

Department of Management Studies

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INDIAN INSTITUTE OF TECHNOLOGY - DELHI

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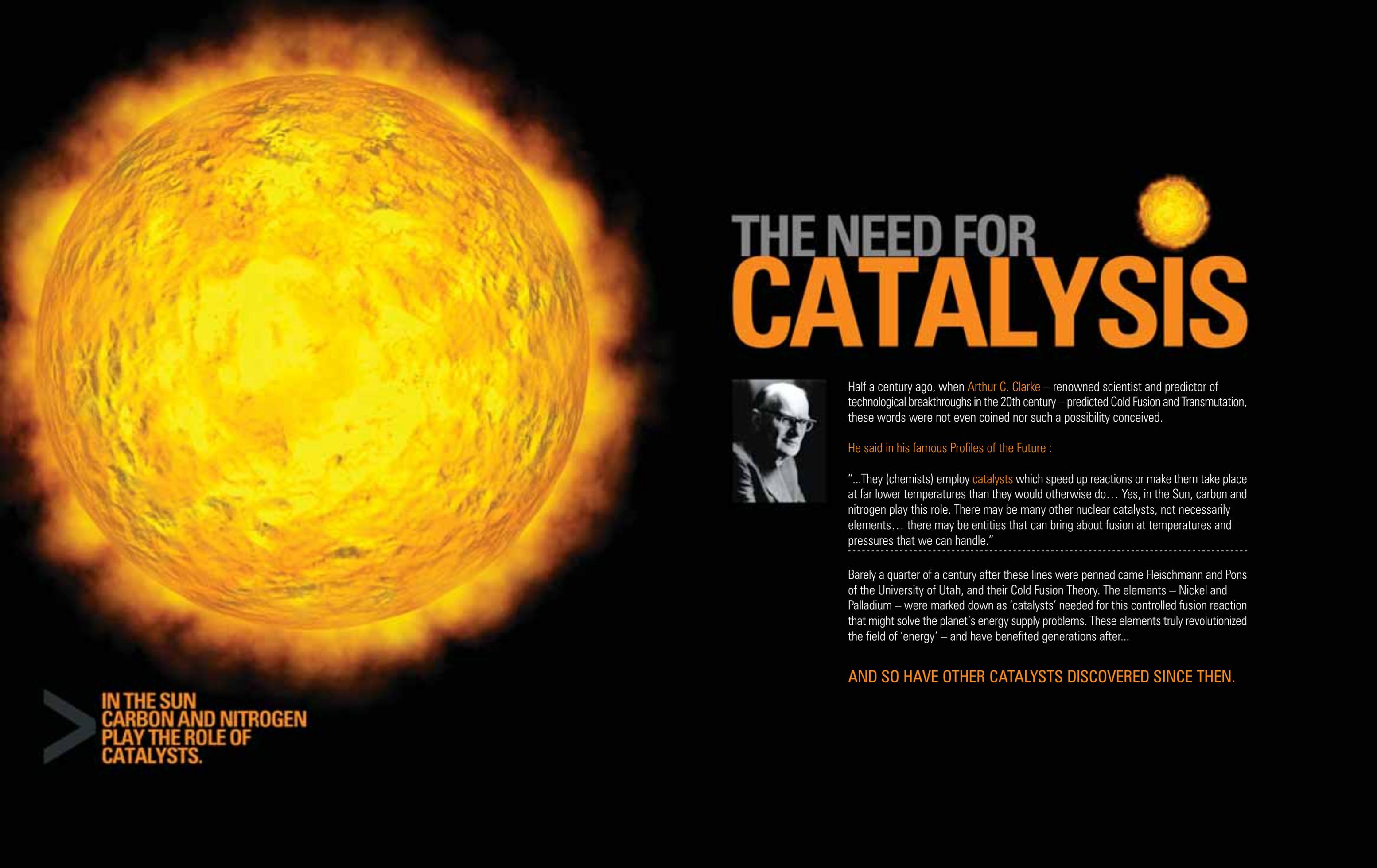
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THE CATALYSTS

PLACEMENTS 2K7
DEPARTMENT OF MANAGEMENT STUDIES
IIT DELHI





THE NEED FOR CATALYSIS



Half a century ago, when [Arthur C. Clarke](#) – renowned scientist and predictor of technological breakthroughs in the 20th century – predicted Cold Fusion and Transmutation, these words were not even coined nor such a possibility conceived.

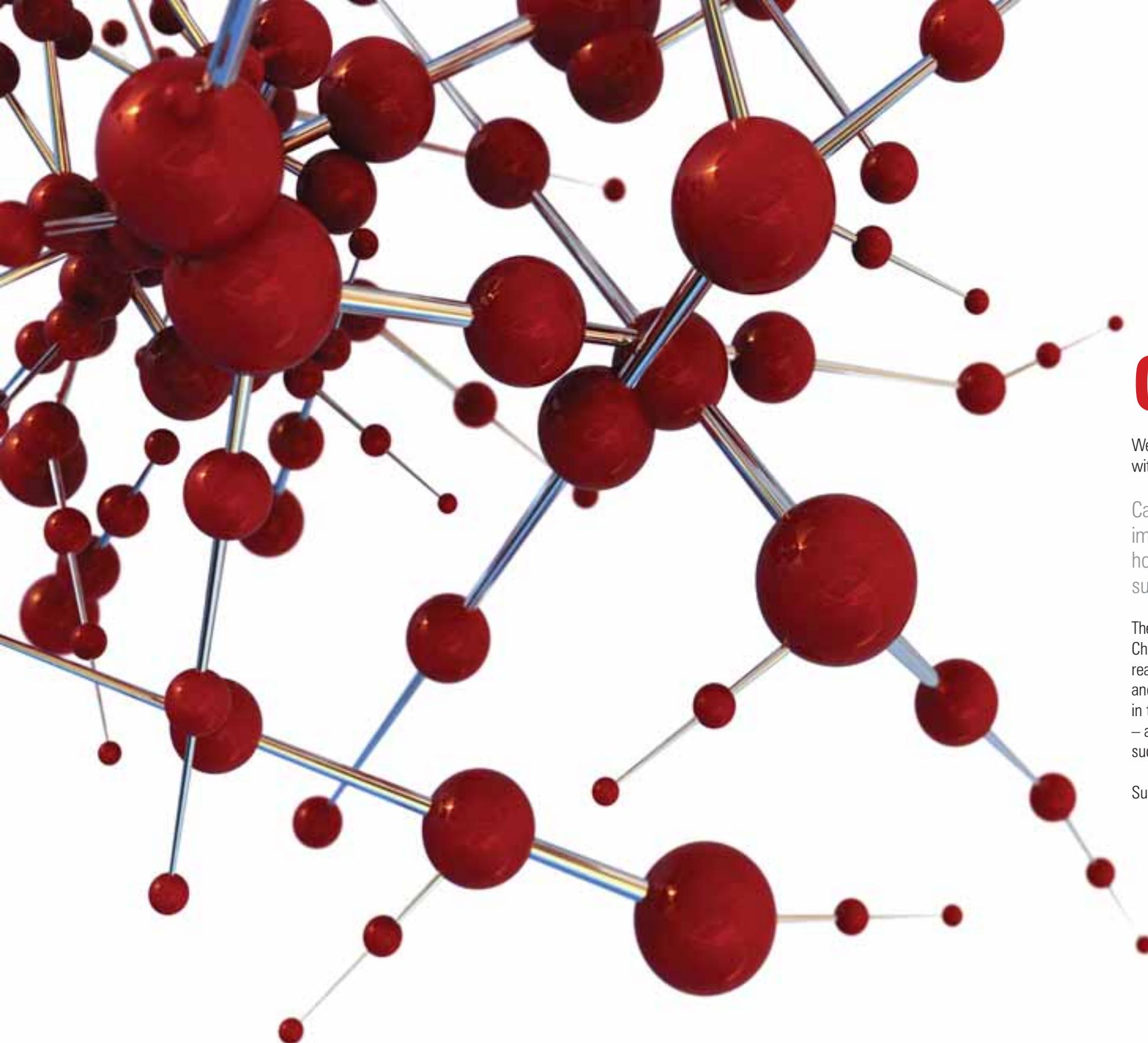
He said in his famous Profiles of the Future :

“...They (chemists) employ [catalysts](#) which speed up reactions or make them take place at far lower temperatures than they would otherwise do... Yes, in the Sun, carbon and nitrogen play this role. There may be many other nuclear catalysts, not necessarily elements... there may be entities that can bring about fusion at temperatures and pressures that we can handle.”

Barely a quarter of a century after these lines were penned came Fleischmann and Pons of the University of Utah, and their Cold Fusion Theory. The elements – Nickel and Palladium – were marked down as ‘catalysts’ needed for this controlled fusion reaction that might solve the planet’s energy supply problems. These elements truly revolutionized the field of ‘energy’ – and have benefited generations after...

AND SO HAVE OTHER CATALYSTS DISCOVERED SINCE THEN.

**IN THE SUN
CARBON AND NITROGEN
PLAY THE ROLE OF
CATALYSTS.**



CAUSE AND EFFECT

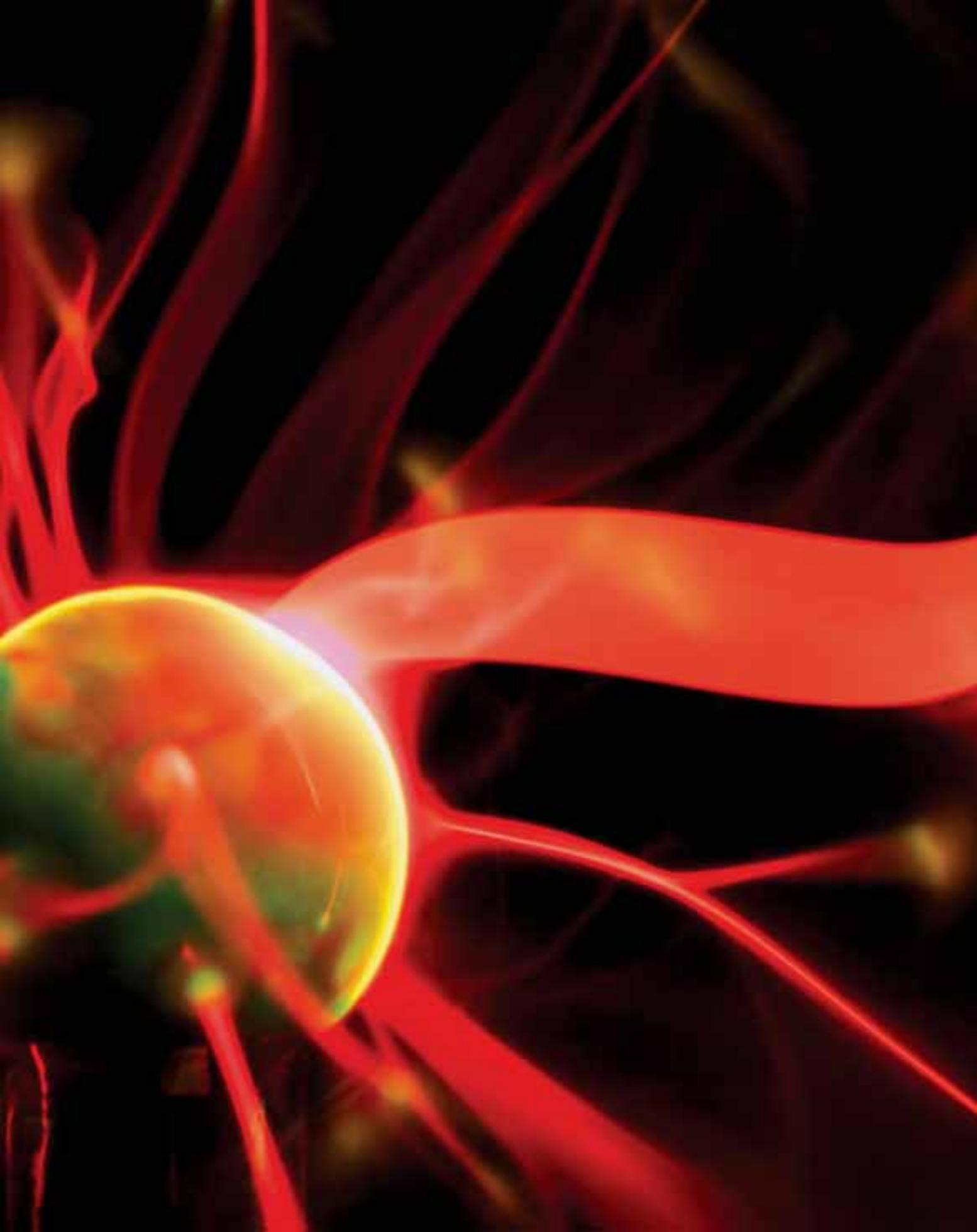
We are aware that most chemical reactions occur in the natural and controlled environments, with the help of catalysts. And such reactions can't occur successfully without the catalyst.

Catalysts are effective and their effect is final because, apart from being important elements or compounds themselves, their chief job is to know how very potent combinations can deliver the most amazing and successful results. **So they are exact.**

The global management scenario is currently looking like a changing and dynamic environment. Changing technology, changing markets and mergers-acquisitions are forcing change and reactions onto the managers – they are no longer required to manage existing standards and procedure, but anticipate and react favourably to newer ones, that are always lurking in the shadows. And the biggest side effects – the fallouts of such heavy duty reactions – are the managers who never know what hit them, because nothing prepared them for such change.

Such reactions need to be controlled, assisted and completed.

HENCE THE CATALYSTS FROM DMS (IIT DELHI).



INHERENT VALENCE

It is the exclusive advantage and predictable success in bringing about the most suitable reactions in the industry that the DMSite is prepared rigorously for. The DMSite is uniquely positioned because of his strategic advantage over his counterparts in the market. He is a highly evolved, more intelligent being with richer skill sets primarily due to the nature of his background.

It is this bunch of catalysts that is being offered to effect, manage and bring about dynamic reactions and tap the potential of hitherto quiet sections of industry and management systems. These managers have the required **valence** to charge up the management world.

WHAT MAKES MBA@IIT DIFFERENT.

There are so many things that make IIT a special place!

Just to recount a few... IIT Brand Name, stringent control in making sure that only people who make the cut get admissions. Having all Engineers' in the batch made sure the baseline quality of the group was that much better. Also people had varying experience in the industry which brought in multiple perspectives. The course content has been modelled in line with the leading universities abroad where the focus is on getting people with prior work experience and also on experiential learning. Each semester has 6 compulsory Projects. During my term we did 14 live projects in various corporations, one of which hired me!

Simar D Singh
Transition Lead - Operations, Technology & eCommerce
Wachovia - Genpact Relationship
DMS Batch 1999-2001



INDIAN INSTITUTE OF TECHNOLOGY, DELHI

It does seem rather obvious that the genesis of such Catalysts should lie in the heart of the most reputed, effective, and intelligent pool of individuals in the country – Indian Institute of Technology, Delhi.

Management has a very secular face today, inasmuch as it's no longer the domain of any special stream. It's therefore not about those that have spent 3 years in college, internalising facts and figures and mechanisms of the industry. For the simple reason that, such published data would be history by the time those graduates enter the industry. What the industry needs clearly, is a sure-footed and future-ready individual from a background that prepares him to be naturally sensitive to changing systems and helps him react swiftly.

And whoever thought that Management Graduates churned out of a Technology Institute can only fit the IT and Systems management bill, need only look back. The first ever business school based in a technology institute was established in Massachusetts Institute of Technology (MIT), as early as 1931.

VISION STATEMENT

"To contribute to the Indian economy and the world through excellence in management education, training and research, and to contribute to the all-round development of the Indian world of business and its global associates, through excellence in decision making and problem solving. In doing so, DMS at IIT Delhi aims to emerge as a prime knowledge resource for the growth of industry and society, and to remain a source of pride for all Indians."

DEPARTMENT OF MANAGEMENT STUDIES

The Postgraduate Programme in Management at IIT Delhi has existed for over two decades and has carved a niche for itself. Some of the distinctive talking points about DMS, IITD are:

- Home to country's first and till date only research program on 'Comparative Management Practices in Asia'.
- One of the pioneering entrepreneurship development programmes in the country, which has obtained funding and support from various agencies including SIDBI.
- Over nearly three decades of its existence, more than 70 PhDs have been awarded. Currently over 50 registered Ph.D. scholars at DMS are doing research work on various management issues.
- The Department has undertaken consultancy work on behalf of a number of Corporates and Government Departments such as Department of Education, Department of Science and Technology, Department of Rural Development, etc.
- Professional inputs are constantly provided to all sectors of industry and also voluntary professional associations such as Indian Society for Technical Education, All India Management Association, ISTD, IFTDO, ARTDO International, etc.
- The Department has contributed to the policy formulation and operational activities at the highest levels of the Government, University Grants Commission, AICTE, Ministry of Human Resources Development and various corporate enterprises.

MISSION STATEMENT

"Through effective research, education extension activities and teaching, we constantly seek to strengthen the ongoing processes of management and extend the frontiers of management knowledge. In doing so, we would endeavour to consolidate the creative bridges between the traditions of management thought in India and the global management thinking.

To achieve the above, we at DMS, IIT Delhi, nurture committed faculty and dedicated staff, and make available world class scholastic infrastructure in a highly supportive learning environment to our students and client groups."

THE GENESIS

1976

School of Systems & Management Studies conducting an M.Tech programme in "Management Systems" by Professor Sudhir Kakar as first coordinator of the PG program in IITD.

1978

Core group set up and full time Management Education at IITD was reconfirmed by an Advisory Committee constituted by the representatives of the Academia and the industry. Awarded the status of 'Centre' as Centre for Systems and Management Studies.

1993

Department status granted by amendment in IIT statutes, headed first by Professor Vinayshil Gautam (Founder Director, IIM Kozhikode).

1997

Formal appellation of Master of Business Administration (MBA) to PG program in Management. The courses take shape - a two year full time MBA programme with focus on Management Systems; and a three year part time MBA programme with focus on Technology Management.

2002

Commencement of a two year full time MBA programme with focus on Telecommunication Systems Management - under the aegis of Bharti School of Telecom Technology and Management.

THE SOURCE OF ENERGY

Department of Management Studies, IIT Delhi
aims to emerge as a prime knowledge resource for the growth
of the industry and society.



MESSAGE FROM THE DIRECTOR

At the Indian Institute of Technology Delhi, we are committed to playing a key role in creating an ambience for the creation of new ideas, knowledge, and graduates who will be the leaders of tomorrow. In doing so, we hope to make significant contributions to the development of the country and to the improvement in quality of life of its citizens. We are convinced that in order to achieve this objective, we will need to pursue a strategy that fosters creativity, supports inter-disciplinary research and education. This will provide the students with an understanding and appreciation not only of the process of knowledge creation, but also of the process by which technology and knowledge may be used to create wealth as well as achieve social and economic goals. The Department of Management Studies (DMS) is an essential component of this strategy.

The DMS, ever since its inception has been growing in strength and stature, gaining from the synergy provided by the rich technological and intellectual environment of the multi dimensional academic programmes which has been the hallmark of the IIT system. For the last several years, it has been rated amongst the Top Business Schools of the country.

The students, once admitted through a very rigorous process of selection, receive inputs through class room training, research projects and industry interaction. The rich and unique learning environment develops the students physically, intellectually and emotionally. A series of activities such as a Cultural festival, a Management festival, a technical festival, industry focused seminars and other extra curricular activities, open them to challenges of leadership. Two month long summer internship brings them face-to-face with the problems they are going to face and solve in the future.

I am sure, prospective employers will find our MBAs responding to their expectations. I wish the placement process all success.

Prof. Surendra Prasad



MESSAGE FROM THE HEAD OF DEPARTMENT

It is a matter of pleasure for me to present to you, the future employers, the batch of students who will be completing their MBA degree by the end of academic year 2006-07. The tradition of imparting management education at IIT Delhi dates back more than three decades. Over the years, management teaching evolved here and from the year 1997 onwards, DMS started offering the MBA programme. Since then, several batches have passed out and have been placed in leading business organisations in all major areas- BFSI, IT/ITES, Marketing, operations, Consulting, Strategic Management, HRM etc. While the range of jobs has been expanding, the salaries offered have also been increasing year after year. IIT Delhi MBAs have been the preferred choice of many recruiters.

The thrust of learning at DMS is on the synthesis of what is modern and latest with the traditional and ancient, so as to develop holistic managers. DMS, IIT Delhi, has consistently been ranked amongst the top Business Schools of the country. While we value the constant encouragement that these high rankings provide, we do not rest content with what we have achieved. A continued effort on building and improving infrastructure – whether physical or intellectual – is something that is part of us. We have added a new building with well-equipped class rooms and other facilities. At the same time our library has, through INDEST, developed access to a very large number of Journals and databases. Events like the fortnightly ROSTRUM, the annual BUILDING INDIA INC. seminar and the management festival - PARIVARTAN, have increased interaction of students with industry, besides a two month in-company summer training that all of them undergo.

I invite you to take part in the placement process of the DMS. I am sure you will find managers you are looking forward to, to add value to your organisation.

Prof. Surendra S. Yadav



THE DISCOVERY WAS NO ACCIDENT.

The bulb, the theory of gravitational pull, the steam engine and penicillin – all great discoveries, ... all of them the greatest accidents of mankind. But that was another century, another time, where people had the patience for science to evolve. It was a simpler life.

Today, there is no place for failed experiments. There's no patience for non-performers; anyone is hardly ever given a second chance in the industry to prove oneself. It's cut-throat, it's unfortunate, it's reality. Therefore, elements that don't react together at the first instance are generally discarded, and one looks elsewhere. Precision and accuracy are essential tools for success.

Catalysts by definition, are precise and sure-shot elements, and therefore the expectations are set at the benchmark level. They are supposed to come in and change the course of an otherwise dull and ineffectual reaction, and therefore theirs is a higher responsibility. It takes a lot of experience and lot of initial testing to ascertain a true catalyst and identify all its properties.



While trial and error might ultimately bear results, DMS, IIT(D) does not believe in experimenting with a subject as serious as management education. The alchemists who conceived and designed the DMS philosophy and its structural exercises, were quite clear about what they wanted to achieve. Finite objectives, measurable standards, along with checks and balances are essential ingredients of success. And those were the methods employed to design the course structure and pedagogy here.

MIT Sloan served merely as a guide and backdrop to what was to become one of the top management schools in the country in 3 years' time – quite an unprecedented feat in this industry, especially for an ostensibly 'specialist' institute.

THE FOLLOWING WAS KEPT IN MIND, WHILE LAYING DOWN THE FOUNDATIONS OF THE CATALYSTS

- 1** Today, there is a huge demand for managers not only in business enterprises but also in non-profit and non-governmental organizations. And the need for every company is different. Most of them are aligned to their own global policies, hence the need for 'adaptive managers'.
- 2** Prospective employers should benefit from the fact that these young people have the semantics of business. The learning from daily interactions with other bright young people, faculty and the courses taught should be the student's most valuable gain.
- 3** Employers generally complain that they do not get ready-made managers, and that they have to spend years in training them to become useful. So, it was determined that only the cream will be selected – which will be whipped out from the cream of the country every year - the Technology graduates and First Class degree holders in Science/Commerce. All this to minimise the risk of the 'employer-employee equation' turning out unbalanced. This reduces the prospect's risk of hiring and hence helps attract more national/international brands to DMS.
- 4** The selection process ensures that there's not even an outside chance of a prospect landing up a non-useful candidate. The All-India test (JMET conducted by all IITS and IISc Bangalore) and GD/interview are as rigorous as in the best MBA institutes of the world, ensuring that all the properties of the Catalysts show up, before they are put in the cauldron.

While laying down the search and research processes for the Catalysts, it was also kept in mind that they need an optimum environment for getting ready. After all, their temperaments do not match those of their counterparts, developing skills at various other institutes in India. They need more than just a campus and hostel and library – they need space.

Space to be, mingle, choose and a space of their own.

The IIT Delhi campus and its various facilities provide exactly that. The campus is endowed with rich, lush greenery and sinewy walks, wilderness and open areas for the mind to take its health-walk, a fantastically equipped library, seminar halls and a beautiful living space. These are just some of the star features of this laboratory where the Catalysts come alive.



FACILITIES: DEPARTMENT OF MANAGEMENT STUDIES

The Department of Management Studies has 5 lecture theatres, an auditorium with a capacity to seat in excess of 120 people, syndicate rooms, a library, seminar hall, cafeteria, and computing facilities. The Department provides hostel facility for all its students within the campus and the entire campus is networked. IITD provides state-of-the-art infrastructure to DMS students in the Vishwakarma Bhavan with excellent facilities for visual presentations.

The students have access to the Central Library, which has a veritable anthology of management books, as well as to their very own Department Library, with perhaps one of India's largest collection of field works from the Indian industry. The library's computer facilities are comparable with the best in the country, in terms of projection and audio-visual presentation facilities. Its PCs are networked through a fibre-optics network dispersed across the institute.

The E-commerce lab, Network Security Lab, Research Lab and the Acer Competency labs are situated on the same floor as the Departmental Library for easy access. These labs use many specialised management aiding software like Rational Suite, Hummingbird's Knowledge Management Suite, Baan IV ERP suite, SPSS and the entire range of IBM products, CMIE Database, iThink System Dynamics simulator, SAS, Oracle Suite, Delphi, Expert Choice etc.

There is a Behavioral lab fully equipped with audio-visual facilities to help the students develop their skills and have hands-on experience in various experimental tools.



FACILITIES: INDIAN INSTITUTE OF TECHNOLOGY, NEW DELHI

The Indian Institute of Technology campus covers an area of 320 acres. Imaginatively laid out with picturesque landscaping, numerous buildings of various nature and stature, and clean and wide roads, the campus presents a spectacle of harmony in architecture and natural beauty. The campus offers various amenities like staff club, hospital, shopping center, bank, post office, telecom center, community center, stadium, playing fields, etc. The central double storied recreation block with a six-lane swimming pool and a gymnasium hall offers amenities like squash courts, hobbies workshop, seminar rooms, music rooms and an amphitheatre.

The institute wide LAN is a state of the art switched network with Fiber Optics network and more than 1400 switched network access points. There are more than 35 virtual LANs to cover each and every Department/ Center/ Administration. Internet has been made available to each and every system through a shared 10 Mbps connection. Internet, 250 online journals, databases in all labs and many software packages can be accessed from student hostel rooms. The institute boasts of a computer center offering a vast array of highly advanced computing resources. Linkages have been established with the IBM solutions research center, Microsoft lab and Intel lab. The Department houses a fully functional application of the ORACLE suite enabling the students to understand and build database applications using state-of-the-art technology.

The Central Library is one of the most modern academic libraries. The collection stands at over 300,000 comprising books, periodicals, standard specifications, technical reports, thesis, CD-ROM databases, journals and video cassettes. IITD also subscribes to INDEST - an online database for exhaustive academic reference.

STUDENT LIFE

The emphasis at IITD is to nurture a relaxed and creative mind. There are seven boys' hostels and two girls' hostels in IIT Delhi. Each hostel accommodates more than 300 students. The SAC (Students' Activity Centre) is the nerve centre of all student activities on the campus. The SAC caters to various hobbies of students and is the central hub of Rendezvous - the famous annual IITD cultural festival. There's a Club Building, Gymnasium Hall, Swimming Pool, Amphitheatre, Music Rooms, Hobbies, Workshop and a large Dark Room. The Institute offers an excellent ambience conducive to both recreational and creative activities.



THE CHLOROPHYLL EFFECT

During scientific experiments, to put checks and balances in place for judging perfectly the 'Real Experiment' – one often holds what is called the 'Control Experiment'. This is simply an experiment in which the variables are controlled so that the effects of varying one factor at a time may be observed objectively.

For instance, to study the process of Photosynthesis in plants, a control experiment would be to provide water and carbon dioxide to a plant – and cut out the light. The plant will not be able to produce oxygen and sugar. This would prove that light plays a vital role in Photosynthesis in plants. But if one was to cut out, say nitrogen from the environment of the plant, it would still be able to conduct the reaction. This would prove that nitrogen is not crucial to the reaction.

So control experiments check which variables are crucial, and which are discardable, and make the final experiment trouble-free and optimal.

**CHLOROPHYLL :
A VITAL NATURAL CATALYST
ESSENTIAL FOR PHOTOSYNTHESIS**

THE CONTROL EXPERIMENT HAS BEEN SUCCESSFUL.

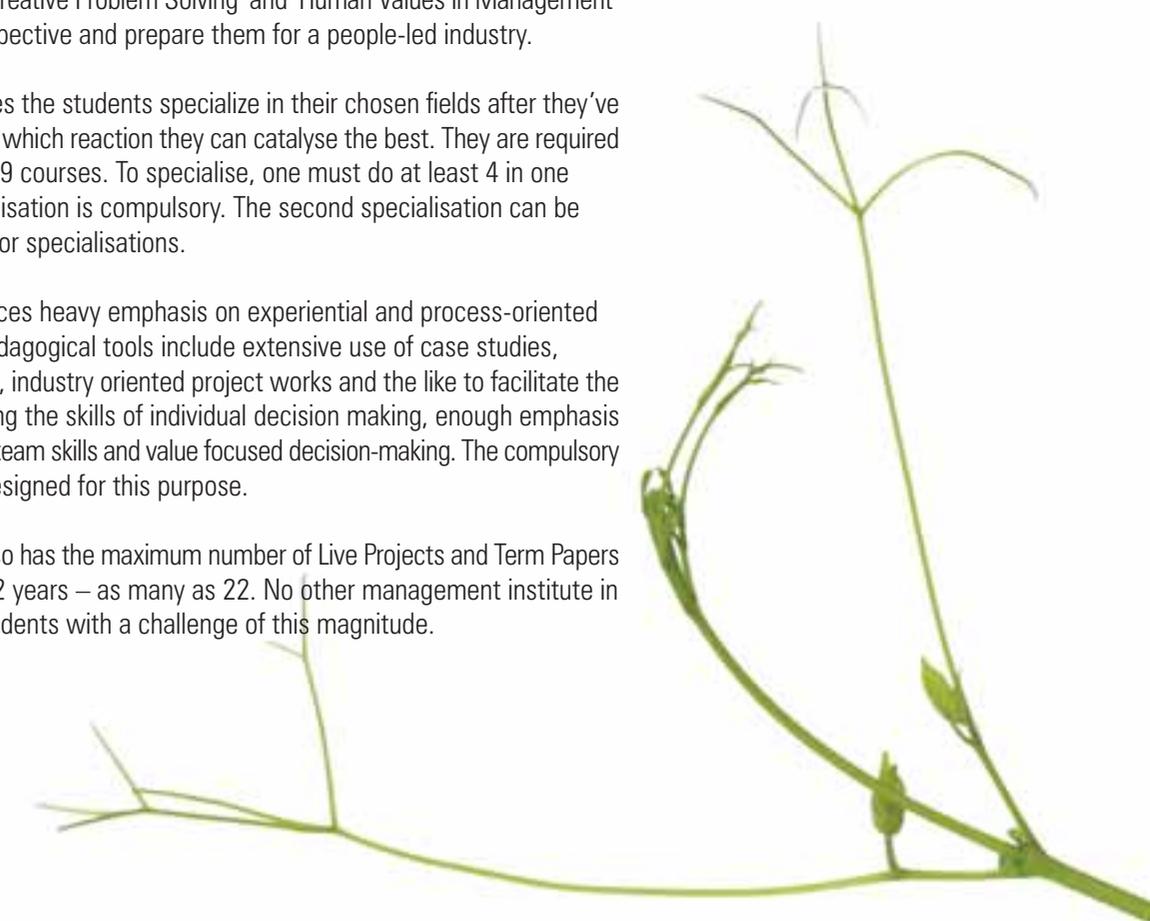
At DMS, the Course structure, Pedagogy and the Faculty takes the students through various control experiments, to prove their skills, realise their potential and discard unnecessary baggage.

Every student needs to go through the rigours of basic management principles in the first year. This checks out vulnerability or adaptability of a group that is basically chosen from a technology background. The preparation is rigorous but fruitful. Papers like 'Creative Problem Solving' and 'Human Values in Management' help give them perspective and prepare them for a people-led industry.

The second year sees the students specialize in their chosen fields after they've been able to identify which reaction they can catalyse the best. They are required to do a minimum of 9 courses. To specialise, one must do at least 4 in one domain. One specialisation is compulsory. The second specialisation can be broken into two minor specialisations.

The Department places heavy emphasis on experiential and process-oriented learning, and the pedagogical tools include extensive use of case studies, simulation exercises, industry oriented project works and the like to facilitate the same. Besides honing the skills of individual decision making, enough emphasis is laid on developing team skills and value focused decision-making. The compulsory audit courses are designed for this purpose.

The DMS student also has the maximum number of Live Projects and Term Papers to be completed in 2 years – as many as 22. No other management institute in India poses their students with a challenge of this magnitude.



PROGRAMMES

MBA (FULL-TIME 2 YEARS) WITH FOCUS ON MANAGEMENT SYSTEMS (60 SEATS)

The flagship course of DMS – this full-time MBA programme focuses on “Management Systems”. The programme provides a wide range of electives to the students. It equips the future managers with a combination of various technical skills and value focused decision making ability. All this is imparted in a course curriculum offered in a flexible mode. Along with specialization in core (“Management Systems”), a student can also specialize in major streams, like Information Technology Management, Finance, Marketing, Strategic Management, Organisation Management and Operations Management. The programme offers a blend of analytical and creative problem solving skills. The programme places heavy emphasis on practical experience for which extensive interaction with the industry is built into the curriculum.

Besides the Summer Internship and major Final Semester Project, students are expected to engage in industry oriented projects as a part of their regular course work. In our endeavour to develop all-around managerial skills, we have included compulsory audit courses as a part of the programme which impart the essential skills for management cadre in modern times.

MBA (FULL-TIME 2 YEARS) WITH FOCUS ON TELECOMMUNICATION SYSTEMS MGMT. (15 SEATS)

Under the aegis of Bharti School of Telecom Technology & Management (BSTTM), sponsored as the name suggests by the Indian telecom leader – Bharti group, is designed to impart skills needed to become effective managers and leaders specifically in the Telecom sector. The programme is comprehensive in nature, involving all the business functions- accounting, finance, operations, HRM management, marketing, and business computing science. The emphasis of Telecommunications Systems Management prepares students for technical management positions in the telecommunications field. This emphasis provides a strong foundation in Telecom Systems Management that would take some Telecom technology inputs from the BSTTM’s M.Tech. programme in Telecom Technology & Management.

MBA FOR WORKING EXECUTIVES WITH FOCUS ON TECHNOLOGY MANAGEMENT (60 SEATS)

For the Indian industry to gain global competitiveness, effective management of technology is crucial. This would mean using technology as a strategic variable to gain competitive advantage and would require an organization to critically understand processes of technology planning and strategy, management of technology transfer and absorption, technology forecasting and assessment, technology acquisition and international negotiations, commercialization of new technology, technology implementation and adaptation, management of innovation and R&D, intellectual property rights, project management, entrepreneurship, and technology financing and marketing.

The part-time MBA programme with focus on "Technology Management" is aimed at fulfilling these requirements so as to enable the managers to effectively contribute in evolving core competencies in Indian industry.

STRUCTURE

FIRST YEAR

CORE MODULE

- » Creative Problem Solving
- » Business Environment and Corp Strategy
- » Organization Management
- » Human Resources Management
- » Quantitative Methods in Management
- » Operations Management
- » Marketing Management
- » Managerial Accounting and Financial Mgmt
- » Managerial Economics
- » Computer Laboratory
- » Statistics for Management
- » Communication Skills
- » Systems Thinking
- » Management Research Methodology
- » Human Values in Management

FOCUS MODULES

- » Information Systems Management
- » Telecommunications System Mgmt
- » Fundamentals of Mgmt of Tech
- » Quality and Environment Mgmt Systems
- » Telecom SAD, Planning
- » Strategic Technology Mgmt
- » Fundamentals of Management Systems
- » International Telecomm Mgmt
- » Mgmt of Innovation and R&D
- » Business Systems Analysis and Design
- » Mgmt of Technology Transfer
- » Science and Tech Policy Systems

SECOND YEAR

Requirement is to do a minimum of 9 courses. To specialize one must do atleast four in one domain. One specialization is compulsory. The second specialization can be broken into two minor specializations.

STRATEGIC MANAGEMENT

- » Global Business Environment
- » Strategic Management
- » International Business
- » Strategic Change and Flexibility
- » Policy Dynamics and Learning Organization
- » Strategies in Functional Management
- » Business Ethics
- » International Competitiveness
- » Strategic Leadership Practice

FINANCE

- » Management Control Systems
- » Advanced Financial Management
- » Accounting for Decision Making
- » Working Capital Management
- » Security Analysis and Portfolio Management
- » Indian Financial System
- » International Financial Management
- » Current and Emerging Issues in Finance

INFORMATION TECHNOLOGY

- » Decision Support and Expert Systems
- » Current and Emerging Issues in Information Technology Management
- » Management of Information Technology
- » Data Design and Data Management
- » Knowledge Based System Design
- » Network Management Systems
- » Software Project Management
- » Executive Information Systems

ORGANISATION MANAGEMENT

- » Organisational Structure and Processes
- » Management of Change
- » Managing Innovation for Organisational Effectiveness
- » Organisation Development
- » Labour Legislation & Industrial Relations
- » Current and Emerging Issues in Organization Mgmt
- » Personality Structure and Dynamics

MANUFACTURING MANAGEMENT

- » Manufacturing Strategy
- » Supply Chain Logistics Management
- » Systems Reliability, Safety & Maintainance Mgmt
- » Total Project Systems Management
- » Total Productivity Management
- » Current and Emerging Issues in Manufacturing Management
- » Materials Management
- » Group Technology and Production Strategy

MARKETING

- » Market Research
- » Sales Management
- » Industrial Marketing Management
- » Current and Emerging Issues in Marketing

OPEN ELECTIVES

- » Mgmt. of Small Scale Industrial Enterprises
- » Management Laboratory
- » Total Quality Management
- » Management of System Waste
- » Industrial Waste Management
- » Selected Topics in Management
- » Industrial Economics
- » International Economics



THE ALCHEMISTS

The Faculty, like an expert scientist treads carefully in this huge laboratory to identify, hone and shape the faculties of the catalyst. Most of the faculty belongs to the industry and all of them are Ph.D. holders in their respective fields.

The senior faculty members frequently interact with various sectors of industry and other educational institutes to disperse the mantra of 'management systems', 'change management' and new paradigms of leadership, through carefully formulated MDPs (Management Development Programmes).

All this, so that the Catalysts know when, how and where to perform with élan when thrown into the vast industry out there. By the end of the course, the real Experiment is no different from the Control Experiment in campus, and our alumni will vouch for that!



Prof. Yadav, Surendra S. (Ph.D., Paris)
(Head of the Department of Management Studies)

Prof. Yadav received his B.Tech from IIT Kanpur, MBA from University of Delhi, DESS (equivalent to M.Phil) from University of Paris 2 and Ph.D. in management from University of Paris 1 Pantheon-Sorbonne. Currently he is professor at DMS, IIT Delhi. He teaches corporate finance, international finance, international business and Security Analysis & Portfolio management. His research interests are in all these areas and general management. He has been delivering lectures at various institutions in India as well as abroad. He has been visiting professor at University of Paris, NSEEC Paris and Paris School of Management. Prof. Yadav has published nine books, eight in areas of finance and international finance in English and one on India in French. He has contributed about one hundred research papers in journals and conferences. Besides, he has published about three dozen articles in financial/ economic newspapers. He has carried out several sponsored/ consultancy projects. He has been running an online e-learning Executive Development Programme in collaboration with Macmillan India Ltd. He has traveled to several countries such as France, UK, Switzerland, Belgium, Italy, Netherlands and USA. Apart from English and Hindi, he has perfected command on French language.



Prof. Gautam Vinayshil (Ph.D.) FRAS (London)

Prof. Gautam's field of specialization is Organization Management, Strategic Management and information Systems. He served as the first Head of DMS; Founder Director, IIM(K); Leader, Consulting Team IIM (Shillong); Founder Coordinator, Entrepreneurship Programme (IIT,D). He has authored and edited over two dozen books and more than 100 research papers. He also piloted the first ever revision of constitutions of ISTD and ARTDO International. Prof. Gautam was the only non government member nominated to the government of India committee to review promotions in the Govt. and autonomous institutions. He has served on the committee on Performance management, empanelment, promotion and placement of Group 'A' and All India cadre officers as well as the committee to look in the relationship of the public enterprise with the government in the matters of vigilance. He was a member of the committee to draw up the terms of reference of the Administrative Reforms Commission. He is a nominee of the PMO on the Committee to set up the training framework of IAS officers. He is an honorary fellowship holder of ARTDO International, AIMA, ISTD, Telematics Forum. Prof. Gautam is the recipient of many national and international awards including the G51 millennium award; Management Excellence Award of Calicut Management Association. His Consultancy and management development interventions have spanned countries like Germany, Saudi Arabia, UAE, Malaysia & organizations like Lakshadweep development Corporation, Maharashtra Bank, Arthur Anderson, CDOT, Ministry of External Affairs & Health, Ministry of HRD, International Airport Authority, Fifth pay commission, Hughes Escorts Communications network (Pvt) Ltd etc. Prof. Gautam has addressed Conferences/Seminars in locations such as Quebec, Vancouver, London, Paris, Vienna, Abu Dhabi, Riyadh, Sharjah, Dubai, Kathmandu, Singapur, Penang, Bali, Shanghai, Shenzhen, Manila, Melbourne, Canberra, Tokyo, Sarawak. He has been invited Universities such as of London, Cambridge, Hull, Dominican. He is a past president of ARTDO International (Manila) and past Director of IFTDO(Geneva).



Prof. Jain, P. K. (Ph.D., IIT/D)

Prof. P.K Jain is the professor of Finance and Modi Chair professor. Earlier he was Dalmia Chair professor. Prof. Jain has teaching and Research experience of over 30 years and he specializes in areas of Financial Management, Financial Accounting & Management and cost accounting. Prof. Jain has authored and co-authored over 17 books including the widely acclaimed one's like Financial Management & Management Accounting (both co-authored with Prof. M Y Khan) to name a few. Author of more than 100 research papers international & national, he has taught at the university of Paris I & School of Management, Asian Institute of Management, Bangkok. He has been the visiting faculty at the International Centre for Promotions of Enterprises, Ljubljana, Slovenia to teach finance in its MBA (international Program) for the last 8 years. He has organized many MDP's in Finance & Accounting for Managers of both Public and private sector enterprises. He has been organizing online EDP with Macmillan, India. His contributions in the field of Finance have been recognized at the national and international levels and several awards and recognitions have been conferred on him.



Prof. Sushil (PhD, IIT/D)

Prof. Sushil is an M.Tech in Industrial Engineering from I.I.T Delhi and subsequently did his Ph.D. from the same. Currently working as Professor of Strategic, Flexible Systems & Technology Management in Department of Management Studies, Prof. Sushil has a list of publications to his name including authoring and co-authoring 10 books. Prof. Sushil specializes in Flexible Systems Management, strategic change and flexibility, technology management, creative problem solving, fundamental of management and systems and industrial waste processing The founder president of Global Institute of Flexible Systems Management, 1999, he is also the life member of several other national and international bodies including Systems Dynamics Society of India, Systems Society of India, Indian Institute of Industrial Engineering.

FACULTY



Prof. Banwet, D. K. (Ph.D., IIT/D)

Dr. Banwet is a Dalmia Chair Professor & Group Chair, Operations Management at the DMS IIT Delhi. He is currently the Coordinator of ASRP (Applied Systems Research Programme) He has been a former Head of the DMS and also Coordinator of the Entrepreneurship Programme, an Interdisciplinary Research Programme of IIT, Delhi . Prof. Banwet holds Bachelors in Mechanical Engg. , a Masters in Industrial Engg. / Production Control and a Ph.D. in Industrial Engg./ Production Operations Management from IIT Delhi.His areas of research interest include Operations Management, Supply Chain and Logistics Management,IT- enabled DSS, Industrial Systems Engineering,TQM,Manufacturing Strategy, Technology and Project Management, Materials Management, Facilities Planning, OR-Modelling, Telecom Systems and Entrepreneurship Management. He has undertaken prestigious research and teaching assignments at Kuwait Institute for Scientific Research, Asian Institute of Technology at Bangkok and University of Sorbonne in the European International Management Programme at Paris . Dr Banwet has to his credit various published papers in journals and conferences both national and international. Prof. Banwet has won quite a few awards, the latest being Literati Award for EXCELLENCE FOR BEST PAPER Published in 2003 vol. in International Journal of Productivity & Performance Management, Emerald Bower (U.K.). Dr. Banwet is a teacher, researcher, trainer, consultant , an administrator and is on various committees of GOI Ministry of HRD, AICTE , National Board of Accreditation, and is currently VICE PRESIDENT (Northern Region) ISTD, after having been for previous 2 years Chairman ISTD Delhi Chapter.



Prof. Baisya, Rajat K (Ph.D.)

Prof. Rajat K. Baisya is Professor in the areas of Marketing and Strategic Management. Before joining academia he had served leading Indian and multinational corporations for over 28 years covering all functional areas of management. Prof. Baisya has been the President and CEO of Emami group of Companies and Senior VP-Business Development of Reckitt Benckiser India Ltd. He has also been associated with companies like Escorts Ltd, United Breweries Group, Best Foods International and Parle- Bisleri Group. He has over a 150 research publications and is associated with numerous trade and professional bodies in India and abroad. Prof. Baisya is the recipient of Gardner Award and Dr. J. S.Pruthi Award for year 2001 for significant contribution in the Processed Food Industry in India and commendation Award of National Institute of Management & Technology for 2002 for significant contribution in the corporate turn around strategy.He is serving on the board of many companies including Rajasthan Electronics & Instruments Ltd (A PSU).He is the Honorary Visiting Professor of Strategic Mgmt. of ENPC International Business School-Paris



Dr. Jain, Sudhir K (Ph.D., IIT/K)

Dr. Jain holds a Master's in Economics and Ph.D. in Applied Economic / Econometrics from I.I.T. Kanpur. He specializes in areas of applied and Managerial Economics, Enterpreurship and Intellectual Property Rights. He has co-authored the book: "Managerial Economics" jointly with Profs. H. Craig Petersen and W. Chris Lewis of Utah University, USA and published over 100 research papers in various international journals/Conference Proceedings. He was Assistant professor at Institute for Social and Economic Change, Bangalore during 1980-85 and Executive Director, National Institute for Entrepreneurship & Small Business Development (under the Union Ministry of SSI) during 2002-03.



Dr. Bhal, Kanika T (Ph.D., IIT/K)

A Ph. D., IIT Kanpur, Dr. Bhal has been a visiting fellow at the Sloan School of Management, MIT,USA. She has published over 60 articles in International/ National Journals and conferences and is on the Editorial Board on International Journal of Digital Management. She has authored one and co- authored two books (published from Sage) and has done sponsored research for Dalmia Group, MHRD and GLOBE project with Fordham University and Wharton Business School. She is also a core researcher in the Rosetta II project of US Air Force. Besides being a Consultant to the various organizations like Fifth Central Pay Commission of India, First National Judicial Pay Commission of India, DRDO, UPSC, DGS&D and Ministry of Rural Development. She is invited as expert on important Govt. committees and member of Academy of Management, USA; Indian Society of Applied Behavioral Sciences; and Global Institute of Flexible Systems management. Currently she is Area Chair of the Organization Management group.



Dr. Gupta, M. P. (Ph.D., IIT/D)

Dr. M.P. Gupta is Associate Professor of IT. His research interests are in the areas of IS/ IT planning, Business intelligence, E-Business and E-Governance. Dr. Gupta has authored acclaimed book - Government Online and edited two others titled "Towards E-Government" and "Promise of E-Governance", published by Tata McGraw Hill, 2004. His research papers have appeared in National and International journals / Conference Proceedings. He was the recipient of the prestigious Humanities & Social Sciences (HSS) fellowship of Shastri Indo Canadian Institute, Calgary (Canada) in the year 1995-96. He supervised e-governance portal (Gram Prabhat) which won the IBM Great Mind Challenge Award for the year 2003. He has coordinated several national level seminars apart from the major events such as International Conference on e- Governance 2003 (18-20 December 2003). He is in the Jury of CSI- Nihilent E-governance award for 2005 & 2006. He is member of International program committee of the International Conference on Business Information Systems (BIS-2003 at Colorado) and (BIS- 2004, 2005 & 2006 at Pozan).



Dr. Momaya, Kiran (Ph.D., Toronto)

Dr. Momaya has been working on the challenging arena of competitiveness and Japan, since his Ph.D. days at the University of Toronto in the 1992. He has been researching and teaching courses in area of competitiveness, strategic / technology management. He has worked on projects for Shimizu Corp., APU and Rikkyo in Japan, ICICI Knowledge Park, Sona Koyo, Vidyatech Solutions, DST, HTVTC and Gherzi Eastern. With basic fluency in Japanese (JLPT Level-2), he and his team has been building skills and capabilities for challenges of India, the Orient and Asia



Dr. Shankar, Ravi (Ph.D., IIT/D)

A bachelor and masters in Mechanical Engineering, MBA in Systems and Operations Management and a Ph.D., Dr. Ravi Shankar has authored books on ERP and Industrial Engineering and Management. With a teaching experience of over 20 years, Dr. Ravi Shankar has rich consultancy experience with Bharti Telecom, LML Kanpur, C. K. Birla Group etc. He has over 100 research publications in journals like European Journal of Operational Research, International Journal of Production Research, International Journal of Production Economics, Computers & Operations Research, Computers & Industrial Engineering, International Journal of Quality and Reliability Management etc. He is the Executive Editor of Journal of Advances in Management Research. He is the co-author of e-Learning program on Supply Chain Management with Macmillan and CEP IIT Delhi. A visiting faculty to IIM Lucknow and IIM Indore, Dr Shankar's present teaching and research works are in the field of Supply Chain Management, Operations Management, Information Technology Management, e-Business, Quantitative Modeling, Knowledge Management, CRM etc. Dr. Shankar is the group chair of Sectoral Management and programme coordinator of MBA (Telecommunication Management) in the Department of Management Studies, IIT Delhi.



Dr. Iyer K.C. (Ph.D., IIT/M)

Dr. K.C. Iyer received B. Tech. from IT, BHU, M. Tech. from IIT Kanpur and Ph. D. from IIT Madras. Before joining academics he has worked for 15 years in industry such as Mazagon Dock Limited; Military Engineering Services; and Defense Research and Development Organization in various capacities. He has extensive experience in handling contracts and disputes to check cost and time overruns of projects. His areas of research include Financial Management; Project Risks; Legal Issues in Business; and Project Management. He has published a number of papers in the field of financial risk management of infrastructure projects; development of Decision Support Systems for resolution of disputes; setting guidelines and evaluation of performance level of projects.



Chaudhary, Harish (PGDBM, IIM/B)

Harish Chaudhary, a B.Tech from IIT Kanpur and PGDBM from IIM Bangalore, has worked for Dunlop and NIIT before shifting to the academic line. An avid marketer, he has taken up major consultancy projects with many organizations like Godfrey Philips. He is an Assistant Professor of Marketing Management at DMS.

Associated, Honorary Visiting & Guest Faculty

Prof. Arun Kanda
Mechanical Engg, IIT Delhi

Mr. Ashok Wahi
Director, Convergys

Prof. Suman Modwell
ENPC France

Mr. Umeshwar Srivastava
Managing Director
G.S. Software Solutions Ltd

Prof. S.G. Deshmukh
Mechanical Engg, IIT Delhi

Dr. Vinay Bharat Ram
CEO DCM group

Prof. Twafic Jelassi
ENPC France

Mr. Praveen Tyagi
Brience Inc, San Francisco. USA
(Wireless Technology)

Prof. S. Wadhwa
Mechanical Engg, IIT Delhi

Prof. Arvind Mahajan
Texas A&M University

Prof. M.Y. Khan
Ex. Dean, Faculty of Business
(Delhi University)

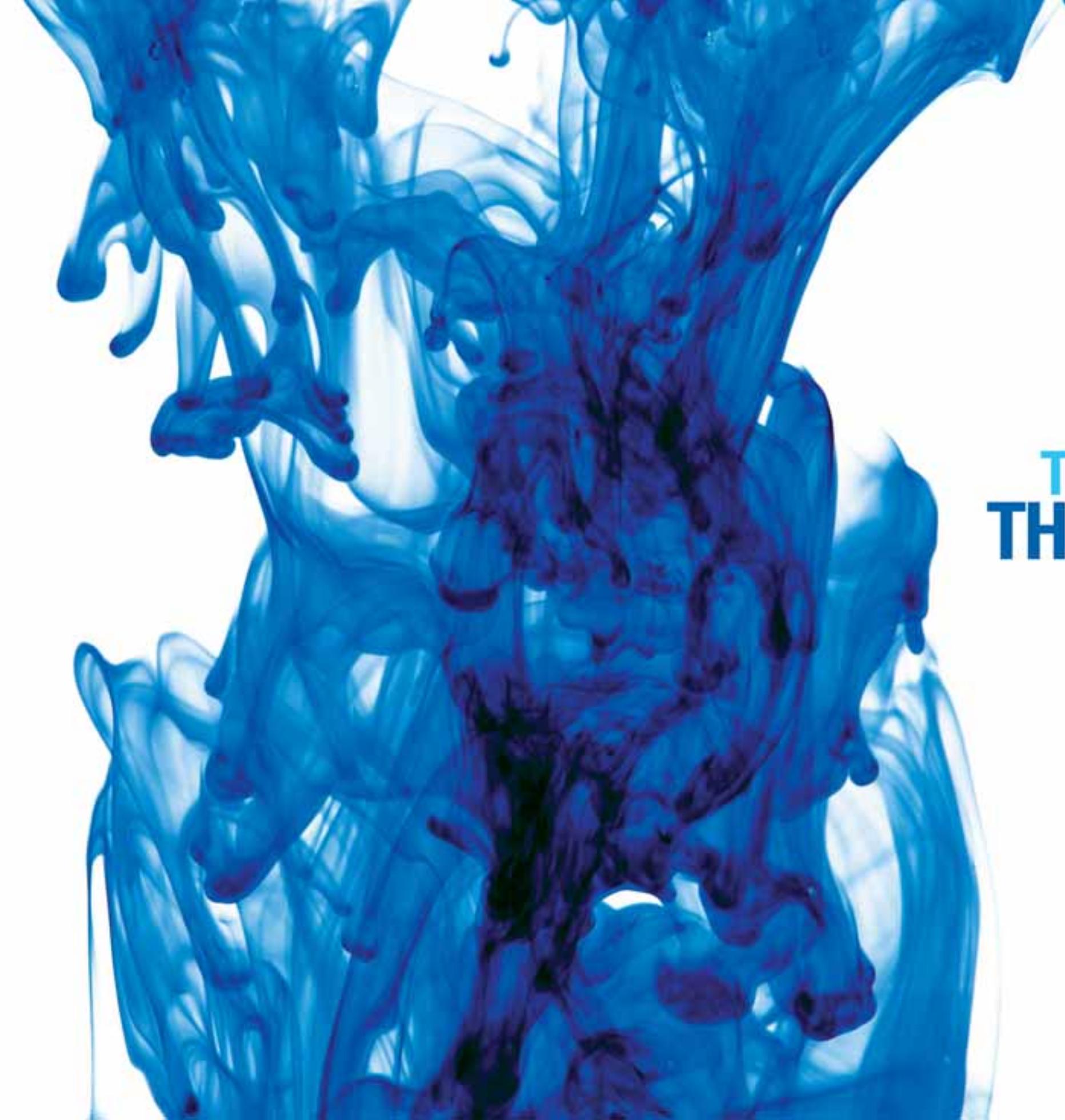
Mr. Ajay Sahani
IPR Expert

Prof. V. Upadhyaya
Humanities & Social Sci. IIT Delhi

Ms. Tina Uneken
Corporate Director,
Bharti Televentures

Dr. Vinay Kumar
Director, DSIR

Dr. A. Khurana
Humanities & Social Sci. IIT Delhi



One can't expect to have a catalyst in a situation and not expect a reaction. That's how effective and volatile they are.

However, the most wonderful property of catalysts is that they participate in reactions but are neither reactants nor products of the reaction they catalyse. Which makes them potent and their properties untouched by the reaction. A catalyst participates, but is otherwise unconsumed.

THE CATALYSTS DON'T REACT, THEY CAUSE REACTIONS.

At DMS, similarly, students are taught to be favourably disposed towards practices and systems, and learn all the rules to help reactions in the industry, but never get attached personally to the situation at hand.

Objectivity emerges as the all-important feature of our students. This is relevant socially as well as professionally, and is brought to the fore as groups of students are interchanged in different exercises, and slowly the attachment with results wanes. Only achieving the objective matters. Today, this is found to be an important trait amongst managers, because it arms him with an extra edge – he is able to move seamlessly from one situation to another, one problem to the other without any baggage, any residue. Even failure would seldom budge the Catalyst, or reduce his concentration and potency.

SHAKE AND STIR

The students at DMS, IIT(D) are allowed the space and time to develop killer instincts for the industry outside. It's critical and binding on the students and faculty to involve themselves in extra-curriculars and practical exercises, events, etc. to truly understand the medium the students are going to be thrown into, and the elements they would need to catalyse, which includes - each other!



Management Systems Society (MSS) is the spinal body of students consisting of heads of several committees, the class representative and a convenor who coordinates the activities between these committees.

THE CULTURAL AFFAIRS COMMITTEE is there to ensure that academic and industry interactions don't crowd the budding manager's mind. It organises national level symposia, like Parivartan, to promote informal interaction both within and outside the Department.

THE ANNUAL MAGAZINE OF DMS, CHAOS, which stands for creative and holistic approach to organizational systems, is a portal for students to bring out articles on different aspects of management.

THE PLACEMENT COMMITTEE is a student-elected body that interacts with the companies on a continuous basis, to bring in the right opportunities for the students of DMS for their summers and final placement. They are the marketers of the prospective managers at DMS, establishing and building relationships with the companies at their level.

THE TECH COMMITTEE is in charge of the technical aspects of the students' existence. For instance, it organises various workshops and training for the students on IBM Technologies, Web sphere, DB2 Suite, Data warehousing and Business intelligence suite, Rational Rose Enterprise Suite, Humming Bird's Knowledge management suite (EIP and BI), Baan IV ERPsuite, SPSS Statistics suite, etc.

THE MEDIA COMMITTEE acts as an interface between the world outside and the Department, with the basic objective of building recognition for the brand by ensuring the coverage of the activities organized by DMS such as seminars, symposia, annual business fest and many more, through various media channels. The committee also facilitates the Department in the B-school ranking process.

THE ALUMNI COMMITTEE is there to prove that the Catalyst is not new to the corporate world. The alumni are the working models of the Catalysts in the industry, often brought back to their alma mater via this committee, to share their insights and update the budding managers in campus. Thus the Alumni Committee undertakes numerous activities such as get-togethers, lectures, seminars and placement talks where students of the current batch interact with the alumni and learn from their experience in the industry.

INDUSTRY INTERACTION COMMITTEE: The endeavor at DMS is to keep opening windows wide into the corporate world. The IIC gets the Catalysts lots of action by becoming a regular interface between the students and industry. Their task involves arranging for regular guest lectures from all sectors and different managerial functions.

EVENTS AT DMS IN 2006-2007

"Building India Inc" – Annual National Seminar - November 4-5, 2006
Building Brand India is an exercise undertaken by the industry on a war footing; this, a national seminar forum in form of "Building India Inc" is our best foot forward in that direction. It is a platform for interaction for top management gurus and our own students.

"Parivartan", Annual Management Festival - February 23-24, 2007
'Parivartan' is designed to showcase the ever changing stream of management thought. The festival is a blend of both fun and academics and attracts participation from all leading B-schools.

Telecom Symposium, Annual Discussion forum - September 30, 2006
One of the fastest growing sectors in the country, telecommunications has been zooming up the growth curve at a feverish pace in the past few years. It is because of this, that we organize the telecom symposium with one of the biggest operators in the country – "Bharti".

Mission "We care", Corporate social responsibility events - Aug – Nov, 2006
As a part of the mission, we try to aid the lesser fortunate and help the needy. We at DMS believe in growing in Harmony and hence we organize events in association with an NGO like blood donation camps, old homes, orphanages and blind school visits, teaching the lesser privileged, etc. This is our small step to become socially responsible citizens and show that "We care".

- Blood donation camp - August 20, 2006
- Human touch – touching lives of lesser privileged - September 16, 2006
- Literacy Mission - October 8, 2006

"Rostrum Series", Fortnightly seminar and discussion - Aug – Oct, 2006
The rostrums are the fortnightly seminars and discussion forums which are organized by the Industrial interaction committee in association with the vertical club operational at the department, the event sees the industry gurus sharing their insight and experiences with the budding set of managers

- **HR Rostrum** - August 5, 2006
The IIC along with the 'Resource Dimension' organizes the seminar on a contemporary theme in the Human resources vertical.

- **Operations Rostrum** - August 26, 2006
The IIC along with the 'Opcentre' organizes the seminar on a contemporary theme in the operations management vertical.

- **Marketing Rostrum** - September 9, 2006
The IIC along with the '5th P prodigy' organizes the seminar on a contemporary theme in the marketing management vertical.

- **Finance Rostrum** - September 16, 2006
The IIC along with the 'Finatics' organizes the seminar on a contemporary theme in the marketing management vertical

- **IT Rostrum** - October 7, 2006
The IIC along with the 'iPrabhat' organizes the seminar on a contemporary theme in the information technology management vertical.



PRESENTING
THE CATALYSTS
 PLEASE HANDLE WITH CARE.



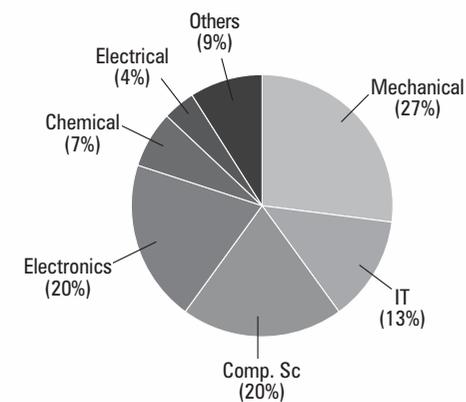
From Chennai to Jodhpur to Chandigarh and Kolkatta. Mining for catalysts around the country is a tough job; but we of all people know for a fact that the catalyst hides amongst the most ordinary looking elements and is very difficult to separate. But separate we must, and separate we did.

What we have here then, is a goldmine – whatever you'll touch is going to be worth it; they might be of discrete types and different temperaments, but they have a few vital things in common.

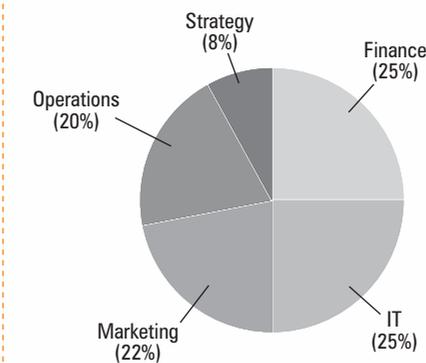
- They make things happen.
- They set the pace, and run with it.
- They have been trained to implement change wherever required and manage it efficiently.
- They speak the language of business and intellect.
- They are culturally and socially aware, and hold strong opinions about goings-on.
- Their response mechanism is sharp and sure.
- They are ready to cause the reaction.

Batch of 2007

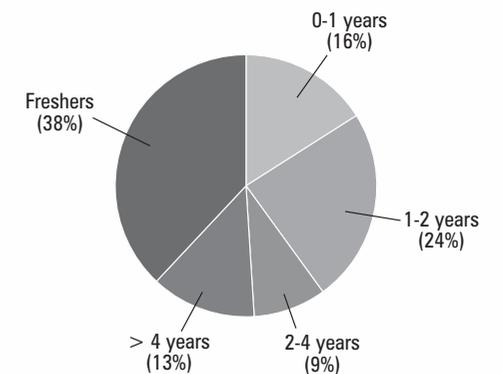
EDUCATIONAL BACKGROUND



SPECIALIZATION



WORK EXPERIENCE



Final Placements 2007

FIRST CONTACT

July'06 –September'06 - Organizations are invited to participate in the placement process.

RESPONSE

September'06 – November'06 - The companies shall send in their response to the placement office. A detailed sequence of activities and convenient dates will be worked out with interested organizations.

SUMMER PLACEMENT WEEK

1st week of October 2006 (3rd October – 6th October 2006) – To be confirmed later

As per the curriculum, students of Batch 2006-08 will have to undergo a mandatory eight weeks training (starting mid May 2007) after the completion of their second semester studies to complement their academic learning with experiential industrial understanding. The companies recruiting for summer placements are expected to hold an introductory session for the students briefing them about the organization, offerings and other modalities. The institute will arrange facilities required for conducting the pre-placement talks and the screening process. Projects allotted to the trainees should be of relevance to management education, pertaining to any one of the functional areas in management.

LATERAL PLACEMENTS

2nd Week of November 2006 (To be confirmed later)

Lateral placement process for students of Batch 2005-07 with relevant work experience shall be conducted by the recruiter during this period. Final selection process will be carried out as per mutually agreed dates during this period.

PRE-PLACEMENT PRESENTATIONS

December'06

The recruiters shall visit the campus for delivering pre-placement talks to the students of Batch 2005-07, broadly covering the company profile, nature of job offered, career growth plan, the selection procedure and emoluments offered.

FINAL PLACEMENT WEEK

1st week of January 2007 (To be confirmed later)

SLOTING

During the placement week, companies will be allotted day and time slots to conduct their final selection procedure in the campus based on the company profile, nature of job, long term relationship, emoluments offered and student's perception. The date and time will be communicated to the participating organizations well in advance.

RECRUITMENT PROCESS

All infrastructural support required for recruitment will be provided by the institute. The initial screening process of the candidates should be done preferably before the start of the placement week so as to avoid any time overlap. The placement policy of the department ensures at least one offer per student and hence it is expected that the companies will go in for on the spot offers. All offers will be channeled through the Placement coordinator.

ACCEPTANCE LIMITATION

After the completion of the placements, the Placement Office will issue final acceptance letters for the job offers.

Recruiters 2006:

Deutsche Bank	Crisil	E-Funds International	HCL Group	Maruti Udyog
TSMG	CapitalOne*	India Bulls	Patni	DHL Worldwide
Ernst & Young	Citibank	Futures First	eClerx	Bharti Televentures
Accenture	SBI	CSC	Pulsar Knowledge Centre	Perot Systems
Avalon	Kotak Bank	Infosys Technologies	McKinsey KC	Hexaware
IBM Global Services	ICICI Prudential	Wipro	US Technology*	Inductis
ITpreneurs	Genpact			

* These organisations offered foreign placements.



THE CATALYSTS BATCH OF 2007

Special Thanks to:

Amit Kumar
Pranav Anand
Syed Rushdi Ali
Vineet Vettis

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Idea Zinc Design
www.idealzincdesign.com