA                           |
| Business Laws                        | CA/ICWA/CS/MBA/LLB            |
| Anatomy, Physiology and Pharmacology | B.Pharma/Medical Graduates    |

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## **MOU: IICT - IISE**

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International Institute for Special Education, Lucknow, a B-School approved and accredited by AICTE (Govt. of India) has signed MOU with IICT to provide specialized training to their students and organize workshops to do practical work required in the subjects of Foreign Trade, International Business and Marketing. The students are given certificate of specialisation in the respective subjects by IICT.

## **PLACEMENT CELL**

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IICT has a placement cell for the guidance of its students in their training and placement efforts in business organizations of repute.

## **SPECIAL ABOUT IICT PROGRAMMES**

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**The programmes of IICT are special and unique for**

- i) Its practical orientation and best study material.
- ii) Designed to match industry's requirement.
- iii) It offers excellent opportunity for self employment.
- iv) Highly renowned and experienced faculty.
- v) Special focus on stimulating entrepreneurship.
- vi) Development of expertise in the various fields of management studies.

## **COMPUTER FACILITIES**

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The Institute has a computer centre which caters to the practical training in computer application to the students.

## **CO-CURRICULAR ACTIVITIES**

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The Institute organizes a variety of co-curricular activities including a series of guest lectures, seminars, debates, brainstorm sessions, quizzes, etc. The Institute endeavor to involve students in almost all areas of professional and cultural activities through various committees viz. Cultural Committee, Academic Committee, Souvenir Committee and Placement Committee.

## **FEES**

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Fees as per Fee Schedule should be sent by way of A/C payee Bank draft drawn in favour of "INDIAN INSTITUTE OF COMMERCE AND TRADE" PAYABLE AT LUCKNOW accompanied with the application form. It should invariably be sent through registered post/Courier/Speed Post. Cash can only be deposited personally at IICT, Lucknow office during working hours.

Fee and other dues can also be paid in any computerized branch of Punjab National Bank or ICICI Bank by means of Electronic Fund Transfer System for direct credit to following **IICT Bank A/c Nos.** under intimation to the Institute.

**(1) PNB, Lucknow – 1855002100042743** (Add EFT Charges as per PNB norms)

**(2) ICICI, Lucknow - 032501000960**

IICT has no branch outside Lucknow. It has also not authorized any person to collect fee. All application forms and fees should be submitted to its Lucknow office at the given address.

## **STUDY MATERIAL AND CD**

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The study material is prepared by respective course preparation Committees, Comprising Eminent Educationists, Experts from the Industry, IICT faculty and academic council members etc.

The course material is written in very simple language, is easy to understand and explains the subject both conceptually and in terms of actual practice. No extra fee is charged for the course study material issued to the students. However, if a student want to have extra copy of study material relevant to the course of study, it is supplied on payment of Rs. 300/- per subject.

In some cases relevant text books recommended by our faculty are also provided in addition to /in lieu of the Study Material. CD of PPT Presentation / e-lectures on MBA subjects is also issued to students.

## **MEDIUM OF INSTRUCTION**

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The medium of instruction for all the courses is English. All lessons are sent in English only

## **DISPATCH OF STUDY MATERIAL /ASSIGNMENTS**

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Study material is supplied to bonafide students of the institute only. The institute will arrange to dispatch the study material/Assignments to the students as per schedule.

**NOTE:** All students should pay postal registration/incidental charges at the time of admission @ Rs. 250/- per semester.(For NRI/Foreign Students USD 100 per semester)

## JOINING OF THE COURSE

There is no entrance test for admission. Admission to IICT courses is direct. Fresh batch of each course start on 1st of every month.

Admission in to the IICT distance learning programs is open throughout the year and one can enroll at any time if he/she fulfills the basic eligibility criteria. Website of the Institute also inform about the date of commencement of various courses. Completed applications should be deposited by the date given on the admission form. However applications for admission can also be deposited within one week of last date with a late fee @ Rs. 100/- for the current batch.

## REGISTRATION FEE

A Registration fee as given in the fee schedule is paid at the time of admission.

## PROGRAMMES

IICT offers job oriented, **autonomous** Management programmes through distance learning mode (correspondence) as per chart given below :-

| Proram Eligibility  | Program Title | Duration  | Duration Code  |
|---|---------------|---|--|
| MBA Masters Diploma in Business Administration<br>Specialisation Offered (Select any one) :- i) Foreign Trade (FT), ii) Marketing (Mkt), iii) Pharma Marketing (PM), iv) Software Marketing (SM), v) HRD (HR), vi) Finance (Fin), vii) Tourism Administration (TA), viii) Hospital Management (HM) ix) Insurance Management(IM), (x) Banking(Bk), (xi) Operations(OP) (xii) Information Technology (IT), (xiii) Retail Management (RM) , (xiv) CRM (xv) Hospitality Management (HP), (xvi) Services Marketing (SV) and (xvii) Pharma Business Management (PB), (xviii) Telecom Management (TM), (xix) Material Management (MM), Health Care Management (HC) | 2 Year        | Graduation or Polytechnic Diploma *   | (lateral entry to 2nd Year for PG Diploma Holders) * |
| MBA (Dual) Masters Diploma in Business Administration<br>Dual Specialisation Offered from the above areas   | 2 Year        | Graduation or Polytechnic Diploma *   |  |
| EMBA Executive Masters Diploma in Business Administration<br>(Areas of specialisation as given above)   | 1 Year        | Any Degree+3 Year Working Experience or Polytech. Diploma + 7 Year Working Experience |  |
| FTA Foreign Trade Analyst   | 2 Year        | Graduation  |  |
| MFT Management of Foreign Trade   | 18 Month      | Graduation  |  |
| PGDF PG Diploma in Finance  | 1 Year        | Graduation or Polytec. Diploma  |  |
| PGDM PG Diploma in Management   | 1 Year        | Graduation or Polytec. Diploma  |  |
| PGDFT PG Diploma in Foreign Trade   | 1 Year        | Graduation or Polytec. Diploma  |  |
| PGDEM PG Diploma in Export Marketing  | 1 Year        | Graduation or Polytec. Diploma  |  |
| PGDMS PG Diploma in Marketing & Sales   | 1 Year        | Graduation or Polytec. Diploma  |  |
| PGDSM PG Diploma in Software Marketing  | 1 Year        | Graduation or Polytec. Diploma  |  |
| PGDHM PG Diploma in Hospital Management   | 1 Year        | Graduation or Polytec. Diploma  |  |
| PGDTA PG Diploma in Tourism Administration  | 1 Year        | Graduation or Polytec. Diploma  |  |
| PGDIM PG Diploma in Insurance Management  | 1 Year        | Graduation or Polytec. Diploma  |  |
| PGDDS PG Diploma in Drug Store Management   | 1 Year        | Graduation or Polytec. Diploma  |  |
| PGDPM PG Diploma in Pharmaceutical Marketing  | 1 Year        | Graduation or Polytec. Diploma  |  |
| PGDHRD PG Diploma in Human Resource Development   | 1 Year        | Graduation or Polytec. Diploma  |  |
| PGDB PG Diploma in Banking  | 1 Year        | Graduation or Polytec. Diploma  |  |
| PGDOM PG Diploma in Operations Management   | 1 Year        | Graduation or Polytec. Diploma  |  |
| PGDIT PG Diploma in Information Technology  | 1 Year        | Graduation or Polytec. Diploma  |  |
| PGDRM PG Diploma in Retail Management   | 1 Year        | Graduation or Polytec. Diploma  |  |
| PGDCRM PG Diploma in CRM  | 1 Year        | Graduation or Polytec. Diploma  |  |
| PGDHPM PG Diploma in Hospitality Management   | 1 Year        | Graduation or Polytec. Diploma  |  |
| PGDSVM PG Diploma in Services Marketing   | 1 Year        | Graduation or Polytec. Diploma  |  |

|        |   |         |                                |
|--------|---|---------|--------------------------------|
| PGDPBM | PG Diploma in Pharma Business Management      | 1 Year  | Graduation or Polytec. Diploma |
| PGDTM  | PG Diploma in Telecom Management              | 1 Year  | Graduation or Polytec. Diploma |
| PGDMM  | PG Diploma in Material Management             | 1 Year  | Graduation or Polytec. Diploma |
| PGDHCM | PG Diploma in Health Care Management          | 1 Year  | Graduation or Polytec. Diploma |
| ADF    | Advance Diploma in Finance                    | 6 Month | 10 + 2                         |
| ADEM   | Advance Diploma in Export Marketing           | 6 Month | 10 + 2                         |
| ADMS   | Advance Diploma in Marketing & Sales          | 6 Month | 10 + 2                         |
| ADSM   | Advance Diploma in Software Marketing         | 6 Month | 10 + 2                         |
| ADTA   | Advance Diploma in Tourism Administration     | 6 Month | 10 + 2                         |
| ADPM   | Advance Diploma in Pharmaceutical Marketing   | 6 Month | 10 + 2                         |
| ADDS   | Advance Diploma in Drug Store Management      | 6 Month | 10 + 2                         |
| ADIM   | Advance Diploma in Management                 | 6 Month | 10 + 2                         |
| ADHM   | Advance Diploma in Hospital Management        | 6 Month | Graduation                     |
| ADIRM  | Advance Diploma in Insurance Management       | 6 Month | 10 + 2                         |
| ADHR   | Advance Diploma in Human Resource Development | 6 Month | 10 + 2                         |
| ADTM   | Advance Diploma in Telecom Management         | 6 Month | 10 + 2                         |
| ADMM   | Advance Diploma in Material Management        | 6 Month | 10 + 2                         |
| ADBM   | Advance Diploma in Banking Management         | 6 Month | 10 + 2                         |
| ADHCM  | Advance Diploma in Health Care Management     | 6 Month | 10 + 2                         |
| DIF    | Diploma in Finance                            | 4 Month | 10 + 2                         |
| DIM    | Diploma in Management                         | 4 Month | 10 + 2                         |
| DMS    | Diploma in Marketing & Sales                  | 4 Month | 10 + 2                         |
| DSM    | Diploma in Software Marketing                 | 4 Month | 10 + 2                         |
| DEM    | Diploma in Export Management                  | 4 Month | 10 + 2                         |
| DTA    | Diploma in Tourism Administration             | 4 Month | 10 + 2                         |
| DIRM   | Diploma in Insurance Management               | 4 Month | 10 + 2                         |
| DDS    | Diploma in Drug Store Management              | 4 Month | 10 + 2                         |
| DPM    | Diploma in Pharmaceutical Marketing           | 4 Month | 10 + 2                         |
| DHR    | Diploma in Human Resource Development         | 4 Month | 10 + 2                         |

**NOTE :** - **(1)** Students appearing in final year examination of Graduation/10+2 as the case may be can also apply/enrol. **(2)** \* Polytechnic Diploma in any discipline with 2 year working experience is accepted for admission to one year programme, with 3 years working experience is accepted for MBA Programmes and 7 years working experience is accepted for EMBA programmes **(3)** Non Graduate Students who have successfully completed Diploma/Advance Diploma of IICT and have 10 years of supervisory work experience can be enrolled to next higher programme directly. **(4)** Only Working Executives with specified working experience as given above are eligible to join EMBA. **(5)** A candidate who has successfully completed 1 Year PG Diploma in Management or in related field of management is eligible for credit transfer and lateral entry to the second year of MBA programme of IICT. **(6)** Medium of instructions for all courses is English.

## **CORRESPONDENCE COURSES**

**(Distance Learning and Open Learning Mode)**

### **1) MASTERS PROGRAMMES**

**MBA : MASTERS DIPLOMA IN BUSINESS ADMINISTRATION** in the areas of Foreign Trade, Marketing & Sales, HRD, Finance, Pharmaceutical Marketing, Software Marketing, Tourism Administration, Hospital Management, Insurance Management, Banking, Retail, Operations, Information Technology, CRM, Hospitality Management, Services Marketing, Pharma Business Management, Telecom Management and Material Management. These are well structured programmes, curricula at par with MBA of international standard, based on international experiences and the needs of Indian industry in the era of global economy. While semesters I, II and IV are common, the area of specialisation is covered in semester III. The course curriculum is given below :

## SEMESTER I

Compulsory Subjects

CT 26 Principles of Management

CT 73 Managing Human Resources

CT 74 Accounts & Finance for Managers

Optional Subjects (select one subject)

CT 31 Business Environment

CT 40 ERP & MIS

*\*Award: Diploma in Management*

## SEMESTER II

Compulsory Subjects

CT 19 Production & Operations Management

CT 33 Marketing Management

CT 71 Managerial Economics

Optional Subjects (select one subject)

CT 10 Strategic Management

CT 20 Quantitative Techniques for Managers

*\*Award : Executive Diploma in Management*

## SEMESTER III

Student may offer any one specialisation from the areas given below:

### **i) FOREIGN TRADE**

Compulsory Subjects

CT 21 Export Management and Documentation

CT 22 Export Finance Procedure

CT 23 International Marketing

CT 27 FOREX Management

Optional Subjects (select one subjects)

CT 25 International Trade

CT 30 India's Foreign Trade

### **ii) MARKETING**

Compulsory Subjects

CT 32 Marketing Research

CT 34 Principles of Sales Management

CT 35 Advertising Management

CT 36 Consumer Behaviour

Optional Subjects (select one subject)

CT 37 Brand Management

CT 41 Industrial Marketing

### **iii) HUMAN RESOURCE DEVELOPMENT**

Compulsory Subjects

CT 12 Human Resource Planning

CT 13 Industrial Relations

CT 14 Organisation Development

CT 72 Organisation Behaviour

Optional Subjects (select one subject)

CT 09 Entrepreneurship

CT 15 Research Methodology

### **iv) FINANCE**

Compulsory Subjects

CT 75 Multinational Financial Management

CT 76 Financial Markets & Services

CT 77 Working Capital Management

CT 78 Security Analysis & Portfolio Management

Optional Subjects (select one subject)

CT 09 Entrepreneurship

CT 27 Forex Management

**v) PHARMA MARKETING**

CT 44 Pharma Selling and Sales Management

CT 45 Pharma Distribution Management

CT 46 Anatomy, Physiology and Pharmacology

CT 47 Pharma Product Management

Optional Subjects (select one subject)

CT 32 Marketing Research

CT 48 Paradyme in Pharmaceutical Industry

**vi) SOFTWARE MARKETING**

Compulsory Subjects

CT 61 Software Sales & Promotional Management

CT 62 Software Product & Project Management

CT 63 Software Development Methodology

CT 64 Strategic Issues in Software Marketing

Optional Subjects (select one subject)

CT 65 Trends in Software Industry

CT 66 E-Commerce

**vii) TOURISM ADMINISTRATION**

Compulsory Subjects

CT 51 Principles of Tourism

CT 52 Hospitality Management

CT 53 Tourism Product

CT 54 Ecology for Tourism

Optional Subjects (select one subject)

CT 09 Entrepreneurship

CT 55 Travel Agency & Transport Management

**viii) HOSPITAL MANAGEMENT**

Compulsory Subjects

CT 03 Principles of Hospital Planning

CT 04 Essential Elements of Hospital Administration

CT 05 Community Health, Demography & Biostatistics

CT 06 Medical Records and Hospital Inventory Management

Optional Subjects (select one subjects)

CT 08 Functional Hospital Organisation

CT 46 Anatomy, Physiology and Pharmacology

**ix) INSURANCE MANAGEMENT**

CT 81 Insurance & Risk Management

CT 82 Insurance Business Environment

CT 83 Life & Non-life Insurance

CT 84 Management of Insurance Companies

Optional Subjects (select one subject)

CT 32 Marketing Research

CT 85 Insurance Marketing

**x) BANKING**

Compulsory Subjects

CT 91 Principles of Banking  
CT 92 International Banking Management  
CT 93 I.T. in Banking  
CT 94 Bank Regulation & Compliance  
Optional Subjects (select one subject)  
CT 78 Security Analysis & Portfolio Management  
CT 95 Risk and Treasury Management

#### **xi) INFORMATION TECHNOLOGY**

Compulsory Subjects  
CT 66 E-commerce  
CT 67 I.T. in Business Management  
CT 68 I.T.: Its Core Concepts & Issues  
CT 69 Development of Information Systems  
Optional Subjects (select one subject)  
CT 09 Entrepreneurship  
CT 70 Important Application Areas of I.T.

#### **xii) RETAIL MANAGEMENT**

CT 56 Retail Management  
CT 57 Retail Selling  
CT 58 Retail Marketing Management  
CT 59 Logistic & Supply Chain Management  
Optional Subjects (select one subject)  
CT 32 Marketing Research  
CT 36 Consumer Behaviour

#### **xiii) OPERATIONS MANAGEMENT**

Compulsory Subjects  
CT 59 Logistic & Supply Chain Management  
CT 87 Material Management  
CT 88 Technology Management  
CT 89 Total Quality Management  
Optional Subjects (select one subject)  
CT 90 Knowledge Management  
CT 42 Principles of Industrial Management

#### **xiv) CUSTOMER RELATIONSHIP MANAGEMENT**

Compulsory Subjects  
CT 36 Consumer Behaviour  
CT 97 Customer Relationship Management  
CT 98 CRM in Service Industry  
CT 99 Customer Response Management  
Optional Subjects (select one subject)  
CT 09 Entrepreneurship  
CT 32 Marketing Research

#### **xv) HOSPITALITY MANAGEMENT**

Compulsory Subjects  
CT 101 Introduction to Tourism & Hospitality Industry  
CT 102 Principles of Front Office Operations  
CT 103 Hotel, Hostel & Hospital Housekeeping  
CT 104 Hospitality Operations  
Optional Subjects (select one subject)  
CT 09 Entrepreneurship  
CT 106 Hotel & Tourism Laws

## **xvi) SERVICES MARKETING**

Compulsory Subjects

CT 36 Consumer Behaviour

CT 98 CRM in Service Industry

CT 107 Fundamental of Services Marketing

CT 108 Services Marketing: Strategy & Case Studies

Optional Subjects (select one subject)

CT 09 Entrepreneurship

CT 32 Marketing Research

## **xvii) PHARMA BUSINESS MANAGEMENT**

Compulsory Subjects

CT 36 Consumer Behaviour

CT 37 Brand Management

CT 45 Pharma Distribution Management

CT 47 Pharma Product Management

Optional Subjects (select one subject)

CT 32 Marketing Research

CT 48 Paradyme in Pharmaceutical Industry

## **xviii) TELECOM MANAGEMENT**

Compulsory Subjects

CT 66 E-Commerce

CT 110 Marketing & Telecom Product

CT 111 Telecom & Networking Technologies

CT 112 Management & Telecommunication Systems

Optional Subjects (select one subject)

CT 67 I.T. in Business Management

CT 70 Important Application Areas of I.T.

## **xix) MATERIAL MANAGEMENT**

Compulsory Subjects

CT 59 Logistic & Supply Chain Management

CT 86 Store Management

CT 87 Material Management

CT 88 Technology Management

Optional Subjects (select one subject)

CT 89 Total Quality Management

CT 90 Knowledge Management

## **xx) HEALTH CARE MANAGEMENT**

CT 03 Principles of Hospital Planning

CT 06 Medical Records & hospital Inventory Management

CT 116 Health Care Management

CT 117 Emerging Areas of HealthCare

CT 118 Programs of health Care Systems

## **SEMESTER IV**

Compulsory Subjects

CT 17 Business Communication

CT 28 Project Management

CT 29 Business Laws

Optional Subjects (select one subject)

CT 15 Research Methodology  
CT 38 Corporate Governance & Business Ethics  
CT 50 Project Work  
*\*Award : MBA*

**2) MBA : MASTERS DIPLOMA IN BUSINESS ADMINISTRATION (dual specialisation)** from the areas of Foreign Trade, Marketing & Sales, HRD, Finance, Pharma Marketing, Software Marketing, Tourism Administration, Hospital Management, Insurance Management, Banking, Operations, Retail, Information Technology, CRM, Hospitality Management, Services Marketing, Pharma Business Management Telecom Management and Material Management. These are well structured programmes, curricula at par with MBA of international standard, based on international experiences and the needs of Indian industry in the era of global economy. Area wise course curriculum is given below :

### **SEMESTER I**

Compulsory Subjects  
CT 26 Principles of Management  
CT 73 Managing Human Resources  
CT 74 Accounts & Finance for Managers  
Optional Subjects (select one subject)  
CT 31 Business Environment  
CT 40 ERP & MIS  
*\*Award: Diploma in Management*

### **SEMESTER II**

Compulsory Subjects  
CT 19 Production & Operations Management  
CT 33 Marketing Management  
CT 71 Managerial Economics  
Optional Subjects (select one subject)  
CT 10 Strategic Management  
CT 20 Quantitative Techniques for Managers  
*\*Award : Executive Diploma in Management*

### **SEMESTER III**

Student may offer any three subjects from one specialisation - as **major** and two subjects from other specialisation - as **minor** from the specialization areas given below:

#### **i) FOREIGN TRADE**

CT 21 Export Management and Documentation  
CT 22 Export Finance Procedure  
CT 23 International Marketing  
CT 25 International Trade  
CT 27 FOREX Management  
CT 30 India's Foreign Trade

#### **ii) MARKETING**

CT 32 Marketing Research  
CT 34 Principles of Sales Management  
CT 35 Advertising Management  
CT 36 Consumer Behaviour  
CT 37 Brand Management  
CT 41 Industrial Marketing

#### **iii) HRD**

CT 12 Human Resource Planning

CT 13 Industrial Relations

CT 14 Organisation Development

CT 15 Research Methodology

CT 72 Organisation Behaviour

Note: CT-15 may not be opted if opted as optional subject in semester IV.

**iv) FINANCE**

CT 27 Forex Management

CT 75 Multinational Financial Management

CT 76 Financial Markets & Services

CT 77 Working Capital Management

CT 78 Security Analysis & Portfolio Management

**v) PHARMA MARKETING**

CT 44 Pharma Selling and Sales Management

CT 45 Pharma Distribution Management

CT 46 Anatomy, Physiology and Pharmacology

CT 47 Pharma Product Management

CT 48 Paradyme in Pharmaceutical Industry

**vi) SOFTWARE MARKETING**

CT 32 Marketing Research

CT 61 Software Sales & Promotional Management

CT 62 Software Product & Project Management

CT 63 Software Development Methodology

CT 64 Strategic Issues in Software Marketing

CT 65 Trends in Software Industry

**vii) TOURISM ADMINISTRATION**

CT 51 Principles of Tourism

CT 52 Hospitality Management

CT 53 Tourism Product

CT 54 Ecology for Tourism

CT 55 Travel Agency & Transport Management

**viii) HOSPITAL MANAGEMENT**

CT 03 Principles of Hospital Planning

CT 04 Essential Elements of Hospital Management

CT 05 Community Health, Demography & Biostatistics

CT 06 Medical Records and Hospital Inventory Management

CT 46 Anatomy, Physiology and Pharmacology

**ix) INSURANCE MANAGEMENT**

CT 32 Marketing Research

CT 81 Insurance & Risk Management

CT 82 Insurance Business Environment

CT 83 Life & Non-life Insurance

CT 84 Management of Insurance Companies

CT 85 Insurance Marketing

**x) BANKING**

CT 78 Security Analysis & Portfolio Management

CT 91 Principles of Banking  
CT 92 International Banking Management  
CT 93 I.T. in Banking  
CT 94 Bank Regulation & Compliance  
CT 95 Risk and Treasury Management

**xi) INFORMATION TECHNOLOGY**

CT 66 E-commerce  
CT 67 I.T. in Business Management  
CT 68 I.T.: Its Core Concepts & Issues  
CT 69 Development of Information Systems  
CT 70 Important Application Areas of I.T.

**xii) RETAIL MANAGEMENT**

CT 36 Consumer Behaviour  
CT 56 Retail Management  
CT 57 Retail Selling  
CT 58 Retail Marketing Management  
CT 59 Logistic & Supply Chain Management

**xiii) OPERATIONS MANAGEMENT**

CT 42 Principles of Industrial Management  
CT 59 Logistic & Supply Chain Management  
CT 87 Material Management  
CT 88 Technology Management  
CT 89 Total Quality Management  
CT 90 Knowledge Management

**xiv) CUSTOMER RELATIONSHIP MANAGEMENT**

CT 32 Marketing Research  
CT 36 Consumer Behaviour  
CT 97 Customer Relationship Management  
CT 98 CRM in Service Industry  
CT 99 Customer Response Management

**xv) HOSPITALITY MANAGEMENT**

CT 101 Introduction to Tourism & Hospitality Industry  
CT 102 Principles of Front Office Operations  
CT 103 Hotel, Hostel & Hospital Housekeeping  
CT 104 Hospitality Operations  
CT 106 Hotel & Tourism Laws

**xvi) SERVICES MARKETING**

CT 32 Marketing Research  
CT 36 Consumer Behaviour  
CT 98 CRM in Service Industry  
CT 107 Fundamental of Services Marketing  
CT 108 Services Marketing: Strategy & Case Studies

**xvii) PHARMA BUSINESS MANAGEMENT**

CT 36 Consumer Behaviour  
CT 37 Brand Management

CT 45 Pharma Distribution Management  
CT 47 Pharma Product Management  
CT 48 Paradyme in Pharmaceutical Industry

**xviii) TELECOM MANAGEMENT**

CT 66 E-Commerce  
CT 67 I.T. in Business Management  
CT 110 Marketing & Telecom Product  
CT 111 Telecom & Networking Technologies  
CT 112 Management & Telecommunication Systems

**xix) MATERIAL MANAGEMENT**

CT 59 Logistic & Supply Chain Management  
CT 86 Store Management  
CT 87 Material Management  
CT 88 Technology Management  
CT 89 Total Quality Management

**xx) HEALTH CARE MANAGEMENT**

CT 03 Principles of Hospital Planning  
CT 06 Medical Records & hospital Inventory Management  
CT 116 Health Care Management  
CT 117 Emerging Areas of HealthCare  
CT 118 Programs of health Care Systems

*Note:* PG Diploma shall be awarded in the area of Major specialisation only.

**SEMESTER IV**

Compulsory Subjects

CT 17 Business Communication  
CT 28 Project Management  
CT 29 Business Laws

Optional Subjects (select one subject)

CT 09 Entrepreneurship  
CT 15 Research Methodology  
CT 38 Corporate Governance & Business Ethics  
CT 50 Project Work

*\*Award : MBA* (with major and minor specializations)

*\*Condition Apply.*

**3) EMBA : EXECUTIVE MASTERS  
ADMINISTRATION**

**DIPLOMA IN BUSINESS**

**SEMESTER-I**

CT 26 Principles of Management  
CT 73 Managing Human Resources  
CT 74 Accounts and finance for Managers  
CT 31 Business Environment  
CT 29 Business Laws

*\*Award : Diploma in Management*

**SEMESTER-II**

Compulsory Subjects

CT 10 Strategic Management

CT 33 Marketing Management

CT 71 Managerial Economics

*Area of Specialisation:*

Select three subjects of choice from the area of specialisation offered.

**i) FOREIGN TRADE**

CT 21 Export Management & Documentation

CT 22 Export Finance

CT 23 International Marketing

CT 25 International Trade

CT 28 Project Management

CT 30 India's Foreign Trade

**ii) FINANCE**

CT 27 FOREX Management

CT 75 Multinational Financial Management

CT 76 Finance Markets & Services

CT 77 Working Capital Management

CT 78 Security Analysis & Portfolio Management

**iii) MARKETING**

CT 32 Marketing Research

CT 34 Principles of Sales Management

CT 35 Advertising Management

CT 36 Consumer Behaviour

CT 41 Industrial Marketing

**iv) HRD**

CT 12 Human Resource Planning

CT 13 Industrial Relations

CT 14 Organisation Development

CT 15 Research Methodology

CT 72 Organisation Behaviour

**v) TOURISM**

CT 51 Principle of Tourism

CT 52 Hospitality Management

CT 53 Tourism Product

CT 54 Ecology for Tourism

CT 55 Travel Agency & Transport Management

**vi) SOFTWARE MARKETING**

CT 61 Software Sales & Promotional Management

CT 62 Software product & Project Management

CT 63 Software Development Methodology

CT 64 Strategic Issues in Software Marketing

CT 65 Trends in Software Industry

**vii) PHARMA MARKETING**

CT 17 Business Communication

CT 44 Pharma Selling & Sales Management

CT 45 Pharma Distribution Management

CT 47 Pharma Product Management

CT 48 Paradyme in Pharmaceutical Industry

**viii) HOSPITAL MANAGEMENT**

CT 03 Principles of Hospital Planning  
CT 04 Essential Elements of Hospital Management  
CT 05 Community Health, Demography & Biostatistics  
CT 06 Medical Records and Hospital Inventory Management  
CT 08 Functional Hospital Organisation

**ix) INSURANCE MANAGEMENT**

CT 81 Insurance & Risk Management  
CT 82 Insurance Business Environment  
CT 83 Life & Non-life Insurance  
CT 84 Management of Insurance Companies  
CT 85 Insurance Marketing

**x) BANKING**

CT 91 Principles of Banking  
CT 92 International Banking Management  
CT 93 I.T. in Banking  
CT 94 Bank Regulation & Compliance  
CT 95 Risk and Treasury Management

**xi) INFORMATION TECHNOLOGY**

CT 66 E-commerce  
CT 67 I.T. in Business Management  
CT 68 I.T.: Its Core Concepts & Issues  
CT 69 Development of Information Systems  
CT 70 Important Application Areas of I.T.

**xii) RETAIL MANAGEMENT**

CT 36 Consumer Behaviour  
CT 56 Retail Management  
CT 57 Retail Selling  
CT 58 Retail Marketing Management  
CT 59 Logistic & Supply Chain Management

**xiii) OPERATIONS MANAGEMENT**

CT 19 Production & Operations Management  
CT 28 Project Management  
CT 59 Logistic & Supply Chain Management  
CT 87 Material Management  
CT 88 Technology Management  
CT 89 Total Quality Management

**xiv) CUSTOMER RELATIONSHIP MANAGEMENT**

CT 32 Marketing Research  
CT 36 Consumer Behaviour  
CT 97 Customer Relationship Management  
CT 98 CRM in Service Industry  
CT 99 Customer Response Management

**xv) HOSPITALITY MANAGEMENT**

CT 101 Introduction to Tourism & Hospitality Industry  
CT 102 Principles of Front Office Operations  
CT 103 Hotel, Hostel & Hospital Housekeeping  
CT 104 Hospitality Operations  
CT 106 Hotel & Tourism Laws

**xvi) SERVICES MARKETING**

CT 09 Entrepreneurship  
CT 36 Consumer Behaviour  
CT 98 CRM in Service Industry  
CT 107 Fundamental of Services Marketing  
CT 108 Services Marketing: Strategy & Case Studies

**xvii) PHARMA BUSINESS MANAGEMENT**

CT 36 Consumer Behaviour  
CT 37 Brand Management  
CT 45 Pharma Distribution Management  
CT 47 Pharma Product Management  
CT 48 Paradyme in Pharmaceutical Industry

**xviii) TELECOM MANAGEMENT**

CT 66 E-Commerce  
CT 67 I.T. in Business Management  
CT 110 Marketing & Telecom Product  
CT 111 Telecom & Networking Technologies  
CT 112 Management & Telecommunication Systems

**xix) MATERIAL MANAGEMENT**

CT 59 Logistic & Supply Chain Management  
CT 86 Store Management  
CT 87 Material Management  
CT 88 Technology Management  
CT 89 Total Quality Management

**xx) HEALTH CARE MANAGEMENT**

CT 03 Principles of Hospital Planning  
CT 06 Medical Records & hospital Inventory Management  
CT 116 Health Care Management  
CT 117 Emerging Areas of HealthCare  
CT 118 Programs of health Care Systems

*\*Award : Executive MBA*

**4) FTA : FOREIGN TRADE ANALYST**

**(Two Year Executive Management Programme in Foreign Trade)**

**SEMESTER I**

CT 21 Export Management and Documentation  
CT 22 Export Finance Procedure  
CT 23 International Marketing

**SEMESTER II**

CT 24 Indirect Taxes

CT 25 International Trade  
CT 26 Principles of Management

**SEMESTER III**

CT 27 FOREX Management  
CT 28 Project Management  
CT 29 Business Laws  
CT 50 Project Work

**SEMESTER IV**

CT 30 India's Foreign Trade  
CT 31 Business Environment  
CT 32 Marketing Research

**5) MFT: MANAGEMENT OF FOREIGN TRADE**

(18 Month Management Programme in Foreign Trade)

**SEMESTER I**

CT 21 Export Management and Documentation  
CT 22 Export Finance Procedure  
CT 23 International Marketing

**SEMESTER II**

CT 24 Indirect Taxes  
CT 25 International Trade  
CT 26 Principles of Management

**SEMESTER III**

CT 27 FOREX Management  
CT 28 Project Management  
CT 29 Business Laws  
CT 50 Project Work

**6) PG DIPLOMA PROGRAMMES**

**(1 Year PG Level Specialization Programme)**

**i) PGDFT : POST GRADUATE DIPLOMA IN FOREIGN TRADE**

**SEMESTER I**

CT 21 Export Management and Documentation  
CT 22 Export Finance Procedure  
CT 23 International Marketing

**SEMESTER II**

CT 25 International Trade  
CT 26 Principles of Management  
CT 30 India's Foreign Trade

**ii) PGDEM : POST GRADUATE DIPLOMA IN EXPORT MARKETING**

**SEMESTER I**

CT 21 Export Management and Documentation  
CT 22 Export Finance Procedure  
CT 23 International Marketing

**SEMESTER II**

CT 26 Principles of Management  
CT 29 Business Laws

CT 33 Marketing Management

**iii) PGDMS : POST GRADUATE DIPLOMA IN MARKETING & SALES**

**SEMESTER I**

CT 23 International Marketing  
CT 26 Principles of Management  
CT 33 Marketing Management

**SEMESTER II**

CT 29 Business Laws  
CT 34 Principles of Sales Management  
CT 35 Advertising Management

**iv) PGDSM: POST GRADUATE DIPLOMA IN SOFTWARE MARKETING**

**SEMESTER I**

CT 33 Marketing Management  
CT 61 Software Sales & Promotional Management  
CT 62 Software Product & Project Management

**SEMESTER II**

CT 63 Software Development Methodology  
CT 64 Strategic Issues in Software Marketing  
CT 65 Trends in Software Industry

**v) PGDTA: POST GRADUATE DIPLOMA IN TOURISM ADMINISTRATION**

**SEMESTER I**

CT 26 Principles of Management  
CT 51 Principles of Tourism  
CT 52 Hospitality Management

**SEMESTER II**

CT 53 Tourism Product  
CT 54 Ecology for Tourism  
CT 55 Travel Agency & Transport Management

**vi) PGDPM: POST GRADUATE DIPLOMA IN PHARMACEUTICAL MARKETING**

**SEMESTER I**

CT 26 Principles of Management  
CT 33 Marketing Management  
CT 44 Pharma Selling and Sales Management

**SEMESTER II**

CT 45 Pharma Distribution Management  
CT 46 Anatomy, Physiology and Pharmacology  
CT 47 Pharma Product Management

**vii) PGDHRD : POST GRADUATE DIPLOMA IN HUMAN RESOURCE DEVELOPMENT**

**SEMESTER I**

CT 12 Human Resource Planning  
CT 26 Principles of Management  
CT 73 Managing Human Resources

**SEMESTER II**

CT 13 Industrial Relations  
CT 14 Organisation Development  
CT 72 Organisation Behaviour

**viii) PGDF : POST GRADUATE DIPLOMA IN FINANCE**

**SEMESTER I**

CT 74 Accounts and Finance for Managers  
CT 75 Multinational Financial Management  
CT 76 Financial Markets & Services

**SEMESTER II**

CT 26 Principles of Management  
CT 71 Managerial Economics  
CT 77 Working Capital Management

**ix) PGDM : POST GRADUATE DIPLOMA IN MANAGEMENT**

**SEMESTER I**

CT 26 Principles of Management  
CT 73 Managing Human Resources  
CT 74 Accounts & Finance for Managers

**SEMESTER II**

CT 29 Business Laws  
CT 33 Marketing Management  
CT 71 Managerial Economics

**x) PGDHM : POST GRADUATE DIPLOMA IN HOSPITAL MANAGEMENT**

**SEMESTER I**

CT 26 Principles of Management  
CT 03 Principles of Hospital Planning  
CT 46 Anatomy, Physiology and Pharmacology

**SEMESTER II**

CT 04 Essential Elements of Hospital Administration  
CT 05 Community Health, Demography & Biostatistics  
CT 06 Medical Records and Hospital Inventory Management

**xi) PGDDS : POST GRADUATE DIPLOMA IN DRUG STORE MANAGEMENT**

**SEMESTER I**

CT 26 Principles of Management  
CT 33 Marketing Management  
CT 46 Anatomy, Physiology and Pharmacology

**SEMESTER II**

CT 29 Business Laws  
CT 34 Principles of Sales Management  
CT 43 Drug Store Management

**xii) PGDIM: POST GRADUATE DIPLOMA IN INSURANCE MANAGEMENT**

## **SEMESTER I**

CT 26 Principles of Management  
CT 81 Insurance & Risk Management  
CT 82 Insurance Business Environment

## **SEMESTER II**

CT 83 Life & Non-life Insurance  
CT 84 Management of Insurance Companies  
CT 85 Insurance Marketing

### **xiii) PGDB: POST GRADUATE DIPLOMA IN BANKING**

## **SEMESTER I**

CT 26 Principles of Management  
CT 73 Managing Human Resources  
CT 74 Accounts and Finance for Managers

## **SEMESTER II**

CT 91 Principles of Banking  
CT 92 International Banking Management  
CT 94 Bank Regulation & Compliance

### **xiv) PGDIT: POST GRADUATE DIPLOMA IN INFORMATION TECHNOLOGY**

## **SEMESTER I**

CT 26 Principles of Management  
CT 66 E-Commerce  
CT 67 I.T. in Business Management

## **SEMESTER II**

CT 33 Marketing Management  
CT 68 I.T.: Its Core Concepts & Issues  
CT 69 Development of Information Systems

### **xv) PGDRM: POST GRADUATE DIPLOMA IN RETAIL MANAGEMENT**

## **SEMESTER I**

CT 26 Principles of Management  
CT 56 Retail Management  
CT 57 Retail Selling

## **SEMESTER II**

CT 33 Marketing Management  
CT 58 Retail Marketing Management  
CT 59 Logistic & Supply Chain Management

### **xvi) PGDOM: POST GRADUATE DIPLOMA IN OPERATIONS MANAGEMENT**

## **SEMESTER I**

CT 26 Principles of Management  
CT 59 Logistic & Supply Chain Management  
CT 87 Material Management

## **SEMESTER II**

CT 33 Marketing Management  
CT 88 Technology Management  
CT 89 Total Quality Management

**xvii) PGDCRM: POST GRADUATE DIPLOMA IN CRM**

**SEMESTER I**

CT 17 Business Communication  
CT 26 Principles of Management  
CT 97 Customer Relationship Management

**SEMESTER II**

CT 36 Consumer Behaviour  
CT 98 CRM in Service Industry  
CT 99 Customer Response Management

**xviii) PGDHPM: POST GRADUATE DIPLOMA IN HOSPITALITY MANAGEMENT**

**SEMESTER I**

CT 26 Principles of Management  
CT 101 Introduction to Tourism & Hospitality Industry  
CT 102 Principles of Front Office Operations

**SEMESTER II**

CT 103 Hotel, Hostel & Hospital Housekeeping  
CT 104 Hospitality Operations  
CT 106 Hotel & Tourism Laws

**xix) PGDSVM: POST GRADUATE DIPLOMA IN SERVICES MARKETING**

**SEMESTER I**

CT 26 Principles of Management  
CT 107 Fundamental of Services Marketing  
CT 108 Services Marketing: Strategy & Case Studies

**SEMESTER II**

CT 33 Marketing Management  
CT 36 Consumer Behaviour  
CT 98 CRM in Service Industry

**xx) PGDPBM: POST GRADUATE DIPLOMA IN PHARMA BUSINESS MANAGEMENT**

**SEMESTER I**

CT 26 Principles of Management  
CT 45 Pharma Distribution Management  
CT 47 Pharma Product Management

**SEMESTER II**

CT 36 Consumer Behaviour  
CT 37 Brand Management  
CT 48 Paradyne in Pharmaceutical Industry

**xxi) PGDTM: POST GRADUATE DIPLOMA IN TELECOM MANAGEMENT**

**SEMESTER I**

CT 26 Principles of Management  
CT 66 E-Commerce  
CT 110 Marketing & Telecom Product

**SEMESTER II**

CT 67 I.T. in Business Management  
CT 111 Telecom & Networking Technologies  
CT 112 Management & Telecommunication Systems

**xxii) PGDMM: POST GRADUATE DIPLOMA IN MATERIAL MANAGEMENT**

**SEMESTER I**

CT 26 Principles of Management  
CT 86 Store Management  
CT 87 Material Management

**SEMESTER II**

CT 59 Logistic & Supply Chain Management  
CT 88 Technology Management  
CT 89 Total Quality Management

**xxiii) PGDHCM: POST GRADUATE DIPLOMA IN HEALTH CARE MANAGEMENT**

**SEMESTER I**

CT 26 Principles of Management  
CT 03 Principles of Hospital Planning  
CT 06 Medical Records & hospital Inventory Management

**SEMESTER II**

CT 116 Health Care Management  
CT 117 Emerging Areas of HealthCare  
CT 118 Programs of health Care Systems

**7) ADVANCE DIPLOMA PROGRAMMES**

**(6 Month Management Programme)**

**i) ADEM : ADVANCE DIPLOMA IN EXPORT MARKETING**

CT 21 Export Management and Documentation  
CT 22 Export Finance Procedure  
CT 23 International Marketing  
CT 33 Marketing Management

**ii) ADMS : ADVANCE DIPLOMA IN MARKETING AND SALES**

CT 23 International Marketing  
CT 33 Marketing Management  
CT 34 Principles of Sales Management  
CT 35 Advertising Management

**iii) ADTA : ADVANCE DIPLOMA IN TOURISM ADMINISTRATION**

CT 51 Principles of Tourism  
CT 52 Hospitality Management  
CT 53 Tourism Product  
CT 55 Travel Agency & Transport Management

**iv) ADSM : ADVANCE DIPLOMA IN SOFTWARE MARKETING**

CT 33 Marketing Management  
CT 61 Software Sales & Promotional Management  
CT 62 Software Product & Project Management  
CT 63 Software Development Methodology

**v) ADPM : ADVANCE DIPLOMA IN PHARMACEUTICAL MARKETING**

CT 33 Marketing Management

CT 44 Pharma Selling and Sales Management  
CT 45 Pharma Distribution Management  
CT 46 Anatomy, Physiology and Pharmacology

**vi) ADDS : ADVANCE DIPLOMA IN DRUG STORE MANAGEMENT**

CT 29 Business Laws  
CT 34 Principles of Sales Management  
CT 43 Drug Store Management  
CT 46 Anatomy, Physiology and Pharmacology

**vii) ADHR : ADVANCE DIPLOMA IN HUMAN RESOURCE DEVELOPMENT**

CT 12 Human Resource Planning  
CT 13 Industrial Relations  
CT 26 Principles of Management  
CT 73 Managing Human Resources

**viii) ADF : ADVANCE DIPLOMA IN FINANCE**

CT 26 Principles of Management  
CT 71 Managerial Economics  
CT 74 Accounts and finance for Managers  
CT 77 Working Capital Management

**ix) ADIM : ADVANCE DIPLOMA IN MANAGEMENT**

CT 17 Business Communication  
CT 26 Principles of Management  
CT 73 Managing Human Resources  
CT 74 Accounts & Finance for Managers

**x) ADHM : ADVANCE DIPLOMA IN HOSPITAL MANAGEMENT**

CT 02 Principles of Hospital Management  
CT 03 Principles of Hospital Planning  
CT 04 Essential Elements of Hospital Administration  
CT 06 Medical Records and Hospital Inventory Management

**xi) ADIRM : ADVANCE DIPLOMA IN INSURANCE MANAGEMENT**

CT 81 Insurance & Risk Management  
CT 83 Life & Non-life Insurance  
CT 84 Management of Insurance Companies  
CT 85 Insurance Marketing

**xii) ADTM : ADVANCE DIPLOMA IN TELECOM MANAGEMENT**

CT 66 E-Commerce  
CT 67 I.T. in Business Management  
CT 110 Marketing & Telecom Product  
CT 111 Telecom & Networking Technologies

**xiii) ADMM : ADVANCE DIPLOMA IN MATERIAL MANAGEMENT**

CT 26 Principles of Management  
CT 59 Logistic & Supply Chain Management  
CT 86 Store Management  
CT 87 Material Management

**xix) ADBM : ADVANCE DIPLOMA IN BANKING MANAGEMENT**

CT 74 Accounts and Finance for Managers

CT 91 Principles of Banking  
CT 92 International Banking Management  
CT 94 Bank Regulation & Compliance

**xx) ADBM : ADVANCE DIPLOMA IN HEALTH CARE MANAGEMENT**

CT 03 Principles of Hospital Planning  
CT 06 Medical Records & hospital Inventory Management  
CT 116 Health Care Management  
CT 117 Emerging Areas of HealthCare

**8) DIPLOMA PROGRAMMES**

**(4 Month Management Programme)**

**i) DPM : DIPLOMA IN  
PHARMACEUTICAL MARKETING**

CT 33 Marketing Management  
CT 44 Pharma Selling and Sales Management  
CT 45 Pharma Distribution Management

**ii) DDS : DIPLOMA IN DRUG STORE MANAGEMENT**

CT 29 Business Laws  
CT 34 Principles of Sales Management  
CT 43 Drug Store Management

**iii) DMS : DIPLOMA IN MARKETING AND SALES**

CT 33 Marketing Management  
CT 34 Principles of Sales Management  
CT 35 Advertising Management

**iv) DTA : DIPLOMA IN TOURISM ADMINISTRATION**

CT 51 Principles of Tourism  
CT 52 Hospitality Management  
CT 55 Travel Agency & Transport Management

**v) DSM : DIPLOMA IN SOFTWARE MARKETING**

CT 33 Marketing Management  
CT 61 Software Sales & Promotional Management  
CT 62 Software Product & Project Management

**vi) DEM : DIPLOMA IN EXPORT MANAGEMENT**

CT 21 Export Management and Documentation  
CT 22 Export Finance Procedure  
CT 23 International Marketing

**vii) DHR : DIPLOMA IN HUMAN RESOURCE DEVELOPMENT**

CT 12 Human Resource Planning  
CT 13 Industrial Relations  
CT 73 Managing Human Resources

**viii) DIF : DIPLOMA IN FINANCE**

CT 71 Managerial Economics  
CT 74 Accounts and Finance for Managers

CT 77 Working Capital Management

### **ix) DIM : DIPLOMA IN MANAGEMENT**

CT 17 Business Communication

CT 26 Principles of Management

CT 73 Managing Human Resources

### **x) DIRM : DIPLOMA IN INSURANCE MANAGEMENT**

CT 81 Insurance & Risk Management

CT 83 Life & Non-life Insurance

CT 85 Insurance Marketing

## **TEACHING METHODOLOGY & STUDY PACKAGE**

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IICT adopts a unique teaching methodology. IICT supplies study package containing high quality relevant text books/ IICT publications and study notes on each subject in the beginning of each semester. IICT mails a study plan mentioning the dates on which the additional communications and test set modules will be sent. IICT sends test questions containing - true/false questions, multiple choice questions, short answer questions, long answer questions and case studies, which may be attempted by a candidate and sent back to the IICT for evaluation. IICT informs marks secured on evaluated test questions back to candidates. The cases are representative of actual managerial problems which occur at various business environments. The case analysis method demands students to make decisions, develop, implementation of plans and explain, and defend their actions via discussions or written presentation. These studies develop the talents and confidence to face the real world problems. Candidate's progress is monitored and feedback is obtained from time to time during the semester.

## **UPGRADATION OF IICT COURSES**

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Under graduate students who have successfully completed Diploma/Advance Diploma Programme of IICT and have 10 years of supervisory experience are eligible to join next higher programme conducted by this Institute.

## **STATEMENT OF MARKS**

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On successful/unsuccessful completion of the course of study, statement of marks is issued at the end of every semester to the students giving details of marks obtained in the periodical assignments and term end examination. Request for re-valuation in any subject should be made to the Director within one month of the issue of the statement of marks with re-valuation fee @ Rs 200/- per subject. The statement of marks of a particular semester may be with held in the event of non-clearance of Institute dues including examination fee.

## **ISSUE OF DIPLOMA**

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- 1) Diploma/Advance Diploma/PG Diploma/Masters Diploma as the case may be, is issued on request at the end of the successful completion of the course/issue of the statement of marks. A Diploma fee (as given in the fee schedule) is to be deposited for the issue of the same.
- 2) The students of 2 year and 1 year programmes, who have paid their programme fee in full (in lumpsum or through instalments) and have also completed their eligibility criteria are also eligible for the award of Diploma at the end of each semesters in addition to the higher Diploma for which they have been registered with the Institute as per mention in respective course programmes.

## **CERTIFICATE OF COMPLETION**

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A certificate of completion in one or more successfully completed courses/subjects may also be awarded on request to students who do not wish or are unable to complete all the required courses for the Diploma/PG Programme/Masters Diploma etc.

## **FAST TRACK SYSTEM**

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To facilitate early completion of the courses, IICT offer lateral entry under fast track system for those students who are confident to complete the courses of their study in shorter period. To avail such facility, students are required to send an undertaking that they can complete the course under fast track system. Such student shall have to take utmost care and spare

extra time for their programme of study including adhering to timely remittance of installments of the course fee, if opted for instalment scheme. The duration of various courses under the fast track system is given as below:

- 1) 2 year course in 1 Year. (each semester of 3 months)
- 2) 1 year course in 8 month. (each semester of 4 months)
- 3) 6 month course in 4 month.
- 4) 4 month course in 3 month.

Those opting for Fast Track System are required to pay Fast Track Fee as per fee schedule applicable under fast track system.

## **ADDRESS / CHANGE OF ADDRESS**

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It may be noted that for the satisfactory conduct of correspondence course, correct and full postal address/e-mail address/telephone number in capital letter should be given. Any student who changes his address during the period of study, must ensure that it is intimated well in advance to the Institute along with the date of change of address. This will help correct mailing of your study material. A format for the change of address is sent along with the admission letter.

## **PERSONAL CONTACT PROGRAMME (PCP)**

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Personal Contact Programme will be conducted for all correspondence courses. IICT has a right to cancel/open any centre for PCP depending upon the number of students from that centre. However **it is not compulsory** to attend personal contact programmes. If applicable, PCP schedule is communicated by the institute.

## **EVALUATION / GRADING SYSTEM**

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The evaluation system is based on two components.

- a)
  1. Continuous evaluation in the form of periodic assignment - this component carries a weightage of 40% [essay type 15%, objective type 25%].
  2. Term end examination (centre examination/online examination/assignment based postal examination) with a weightage of 60%.
- b)
  1. 45% Minimum marks for a pass in each paper/assignment.
  2. 50% Minimum marks for aggregate.
  3. 60% Minimum marks for Ist class.
  4. 75% Minimum marks for distinction. (If the student has passed all papers in first appearance)

## **VALIDITY PERIOD OF ENROLMENT**

1. All enrolment are deemed cancelled and complete on issue of the Mark sheet.
2. The validity period of enrolment for :

| <b>Duration of the Programme</b> | <b>Validity Period (from the date of enrolment)</b> |
|----------------------------------|---|
| 2 Year/18 Months                 | 3 Years   |
| 1 Year                           | 2 Years   |
| 4/6 Months                       | 1 Years   |

3. A candidate's enrolment will be terminated when he/she is unable to complete the programme within the validity period of enrolment.
4. Students having pending term beyond validity period of enrolment and want to complete the programme - have to seek readmission on payment of Readmission fee of Rs.1000/- + Difference of Fee on the basis of latest admissible fee structure. Such students shall, however, get credit of fee paid and courses/subjects successfully completed by them.

## **EXPLANATION OF THE TERMS USED IN THE PROSPECTUS.**

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1. **Programme Title:** Programme Title is the full version of particular programme offered by this Institute. For example: Diploma in Export Management.
2. **Programme Code:** Programme Code denotes concise version of the programme title, for example: DEM is programme code of Diploma in Export Management.
3. **Examination Fee:** Examination fee is charged @ Rs. 150/- per subject. The examination fee in respect of each semester is to be paid two months before the term-end examination of the respective semester.

4. **Eligibility** : Eligibility means minimum educational qualification required for admission to a particular programme of study.
5. **Validity Period:** It is the period for which the enrolment is deemed valid. A student is required to complete his course of study during this period only. To complete the pending period of programme after the validation period has expired, student is to get his validity period extended on getting re-admission on payment of necessary re-validation fee and difference of revised course fee if any.
6. **Fee :-**
  - a) **Fee in Lumpsum:** - It is course fee paid in full alongwith the admission application form.
  - b) **Fee in Instalment:** When total course fee is paid through Instalment, as per fee schedule, is called fee in Instalment. In this case first Instalment of fee is submitted alongwith the admission application form.
  - c) **Re-examination fee:** When a student fails to qualify in a subject or fails to submit his response sheets of one or more subjects or absents himself in the term end examinations, re-examination of such subjects is arranged with a re-examination fee @ Rs. 200/- per subject/paper.
  - d) **Registration Fee:** Registration fee is paid at the time of admission as given in the fee schedule.
  - e) **Re-admission Fee:** This fee is necessitated when the validity period has expired and a student is yet to complete the course. Re-admission fee is paid to get the validity period extended for another one year. The details of re-admission fee are given in the fee schedule.
  - f) **Fast Track Fee:** Those who opt for fast track mode to complete the course are to pay fast track fee as given in the fast track fee schedule.
  - g) **Postal Charges :** All students are to pay postal charges @ Rs. 250/- per semester.
  - h) **Semester Re-schedule Fee:** Whenever student fails to adhere to the schedule intimated in the admission letter, a re-schedule fee is charged @ Rs 200/-.
  - i) **Transcript Fee:** @ Rs 250/- each transcript.
7. **Evaluation** : Since it is distant learning mode of education, evaluation is done in the form of assignments/project reports submitted by students followed by their performance in the term end examination conducted by the Institute.
8. **Fee Concession:** IICT offer fee concession to wide range of categories as given in the prospectus. **One can claim fee concession in one category only**. Admissible fee concession is availed at the time of admission, if fee is paid in Lumpsum. If fee is paid in Instalments, fee concession is availed in the last fee Instalment as per detail given in the admission letter.

## **FREQUENTLY ASKED QUESTIONS (FAQ)**

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***Q. How is the MBA/EMBA Program of IICT different from other MBA Programs ?***

**A.** The MBA Program focuses on knowledge and skills required by management professionals who plan to work for Indian and multinational corporations. It provides the students with a general management perspective and introduces them to the latest concepts and practices related to functional areas of management. The substantive exposure to Indian and international management practices with a strong case-study orientation is a unique feature of the MBA Program. In addition, the MBA Program is structured in a flexible manner so that working executives can pursue this program without disturbing their careers.

***Q. Is there any Admission Test for enrolling into the MBA/EMBA or other Programme of IICT?***

**A.** No, there is no admission test for enrolling into the MBA or other Programs of IICT. These programme are open to all those applicants who satisfy the eligibility criteria as indicated in the prospectus. Admission is direct.

***Q. I am a working executive. Can I pursue the MBA/EMBA Program on a part-time basis?***

**A.** Yes, the MBA Program can be pursued on a self-study basis. You can do self-study in your free time, and sit for the examinations and complete the program. It is designed completely in a flexible manner to suit the needs of the working executives.

***Q. Does IICT provide any kind of contact classes for the benefit of MBA/EMBA/FTA/MFT and other candidates?***

**A.** IICT offers contact Classes (optional) for its Programs at Lucknow. However separate Training Classes are held for the benefit of MBA/EMBA/FTA/MFT students at Lucknow . Candidates who wish to attend these Training Classes are required to pay the fee as prescribed.

***Q. What is the format of the examinations? Are model question papers provided to the candidates?***

**A.** The examinations consist of three parts and evaluation system is based on 2 components.

1. Continuous evaluation in the form of periodic assignment-this component carries a weightage of 40% [essay type 15%, objective type 25%]
2. Term end examination with a weightage of 60%.

No model question paper are provided separately. Necessary questions are however given in the end of each chapter of respective subject study material.

***Q. Is there any installment facility available for payment of fee?***

**A.** Yes, The fee can also be paid in convenient installments as indicated in the fee schedule attached with the prospectus.

***Q. Are the MBA/EMBA/FTA/MFT and other Programs of IICT recognized ?***

**A.** (recognition & equivalency )Students (both men & women) of Masters Diploma in Business Administration - 2 year after graduation from IICT Lucknow are eligible for lateral entry into IIIrd semester of MBA Degree (4 semester program)course of Jayoti Vidyapeeth Womens University,Jaipur ( Recognized by Joint Committee of UGC/AICTE/DEC) As per notification S No.-URO39

In the changing economic environment what matters most is the recognition by the employers/industry. The MBA Program is highly appreciated and valued by blue-chip employers, as it is a uniquely designed program in Management, comprehensively covering all the functional areas of management in great depth. In today's buyers' market, these professionals will have good prospects in Indian companies and also in MNCs operating in India and abroad. IICT is a non-university institution. All programmes of IICT are autonomous and do not come under the perview of UGC/AICTE.

***Q. What are the placement prospects for the MBA's ?***

**A.** Acquiring the MBA qualification will give a sustainable competitive advantage for candidates who are interested in career opportunities with progressive employers. The MBA Program offers a broad spectrum of management courses with a strong practical orientation through its emphasis on case-based learning. The candidates who pursue the MBA Program will get exposed to a cutting-edge curriculum. Thus, successful candidates will be able to explore career opportunities with leading Indian and multinational companies.

***Q. What placement assistance does the IICT offer to me?***

**A.** The IICT has developed a strong base of employment opportunities for bright candidates through constant interaction with the industry. IICT also give emphasis on the personality and career development for the benefit of the candidates. This will assist them in faring well in their job interviews and careers. IICT believes that the entire placement exercise is a joint effort between IICT and the candidates. IICT provide guidance to its students in their placement efforts. We do not invite companies for campus recruitment.

***Q. Where can I submit the Application Form for Admission into the MBA and other Programs ?***

**A.** You can submit the completed Application Form for Admission to the Director IICT (address given in prospectus ) at Lucknow, personally or by regd. post / speed post/courier.

***Q. What is the working hours/days of the Institute.***

**A.** Institute remain open from 10 A.M. to 5 P.M. (Monday to Saturday). Institute remains closed on Sunday and Gazzitted holidays as notified by the Director, IICT. Any personal, academic or telephonic queries may be made during working hours or through e-mail.

***Q. If I have any further questions whom should I contact?***

**A.** If you have any further questions you may contact : *Co-ordinator/Director* of IICT.

## **PROCEDURE / INSTRUCTIONS FOR ADMISSION**

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1. Prospectus/Application Form can be obtained from the Institute on Payment of required fee. or admission form can also be down loaded free from the website of the Institute.
2. All the admission to students who fulfill the qualitative requirements will be based on applications only. There is no entrance test for admission. Admission is Direct.
3. Application for admission should be made in the prescribed form along with relevant fee.
4. The filled in application should be submitted to the Institute on or before the last date specified for the given session. The Institute is not responsible for any postal delay.
5. Completed applications with a late fee of Rs. 100/- can also be deposited within one week of the last date.
6. Students need not send/submit their original certificates. The following self attested documents are to be enclosed along with the filled-in application form.
  - a. SSLC/HSC to prove date of birth.
  - b. Copy of the certificate of last academic qualification.
  - c. 2 additional PP size photograph with signature of the student on its back for the issue of marksheet.
7. Admitted students will be allotted an enrolment number for future correspondence etc.

8. All fee should be paid by A/C payee Bank Draft drawn in favour of Indian Institute of Commerce And Trade payable at Lucknow. or through Electronic Fund Transfer System. Cash can be deposited personally.
9. Study Material will be sent/issued periodically as per the mode of course fee payment opted by the Student.
10. Fee once paid by the admitted students shall neither be returned nor adjusted against any other programme of IICT. However if a student is not admitted by the Institute - his/her fee is refunded in toto.
11. Fee schedule should be strictly observed by student for payment of fee by instalment, failing which dispatch/issue of study material etc. shall be withheld.
12. Change of course shall not be considered after enrolment.
13. The Director of the Institute reserves the right to accept or reject an application without assigning any reason what so ever.
14. The filled-in application along with the required documents and fee should be sent by Registered Post/Speed Post/Courier to :-

**The Director,  
Indian Institute of Commerce And Trade,  
5/28, Vikas Nagar,  
Lucknow - 226022 (India)**

15. The Institute shall not be held responsible in any way for any consequence whatsoever may arise if a student does not receive any correspondence, study materials, question papers, examination intimation, result etc.
16. On-line admission can also be availed while visiting our website.

**FEE CONCESSION / SCHOLARSHIP FEE CONCESSION  
AVAILABLE AS PER POLICY OF THE INSTITUTE ON DATE.**

| Category Code | Category  | Fee Concession |
|---------------|---|----------------|
| FC 1          | SC, ST, OBC   | 10%            |
| FC 2          | Sponsored candidates of corporate sector.   | 15%            |
| FC 5          | Serving Defence / Para Military Personnel/Ex-servicemen   | 20%            |
| FC 6          | Working Executives.   | 10%            |
| FC 9          | Holding National level sports certificates/NCC "C" Certificate  | 15%            |
| FC D          | Physically Disabled * (Condition Apply)   | 100%           |
| FC H          | Physically Handicapped  | 25%            |
| FC M          | The children/widows of the officers and men of Armed Forces including Para Military personnel killed during action/hostilities. | 50%            |
| FC O          | Students sponsored by Orphanage/Protection Homes  | 60%            |
| FC S          | Those who have secured 90% marks and above in graduation.   | 25%            |
| FC W          | Students sponsored by Welfare Societies/Educational Trusts/ Mohyal Sabhas which have signed MOU with Sapt Rishi Society.        | 50%            |
| FC X          | Ex-Students of IICT/Members of IICT alumni  | 15%            |

**NOTE :-** (1) Fee concession can be availed in one category only at the time of admission. No request for fee concession shall be accepted after the issue of admission letter. (2) Fee concession is withdrawn if course is not completed in the given validity period. (3) At the time of admission, admissible Fee concession may be deducted if fee is payed in Lumpsum. (4) In case of Instalment scheme, admissible fee concession shall be adjusted in the last instalment. (5) Enclose copy of relevant certificate with admission form in support of your claim for Fee concession. (6) The Governing council of the Institute has the right to disallow the Fee Scholarship/Fee Concession and with-hold the award of Diploma/PG level Program certificate if the declaration made by the candidate is found to be false. (7) FCD candidate contact IICT. (8) No fee concession admissible in case of NRI/Foreign / EMBA / Lateral Entry Scheme students.

The IICT reserves the right to amend, modify or alter the structure and content of the programme as well as other matters, policies and regulations pertaining to the programmes conducted by the Institute without assigning any reason or prior notice.

## **CAREER OPPORTUNITIES**

The Management Programmes Offered by IICT are of very High Utility Value for :-

- \* Fresh graduates or students pursuing academic studies who wish to seek an entry into the industry but cannot afford full time management programs due to financial or any other constraints.
- \* Those who are already employed in an industry without any management qualification, but wish to acquire a widely recognized management qualification to further their career.
- \* Those who are already working in the industry and want to have additional qualifications for the role rotation or for a better and upward rise in the industry.
- \* Those who are already working with the industry but aspire to move into a managerial cadre.
- \* Personnel from the Armed Forces who want to rehabilitate themselves after retirement in the managerial or supervisory positions.
- \* Those aspiring to join as Management Trainee, Manager, Sales Executive, Business Manager, Customer Brokers, Import-Export Agents, Wholesalers, Freight Forwarders, Product Manager, C&F agent of reputed Export House/Pharmaceutical Companies, Managers/Administrators in Finance, Tourist or Health Care Sectors etc. or start one's own business.

## **THE MBA EDGE**

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A masters programme viz MBA is professional preparation for a management career. It provides a starting platform for understanding the structure of the business that you are entering. An MBA holder has better decision-making abilities, has structural thinking, is focused and can do better business. One gets a taste of how theory is applied in practice. It provides knowledge of many aspects of business - not enough for one to claim mastery over it, but enough to know the issue that need to be looked at, the possibilities and options available, the ramification etc. The same knowledge can certainly be acquired without MBA also but it would come through trial and error, through making most mistakes during one's working life. MBA programme helps in fast forwarding the learning process, vicariously based on other peoples' experiences. The kind of skill-sets that an employer look for are most commonly found in MBA's. The kind of skills that you learn while doing MBA, find better use at a later stage, when you are in the middle or senior management level.

The MBA Program will give you the opportunity to develop a range of highly valued professional skills and a competitive edge in your career.

**Career Progression :** In most professional organizations, the senior managers are usually trained in management areas. There are more opportunities for management trained personnel than for almost any other functional qualification. Our Programs will provide a quantum jump in career progression.

The MBA Program with its general management focus, and the blend of Indian and International perspective will be your key competitive advantage as you enter the fiercely competitive business environment. It will help you move ahead of the pack and allow you accelerated access to senior management positions.

**Personal Growth :** The MBA Program will impart you with a perspective which enables you to relate to the entire business environment within which you may operate. You will be able to understand the impact of various decisions and play a significant role in them. The MBA Program will also help you understand business sufficiently to plan your own career and entrepreneurial moves successfully. And, of course, a more rewarding life, a better set of peers and recognition by society are sources of additional satisfaction.

**Continuous Learning :** The MBA Program is a tremendous learning opportunity. It will allow you to update your knowledge and skills significantly. The knowledge you acquire needs constant upgradation. And the learning methodology in the MBA Program provides you with a mechanism to seek, comprehend and internalize knowledge on a continuing basis.

### **IICT- EMBA Programme**

There is a need in the market for mid-level executives to sharpen their management skills. Working executives don't want to give two-years of time to study and then go for internships. Companies have felt and shown keen interest in this kind of programme. Higher education is divided into two segments- for fresher's and the experienced lot. Mid-career demand for education has emerged in India and therefore one-year MBA programme becomes relevant and rich for people with experience in the field. One-year EMBA programme normally tailor and polish your existing managerial skills irrespective of your academic background. One-year MBA programme is certainly attractive as it saves the opportunity cost. If you pursue a similar programme at an international B-school, the charges are humungous. It is certainly worth paying the amount at our Institute as we get international quality and standard at a cheap fee.

The **EMBA Program of IICT** focuses on knowledge and skills required by management professionals who are working for Indian and multinational corporations/companies. The objective of the program is to expose the participants to the various theories and practices of business management prevalent in the current economic scenario. The most important aspect of the EMBA Program is that it allows the participants to earn a top notch EMBA from the Indian Institute of Commerce and trade (IICT) , without interrupting their career or having to leave their current location. EMBA is professional preparation for a management career. It provides a starting platform for understanding the structure of the business that you are engaged in, fast

forwarding the learning process - the kind of skill-sets that an employer look for. Management qualification has become a must if you want to be successful in corporate life.

## DETAILED COURSE CURRICULAM

**CT-03 (PRINCIPLES OF HOSPITAL PLANNING)** : Hospital Planning and Design, Outpatient Services, The Nursing Unit, Nursing Services, Radiology Services, Laboratory Services, Operation Theatre Suite, Pharmacy, Central Sterile Supply Department, Hospital Infection, Hospital Utilisation Statistics, Evaluation of Hospital Services, Casualty & Emergency Services, Organization and Management of Dietary Services in a Hospital, Housekeeping and Maintenance Services **CT-04 (ESSENTIAL ELEMENTS OF HOSPITAL ADMINISTRATION)** : Marketing Management, Human Resource Management and Industrial Relations, Purchase Management and Maintenance Management. **CT-05 (COMMUNITY HEALTH, DEMOGRAPHY & BIostatISTICS)** : Community Health, Clinical Spectrum of Disease, Epidemiological Methods of Diagnosis & Treatment, Introduction to Bio-Statistics-Presentation of Data, Sampling Methods, Test of Significance, Demographing & Vital Statistics, Measures of Population & Vital Statistics and Population Studies & Family Welfare. **CT-06 (MEDICAL RECORDS & HOSPITAL INVENTORY MANAGEMENT)** : (**Medical Records - Part 1**) Basic Principles, Organisation Space & Equipment Requirement, Structure & Content, Diagnostic, Classification & Coding, Medical Audit, Preservation of Medical Records, Medical Statistics, Quality Assurance, Medical Certificates, Legal Aspects, Materials Management, Need for Adopting Materials Management Concept, (**Hospital Inventory Management - Part 2**) Inventory Management, Norms for Inventory, ABC Analysis, Economic Order Quantity, Material Handling, Store Keeping & Ware Housing Management. **CT-08 (FUNCTIONAL HOSPITAL ORGANISATION)** : Disposal of Hospital Waste, Public Relations in Hospitals, Ethical and Legal Aspects of Hospital Administration, Quality Assurance through Records Review and Medical Audit, Schedules of Accommodation, Classification of Various Services Areas and Departments in a Hospital. **CT-09 (ENTREPRENEURSHIP)** : Entrepreneur and Entrepreneurship, Entrepreneurship Development in India, Intellectual Property, Family Business, Entrepreneurial Motivation, Entrepreneurial Support, Promotion of a Venture, Raising of Funds & Venture Capital, Entrepreneurial Marketing, Networking, Growth, Nature and Scope of Business, Exit Strategies and Social Responsibility. **CT-10 (STRATEGIC MANAGEMENT)** : The Strategic Planning Process, The Business Vision and Company Mission Statement, Hierarchical Levels of Strategy, PEST & SWOT Analysis, Competitive Advantage, Porter's Five Forces, Porter's Generic Strategies & The Value Chain, Vertical & Horizontal Integration, Ansoff Matrix, BCG Growth-Share Matrix & GE/McKinsey Matrix, Core Competencies & Global Strategic Management, Porter's Diamond of National Advantage, Foreign Market Entry Modes, Entrepreneur and Entrepreneurship, Entrepreneurship Development in India, Entrepreneurial Motivation, Promotion of a Venture, Raising of Funds & Venture Capital, Nature and Scope of Business. **CT-11 (HUMAN RESOURCE MANAGEMENT)** : Introduction to HRM, HRM Trends in Dynamic Environment, Career Planning and Development, HR Information System, Current Trends in HR. **CT-12 (HUMAN RESOURCE PLANNING)** : Macro Level Scenario of Human Resources Planning, Concepts and Process of human Resources Planning, Methods and Techniques: Demand Forecasting, Methods and Techniques: Supply Forecasting, Job Analysis, Description, and Job Evaluation, Selection and Recruitment, Induction and Placement, performance Appraisal and Overview, Transfer, Promotion and Reward Policies, Training and Retraining, Human Resource Information Systems, Human Resource Costs, Human Resource Accounting and Audit, Emerging Trends and Issues in HRP. **CT-13 (INDUSTRIAL RELATIONS)** : Introduction to Industrial Relations, Trade Unionism, Employers' Federations, Collective Bargaining, Workers' Participation in Management, Employee Grievances, Industrial Disputes: Prevention, Industry and Disciplinary Proceedings, Industrial Relations Settlement, Labour Welfare and Social Security, Wage Policy and Regulations, Bonus, Relevant Features of Some Acts. **CT-14 (ORGANISATION DEVELOPMENT)** : Introduction to Organisation Development, Ethics in OD, Action Research, Organisation Development Interventions, Power and Control Issues in Organisation, Knowledge Management. **CT-15 (RESEARCH METHODOLOGY)** : Nature And Significance of Social Research, Concepts of Social Science Research, Stages in Research Process, Hypothesis, Theory And Facts of Social Science, The Design of Research, Methods of Data Collection-I, Methods of Data Collection-II, Sampling, The Case Study Method, Survey Method, Technique of Interviewing, Questionnaire, Schedule, Data Processing, Model Building and Decision Making, Analysis And Interpretation of Data, Statistical Tests in Management Research, The Research Report, Value Judgements, The Computer: Its Role in Research. **CT-16 (PREPARATION OF SELECTION PROCEDURE)** : Understanding Your Attitude, So what is a positive Attitude?, Potential, How to search a Job, Rewards for Medical Representative in Selling as a Career, Procedure of Selection, Criteria For Selecting A Medical Representative - A Check List, Criteria For Selecting A Front Line Manager, What is an Interview?, Key to Make Good Impact During The Interview, Factors Considered In Selecting The Job, Salary Structure And Remuneration, Specimen Sample of The Interview, Importance of Bio-data, **CT-17 (BUSINESS COMMUNICATION)**: Business Communication : What it is all about, Forms of business communication, Design for effective communication, What should be communicated. And when, Putting ideas together for communication, How to communicate effectively, Key audiences in business communication, Verbal communication, Non-Verbal communication, Written communication, Using the right medium, Qualities of an effective communicator. **CT-19 (PRODUCTION & OPERATION MANAGEMENT)** : Concepts, Methodology and Application of Production and Productivity Techniques, Operations Strategy, Forecasting and Operation Management, Inventory Control, Material Requirement Planning, Operations Scheduling. **CT-20 (QUANTITATIVE TECHNIQUES FOR MANAGERS)** : Censuses and Sample Investigation, Classification and Tabulation of Data, Diagrammatic Presentation, Moments, Skewness and Kurtosis, Correlation, Regression Analysis, Theory of Probability, Test of Hypotheses, Analysis of Variance. **CT-21 (EXPORT MANAGEMENT & DOCUMENTATION)**: Export : Need & Relevance, Sources of Export Information, How to Setup Export House, Formalities of Registration For Exporters, Export Documentation, Processing Of An Export Order, The EXIM Policy 1997-2002, E-Commerce in Export, Project Export, Product Specialisation. **CT- 22 (EXPORT FINANCE PROCEDURES)** : Export Sales Contract And Incoterms, Terms of Payment In Exports, Export Finance, Letter of Credit, Exim Bank & ECGC, Export Pricing, Export Cargo Insurance, Packaging & Labelling. **CT-23 (INTERNATIONAL MARKETING)** : Introduction to International Marketing, Selection of Products, Identification of Export Markets, Product Planning for Exports, International Marketing Channels, Business Communication in Export, International Marketing Logistics. **CT-24 (INDIRECT TAXES)** : Background of Indirect Taxes Laws, Liability of Central Excise Duty, Other Excise Procedures, Procedure for Import and Export, Export Promotion Schemes, Other Provisions in Customs Law, Penalties and Offences Under Customs Act, Introduction to Central Sales Tax, Quantum of CST payable, Restrictions on Taxation Under CST Act. **CT-25 (INTERNATIONAL TRADE)** : International Trade-An

Introduction, The Basis of International Trade, Gains From Trade & Terms of Trade, Balance of Payments, Trade Barriers, Countertrade & Trade in Services, Foreign Exchange, Economic Integration, Regional Groupings & Commodity Agreements, International Economic Organisations and Forums, International Monetary System & Eurodollar Market, Multinational Corporations, WTO and Trade Liberalisation, Foreign Trade and BOP of India. **CT-26 (PRINCIPLES OF MANAGEMENT)** : Introduction to Management, Schools of Management Thought, Social Responsibility of Management, Process & Function of Management, Planning, Decision Making, Management By Objective, Concept of Organisation, Delegation of Authority, Centralisation & Decentralisation, Staffing, Direction, Leadership, Motivation, Communication, Control, Information Technology and Management, Modern Management Concepts **CT-27 (FOREX MANAGEMENT)** : Forex Management - An Introduction, Derivative, Foreign Currency Futures, Foreign Currency Options, The Foreign Exchange Market, Theories of Foreign Exchange Rate, Movement & International Parity Conditions, Management of Foreign Exchange Risk, Management of Translation Exposure, Management of Transaction Exposure, Management of Economic Exposure. **CT-28 (PROJECT MANAGEMENT)** : What is a project?, Process of Project Identification, Identification of factors and actors, Scouting for project ideas and screening, Sources of net present value, Feasibility study, Collection of information about demand, Conduct of Market Survey, Demand forecasting methods, Technical Analysis-Materials, Input constraints, Procurement of machineries, Financial Analysis-cost of project, Means of Finance, Working capital requirement, Use of break-even chart, Projections of profitability, Principles of measuring Cash flows, Different views of cash flows, Time value of money, Appraisal criteria, BC Ratio and IRR, Investment Appraisal in International Field, Analysis of Project Risk Sensitivity Analysis, Risk-Adjusted Discount rate and certainty Equivalent method, Social Cost Benefit analysis, Network Technique, PERT & CPM, Post-audit and performance evaluation, Behavioural Issues. **CT-29 (BUSINESS LAWS)** : Company Law, Law of Contracts, Arbitration & Conciliation Act, Partnership Act, Carriage of Goods, Hire Purchase and Service Tax, Insolvency, Insurance and Right to Information, Patents, Designs, Trade Marks and Copy Rights, Monopolistic, Restrictive and Unfair Trade Practices and Competition Law, Special Business And Economic Laws. **CT-30 (FOREIGN TRADE)** : Meaning and Types of Trade, Foreign Trade & Economic Development, India's Foreign Trade During Planning Period, Recent Trends in India's Foreign Trade, Balance of Trade and Balance of Payments, Free Trade Vs Protection, Export Promotion in India, India's Trade with E.U. or E.C.M., India's trade with USA, GATT and UNCTAD, Short Notes. **CT-31 (BUSINESS ENVIRONMENT)** : Business Environment: Concept & Scope, Macroeconomic Environment: Major Issues, Planning in India, Growth Models in Indian Planning, India's Economic Reforms, Structural Adjustment & Growth, Analysis of Business Cycles, Monetary Policy for Economic Stabilisation, Foreign Investment, India and the World Economy: Globalisation, India and World Trade Organisation (WTO), Fiscal Policy in India, Fiscal Deficit and Economic Growth, Financial Sector Reforms, Industrial Policy in India, Public Sector and Privatisation, Social Responsibility of Business. **CT-32 (MARKETING RESEARCH)** : Marketing Research: An Introduction, Research Management, Value of Information, The Research Process, Research Design, Data Collection, Processing & Data Analysis, Testing Hypothesis, Sampling Designs, Interviewing, Identifying Market Segement, Product Research, Advertisement Research & Media Selection. **CT-33 (MARKETING MANAGEMENT)** : Introduction of Marketing Management, Marketing Planning, Marketing Research, Marketing Segmentation, Study of Consumer Behaviour, Product Development, Branding, Packaging and Labelling, Pricing Policies, Channels of Distribution, Management of Physical, Wholesale and Retail Distribution, Advertisement and Sales Management, Analysing Markets **CT-34 (PRINCIPLES OF SALES MANAGEMENT)** : Introduction of Sales Management, Sales Forecasting and Sales Budget, Sales Organisation, Salesmen Recruitment, Salesman Training, Remuneration of Salesmen, Sales Territory and Sales Quota, Salesmanship, Salesforce Evaluation, Sales Display, Ethics in Sales Management, Accountancy **CT-35 (ADVERTISING MANAGEMENT)** : Advertising - its Purpose and Function, Advertising World, Advertising in Marketing Mix, Appeal in Advertising, Layout of Advertisement, Advertising Budget, Selection of Media for Advertising, Advertising Agency Functions, Selection & Co-ordination, Future of Advertising and Brand Management: A Practical Approach, Public Relations, Advertising and Macro-economics, Real Time Case Studies. **CT-36 (CONSUMER BEHAVIOUR)** : Basics of Consumer Behavior & Buying Environment, Needs, Motivation, Personality & Perception, Learning & Attitudes, Groups/Reference Groups & Family, Social Class, Culture & Sub culture, Consumer Behaviour, Society and Customer Delight, E-Consumer Behaviour, Consumer Research **CT-37 (BRAND MANAGEMENT)** : Competition and Brand, Concept of a Brand, Brands and Consumers, Brand Equity, Brand Inside and Outside, The Extensions Brand Over Time, Brand and Firms, Branding Strategies. **CT-38 (CORPORATE GOVERNANCE & BUSINESS ETHICS)** : Corporate Governance Issues and Challenges, Current Status, Role of Board, Executive Directors, Financial Institutions in Effective CG, Value in Ethics in Relation to CG, Ethics And Business : An Interface, Disclosure & Transparency for Good CG, New Look At CG, Arguments for and Against Ethics, Rights and Duties, The Ethics of Care, Ethics and Perfectly Competitive Markets **CT-40 (ERP & MIS)** : Business Need and ERP, Implementation Methodologies, Appreciate Role of Top Management, MIS Concept Requirements, Types of Informations Systems, Management Informations Requirements, MIS Design. **CT-41 (INDUSTRIAL MARKETING)** : Industrial Marketing Landscape, Industrial Markets Goods and Customers, Industrial Buying Behaviour, Industrial Market Segmentation, Industrial Marketing Planning, Industrial Product Planning & Development, Industrial Pricing Adversiting and Sales Promotion, Project Marketing, Logistics and Control. **CT-42 (PRINCIPLES OF INDUSTRIAL MANAGEMENT)**: Principles of Industrial Management, Forms of Business Organisations Principles, Structure, Line and Staff Relationships, Chain Command, Delegation, and Decentralisation, Private and Public Sector, Motivation, Leadership, Supervision and its Effects on Working, Industrial Training, Job Evaluation, Merit Rating, Wage and Incentives, Costing and Cost Control, Break - Even Analysis, Depreciation, Valuation, Plant Location, Materials Handling, Travel Charts, Plant Maintenance **CT-43 (DRUG STORE MANAGEMENT)** : Principles and Practice of Pharmaceutical Marketing Management, Pharmaceutical Marketing Research, Distribution in Pharmaceutical Marketing, Various forms of Business Organisation, Legal Aspects/Management of Drug Store, How to Start Drug Store / Whole Sale Drug Store, Risk Management and Insurance, Advance Techniques in Drug Store Management.**CT-44 (PHARMA SELLING AND SALES MANAGEMENT)** : Selling And Marketing Concepts, Selling Process, Job Skills of Pharma Field Force, Sales Organisation, Sales Force Management, Sales Targets And Training, Motivation For Career Growth, Performance Appraisal.Meetings And Seminars, New Avenues of Sales Promotion, Policies and Procedures, Getting Results, Personal Selling, Sales Display, Ethics in Sales Management. **CT-45 (PHARMA DISTRIBUTION MANAGEMENT)** : Introduction to Pharma Distribution Management, Distribution Management in the Past, Present and Future, Wholesaling in Pharma Distribution, Retailing in Pharma Distribution, Nature and Function of C&FA, Role of Medical Representative in Pharma Distribution Physical Distribution-Transportation Warehouse-Inventory Control, Merger and Acquisition, Market Dynamics & Strategic Distribution **CT-46 (ANATOMY, PHYSIOLOGY AND PHARMACOLOGY)** Cell Structure, Elementary Tissues of the body and Blood Composition, Digestive System & Vitamins, Function of heart, blood pressure and cardio vascular disorders, Nervous system and parts of brain, Structure and Function of Skeletal Muscle, Endocrine Glands, Hormones & Physiology of Respiration, Urinary & Reproductive System, Structure and Function of different Organs of Body. **CT-47 (PHARMA PRODUCT MANAGEMENT)** : Market Segmentation & Product Management, Role of Product Manager & Product Life Cycle, Product Portfolio Analysis & Development, Management of New Product Launch, Branding, Brand Creation & Market Testing, Factors Influencing The Brand In Product Life Cycle, Branding Strategies and

Techniques, Drug Development and the Marketing- Research Interface, Diversification and Specialization, Marketing Generic Drugs, Nonprescription Drugs, Packaging Decisions. **CT-48 (PARADIGMS IN PHARMACEUTICAL INDUSTRY)** : Discovery, Stability Testing & Clinical Trials of Medicines, Marketing Studies & Drug Surveillance with in Pharma Industry, Pharmaceutical Environment, Ethics & Practice, International/Multinational Pharma Scenario, Pharmaceutical Scenario-Indian Perspective, Intellectual Property Rights & Implication on the Indian Pharma Industry, Small Manufacturers & Drug Productivity, Drug Related Options & Future Trends. **CT-50 (PROJECT WORK)** : With a view to channelise your thinking towards the application of the concept that you have learnt in the course of your study. **CT-51 (PRINCIPLES OF TOURISM)** : Tourism Principles, Evolution of Tourism, Socio-Economic Facets of Tourism, Tourism Planning and Development, Modern Tourism, Travel Industry, Tourism Marketing, Future Tourism Management Concept, Case Studies. **CT-52 (HOSPITALITY MANAGEMENT)** : Introduction to Hospitality Management, Classification & Category of Hotels, Ownership and Laws in Hospitality Industry, Functional Department and its Activities, Managerial Issues, Financial Statement, Purchase and Storage, Marketing. **CT-53 (TOURISM PRODUCT)** : Ancient Religions of India, Indian Culture, Art and Architecture, Performing Arts (Music, Dance and Drama), Nature based tourism, Adventure tourism, Organisation and Management of and event, Other tourism products. **CT-54 (ECOLOGY OF TOURISM)** : Basic Principles of Ecology and Environment, Human Ecology and Tourism, Tourism and Environment, Tourism and Ecological Impacts, Tourism and Common Property Resources, Tourism and Sustainable Development, Alternative Tourism, Tourism Policy and Environment. **CT-55 (TRAVEL AGENCY & TRANSPORT MANAGEMENT)** : International Travel Organisations, functions and role, Difficulties. Travel terminology - IATA Gerography and Three letter Codes, Introduction to Travel Guide and Travel formalities, Operation of Travel Agency, Time differences and Types of Aircraft and Customer facilities and types of journeys, Tour Operations, Transport Management, Air fare. **CT-56 (RETAIL MANAGEMENT)** Retail Management -An Introduction, Trends in Retailing, Retail Economics, Retail formats, Retail strategies, Supply chain Management in Retailing, Retail Management Information System, Retail Operations, Managing Retail Personnel, Customer Services Management in Retail, Retail Reserach, Online Retailing or e-Tailing, **CT-57(RETAIL SELLING)** Personal Skills, The Trading Environment, Dignosing the Customer needs, Involving the customer in the sale, Customer care, How would you like to pay, Contining the Development process, **CT-58 (RETAIL MARKETING MANAGEMENT)** Store planning, design and layout, Retail Merchandising, Retail Marketing and Advertising, Franchising in Retailing, Visual Merchandising and displays, Role of personal selling in Retailing, Retail Brands, Retail Pricing, Retail Services, International Retailing, Internet Retailing, **CT-59 (LOGISTICS & SUPPLY CHAIN MANAGEMENT)** Basic Concepts of Supply Chain Management, Flow in Supply Chains, Activity Mix, Inventory Management, Inventory Management Systems, Purchasing, Store Keeping, Storing of Materials and Japanese Management, Logistics Management, Total Logistics Cost, Management and Physical Distribution, Information Technology and The Supply Chain, Benchmarking and Outsourcing **CT-61 (SOFTWARE SALES & PROMOTIONAL MANAGEMENT)** : Personal Selling - Marketing Concepts & Market Segmentation, Interactive Selling, Sales Prospecting, Recognition Process, Sales Presentation, Objections Handling, New Technologies in Software Sales, Advertising of Software Sales, Advertising of Software Products. **CT-62 (SOFTWARE PRODUCT & PROJECT MANAGEMENT)** : Role and organisation of project management, Project Definition and strategy, Software process and project metrics, Software project planning, Software project estimation, Software project scheduling and tracking, Software product management. **CT-63 (SOFTWARE DEVELOPMENT METHODOLOGY)** : Introduction to computer hardware and software, The software industry, Software development, Use of methodology, Implementing the methodology, Software development tools, Software engineering, Issues in software use. **CT-64 (STRATEGIC ISSUES IN SOFTWARE MARKETING)** : Basics of software marketing, Marketing environment and management, Market segmentation, Services, Information Management, New Products, Enterprise resource planning, Supply chain management, Indian software industry, Enterprise collaboration systems, Competing with products and standards, Providing the standards for industry as a competitive tool. **CT-65 (TRENDS IN SOFTWARE INDUSTRY)** : System software: Computer system management, Application software - An introduction, Basics of software development, Software development - languages - certain trends, Viruses - Anti Virus Packages - certain trends, Trends in Information Systems and business applications, Database management: Managing data resources, Telecommunications and the internet worked enterprises, Technology that is likely to change software environment, Unified modeling languages - scripting languages - application servers. **CT-66 (E-COMMERCE)** : Foundations of E-commerce, Business to Consumer (B2C) Electronic Commerce, Business to Business (B2B) Electronic Commerce, Network Infrastructure for E-Commerce, The Internet, Intranets and Extranets as E-commerce, Infrastructure, Web Security, Cryptography, Firewall, Electronic Payment Systems, Mobile Commerce, WAP (Wireless Application Protocol) **CT-67 (I.T. IN BUSINESS MANAGEMENT):** Information Technology: Potentials & Impacts, Fundamentals of Computers, Computer Software, Introduction to Computer Programming, Data Transmission & Computer Network, Computer Based Business Application (Part-I), Computer Based Business Application (Part-II), The Internet: Concept and Potential, EDI and E-Commerce **CT-68 (I.T. : ITS CORE CONCEPTS & ISSUES):** Introduction, Database Management Systems, Role of Telecommunication in Information Technology, Basics of the Internet, Overview of Present Day Networking Technologies, Principles of Visual Information Analysis, Information Technology for Multimedia Communication, **CT-69 (DEVELOPMENT OF INFORMATION SYSTEMS):** Graph-Theoretic Structure of the World Wide Web, Principles of Image Compression, Text Compression, Content-based Multimedia Analysis and Retrieval, Speech and Audio Compression, All-Optical Networking and Evolution of Network Infrastructure: From Electrical to optical, Computer Security Threats and Countermeasures, Image Databases, Principles and Applications of Soft Computing, An Introduction to Clustering Techniques, **CT-70 (IMPORTANT APPLICATION AREAS OF IT):** Bioinformatics: Issues and Challenges, Information Technology in Healthcare and Telemedicine, An Overview of Remote Sensing & GIS Techniques, E-commerce: A Source of Competitive Advantage in Global Market, An Investigation into the Emerging 'Cybermediary' Concept, Industrial Information Technology, Colour Image Processing and Analysis, Information Technology in Mining and Electrical Load Forecasting, Information Processing from Document Images, Information Technology for Rural Development, **CT-71 (MANAGERIAL ECONOMICS)** : Introduction to Managerial Economics, Fundamental Concepts, Basic Techniques, Demand Concepts, Demand Analysis, Demand Elasticities and Demand Estimates, Demand Forecasting, Production Concepts and Analysis, Cost Concepts and Analysis, Empirical Estimates of Production and Costs, Market environment of price-output decisions, Analysis of Market structure - Large Group Case, Analysis of Market Structure - Small Group Case, Pricing Strategies and Tactics, Economic Theory of the firm, The Behavioural Theory of the firm, Managerial Theories of the firm, Profit concepts and Analysis Revisited, Capital Budgeting, Public Investment Decision, The Economics of Risk and Uncertainty, Trade Cycles & Economic Forecasting of Business. **CT-72 (ORGANISATION BEHAVIOUR)** - Introduction to Organizational Behavior, Foundations of Individual Behavior, Motivation, Leadership, Communication, Power and Politics, Teams and Team Work, Individual and Group Decision-Making, Conflict and Negotiation Skills, Empowerment And Participation, Dynamics of Stress, Organisational Structure, Organisational Change and Development, Organisational Culture. **CT-73 (MANAGING HUMAN RESOURCES)** : Human Resource Development Systems, Personnel Management Environment in India, Functions and Operations of a Personnel Office, Manpower Planning, Recruitment, Selection and Induction, Staff Training and Development, Career Planning, Motivation and Productivity, Job Description, Analysis and Evaluation, Employee Motivation

and job Enrichment, Performance Monitoring and Appraisal, Economic Background and Employee Compensation, Laws and Rules Governing Employee Benefits & Welfare, Compensation & Salary Administration, Regulatory Mechanisms Guiding Industrial Relations, Employee Discipline, Suspension, Retrenchment and Dismissal, Employee Grievance Handling, Trade Unionism, Employer's Associations, Collective Bargaining, Industrial Conflict Resolution, Industrial Democracy and Workers Participation in Management. **CT-74 (FINANCE FOR MANAGERS)** : Accounting and its Principles, Recording of the Transactions, Trial Balance and Errors, Financial Statements, Bank Reconciliation Statement, Bills of Exchange, Treatment of Cheques, Depreciation, The Use of Management Accounting Information for Decision-making Purposes, Profit Planning, Budgeting & Budgetary Control, Investment Appraisal, Management Information, Control And Reporting Systems, Operating Parameters, Computer Based Accounting. **CT-75 (MULTINATIONAL FINANCIAL MANAGEMENT)**: International Financial Management: An Overview, International Monetary System, International Financial Institutions/Development Banks, Balance of Payments, Foreign Direct Investment, Cost of Capital and Capital Structure of the Multinational Firm, Multinational Capital Budgeting-Application & Interpretation, Multinational Cash Management, Country Risk Analysis, International Taxation. **CT-76 (FINANCIAL MARKETS & SERVICES)** : Common Stock, Merchant Banker, Lising of Securities on a Stock Exchange, Mutual Funds, Money Markets, Stock Markets Indicators, Leasing, Hire Purchase, Factoring, Credit Rating, Insurance. **CT-77 (WORKING CAPITAL MANAGEMENT)** : Theories and Approaches, Financing Working Capital Needs, Managing Components of Working Capital, Receivables/Cash/Inventory/Payables Management, Working Capital Planning Model. **CT-78 (SECURITY ANALYSIS & PORTFOLIO MANAGEMENT)** : Nature and Scope of Investment Decisions, Security Markets, Analysis for Equity Investment, Portfolio Theory, Institutional And Managed Portfolios. **CT-81 (INSURANCE & RISK MANAGEMENT)** : Understanding Risk, Risk Management and Control, Introduction to Insurance, Globalization of Insurance and Enterprise Risk Management. **CT-82 (INSURANCE BUSINESS ENVIRONMENT)** : Growth & Development of Indian Insurance Industry, Regulations of Insurance Business and The Emerging Scenario. **CT-83 (LIFE & NON-LIFE INSURANCE)** : Introduction to Life & General Insurance, Practical aspects of Life Insurance, Fire, Automobile, Marine, Health, Rural, Social and Miscellaneous Insurance. **CT-84 (MANAGEMENT OF INSURANCE COMPANIES)** : Function & Organisation of Insurers, Underwriting, Claims Management, Insurance Pricing & Marketing, Re-insurance and IT in Insurance Sector. **CT-85 (INSURANCE MARKETING)** : Evolving Markets and Strategies, Agency Law, Becoming & Agent, The Insurance Market, Marketing Scenario & Organisational Objectives, Strategies, Methods & Techniques of Marketing, Organisational Objectives, Communication & Compensation Packages, Insurance Selling and Case Studies, **CT-86 (STORE MANAGEMENT)** : The Stores Function, Stores Organisation, Stores Location, Building and Layout, Material Identification Systems, Receiving and Inspection, Storage Systems, Preservation of Materials in Storage, Materials Handling, Issues of Materials From the Store, Stock Vericiation, Scrap and Surplus Materials, Safety and Security, Inventory Control, Stores Accounting, Computerisation of The Stores Function, Productivity in the Stores and Stores records. **CT-87 (MATERIAL MANAGEMENT)** Material Management, Integrated Material Management, Classification and Codification of Materials, Material Planning, Inventory Control, Principles of purchasing, Quality Control in Material Management, Make or Buy decisions, Store Management, Material Handling, Inverntory Management a in India, **CT-88 (TECHNOLOGY MANAGEMENT)** Technology as the Driving Force of Global Industrial Competition, The Axes and Atlas of Technology, Strategic Management of Technology, Productivity and Incremental Innovation, Technology Absorption, Structure of World Class Manufacturing, Crucial Issues in Flexible Technology, Strategic Evaluation of Technological Investments, The Product Development Cycle Integration of Design and Manufacturing, Management of Technological Innovation, Technology Fursion and the New R&D, Core Competencies in Technology and its Commercialization, Structural Imperatives of Technology Management, Builing Organization Culture, The Organization as a Laboratory for Learning, Role, Rationale and Requisites of National Technology Policy, Coping with Continuous Change The Structure of the Japaness Innovation System, **CT-89 (TOTAL QUALITY MANAGEMENT)** Under standing Quality, Quality philosphies, Introducing Total Quality Management, Organizational management System Reengineering, Human Resource Management System, Total Quality through Japanese 5-S, Total Quality through cost of Quality, Total Quality through Benchmarking, International Awards, **CT-90 (KNOWLEDGE MANAGEMENT)**, Knowlege Management-An Introduction, The Knowledge Context, The Knowledge Organization, The knowledge Economy, The Knowledge Process, The social role of Knowledge, Knowledge Management Tools, Organisational Culture for Knowledge Management, Knowledge Management in Industry, From learning to e- konowlegement, Future of Knowledge Management, **CT-91 (PRINCIPLES OF BANKING)** : Banker Customer Relationship, Bankers Special Relationship, Payment and Collection of Cheques and other Negotiable Instruments, Opening of Accounts of Various Types of Customers, New Age Banking and Special Services rendered by Banks to Customers, Development Banking and Priority Sector, Loans and Advances. **CT-92 (INTERNATIONAL BANKING MANAGEMENT)** : Exchange Rates, Risk Management and Basics of Derivatives, Documentary Letters of Credit, Facilities for Exporters and Importers, Correspondent Banking and NRI Accounts, Reserve Bank of India and Exchange Control in India, EXIM Bank, ECGC etc. **CT-93 (I.T. IN BANKING)** : Essentials of Bank Computerization, Payment Systems and Electronic Banking, Data Communication Network and EFT System, Role of Technology Up-gradation and its impact on Banks, Security Considerations. **CT-94 (BANK REGULATION & COMPLIANCE)** : Legal Framework of Regulation of Banks, Control Over Organisation of banks, Regulation of Banking Business, Relations, Inspection, Winding up, Public Sector banks and Co-operative Banks. **CT-95 (RISK AND TREASURY MANAGEMENT)** : Risk and Banking Business, Risk Regulation in Banking Industry, Market Risk, Credit Risk, Operational Risk, Introduction to Treasury Management, Treasury Products, Funding and Regulatory Aspects, Treasury Risk Management, Derivative Products, Treasury and Asset-Liability Management. **CT-97 (CUSTOMER RELATIONSHIP MANAGEMENT)** Customer is King, Customer Managed Relationships - Mini Marketing, Types of CRM, Building Blocks of CRM and CRM Strategy, Customer Relationship Management by Indian Firms, Customer Retention Strategies, HRM in CRM, Complaint Management, CRM Process, Implementing CRM: A Step-by-Step Process, Call Centre, Implementing A Technology-Based CRM Solution, Future Trends in CRM, CRM-Sample Case Study in Core Sector, E-CRM-An Integrated CRM Approach **CT-98 (CRM IN SERVICE INDUSTRY)** Services - Present Scenario, The Distinguishing Characteristics of Services, Developing the Service Product, To know the Customer, Marketing of Services, Achieving high Quality, People Potential- A Realisation, Strategies for Growth, Managing Information, Focus on Customers **CT-99 (CUSTOMER RESPONSE MANAGEMENT)** Introduction, Customer Service & bench marketing, CRM is true Organisation, Locating the Customer Response Centre, Basic Support Processes, Technology and Telephony-how Much is Enough, Organisational Structure of a Customer Response Centre, Guidelines for Outsourcing, Writing and Testing Scripts, Special staff Challenge-Burnout, **CT-101 (INTRODUCTION TO : TOURISM AND HOSPITALITY INDUSTRY)** History of Travel and role of Tourism, Tourism Infrastructure, Origin of important Tourist Components, Understanding Guest Services, Objectives, Strategies and Policies of Hotels, Hotel Administration, Hotel Organisation, Travel technology and distribution channels, Future Tourism and Hospitality Trends, **CT-102 (PRINCIPLES OF FRONT OFFICE OPERATIONS)** ,INTRODUCTION OF FRONT OFFICE, The front office department, Basic reservation activities, Reservation systems and documents, Check-in of new arrivals, Other duties of the reception department, Front office accounting, Check-out and settlement of accounts, Credit control, Sundry guest services, Handling corporate and group sales, Dealing with guests' problems, Yield management, The electronic front

office, Legal aspects and security, **CT-103 (HOTEL, HOSTEL & HOSPITAL HOUSEKEEPING)** The Housekeeper and the Organization of the Department, Routine Method of Work, The Staffing of The Department, Security, Safety and First Aid, The Housekeeper & The Management of The Department, Cleaning Equipment and Agents, Cleaning Equipment and Agents, Laundry, Dry Cleaning and Stain Removal, Ceramics, Glass, Metals, Plastics, and Sanitary Fittings, Flooring or Floor Finishes, Carpets, Fabrics, Beds and Bedding, Interior Decoration (Lighting, Heating, Ventilation and Flowers), Planning Trends, **CT-104 (HOSPITALITY OPERATIONS)** , Understanding systems theory and principles, Systems in hospitality, Procurement and control, Stores, Maintenance and engineering, Environment and waste, Front office, Housekeeping, Food preparation and production, Holding, transportation and regeneration, Food Service and dining, Clearing and dishwash, History of Travel and role of Tourism, **CT-106 (HOTEL & TOURISM LAWS)** An Introduction to Hotel and Tourism Laws, Travel and Tourism- Laws and Regulations, Laws Relating to Hotels & Food & Beverage Business, The Guest and the Hotel, Laws of Contracts, International Hotel Regulations, Registration and Approval of Hotel and Restaurant, Bar and Liquor Licences, Food and Beverage Laws, Hygiene and Sanitation Regulations, **CT-107 (FUNDAMENTAL OF SERVICES MARKETING)**, Introduction to Services Marketing, Services Sector in the Indian Economy, Services Strategy, Consumer Behaviour in Services, Market Segmentation and Service Positioning, Service Demand Management, The Service Product, Service Quality Management, Pricing of Services, Distribution, Internal Marketing, External Marketing, Interactive Marketing, Managing Physical Evidence, Customer Relationship Management, Consumer Protection in Services **CT-108 (SERVICES MARKETING: STRATEGY & CASE STUDIES)** Understanding Services, The Service Quality, Customer Relations, Branding of Services, Service Marketing in India, Cases in Service Sectors, Mini Cases **CT-110 (MARKETING & TELECOM PRODUCT)**, **CT-111 (TELECOM & NETWORKING TECHNOLOGIES)**, **CT-112 (MANAGEMENT & TELECOMUNICATION SYSTEMS)**

## CAREER / EMPLOYMENT OPPORTUNITIES

Programme objective of IICT courses is to develop Expertise in various fields of Management. After successfully completion of a management programme a candidate has a promising career in the corporate world.

**IICT Students and the Corporate World: IICT Students are successfully contributing in the development of social and economic activities including development of modern industrial /corporate sectors. A partial list of corporate houses where our students are reportedly working include :-**

**Government and Private Corporate Sector:** ABB Ltd. Bangalore, Acadmy of Fashion Design, Acnielsen Org-Marg., ACS Infotech Pvt. Ltd., Activa oftech Ltd., Adhuan Resource consultant, Adithya Trading Co. Ltd., Aditron India Pvt. Ltd., Aditya Birla Group, Adonis Medical Equipments Pvt. Ltd., Advinlis Therapeitics Pvt. Ltd., Aegis BPO, African Union, Agies BPO Services Ltd., Agra Chains Pvt Ltd., Airtel, AL-Marafir Co., Aksh Optifibre Ltd., Al Thawiya Technical Service, Alankar Business Corporation Ltd., Alba Control System Ltd., Albasti & Muktha Ltd., All India Institute of Aeronautics, Allied Agencies, Almarai Company, ALP Management, Alstom System Ltd., AMDOCS Punjab., Amgaon, Amity University, Amrit Lal & company, Amtrex Hitachi Ltd., Anand Control System, Anand Food Products, Anand Industries, Anand Refrigeration Co. (P) Ltd., Anandita Traders & Investment Ltd., Anchor Electricals Pvt. Ltd., Anchor Electronics Ltd., Ankit Sales Pvt. Ltd., Anshn Multitech (India) Ltd., Anumalik Ent. Dubai, Anwera Institute Ltd., Arabian Aircraft Services Co. Ltd., Archers & Achievers, Archirodon Construction (Overseas) Co.S.A., Army Medical Corps, Aror Steels, Association of State Road Transport, Ate Marketing Pvt. Ltd., Atkay Infra Pvt. Ltd., Auto Motive Manufacturers Pvt. Ltd., AXA- BS, Axalto Cards & Terminal India Ltd., BA Continous Solutions Pvt. Ltd., Baba Global Ltd., A.N.Polymers (P)Ltd., ACC Limited, Aditya Birla Group, Alfa Level India Ltd., Amway India Ltd., Apeejay Education Society, Ashok Liland, Avaya Global Connect, Avent International School, AXA Parentals Ltd, AB Consultants (P) Ltd., Accenture Pvt.Ltd., ACME Tele Power Limited, Adani Logistic Ltd., Adarsha College, Adhnik Cement Ltd., Aditya Birla Retail, Ados Klinger Gasket Factory, AGC Network Ltd., AGS Infotech Pvt.Ltd., AIEL, AKZO NOBEL, AI Bandar Trading, Alkawther Insulation and Steel, Alliance Global Services, Alshirawi Elect.& Mech., Alzain Trading, Amar Ujala Publication Ltd., Anagram Capital Ltd, Annapurna Lesing & Marketing Pvt. Ltd., Ansal, Archgroup Consultants, Areva T &D India Ltd., Aricent Technologies, Artech Infosystems Pvt. Ltd., Asian Paints Ltd., Aviva Infotech Sarl, AWRostamani Holdings Co. **Bajaj Hindustan Ltd., Balaji Builders, Bansal Contractors Ltd., Bansal Polyclinic (P) Ltd., Bansesan Audit Firm, Baxter India Pvt. Ltd., BBK Auto Sales & Services, BCL Ltd., Bebo Technologies Pvt. Ltd., Bell Institute of Hostel Management, Berger Paints India Ltd., Best Bilt Bio-Tech Ltd. , Best Western Radha Ashok Residency, Bharat Earth Movers Limited., Bharat Petroleum Corporation Ltd., Bharat Sanchar Nigam Ltd., Bharath Petroleum Corporation Ltd., Bharti Motors Pvt. Ltd. ( Maruti Suzuki), Bharti Televentures Limited, Bhushan Steel & Strips Ltd., Big Bazaar Pantaloons Retail India Ltd., Big Bazar, Bio Informatics Centre , Biocon Ltd.Bangalore, Biral Corporation Ltd., Birla Soft Pvt. Ltd., BLB Ltd., BMR & Associates, BOB Technologies, Bokaro Steel Plants, Bombay Dyeing, Border Road Organisation, Brigade Corporation Ltd., Brigade India Pvt.Ltd., Brindawan Beverages Ltd.(B.B.L), Buzz Corporate Services, Bharat Aluminium, Bharti Airtel, Binanj Cement Ltd., Blue Berry International, BPL Mobile Cellular, BSNL, B.Seenaiah & Company (Projects) Limited., B.V.M. College of Management Education, Bajaj auto Ltd. Pant Nagar, BCH Electric Limited, Beer Zeet Co., Best Infrastructure Developers, Best World (India) Pvt. Ltd., Bhaskara Padma Rice Industry, Bigbags International, Binani Cement Ltd., Blue Prime Al.Ltd., BOSCH Ltd., Brainpower Technologies, Britannia Industries Ltd., British High Commission, Broadridge Solutions, Budget Logistics, Bumi Geo Engineering Pvt. Ltd., Bunty Foods (I) Pvt. Ltd., Business Solution Pvt. Ltd. **C&S Ltd., C.G.S.C.Sc.Ltd., Camprex India Pvt. Ltd., Cape East Co. Ltd., Capgemini, Capital Idea India Ltd., Carborundum Universal Ltd., Cargill India Pvt. Ltd., Cascsc Ltd., Cashepge India Pvt. Ltd., Caspes Mosquito Reppellent, Cat Whiskers, Caterpillar, Central Industrial Security Force, Central Park Estate Pvt. Ltd., Central Ware Housing Corp., Century Cement Baikunth, Chaman Metalli Pvt. Ltd., Champd Carperts, Chanakya Publication Pvt. Ltd., Chiree Public School, City College of Commerce & Business Administration, CMC Ltd., CMR Law College Bangalore, Cognizant Technology Solutions, Colwell & Salmen Pvt. Ltd., Colwell & Salmon Comm. Ind., Comp. Lab, Computer Scinces Corporation, Comtel Solution, Concorde Corgo Pvt. Ltd., Congrizant Technology Solutions P. Ltd., Container Corporation of India Ltd., Convergys Info Mgmt India Pvt. Ltd., Cooperative Consumers, Cooperative Consumers-Mauritius, Core Gestra Pvt. Ltd., Core Minerals Barbil, Covansys India Pvt. Ltd., CPC (P) Ltd., Crystal Sanitary Fittings (Pvt.), Cyber Power (I) Pvt. Ltd., Cambridge Solution Ltd, Centre For Development Studies, Chang Yun India Ltd., Coal India Ltd., Cognizant Tech. Solution, Concord Digital Tech., Cairn Energy India Pty.Ltd., Callidus Technologies, Canam Consultants Limited., Capgemini India Pvt. Ltd., Ceat Ltd., Cement Mfg. Co. Ltd, Central Potato Research Station, Clark Reliance Corporation USA, Clinigene International Pvt. Ltd., Computer Science Corporation, Continental Mfg.Co., Convergys, Core Minerals, Coromandel International Ltd., Crane Software Intc Ltd., CRBIO, Creative Eyes Web Studio, CSC, Csinfosys Pvt. Ltd., Customs & Central, Customs & Central Excise **Damodar Valley Corporation, Data Infosys Limited, Dataman Computer System Pvt. Ltd., Daurala Sugar Works, DCM Shriram Consolidated Ltd., Deepak Fertilizers & Petro Chemicals Ltd., Delhi Metro, Dell International Services India, DELL International, Deloitte Tax Services India Pvt. Ltd, Delotte & Touch, Department of Posts, Govt. of India, Development Credit &******

Consumer Society Ltd, Dewan & Sons MBD, Dexterity Business Analysts Ltd., Diksha Technologies (P) Ltd., Divya Jyoti Jagrati Sansthan, DJM, DLF Ltd., Dodsall Corp. Pvt. Ltd., Doordarshan, Dr. B.C. Roy Engineering College, Drangchu Beverages (Pepsi), DSCL Sugar, Dynamic Knits Pvt. Ltd., Dynapac Compaction Ind Paung, Declane Advt. India Pvt. Ltd., Dell International, Delta Construction co. Ltd, DHFL, D.R. Distributors Mahindra & Mahindra, Daralriyadh, Daurala Organics Ltd. D.C.M, DBOIGS, Delhi Public School, Department of Posts, Desire Construction & Resorts Pvt. Ltd., Dishnet Wireless Ltd., (Aircel), Doon Public School, Dura Line India Pvt. Ltd., Edag Technologies India Pvt. Ltd., Educomp Ltd, New Delhi, Eduquity Career Technologies Pvt. Ltd., EITC, Electrosteel Castings Ltd., Elgi Equipment Ltd., Elite Steels (P) Ltd., Embassy of the United State of America, Emerson Network Power (India) Pvt Ltd., Emmanuel Hospital Association, EMR Technology Ventures Pvt. Ltd., EMTICI Engineering Ltd., Energizer, Energy Industrial Co., Energy Infrastructure (I) Ltd., Enrich Agro Food Products Ltd., Equant Technology Services India Pvt. Ltd., Era City Development Pvt. Ltd., Ericsson India Pvt. Ltd., Escorts Limited, Escorts Ltd., Escotel Mobile Commercial Corporation, ETT, Everest Industries Ltd., Excellent Business Solutions, EXL Service Pvt. Ltd., Exl Service.com (P) Ltd., Express KCS, Express Newspapers Ltd., Express Parcel Services Pvt. Ltd., Eastern Media Group, Electrosteel Casting Ltd, Epocse Ltd., ESC Bamboo Creation, Escorts Ltd., ESL India Ltd., East India Consortium, ECO Pack Pte Ltd., Electrical MFG.Co.Ltd., Electronics Corp. of India Ltd., ELICO Marketing (P) Ltd., Elymer International Pvt. Ltd., EMCO Ltd., Emirates Aluminium, Encoder's India Pvt. Ltd., ESIC, New Delhi, Essen Electronic Systems Pvt. Limited, Etacms Pvt., Etihad Airways, Everom Education Ltd., Everwin Matric Hr. Sec. School, Exon Mont Inter College, Fabrik Tech (I) Pvt. Ltd, Fast Track IT Solutions Pvt. Ltd., FCG Software Services Pvt. Ltd., Fedders Lloyd Corp. Ltd., Fenner India Ltd., Fertile India Agrotech Ltd., FIEO, Finnese Innovation Pvt. Ltd., First Order Analytics Pvt. Ltd., Flex Ind. Ltd., Four Aces Cargo Movers, Fragrance Specialities, Franklin Templeton International Services Pvt. Ltd, FVJTSU Consulting, Fidelity India Pvt. Ltd, FCC RICO Ltd., FCI, Ferricon Equipment(i)Pvt.,Ltd., Fidelity Business Services India Private Limited, Fiiitjee Ltd., Financial Technology, Finetech commercials Pvt. Ltd., Fleming International Ltd., Focus MT India Private Limited, Fortune Construction, Foxconn India Private Ltd., Future Axiom Telecom Ltd., Future Genrali India Ltd., Gail (India) Ltd., Gammon India Ltd., Garima Overseas Ltd., Gate Global Solutions, Gautam Suri & Co., GE Global Technology Services Pvt. Ltd., GE Money India, GEIIC, Gemalto Digital Security Ltd., General Mills India Pvt. Ltd., Genpact India Pvt. Ltd., Geodis Overseas Pvt. Ltd., Glencore India Pvt. Ltd., Glenmark, Global Associates, Globeran India Pvt. Ltd., Glorious Shipping LLC, Go 4 Customers, Godfrey Phillips India Ltd., Godrej Ltd., Goldstar lasswares Pvt. Ltd., Goodricke Group Ltd., Govt. of Assam, Govt. of Himachal Pradesh, Govt. of Maharashtra, Govt. of Manipur, Govt. of Punjab, Govt.of Kerala, Graver & Weil (I) Ltd., Great Eastern Index Pvt. Ltd., Great Fortune Infotech Pvt. Ltd., GSS Contracting Co. Ltd., Dubai, Gulf Oil Corporation Ltd., Gxs India Pvt. Ltd., Genpect Ltd, Gobind Sugar Mills, Godfrey Philips India Ltd., Godrej Infotech Ltd., Grasim Industries, Great Fortune Infotech, Gyatri Starch Chem Ltd, G.R.Petroleum, G.S.K.M.R , Gactel Turnkey Projects Ltd., GMR(DIAL), Godawari Power & Ispat Ltd., Godrej & Boyce Mfg.Co.Ltd., Grasim Industries Ltd., Groz Engeneering, H.P. Children Academy, Hardy Exploration & Production (India) Inc., Haveill's India Ltd., HBL Global Pvt. Ltd., HCC Ltd., HCL Comnet Ltd., HCL Technologies Ltd., HDFC Ltd., Hero Exports, Hero Group, Hero Honda Bright Motors, Hero Honda, HEWITT Associates, Hewlett Packard India Ltd., Hind Agro Industries Ltd., Hindalco Industries Limited., Hindustan coca-cola Bev. Pvt. Ltd., Hindustan Construction Company Limited, Hindustan Unilever Ltd., HLFPPPT, HP, HPL India Ltd., HSBC Electronic Data Processing Pvt. Ltd., HTML Programmer, Hutch,Halliburton Overseas Ltd., Henkel India Ltd., Hevitt Associates Ltd., HIndusthan Aeronautics Ltd., HSBC, HTMT Global Solution, HUGHES, Hughes systique, Hundai Motor India Ltd., H.F.C.L., H.I.H.T. University, H.R.Patel & Associates, Harcomp Airflex, HEIL, Hexaware Technologies Limited, Hicsa Event Management Pvt.Ltd., Himachal Futuristic Comm LTD., HP.Invent, HSBC HDPI , Hyper Qulity, Hypro Engineers Pune, Ian Banham and Associates, IBM BSP Ltd., IBM Global Services India Pvt. Ltd., IBM India Pvt. Ltd., IBM, IBS software Services Pvt. Ltd., ICFAI, IDC India Pvt. Ltd., IDCA CELLUCAR Ltd., Ienergizer, Iflex Solutions Ltd., IIC Limited Chennai, IIC Technologies Pvt. Ltd., IIT-Guwahati, IL&FS ETS, Impasto Communications, Imperial Auto Industries Ltd., Imperial Life Science Pvt. Ltd, IMSAFJD, Incorporate.US, Indecomm Global Services, India Glycols Limited., Indiabulls Securities Ltd., Indian Air Force, Indian Army, Indian Institute of Forest Management, Indian Navy, Indian Oil Corporation Ltd., Indian Railway, Indian Telephone Industries Ltd., INDIMET Pvt. Ltd., Industrial Organics Ltd., Industrial Organics Ltd., Inmacs Management Services Ltd., Innodata-ISOgen Technologies (P) Ltd., Integral University, International Institute for Special Education, Intex Technologies (I) Limited., Investment Securities, Iris Computer Ltd., IBM, IBM Daksh, IiHMR, India Mart Infermesh Ltd., Infosys Technologies Ltd., Intelenet Global Services Ltd., IFB Industries Ltd., IIM Lucknow, IJM (INDIA) Infrastructure Ltd., IMITAC LLC, India Infoline Ltd., Indiamart Intermesh Limited, Indian Academy Group of Institutions, Bangalore, Indian Coast Guard, Indian Products Limited, Indian Rare Earths, Indus Towers Ltd., Industrial Products (I)Pvt. Ltd., Influx Ltd., Infodrive India Pvt. Ltd., Infoysys BPO Ltd., Invensys, IQ Computers, ITSS Bahrain J.B. Mangharam Foods (P) Ltd., J.P. Group (Cement), Jalan Carban & Chemical Pvt. Ltd, Jeraisy Computer & Communication Services-Jeddah, Jinbac Steel & Power Ltd., Jubilant Organosys Limited., Jay-Dee Tractors, JDS Apparels Private Limited, Jindal Steel, Jindal Texofablimited Ltd., Just Dial P. Ltd, J.M.C. Project (I) Ltd., Jain Irrigation System, Jay Chemical Ind.Ltd., Jaycee Punching Solution Pvt.Ltd., JCBL Ltd., Jetking, Jindal Steel & Power Ltd., JKT Consulting Ltd., JRG Securities Ltd., Juniper Network India Pvt. Ltd., JVS Electronics Pvt. Ltd., Jyoti Bio-Energy Ltd. K.B. Food Industries, K.G.M.U., K.I.T. Garhumaria, Kanan Devan Hills Plantation Co. Pvt. Ltd., Kanbay Software, Khanna Paper Mills Ltd., KI Enterprises Pvt. Ltd., Kirloskar, Kirodimal Institute of Technology, KIT, Dubai, Kolkata Warehousing Corporation, Kolkatta Jewellers Pvt. Ltd., Kopran Ltd, Kalpatru Agro (I) Ltd., Kendriya Vidyalaya, K.G. Hirotec Engineering Services Pvt.Ltd., Karani Infotech, Kerala Police Crime Branch CID, Kingfisher Airlines Ltd., Kritikal Secure Scan, Lafage India Pvt. Ltd., Lakshmi Milktesting Machinery Co., Lalsons Jewellers, Le Gule Meridien, Leading Edge Industrial Corporation, Lehri Solutions Pvt. Lvt., Little Angel's Vapi Public School ., Lloyds Steel Industries Ltd., Lynx Designer & Creator., Liberty Diesel Machine & Spares, Linux Solutions Ltd., L&T Ltd. ECC Group, Lab Solutions, Lanco Infratech Limited, Lanco Kondapalli Powerplant, Landmark Group, Landmark Infonet (P) Ltd., Law Scribe India, Lebda Cement Plant, Lekmanya, LG Electronics, Lok Chetna Manch, Lulu Al Bahar Super Market MA FOI Management Consulstants Ltd., Maersk Logistics, Mafoi Consaltant, Magiz Software Pvt. Ltd, Magma Leasing Limited, Maharaj Vijayaram Gajapathi Raj College of Engineering, Maharashtra Electronic Corporation Ltd., Mark Auto Ind. Ltd., Mars Industries Pvt. Ltd., Maruti Streel Moulding Pvt. Ltd., Mascicon Financial Service Pvt. Ltd., Maxion Eng.(P) Ltd., Mayar India Ltd., Mechelinic Welders PL, Menon Sea Food Pvt. Ltd., Merck Sharp & Dohme IDEA A.G. - Gulf, MET Trade (India) Ltd., Methfe India Ins. Pvt. Ltd., Metline India Ins. Co. Pvt. Ltd., Micro Inks Ltd., Milestone Music Distribution Pvt. Ltd., Ministry of I&B Govt. of India, Mirc Electronics Ltd., Mohan Meakin Ltd., Mohan Motor (Maruti), Mohan Motor Udyog, Mohib Shoes Pvt. Ltd., Monnet Ispat Limited., Moser Bear India Ltd., Motilal Dulichand (P) Ltd., Motilal Oswal Sec. Ltd., Motorola, Msource (India) Pvt. Ltd., Management Consultant Ltd., MIS jyoti Ltd., MMI Services Pvt. Ltd., M&M Cocoa Products, M/S Simplex Projects Ltd., M/S Ultimate Formula Products P. Ltd., M/s. ION Exchange India Ltd. Ankleshwar, M/s. Ravishrikrishna Lal Co. CA, Matrix Solutions, Macsam Clothings Pvt.Ltd., Madras Cembnts Ltd., Madura Garments, Magma CF Services Pvt. Ltd., MahaLaxmi Seam Lap Ltd., Maharashtra Hybrid seeds co.ltd. Jalna, Mahaveer Yarns Pvt. Ltd., Mahavir INPL. Pvt. Ltd., Man Aluminium Ltd., Maresk-Logistics, Marshall Auto Products Pvt. Ltd., Maruti Suzuki, Master Capital Services Ltd., MEPL, Mhone TV Net.Ltd., Mideast Pipeline Products, Midhani, Hyderabad, Millipore India Pvt. Ltd., Minda Management Services Limited, Miraque

Gulf Trading General L.I.C, MIRC Electronics Ltd., Molewlar Connections, Mott Mocdanald, Muthoot Finance Limited, **N** Ranga Rao & Sons Ltd., Nandan Agro Farms, Narain Automobiles, National Aluminium Products., National Enterprises, National Wheel J&P LLC, Nazareth Academy, Nehru Memorial College, Nepal Thai Foods Pvt. Ltd., Ness Technology, Neutral Publishing House Ltd., Next Retail India Ltd., Nicol Pvt. Ltd., NIIT, Nirmala Convent Inter College, Nirula & Company Pvt. Ltd., Nokia Stemens Network, Nova Nordisk India Ltd., Namaste Plaza, Narayan Automobiles Ltd., New Holland Tractor, NIIT Technologies, Nokia Siemens Network Ltd., N.H.P.C. Limited, Nabko Systems & Communications Pvt. Ltd., Nahalchan Laloochand Pvt Ltd., NALCO, National Motor Co., National Pest Control & Pest Management Services, National United Eng. ,Oman, NCCL, NEC Ltd., Nectar Lifesciences Ltd., Neha Aviation MGMT Pvt. Ltd., Ness Pro (Thailand), Netsity System (P) Ltd., Nipman Fastener, NIS Sparta Ltd., Nokia India Pvt.Ltd., Novozymes, NSHM Knowledge Campus Durgapur (West Bengal), Octagon Builders and Promoters Pvt. Ltd., Om Books International, Oman Trading Establishment Sultanate of Oman, Omnia BPO Services, Onida, Online Trading, Onmobile Asia Pacific Pvt. Ltd.,sOrade India Ltd., Orange Cameroon, Orgims Research Pvt. Ltd., Orient Craft Ltd., Oswal Group of Industries, Outsource Partners International , Oxford Management Services Pvt. Ltd., PACL India Ltd, Paharpur Cooling Towers Ltd., Pearls Polymears Ltd., Petronet LNG Ltd., Progressive Infosys, Offbeat Tours Pvt.Ltd., Oil India Limited, Oilfields Supply Centre, On Mobile Global Ltd., Oracle Financial Software Services Ltd., Pahwa International, P.T.Sai Apparel Industries Semarang Indonesia, Pancard Clubs Ltd., Paulmark Training Inst., Pavas Stock Brokers Ltd., Pest Control (India) Pvt. Ltd., Praj Industries Ltd., Prakash Industries Limited., Pramod Telecom Pvt. Ltd., Prateek.Apparels.Pvt. Ltd., Pravat Kumar Pradhan, Prime Moulds & Dies, Prism Cement Ltd., PT. MKG, Indonesh, Punjilloyd Ltd., Paleg Gujrat, Panchayatraj Bibhag U.P. Govt., Panchmahal Steel Ltd., Pantaloon Retail, Parekh Distributors, Parsvnath Developers Limited, Patni Computer Systems Ltd., Paul Merchants Ltd., PCBL, PCS Ltd., Penguin International, Pentech Business Management Pvt. Ltd., Pepsi, Pepsi-Cola India Marketing Co., Pepsigo India Holding Pvt. Ltd., Philips, Philips Electronics India Ltd., Pisces Creations, Planet Online Pvt. Ltd. , Powerware International, Prabhudas Lilladhar P. Ltd., Prim Research Lab, Print Electronics, Prism Cement Ltd., Progeon Ltd., Progressive Constructions Ltd., Project Solution Pvt. Ltd., Prudent Marketing, Psychotropics India Ltd, Pt. Sai apparel Industries Ltd., PTC Industries Ltd., Pyramid Consulting Ltd., Questnet Enterprises, Quiver Industries Ltd., Reliance Ind., Religare Securities Ltd., Rolta India Ltd., Royal Stallion, Qtd Comtech Ltd., Quest Edu. Training Pvt Ltd, Quest Global Engineering Pvt.Ltd., **R.B.** Industries, R.J. Industrial Corporation, R.S. Telecom, R.D. Motors Pvt. Ltd., Rachit Consultants, Railway, Raj Educational Institute, Raj Hia Agro Food Industries Ltd., Raj Prexim India (P) Ltd., Rajan Enterprises, Rajender & Company, Ramlal Durga Motors, Reiz El-Eltrocontrols Pvt. Ltd., Reliance Communication Ltd., Reliance Communication Services, Reliance Gen. Ins. Co. Ltd., Reliance Industries Ltd., Reliance Info Solution Ltd., Reliance Infocom., Reservation Data Maintenance, Resistopflex Dynamics Pvt. Ltd., Rimt MCT, Rinox Engineering , Ripples Engg. Pvt. Ltd. , Rishabh Instruments, Rochak Feeds Pvt. Ltd., Rockman Industries Ltd., Royali Scalb Pvt. Ltd., RPG Cellucom Pvt. Ltd., RRG E Media Ramoji Film City, RSD Investors Capital Services, R.E.C.L. Dhulpur, R.K. Enterprises, R.S.S, Rourkela, Radhasoomi Satsang Sabha, Rainbow Public School, Ravi Construction Co., Reliable Autotech P.Ltd., Reliance Consumer Finance (Aurofidel Ltd.), Reliance Integrated Private Limited., Reuters Market Light, Risk Management Solution(RMS)India, RNB Motors (M&M Dealer), Rolta India Limited, Royal Bank of Scotland (RBS) India Pvt.Ltd., **S.G.** Design, S.G.S. India Pvt .Ltd., S.K. University of Agril Sciences & Technology of Kashmir, S.S. Construction Mumbai, S2 infotech Pvt.Ltd., Saadhana Microfin, Saara Sales Pvt. Ltd., **SAB** Miller India Ltd., Safexpress Pvt. Ltd., Sahara India, Sahib Enterprises, Saipem Eni Group, Italy, Samanjaysya India Mass Communication, Samkr Pistons & Rings Ltd., Samsung India Ltd., Samtel Color Ltd., Sandy Mkt. & Sales Pvt. Ltd., Sar Soft Tech Pvt. Ltd., Sarvodaya Kanya Vidyalaya, Sasken Communication Tech. Ltd., Satna Cement Works, Satyam Computer Services Ltd., Saud Rashid (UAE), SBI, Schaifco International Logistic (P) Ltd., Scoutind Pvt. Ltd., Semplex Concrete Piles(I) Ltd., SEPOY, Sethna Group, SGS India Pvt. Ltd., Bhopal, Sharda Enterprises, Sheela Foam Pvt. Ltd., Sherwood College of Management, Shiva Polytubes Pvt. Ltd., Shivani Locks Pvt. Ltd., Shree Cumans Ltd., Shree Extrusions Ltd., Shriram Groups of Companies., Shriram Insight, Shyam Biri Works Ltd., Siemens Ltd., Sierling Infotech Ltd., Simplex Concrete Piles (I) Ltd., Singhania & Co., Skol Breweries Ltd., Skyrider Logistics, SMS Infrastructure Ltd. Nagpur, Soft & Web Consule, Sonal Garments (I) Pvt.Ltd., Source India Pvt. Ltd., South Asian Petrochem Ltd., South East Central Railway, Splintronix Solution Ltd., SPYRO ENGGRS, SRA India Pvt. Ltd., Srijan Foundation, SSA Global Technologies (I) P. Ltd., SSI Ltd., Stam Multimedia Pvt. 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Ltd., Sanofi Aventis, Saud Bahwan Group, See Annexure, Sembcorp Industries Ltd., Shankara Institute of Technology, Shekhar Construction Pvt.Ltd., Shine Int'l Education, Ship Mgmt., Shongai Packaging Ind. Ltd., Shoppers Stop Ltd., Shradha& Saburi Leasing Co., Shree International, Shubham PKG, Siemens Ltd., Silverline IT Solution Pvt.Ltd., Simplex Infrastructures Ltd., Simplex Projects Ltd., SKM Power Solutions, SMFF, Solar Gulf International, Solutions Interrated Marketing Pvt. Ltd. Bertelsmann, Sonata Software, SPA Computers Ltd, SPJ Industries, SQL Star International, Sreshtaya Softtech India Pvt. Ltd., Sri Devender Bansal, SSA Global International, St. Joseph's Press, St. Mary School, STC of India Ltd., Sterling Infotech, Sterlite Industries (I)Ltd., STFC, Storkauto, Studia Prem & Col-Lab Pvt. Ltd., Sudan Operation Centre, Uni.Nathions, Sumul Dairy Surat, Synaptris Inc., Syngenta India Ltd. **T N T**, T.R. Sagihney Motors Pvt. Ltd., T.S. Motors, Taikishna Engg. Ltd., Tanya Automobile Ltd., Target India Corporation, Tata Consultancy Services Ltd., Tata Cummins Ltd., Tata Enterprizes, Tata Johnson Control, Tata Steel Ltd., Tata Teleservices Limited, **TATA**, Tech. Mahindra Ltd., TechSpan India Pvt. Ltd., TFC, The Dhampur Sugar Mills Ltd., The Global Green Company, The Group Overseas, The Muthoot Finance P. Ltd., The Planet Infosoft, The Prag Bosimi Synthetics Ltd., The Valley School, Theo Sophy Accadamy, Thomson Scientific, Thrinaina Informatics Ltd., Times Business Solutons, Today Homes & Infrastructure Pvt. Ltd., Toyoda Textile, Tribal Fusion, Trident Group, Trinetra International, Triton Corp Ltd., TVS Brakes India Ltd., Tyco Fire & Security India Pvt. Ltd., Tata AIG, Tata Consultancy Services Ltd., Tata Indicom, Tata Motors Ltd., Tata Teleservices Ltd., TCS Textiles, Tech Mohindra, Teflets India Limited, Tesco, T.C.S.E.Serve, Tafe Ltd, Talent Computer Education, Tanisk Investment Consultants Pvt. Ltd., Tata Jokason Controls Automotive Ltd., Tata Project Ltd., Teradata Corporation - Teradata India Engineering & Services, Terumo Penpol, Tessolve Services Pvt. Ltd., Texperts India Private Ltd., Thai Industries Development.Co.Ltd., The Federal Ltd., The Louis Berger Group, The National Trust Sadbhavna Samiti, The Write Place, Thriveni Earthmovers Pvt.Ltd., Tirupati Infrastructure, T-Mobile, TNT- India Pvt. Ltd., Tractors India Pvt.Ltd., Trounce Education, Tytan Organic Pvt. Ltd., **U.P.** Minor Irrigation Deptt., U.T.I., Unique Enterprizes, Universal Consulting Services Delhi, Univeris Corp(s) Pvt. Ltd., University of Petroleum & Energy Studies, UP State Electricity Board, **USAID**-IRG, Uflex Limited, Underwater Services Co.Ltd., UNDP, Unisys Global Services India, UNOPS-Sudan Operation Centre, Usha Martin Ltd., Ushodaya Enterprises Limited, Uttam Air Products Pvt. Ltd., Uttam Toyota, UNOPS, **V**

& S Texnits (P) Ltd., Vardhman Enterprises, Varun Cargo Agency (P) Ltd., Vectus Ind. Ltd., Vijai Shri Pvt. Ltd., Vipron Gauges, Visen Industries Ltd., Vishal Retail Ltd., Vishwa Micro processors (P) Ltd., Visual Eyes, Vodaphone, Voltas Ltd., V Linc Inc, V.S.Poly Pack Pvt. Ltd., Vanter Pool Enterprises, Vardeep Trade Links. Pvt.Ltd., Vardhman Customs Cleaning and forwarding Agents., Varroc Eng.Pvt.Ltd., Vascular Concepts Ltd., VIP Ind. P. Ltd, Virtusa India Pvt. Ltd., Voltas Ltd., Verizon Data Services, Vishal Retail Ltd., Wall Street Institute, Weatarm Airconditioning, Welspun India Ltd., Whirlpool of India Ltd., Wimpex Ghana Ltd., Wipro BPO Ltd., Wizertech Informatics Pvt. Ltd., World Space India Pvt. Ltd., Welspun Gujarat Stahal Rohren Ltd., W.H.O., Wintac Limited , Wipro Infotech, Wipro Spectramino, Wipro Technologies, WNS, XL Dynamics Inc., Yesh Automobiles (P) Ltd., Yahoo, YIACO, Zamani Shipping Co., Zayed University, Zee Entertainment Enterprise Ltd., Zylog Systems, Zansya Technologies Pvt. Ltd., Zeenat Textiles.

**Exports:** BHAV Creations (Export House), Botswana Export Development and Investment Authority, Bhiku Ram Jain Exports, Bluechip Export Corporation, Export J. Mitra & Co. Ltd., Home Furnishing Export House, KSL Resources (P) Ltd., Mirza Tanners Ltd., Overseas (Export), Shahi Exports Pvt. Ltd., Solace Exports, Shahi Exports Pvt. Ltd. , Shubham Packgigng, Suvra Computronix Manufacture & Export India Pvt.Ltd., Vanshi Export Ltd.,

**Health Care Sector:** Able Healthcare Systems Pvt. Ltd., Adesh Hospital and Research Center, Ajay Pratima Poly Clinic, Al Salama Hospital, Alkem Laboratories Ltd., Alme Medical Services Pvt. Ltd., Apollo Hospital Ranchi, Avadh Hospital, Apollo Hospitals Enterprise Ltd., Aristo Pharmaceuticals, Aurobindo Pharma Ltd., Axsus Health Tech. Ltd., Ahmad Hospital, AL Canary Medical Centre, Alankit Healthcare TPA, Apex Hospital, Varanasi, Apicore Pharmaceuticals Pvt. Ltd., ARA Healthcare Pvt. Ltd., Awali Hospital, Baksan Drugs & Pharmaceutical Pvt. Lte., Biological E Ltd, Bioserve Clinical Reserch, Biotane, Bio Genex Life Science Pvt. Ltd., Cadila, Carewell Technology & Products, CGHS, Chiron Panacea Vaccines Ltd., Cipla Pharmaceaticals Ltd., Clinical Research Associate, CNS Medical Systems Semens., Corel Pharma Charn, Clinton Health Access Initiatives, Dr. Willmar Schwabe India Pvt. Ltd., Cosmo Hospital Mohali, Dabur Ayurved Ltd., Dabur India Ltd., Deepak Hospital, Dey's Medical Stores (Mfg.) Ltd., Dept. of Health (Govt. of Jharkhand) Malaria, Divine Medical Centre Ltd., Dr. Prem Hospital, Dr.B.C.Roy Hospital (Haldia), DG Armed Forces Medical Services, Dr. Reddy's Lab, Dr. Reddy's Laboratories Ltd, Ecure Pharmaceticals Ltd., Eastern Medikit Ltd., Esscee Biotech(I)Pvt.,Ltd., Edwin Health Club & R.K. Palace, Fortis Hospital Medenta, Franco Indian Pharma, Fresh Healthy Enterprises Ltd., Frontier Life line Hospital, Glaxo Smith Klime Pharmaceutical, Global Hospital, GMH Organics, Gloss Pharmaceutical Pvt. Ltd., Gurukul Kangri Pharmacy, Health Dept., Govt. of W.B., Home Health Medical, Hospimedica International Ltd., HDC College, Health Department (J&K), Health Management Reserch, Hydrex Chem (P) Ltd., Indian Drug & Pharmaceaticals Ltd., Indra Health anferuation, Ind-Swift Laboratories LTD., Inlanks Hospital, Intas Pharmaceaticals Ltd., Indkus Drugs & Pharma, Integral Life sciences, International Chemical Corporation., IPCA Labs Ltd., IPSA Labs Pvt. Ltd., Ittina Healthcare Pvt. Ltd., J.K. Nursing Home, Jain Hospital, J.A. Group of Hospital G.R.N.C., Jagsonpal Pharma Ltd., Kaisres Hospital Limited, Kan Healthcare, KIMS Hospital , Krupanidhi Institute of Nursing Bangalore, Kerala Ayurveda Pharmacy Ltd., Krishgen Biosystems, Krishna Dental College and Hospital, Lambda Therapetuics Reseach Ltd., Lifeline System, London Hospital, Kuwait, Lords Chemicals Ltd., Macleods Pharmaceuticals Ltd., Malabar eye Hospital Cailcut, Manipal Health Systems (P) Ltd., Ministry of Public Health, Islamic Republic of Afghanistan, Madhav Labs, Mahendra Memorial Hospital, Makrocare Clinical Research Ltd., Medi- Chem Pharmaceuticals, Micro Labs Ltd., Micro Labs Pharma Ltd., Ministry of Health, Kuwait, Moolchand Medcity, Delhi, Murli Pharma, National Hospital Services. UK, Nirmal Gen Hospital, Noida Medicare Centre, Nicholas Piramal India Limited, Nitin Pharmaceaticals Pvt. Ltd, Nuchem Ltd., Ocvia Healthcare, Orcadia Health Care, Orchid Chemicals & Pharmaceaticals, Omya Medical Solutions Ltd., Ordain Health Care Pvt. Ltd., Ozone Ayurveics Baddi, Paras Hospital, Prime Healthcare Group, Panacea Biotec Ltd., Peerless Hospital, Pika Medical Pvt. Ltd., PRG Pharma Pvt. Ltd., Rabindranath Tagore International Institute of Cardiac, Ranbaxy Laboratories, Ranbaxy Ltd., Rungta College of Dental Science & Research, Reckih & Colman of India Ltd., S.P. Hospital, Sarvodaya Hospital and Reserch C, Sahara Hospital, Sarvodaya Hospital delhi, School of Medical Sc& Technology, IIT Kharagpur, Shree Balaji Hospital (Multispecialty Hospital), Sri. R.M.Eye Hospital, Sanatra Health Care, Softtouch Healthcare, Sarvodaya Hospital (FBD), Sum Pharmaceutical Industries Ltd., Sunflat Hospital, Sarvotham Medies Ltd., SBL Industries Pvt. Ltd., Sharda Hospital Greater Noida, Sharma Hospital Gr. Noida, Shasun Chemicals & Drugs Ltd., Solais Chemtech Ltd., Surveen Children Hospital, Swan Enviran Medical Pvt. Ltd., Symbiotic Drugs & Diabetic Care (P) Ltd., Themis Chemicals Ltd., Tamil Nadu Dr. MGR Medical University, Tata Motars Hopital, Trimurti Hospital, TTK Healthcare TPA Private Limited, Torrent Pharmaceuticals Ltd., Transasia Bio Medicals Ltd., Vipul Medcorp TPA Pvt. Ltd., Vikram Hospital & Health care Mysore, Welcare Hospital, WHO/NPSP, Wanless Hospital, Wipro GE Medical Systems, Zuventus Healthcare Ltd., Zydus Alidac.

**Banks & Insurance:** ABN Amro Central Enterpirse Services Pvt. Ltd., Accenture Servies Pvt. Ltd., Allahabad Bank, American Express, Aviva Life Insurance (I) Pvt. Ltd., Axis Bank Ltd., ADFC Affiled Of HDFC Bank, Bahrain Islamic Bank , Bajaj Alianze Life Insurance Co.Ltd., Bank of America, Bank of Baroda, Bank of Maharashtra, Bank of Oman Mumbai, Birla Sun Life, Capital Local Area Bank Ltd., Centurion Bank of Punjab, Citi Bank, Capital Local Area Bank Ltd., Chola Insurance, Cholamandalam, Dayco Securities Pvt. Ltd., Development Credit Bank Ltd., Dena Bank, Dewan Housing Finance Corporation Ltd., Digiterati Consultancy Pvt. Ltd., Dorcas Market Makers Ltd., Easy Link Insurance Pvt. Ltd., EMR Technology Ventura, Financial Bank Support Services Pvt. Ltd. Franklin Templeton Investments, G4S Facility Services Pvt. Ltd., Geojit Financial Services Ltd., Hamdan Exchange Company, H.P.State Co-Op. Bank Ltd., HDFC Bank Ltd., HDFC Standard Life Insurance, HSBC Bank, ICICI Bank Ltd., ICICI Home Finance Co. Ltd., ICICI Home Service, ICICI One Source, India Bulls, ICICI Lombard GIC Ltd., ICICI Prudential Life Insurence Company Ltd., India Bous Housing Finance Ltd., IndusInd Bank Ltd., ING Vysya Bank Ltd, ING Vysya Private Banking, Insurance MNG, International Bank of Qatar, Janvikas Insurance Corporate Agence, Karvy Stock Broking Ltd., Kaplan Financial Pvt. Ltd., Karnataka Bank Ltd., Kotak Mahindra Bank, LIC of India, Punjab National Bank, Max New York Life Insurance, National Bank of Ummal Qaiwain PSC., Oriental Bank of Commerce, Pragati Gramin Bank, Raja Security & Finance Pvt. Ltd., Ramak General Trading LLC., Riyad Bank, Reliance Capital Ltd., The Rupar Corporate Bank, Relience Life Insurence Co. Ltd., Sahara India Financial Corporation Ltd., SKS Micro Finance Ltd., Standard Chartered Bank, State Bank of India, Stock Holding Corporation of India Ltd., S.B.I. Life.Co. Ltd., Saudi Arabian Cooperative Insurance Company , Shriram Life Insurance Ltd., Systematix Shares & Stock Ltd., Tata Aig General Insurance co. Ltd., Tata- AIG Insurence Co. Ltd., Tata Motors Finance, United Bank of India, Universal Sompogenerol Insurance company, UTI Bank, Vananchal Gramin Bank,Vijay Insurence Services, Zila Sahkari Bank Ltd.,

**Tourism:** Adventure Tours, AHA Hospitality Pvt. Ltd., Al Tayer Travel Agency, British Airways, Carlson Wagonlit Travel, D.S.Hotels & Resorts India Ltd., Hotel Best Western Royal Park Baddi, Hotel Laicademie Dean & Deluca, Hotel Blossom Shimla, Hotel Marudhar Bikner, ITC Hotel Ltd., ITC Hotel Mughal, Kuwait Airways, LE Spirit Hospitality Services, Mayfair Group of Hoiels and Resorts, Newlight Hotels & Resorts Ltd.,Panda Travel Pvt. Ltd., Reddison Hotel, Shivgarh Resorts., The Zuri Hotel, Whitefield, Bangalore, The Indian Hotels Co. Ltd.,Travel Air Pvt. Ltd.,

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**jk"V<sup>a</sup>h; lgkjk**

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**INDIAN INSTITUTE OF COMMERCE AND TRADE, LUCKNOW**

**Department of Distance and Open Learning**

**APPLICATION FORM FOR ADMISSION**

(Please fill clearly in block letters and mark tick in appropriate box)

1. a) Programme Applied For .....  
b) Give Specialization if any:.....
2. Programme Code : [ ][ ][ ][ ][ ][ ][ ][ ][ ]
3. Name (In English).....  
Name (In Hindi).....
4. Father's Name .....
5. Date of Birth : Day [ ][ ] Month [ ][ ] Year [ ][ ][ ][ ]
6. Sex : Male [ ] Female [ ] 7. Marital Status : M. [ ] UM. [ ]
8. Nationality : ..... 9. State if : NRI [ ] Foreign Student [ ]
10. Present Mailing Address : .....  
(in capital letters) .....  
City .....District .....State .....  
E-mail address (if any):.....  
Pin Code : ..... Telephone : .....
11. Permanent Home Address : .....  
(in capital letters) .....  
City .....District .....State .....  
Pin Code : ..... Telephone : .....
12. Educational Data :

Affix Self  
Attested Recent  
Photograph of  
Candidate

| Sr.No. | Examination Passed | Year of Passing | Board/Institute/University | % of Marks |
|--------|--------------------|-----------------|----------------------------|------------|
| 1.     |                    |                 |                            |            |
| 2.     |                    |                 |                            |            |
| 3.     |                    |                 |                            |            |
| 4.     |                    |                 |                            |            |
| 5.     |                    |                 |                            |            |

13. (a) Whether Employed : Yes [ ] No [ ]

(b) If Employed give Name of Organization / Company ..... [ ] [ ] [ ]

(c) Working Experience (attach separate sheet if required)

| Sr.No. | Name of Organisation | From | To | Post Held | Remarks |
|--------|----------------------|------|----|-----------|---------|
| 1      |                      |      |    |           |         |
| 2      |                      |      |    |           |         |

14. Category Code for Fee Concession if applicable :

15. (a) Payment Details : Cash [ ] Draft [ ] EFT/Net Transfer [ ]

(b) Mode of Payment of fee: **Lumpsum** [ ]. **Instalment:** Scheme I [ ] Scheme II [ ]

| Name of Bank | DD /Cheque / EFT No. | Date of Issue | Amount |
|--------------|----------------------|---------------|--------|
|              |                      |               |        |

16. Have you enclosed a) Registration Fee Yes [ ] No [ ]

b) Postal Charges Yes [ ] No [ ]

c) Examination Fee Yes [ ] No [ ]

17. Option for Examination: a) At examination Centre Lucknow [ ]

b) Assignment Based Examination [ ]

c) On Line Examination [ ]

18 a) Have you opted for fast track system to complete the course. Yes [ ] No [ ]

b) If yes, Have you enclosed fee for Fast Track System. Yes [ ] No [ ]

c) If yes, Have you enclosed required undertaking. Yes [ ] No [ ]

19. You came to know about this course through

(a) News Paper [ ] (b) IICT Student [ ] (c) Internet [ ] (d) Any other means [ ]

20. Choice of optional papers for MBA, MBA (Dual Spl.) and EMBA (Give Subject Code Only):

|                       | Semester I | Semester II | Semester III                        | Semester IV |
|-----------------------|------------|-------------|-------------------------------------|-------------|
| a) MBA                | CT .....   | CT .....    | CT .....                            | CT- .....   |
| b) MBA<br>(Dual Spl.) | CT .....   | CT .....    | Major :- CT .....,CT .....,CT ..... | CT- .....   |
|                       |            |             | Minor :- CT .....,CT .....          |             |

c) EMBA (IInd Semester): CT .....,CT .....,CT .....

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Completed application form should be sent to **THE DIRECTOR, IICT, 5/28, VIKAS NAGAR, LUCKNOW-226022**, by Registered Post/Courier/Speed Post. The application form should be accompanied with the required fee (crossed Demand Draft drawn in favour of IICT payable at Lucknow or Counter foil of Electronic Fund Transfer Receipt).

### Declaration

*I have carefully read the Academic and Administrative Rules and Regulations of IICT for Correspondence Programmes as given in the information brochure and agree to abide by the same. I hereby declare that if I am enrolled in the programme applied, I agree to pay balance of fee instalments on specified dates. I further declare that the information provided by me in the application is true to the best of my knowledge and belief. **A list of enclosures is attached with this application form.***

Date ..... Place .....

Signature of Student

### For Office Use Only

Application Received on ..... Enrolment No .....

Admitted on ..... Programme .....

Receipt No ..... Date ..... Rupees.....

Mode of Payment .....

Date of next Fee Instalment if any .....

**Dy. Director (Adm.)**

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