

# RECRUITER'S GUIDE



## IIM Kozhikode

*Globalizing Indian Thought*

*24 Years of Academic Excellence*

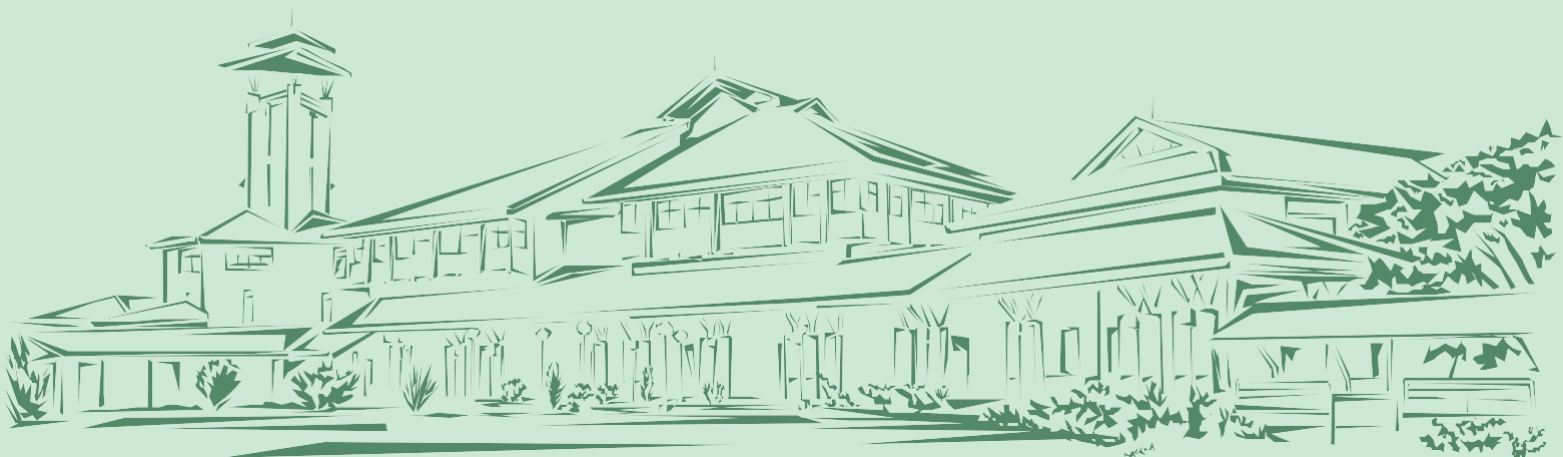
**Dream** | **Innovate** | **Achieve**

### **Vision**

The Institute aims to create a unique and futuristic space of global reckoning so as to nurture the finest management thinkers in the pursuit of developing innovative, socially responsible and environmentally friendly practitioners, leaders and educators. Hence, it abides by its dictum of 'Globalizing Indian Thought'.

### **Mission**

The Institute seeks to inculcate a spirit of wholesome learning, giving equal weightage to academic solidarity and practical application. It aspires to integrate concepts with applications and values, thereby nurturing dependable, capable, caring and fair-minded individuals who will contribute towards the development of communities.





## From the Director's Desk

An institute of international repute situated amidst bustling natural beauty, IIM Kozhikode has been consistently producing a unique brand of competent yet compassionate leaders. We strive to be an institute that inculcates strong values amongst future leaders empowering them to change the society for the better.

IIMK aims to be a crucible where talent translates into competency and ability transforms into outcomes. Our vision is to globalize Indian thought by enabling leaders who work towards making strong impact by employing a distinct management style rooted in Indian culture. Combining academic solidarity with practical application that grooms a diverse set of driven individuals to reach beyond their grasp and contribute to the society – Indian and International – is our methodology.

This has been coupled with progressive thinking by keeping diversity at the forefront to allow sharing of ideas and perspectives.

At IIMK, students learn in a nurturing environment complementing academic lessons with practical application through industry interactions and business competitions.

Getting hands on experience of the industry through internships and live projects, students gain relevant skills that equip them to contribute significantly to organizations. The plethora of co-curricular and learning opportunities available combined with the academic intensity create a fast-paced learning environment that propels students to internalize rapid and nimble decision-making skills. This ability of being agile and thriving amidst uncertainty is of utmost importance in the modern world as seen during the COVID-19 pandemic.

We are glad to present a pool of talented and diverse students who possess the ability to convert ideas into results and the will to successfully take on the world outside of management school. We look forward towards forging a long-term and mutually enriching relationship with your esteemed organization in the near future.

*With Warm Regards*

**Prof. Debashis Chatterjee**

Director, IIM Kozhikode

# Placements Chairperson's Message

I have been appointed as Chairperson of Placements at IIM Kozhikode from this academic year. Unlike in the past, the year ahead is going to be a challenging one created by pandemic situation and at the same time a year of hope. On behalf of IIMK I would like to thank all our recruiters for their continued support and trust on us. In this regard I would like to express my special gratitude to our prestigious recruiters who honored their commitment to readily complete the Summer Internship of our students in these trying times by accommodating the revised schedule.



Since the starting of Institute, it has been our endeavor to ensure that we live up to our recruiters' expectations. The Institute has been always following a dynamic curriculum based on real world managerial encounters facing executives and every course is designed diligently by our faculty members to inculcate the abilities and values to become future leaders. I am happy to inform that we are consistently in the top Six IIMs and every passing year has been encouraging for IIM Kozhikode. Apart from the established companies, the number of fresh recruiters from emerging new domains has been increasing and our students also bagged a number of international offers. The diversity of talent pool among our students coupled with the overwhelming contribution of our vast alumni network has been steering us in our successful journey.

Since we are navigating through uncertain times due to the outbreak of the pandemic, the safety of our students is of paramount importance for us. Therefore, we have altered the academic calendar this year and the new PGP batch of 2020-21 will be starting their academic year off campus through online mode. Although the students would be deprived of campus experience in the first term, IIMK being the pioneer in distance education in management in the country will ensure that the students will experience the same rigor and learnings from the course work.

Students are the strength of any academic institution and the recruiters are our inspiration. The placements process has been structured on a combination of activities conducted on campus. With the changed scenario we will have to maximize the use of technology for all our placements process. The experience from the last few years where we witnessed a good number of new recruiters doing the process through online mode will also help in designing the process robustly.

IIM Kozhikode had pioneered in bringing gender equality in management education in our country since last one decade. This year also we have a majority of female students enrolled for our programmes. Once again it is our privilege and honour to invite our recruiting partners in sustaining a mutually beneficial relationship.

With regards,

Chairperson Placements

Prof. Omkumar Krishnan





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## About IIM Kozhikode

IIM Kozhikode is the 5<sup>th</sup> Indian Institute of Management to be founded by the Government of India in collaboration with the Government of Kerala in 1996. Architected by the Late Joseph Stein, Mani and Chowfla, the campus is set amidst one hundred acres of the scenic Malabar hills. It is an excellent example of how state-of-the-art engineering design can be combined with distinct regional architectural styles to produce aesthetically pleasing and functionally perfect structures.

Starting with a modest batch of forty two students in 1997, the institute boasts of admitting 480 students for its batch of 2019-21. Owing to its faculty and alumni, it has made its mark in the sphere of academics and research, and carved a niche for itself in the industry. It is the first IIM in India to have received the prestigious Association of MBAs (AMBA) accreditation enjoyed by international institutes like the London Business School, and INSEAD.

In addition to the Post Graduate Programme (PGP), IIM Kozhikode offers Fellow Programme in Management (FPM), Management Development Programme (MDP), Executive Post Graduate Programme – Kochi Campus and Executive Post Graduate Programme (EPGP). All these Programmes are highly sought after in the industry and several executives register for them every year.

Today, IIM Kozhikode is a name to reckon with in the international fraternity with its tie-ups with 33 foreign B-schools for the Students' Foreign Exchange Programme. In 2009, Yale University partnered with IIM Kozhikode for academic leadership development Programmes.

In 2011, IIM Kozhikode inaugurated the first ever Indian Business History Museum in the country, to inspire aspiring business entrepreneurs and show them the path to success through innovation, diligence and perseverance.

In terms of institutional rankings, it is ranked among the top B-schools in the nation, with world-class infrastructure and facilities. Recruiters consider IIM Kozhikode as a preferred destination because they can choose from a talented pool of students and also develop a long lasting relation with the Institute through various avenues of engagement.

IIM Kozhikode is the fastest growing B-school in India. Its growth trajectory sets it apart from other B-schools, and makes it a preferred choice for both students and recruiters.



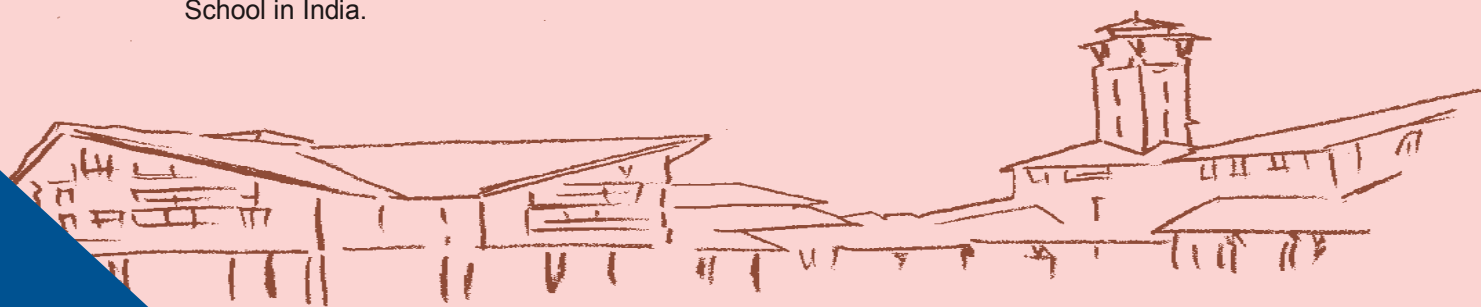


## AMBA Accreditation

IIM Kozhikode is the first IIM in the country to receive AMBA Accreditation. IIMK was awarded the AMBA accreditation for its PGP and EPGP Programmes in 2010 and EPGP (Kochi Campus) programme in 2014, which were re-accredited in 2015. AMBA provides credibility to IIM Kozhikode's courses internationally, and drives the institute to keep its courses up-to-date and in tune with international standards. This credibility will be used to propagate the Institute internationally and build on the aspects required to make IIM Kozhikode a truly global player in education. The Institution is now in the journey of acquiring EQUIS & AACSB Accreditations

# Milestones

- 1996 IIM Kozhikode, the 5<sup>th</sup> Indian Institute of Management, was established in 1996 by the Government of India in collaboration with the Government of Kerala.
- 1997 The pioneer batch of 42 students began classes at the NIT Calicut campus.
- 1999 The first batch of IIM Kozhikode students graduated.
- 2000 The site for the hill-top IIM Kozhikode campus was identified. The first FDP was started.
- 2001 The construction of the campus began. Designed by the Late Joseph Allen Stein, Mani & Chowfla, the architecture is a harmonious blend of traditional regional influences and modern, functional style. The first MDP as well as the Executive Education Programme on the Interactive Distance Learning (IDL) platform began.
- 2002 IIMK incubated the 'Center for Excellence' with the support of the SC/ST Development Department of Kerala, the only such initiative taken by any IIM to uplift the backward classes.
- 2003 IIMK moved to its own hill-top campus. Late President APJ Abdul Kalam graced the occasion. PGP admissions increased to 120.
- 2004 Started international collaboration with two leading European Schools – ESCP-EAP, France and EBS, Germany.
- 2005 IIMK attracted international recruiters for the first time. The International Exchange Programme was launched with three major universities.
- 2006 PGP admissions increased to 180. IIMK became one of the fastest growing B-Schools in India.
- 2007 IIMK was ranked as the fourth best management institute in India (Source: Business World, 24th December, 2007). IIMK started the Fellow Programme in Management (FPM).
- 2008 PGP admissions increased to 261. Fourteen MDPs were held.
- 2009 PGP admissions increased to 290.
- 2010 Awarded the AMBA accreditation. The female ratio in the PGP admissions increased to 33%. PGP admissions increased to 311. Signed an MoU with Yale University to launch the Yale India Leadership Programme facilitating the establishment of the Centre of Academic Leadership
- 2011 IIM Kozhikode made history as the first B-school to host an entire cabinet of ministers. The management workshop titled 'Governance Insights for Transformation (GIFT)' was delivered to the Kerala cabinet by faculty led by Director Prof. Debashis Chatterjee.
- 2012 The Indian Business Museum was set up. PGP admissions increased to 356. Launched the journal IIM Kozhikode Society & Management Review.
- 2013 The female ratio in the PGP batch of 2013-15 increased to 54%, the highest figure across all IIMs. The faculty strength increased to 64. The first batch of the Executive Post-Graduate Programme students was inducted on April 6<sup>th</sup> in the IIM Kozhikode Satellite Campus - Kochi. Number of Management Development Programmes (MDPs) conducted increased to 84.
- 2014 The Batch of PGP 18 with an average work experience of 27 months was inducted. The second PAN IIM World Management Conference was held during November 5 - 8, 2014.
- 2015 Batch of PGP 19 was inducted. IIM Kozhikode was appointed as the mentor for IIM Amritsar.
- 2016 20 Years of IIM Kozhikode. Batch of PGP 20 was inducted.
- 2017 IIM Kozhikode ranked as the 5<sup>th</sup> best Business School in India by National Institutional Ranking Framework (NIRF), MHRD.
- 2018 PGP admissions increased to 422. IIM Kozhikode planning to create 60 women only PGP seats starting 2019.
- 2019 IIM Kozhikode launches the Post-Graduate Programme in Business Leadership (PGP-BL) aimed at shaping young graduates with relevant work experience into potential business leaders, as well as the PhD in Management (Practice Track) to further knowledge creation.
- 2020 IIM Kozhikode launches two new Post-Graduate Programmes in Liberal Studies Management and Finance becoming the first IIM to do so. NIRF ranks IIMK as the 6<sup>th</sup> Best Business School in India.





## Indian Business Museum

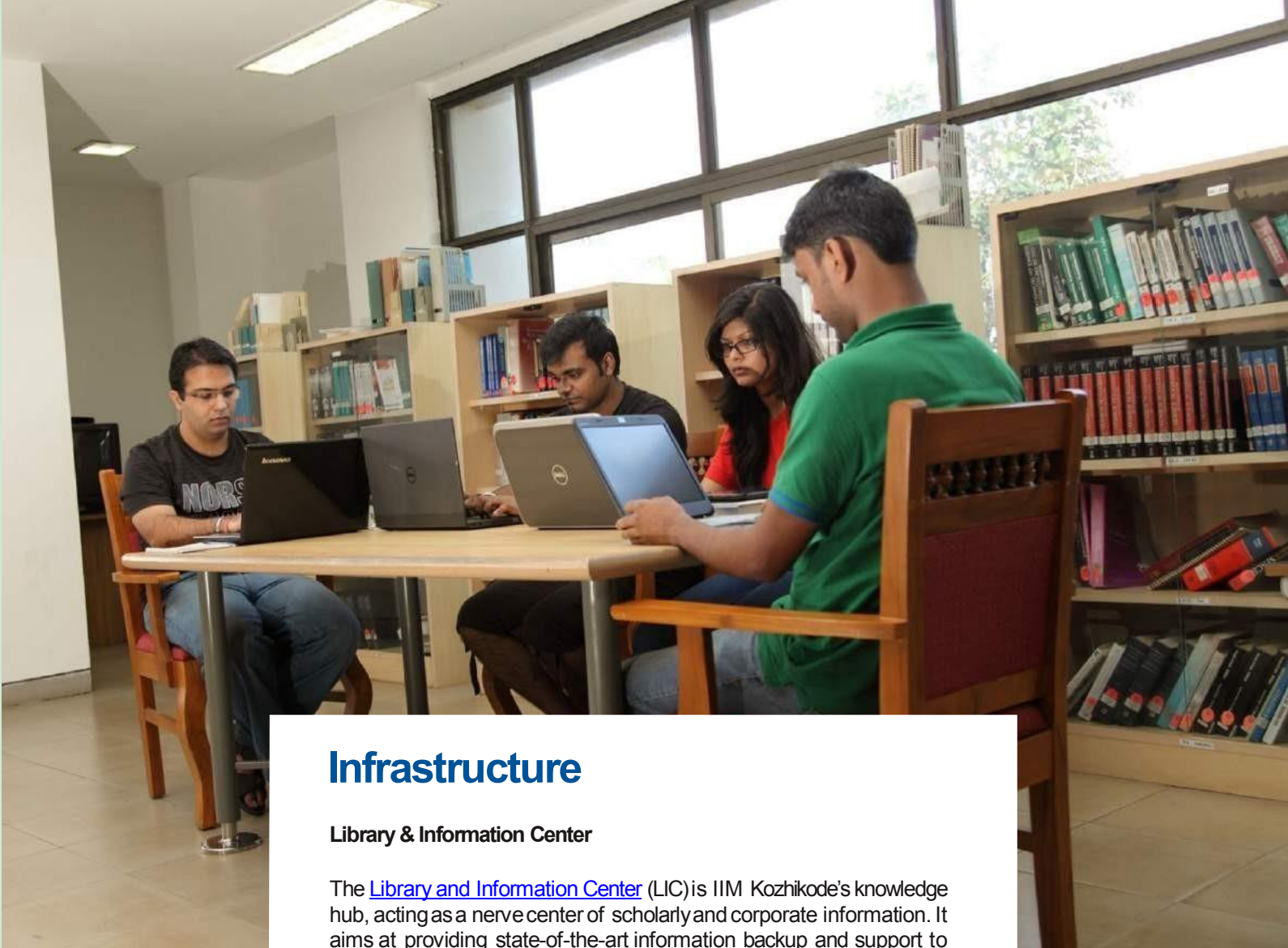
IIM Kozhikode had embarked on an ambitious Programme of establishing a Museum of Indian Business History, which is a first of its kind in India. This was a significant step in acknowledging the contribution of Indian business leaders in them a king of India.

Our vision was to create a national museum of Indian Business History at IIM Kozhikode that will shape the aspirations of young entrepreneurs, and inculcate the spirit of innovation and business entrepreneurship among the students of IIM Kozhikode. The museum spans over 23,000 sq. ft., and has an outstanding collection of artifacts, sculptures, photographs, historical documents, letters, miniature models, video and audio recordings, digital repositories and books that showcase the wealth of Indian business history to the visitor. These exhibits have been segregated in a chronological order into the ancient, medieval, colonial, pre-independence, and post-independence periods.

Phase I of the museum was completed and the museum was inaugurated on 23<sup>rd</sup> March 2013 by the Hon'ble Union HRD Minister Dr. M. M. Pallam Raju. Over half a dozen top-level corporate houses from India have set up their exclusive pavilions in the museum. TATA, Godrej, Reliance, SBI, Infosys, GMR and FACT have made their contributions to the museum. It also has a RBI Gallery, and the Indian Space Research Organization Space Pavilion.

The theme of the museum was unveiled by Shri Oommen Chandy, the Chief Minister of Kerala, in the presence of the cabinet ministers and Prof. Debashis Chatterjee, the Director of IIM Kozhikode.





## Infrastructure

### Library & Information Center

The [Library and Information Center](#) (LIC) is IIM Kozhikode's knowledge hub, acting as a nerve center of scholarly and corporate information. It aims at providing state-of-the-art information backup and support to its instructional processes and research, through excellent resources and value-added information services in all areas of management and related disciplines.

Over the years, LIC has registered significant progress and brought worldwide recognition and laurels to IIM Kozhikode. The LIC at IIM Kozhikode is a digital delight, available 24 hours a day, spanning the entire campus and accessible to the IIMK community from anywhere. It is a perfect blend of digital, audio, video and print media with cutting-edge technology. It is an outstanding knowledge-center catering to the faculty, students and research scholars. It houses over 38,962 books in print form, 163 print journals, over 2,22,000 e-books, 280 educational videos, 6119 bound volumes of research journals, 15,000 corporate annual reports and more than 20,000 e-journals from India and abroad, in addition to 3,700 CD-ROM publications on contemporary issues.

The audio/visual unit hosts wide range of disciplines in management. IIM Kozhikode is an active member in the Library Consortium of IIMs as well as the Ministry of HRD's e-Shod Sindhu Consortium. The annual rupee equivalent of document resourcing in the LIC is around INR 8.00 Crores. IIM Kozhikode is the UNESCO Coordinator of Greenstone Software for South Asia region. IIM Kozhikode is also developing special documentation centers on the European Union and the ASEAN countries.



## Computing Facilities

We view information technology not only as critical infrastructure needed for supporting modern academic needs but also as a central component of the academic process itself. IT facilities at IIM Kozhikode include powerful computers that provide support for diverse computing requirements, access to bibliographic databases and archives for rapid retrieval of relevant information and for updating and disseminating academic and research material.

Computer Centre (CC) provides distributed and clustered computing facilities across the campus through a wired and wireless backbone running across the campus. The campus is fully Wi-Fi enabled. A wide range of latest software tools and office automation packages are available for the IIM Kozhikode fraternity.

We have state-of-the-art video conferencing facility which connects us remotely to the outside world. IIM Kozhikode is also connected to the prestigious National Knowledge Network (NKN). The academic environment at IIM Kozhikode makes extensive use of modern technology to supplement the conventional classroom based teaching. At IIM Kozhikode, we have created a virtual classroom environment using an Open Source Course Management System called Moodle LMS to support teaching and learning.

The PGP Web Portal, which acts as a single point of communication between PGP Office, faculty members and students contains information about student policies, course outlines, term wise course grades, PGP related notices etc.

The Institute is committed to provide state of the art IT facilities and services to the IIM Kozhikode user fraternity. The computing facilities and services are not only continuously improved but are also enhanced so as to meet the increasing demands of the increasing user base.



**Business Incubator & Entrepreneurship Development Center** IIMK LIVE is the Business Incubator and Entrepreneurship Development Center hosted by IIM Kozhikode and is set up with the support of Department of Science and Technology, Government of India. Established in June 2016, the center is envisioned to function as a business incubator with a purpose of creating a National Centre of Excellence that promotes innovation, new business venturing and entrepreneurship. Towards this, it seeks to emerge as a collaborative platform that helps transform innovative ideas into business ventures that makes significant economic and social impact.

Incubation of startup enterprises, thus, is primary activity of IIMK LIVE. Apart from Incubation Programme for Start-ups, it seeks to carry out activities that promote entrepreneurship on IIMK campus and across greater community, conduct training and research in the domain of entrepreneurship, foster innovation through competitive events, extend pre-incubation support to shape ideas, conduct accelerator/ cohort-based Programmes to help scale up the ventures and other assistance to entrepreneurs. "LIVE helps PG Program students in their innovation and entrepreneurship driven pursuits, provides opportunity to take up live assignments and projects related to the business of incubate startups. PGP Student's Entrepreneurship Cell organizes an investor-meet called Start-O-sphere every year to engage with entrepreneurs, innovators and investors. Recruiters can engage with LIVE in a variety of ways such as sponsorship of innovation events, CSR earmarked funding, speaker engagements among others."

Being an on-campus Incubator, it gains immensely from the faculty members, research & knowledge base, students, alumni, institutional networks and other resources of IIM Kozhikode.



### Sports facilities

Sports facilities available on campus include gymnasium, table-tennis, carom, snooker, cricket, football, basketball, badminton and volleyball. The development of new sports facilities have since been initiated which include football ground (under construction). In addition it is planned to have facilities such as squash court, swimming pool and lawn tennis court for the students, which will give both the faculty and the students an enthralling experience of playing on the real field with all the necessary equipment. The PGP batches of 2021 and 2022 have students proficient in a variety of sports, which shows the importance placed by us in all-round development of the students.

### Hostels

The Institute has seventeen well designed hostels which can accommodate 1152 students. The classrooms, computer center, canteen, and all other facilities are within walking distance of the hostels.





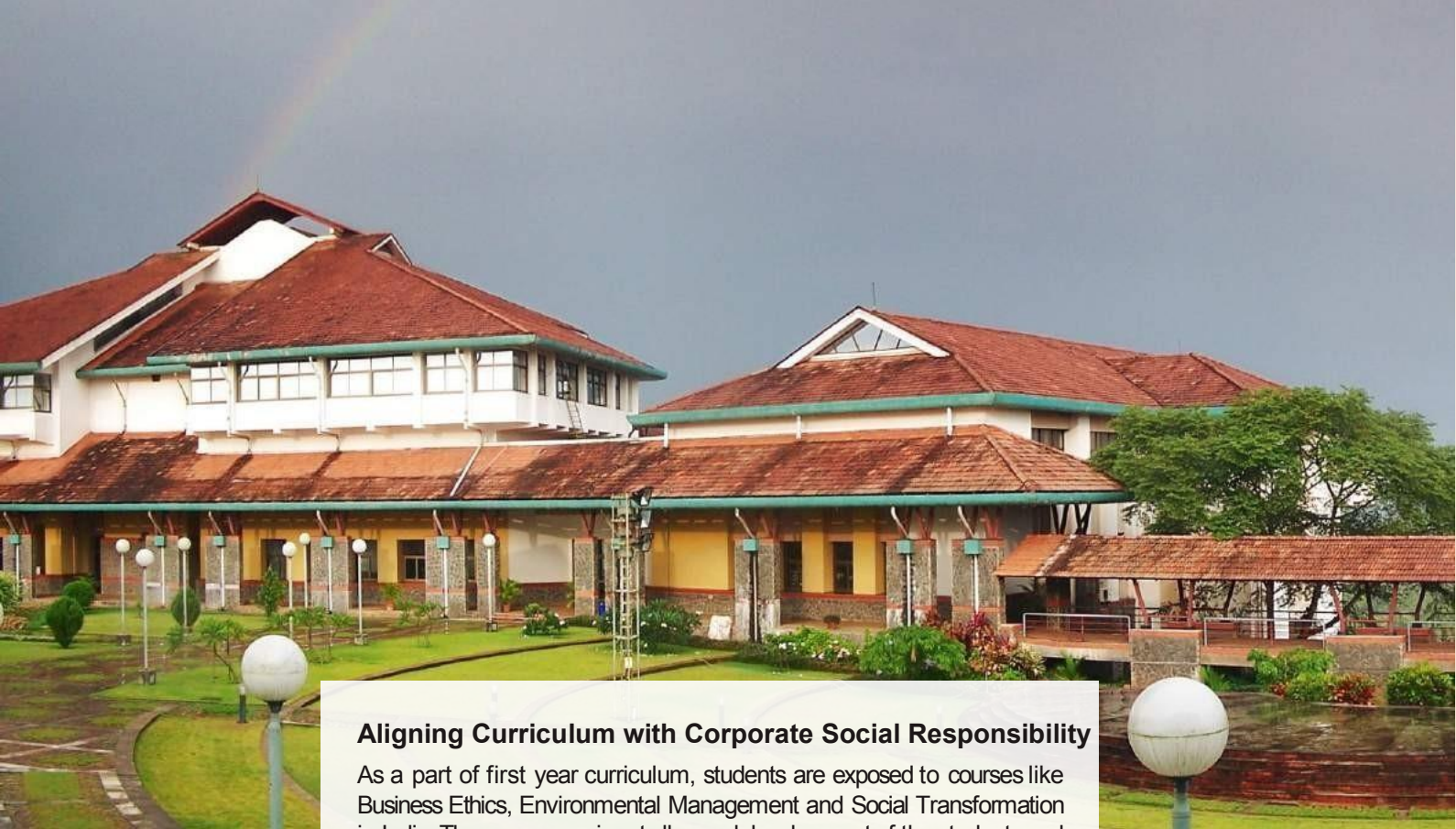
### **Post-Graduate Programme (PGP)**

The two-year Post-Graduate Programme in Management is the flagship educational Programme preparing young and dynamic graduates for senior level positions in the industry. In the first year, students undertake overall 56 credit for foundation courses in various functional areas, followed by 8-10 weeks of summer training in various business organizations.

The second year comprises of a wide range of elective and immersion (including a compulsory integrative simulation) across various functional streams. Students undertake 42-51 credits from offered courses in the 2<sup>nd</sup> year. While some of the courses are of two credits (Twenty class contact hours), other elective offerings are of three credits (Thirty class contact hours) besides 6 credits for immersions. IIMK's International Exchange Programme provides opportunity to IIMK's students and students from the partner institution to broaden their horizon and international perspective by familiarizing themselves with emerging global opportunities, and to exchange ideas and experiences with their counterpart from other countries.

The PGP programme also lays greater emphasis on knowledge assimilation and its effective use than on its mere reproduction. Instructors choose from multiple pedagogical tools including lectures, case studies, exercises, role-plays, simulation, video shows etc. to facilitate effective learning in their courses. The continuous evaluation system is rigorous comprising of quizzes, assignments, mid-term and end-term examinations etc. The programme also lays emphasis on learning through requirements of library-based self-study, group work, open-ended discussions and real life projects. The students inculcate the spirit of 'dream-innovate-achieve' and imbibe social concern as an integral part of the learning process.

Consistent with the Institute's goal of creating business leaders who are socially and environmentally responsible, each student is required to provide active planning and execution inputs to non-profit organizations. The students also undertake compulsory courses on Legal and Ethical aspects of business, Society and Business as well as Sustainability and Business in their first year.



### **Aligning Curriculum with Corporate Social Responsibility**

As a part of first year curriculum, students are exposed to courses like Business Ethics, Environmental Management and Social Transformation in India. These courses aim at all-round development of the students and make them aware of their responsibility towards the society. They equip them with sound knowledge to develop an open mind and create a broader perspective towards various social, economic, moral, religious and environmental issues. Through these courses, the students are urged to evaluate the ethical implications and make socially conscious decisions aimed towards sustainable development.

## **Scholarships**

Aditya Birla Scholarship

Central Sector Scholarship of Top Class Education for SC Students

Central Sector Scholarship of Top Class Education for ST Students

Financial Assistance Scheme

IIM Kozhikode Merit Scholarship

IIM Kozhikode Need-Based Scholarship

IIM Kozhikode Toppers Scholarship

Merit cum Means Scholarship

NTPC Scholarship

OPJEMS Scholarship

Post Matric Scholarship

Post-Matric Scholarship under the State Sector Scheme of Government of Karnataka

Pratibha Scholarship

Rajarshee Sahu Maharaj Scholarship

SGGSC Talent Scholarship

Sir Ratan Tata Trust Scholarship

Top Class Education Scholarship for Students with Disabilities

Uttarakhand Scholarship

Yes Aspire Scholarship



## Core Subjects

Organization and Market Economics  
Economic Environment  
Financial Accounting  
Financial Markets and Instruments  
Cost and Management Accounting  
Corporate Finance  
Business Communication  
Legal and Ethical Perspectives for Managers  
Society and Business  
Information Systems  
Marketing Management  
Organization Behaviour  
Human Resource Management  
Leadership and Change Management  
Data Analysis  
Optimisation with Spreadsheets  
Operations Management  
Strategic Management  
Business Models for Digital Economy  
Innovation and Design Thinking  
Scientific Enquiry for Social Sciences  
Sustainability and Business

## Electives

### **Economics**

Business & Government  
Game Theory  
Pricing

### **Finance, Accounting and Control**

Applied Financial Modelling  
Commercial Bank Management  
Corporate Valuation  
Equity Research  
Financial Derivatives  
Financial Reporting & Analysis  
FinTech Foundations for Finance  
Investment Analysis & Portfolio Management  
Management of Financial Services  
Project Finance  
Mergers, Acquisitions & Corporate Restructuring

### **Humanities & Liberal Arts in Management**

Advanced Corporate Communication: The Practitioner's Approach  
Cross Cultural Communication  
Intellectual Property Rights  
Law Management & Entrepreneurship  
Public Speaking  
Taxation Laws  
Written Analysis and Communication

# Electives

## **Information Technology and Systems**

Artificial Intelligence for Business Block chain in Business and Management  
Business Intelligence and Big Data  
Digital Advertising  
Digital Business Transformation  
Digital Disruptions Through Internet of Things  
E-Commerce  
Knowledge Management  
Management of IT Product & Services  
Social Media Analytics  
Understanding Sustainable Development of Kerala State from Systems Thinking Perspective

## **Marketing Management**

Consumer Behaviour  
Customer Analytics  
Experiential and Luxury Marketing  
Hospitality & Tourism Marketing  
Integrated Marketing Communications  
Managing Business Markets  
Marketing of Services  
Advanced Methods in Marketing Research  
Marketing Research for Business Decision Making Product Policy and Brand Management  
Retail Management  
Sales and Distribution Management  
Strategic Marketing  
The Dancing Gods  
Taming the Millennials

## **Organizational Behaviour and Human Resources**

Leadership: Inspiration, Dilemmas & Action  
Labour Law and Industrial Relations Negotiation and Conflict Management  
Right Hire, Pay Fair  
Enhancing Employee Performance and Well-Being through Leadership, Justice, Support, and Spirituality  
Discovering Self  
T3- To The Top

## **Quantitative Methods and Operations Management**

Data Analytics Using R  
International Logistics  
Lean Systems Operations  
Strategy Project  
Management  
Services Operations  
Management  
Six Sigma  
Supply Chain Management

## **Strategic Management**

Competitive Strategy-The Game of Poker  
Corporate (Strategic) Leadership  
Corporate Governance  
Economics of Strategy  
Global Business Strategy  
International Business  
Managing Family Business  
Mergers, Acquisitions, Joint Ventures and Corporate Growth  
Models and Frameworks of Strategic Analysis  
Strategic Analysis of Joint Ventures and Alliances  
Strategic Analytics: Insights from Sport  
Strategic Business and Risk Analysis  
Strategic Flexibility & Resource Leverage in Organizations  
Strategic Management of Innovation  
Entrepreneurship & New Ventures-A Practice-Based Approach  
Skill Gaming Magazine (SGM)



## **Post Graduate Programme in Finance (PGP-Finance)**

The Post Graduate Programme in Finance (PGP-Finance) is a two-year full-time Master's level program designed to equip students to pursue careers in the financial world, in domains such as corporate finance, investment banking, and wealth management. It is developed in consultation with the various stakeholders in the core finance and allied services industry and aspires to meet the significant unmet industry need that exists in India and South Asia. Nurturing dependable, capable and fair-minded professionals conversant with the latest models and techniques of the finance is our mission.

A post-graduation in finance is a globally recognised qualification focussed on financial theory & application, with an aim to equip young graduates with knowledge and skills necessary for a successful career in the core finance, fintech, banking and financial services industry. PGP-Finance at IIMK is a unique offering, which is benchmarked against similar global programs in terms of program content and coverage, while providing the participants a strong grounding in the Indian context through means of immersive courses, interaction with industry leaders and on-site/trading floor visits. It is a two year six term programme with in in-depth coverage of core finance topics in first year followed by advanced courses and electives in second year as below:-

<b>First Year courses</b>	<b>Second Year Courses and electives</b>
<ul style="list-style-type: none"><li>• Financial Accounting</li><li>• Financial Markets, Institutions and Instruments</li><li>• Microeconomics</li><li>• Mathematics for Finance</li><li>• Business Laws</li><li>• Business Communication</li><li>• Data Analysis</li><li>• Cost and Management Accounting</li><li>• Corporate Finance</li><li>• Macro economics</li><li>• Financial Econometrics</li><li>• Corporate and Securities Laws</li><li>• Principles of Management</li><li>• Accounting Information Systems</li><li>• Financial Reporting and Analysis</li><li>• Security Analysis and Portfolio Management</li><li>• Commercial Bank Management</li><li>• Financial Derivatives</li><li>• Taxation Laws</li><li>• Marketing of Financial Services</li><li>• Financial Modelling</li></ul>	<ul style="list-style-type: none"><li>• Corporate Valuation</li><li>• Fixed Income Securities</li><li>• Project Finance</li><li>• Corporate Governance and Ethics</li><li>• Fintech</li><li>• Financial Risk Management</li><li>• Organizational Structure and Design</li><li>• International Finance</li><li>• Emotional Intelligence and Leadership</li><li>• Strategic Thinking</li><li>• Electives:-</li><li>• Behavioural Finance</li><li>• Investment strategies</li><li>• Insurance products</li><li>• Quantitative Investment Analysis</li><li>• Real estate finance</li><li>• Technical Analysis</li><li>• Alternative investments</li><li>• Micro Finance</li><li>• Financing of Firms</li><li>• Private Equity and Venture Capital</li><li>• Financial Distress and Restructuring</li><li>• Mergers and Acquisitions</li><li>• Structured Products</li><li>• Fraud detection and Forensic Accounting</li><li>• Financial Analytics</li><li>• Financial Engineering</li><li>• Entrepreneurial Finance</li><li>• Simulation Methods for Finance</li><li>• Individual Project (CIS)</li></ul>

## **Post Graduate Programme in Liberal Studies & Management (PGP-LSM)**

Management education draws heavily from scientific methods of fact-finding in controlled environments. In reality, business is often done in environments in which judgments are made with complex, incomplete, and incoherent data. The scientific method of teaching and learning alone is not sufficient for preparing future managers. There is a dire need for an alternative form of management education.

In line with the vision to innovate and excel in business education, Indian Institute of Management Kozhikode is introducing an innovative Post Graduate Programme in Liberal Studies & Management (PGP-LSM). It is a two-year full-time Masters level program designed to integrate and equip participants to pursue careers in managerial roles in marketing, human resource management, media, social enterprise, hospitality, healthcare or in other people facing roles. These are the roles that require a holistic perspective and 'Diversity of thoughts' which PGP-LSM aims to develop. PGP-LSM is a unique offering, with the primary objective to prepare future managers by enabling them to acquire emotional, cultural, and creative intelligence.

In the first year, the batch will be exposed to core courses in Liberal Studies and Management, while the second year will comprise electives and advanced courses in the same fields along with a master's thesis and an international and rural immersion. The PGP-LSM programme will consist of an equal distribution in terms of liberal studies and management.

COURSES	ELECTIVES
<p><b>FIRST YEAR</b></p> <ul style="list-style-type: none"> <li>• Economics for Management</li> <li>• Marketing Management</li> <li>• Social Transformation of India</li> <li>• Business Communication</li> <li>• Accounting for Managers</li> <li>• Social Psychology</li> <li>• History and Evolution of Management Thought</li> <li>• Operations and Supply Chain Management</li> <li>• Legal Environment of Business</li> <li>• Research Design and Data Analysis</li> <li>• Readings in Literature</li> <li>• Sociology for Management</li> <li>• Organisational Behaviour</li> <li>• Finance Management</li> <li>• Leadership</li> <li>• Strategic Management</li> <li>• Political Science and Management</li> <li>• Management of Corporate Accountability</li> <li>• Critical Reading and Writing</li> <li>• Qualitative Inquiry</li> <li>• Macro Economics</li> </ul> <p><b>SECOND YEAR</b></p> <ul style="list-style-type: none"> <li>• Design Thinking and Innovation</li> <li>• Discovering Self</li> <li>• Electives</li> <li>• International Immersion (Cross Cultural Business)</li> <li>• Social Innovation</li> <li>• Management of Service Business</li> <li>• Digital Innovation and Business Transformation</li> <li>• Negotiation and Influence</li> <li>• Linguistics</li> <li>• Comprehensive Viva Voce</li> <li>• Dissertation</li> <li>• Business Plan Project</li> <li>• Rural Immersion and Social Development project</li> <li>• Integrative Simulation</li> </ul>	<ul style="list-style-type: none"> <li>• Theories of Design</li> <li>• Consumer behaviour</li> <li>• Digital Humanities</li> <li>• Literary Imagination</li> <li>• Public Health Management</li> <li>• Sustainability</li> <li>• Personal selling</li> <li>• Globalisation and Culture</li> <li>• Responsible Leadership</li> <li>• Intellectual Property Rights</li> <li>• Data Visualization using Tableau</li> <li>• Visual Thinking</li> <li>• Aesthetics, Creativity &amp; Innovation</li> <li>• Discourse Analysis</li> <li>• Health Management &amp; Administration</li> <li>• Cultural Studies</li> <li>• Film &amp; Media Studies</li> <li>• Public Policy</li> <li>• Hospitality and Tourism Marketing</li> <li>• Environment, Society and Governance</li> <li>• Business and Government</li> <li>• Public Private Partnerships</li> <li>• Ecosystem Management</li> </ul>





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Professor  
Ph.D. (IGDR Mumbai)



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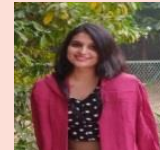
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## International Exchange

IIM Kozhikode has a comprehensive Student Exchange Program, partnering with many reputed institutes in different countries. Many students of the second year participate in the Programme and students from affiliate partners also spend a term at IIM Kozhikode and are comprehensively integrated with campus activities. The exchange Programme exposes students to innovative pedagogical techniques, sensitizes them to cross-cultural issues and provides them with a setting to test their skills in a global environment – all very crucial for today's global managers.

The partner universities for the International Exchange Programme at IIM Kozhikode include:

Abu Dhabi University, Abu Dhabi  
 Asian Institute of Technology, Thailand  
 Audencia Nantes School of Management, France  
 Bocconi University, Italy  
 Catolica Lisbon School of Business and Economics, Portugal  
 College of Commerce, National Chengchi University, Taiwan  
 Cyprus International Institute of Management, Cyprus  
 EDHEC Business School, France  
 EM Strasbourg Business School, France  
 ESCP, France  
 ESSCA School of Management, France  
 European Business School, Germany  
 Foreign Trade University, Vietnam  
 Group ESC Troyes, France  
 ICN Business School, France  
 IESEG School of Management, Lille, France  
 ISCTE University Institute of Lisbon, Portugal  
 Jean Moulin Lyon 3 University, France  
 Jonkoping International Business School, Sweden  
 Kedge Business School, France  
 Leeds University Business School, UK  
 Leipzig Graduate School of Management, Germany  
 Management Center Innsbruck, Austria  
 National Tsing Hua University, Taiwan  
 Neoma Business School, France  
 Norwegian School of Economics, Norway  
 Plymouth University, United Kingdom  
 Sabanci University, Turkey  
 Sungkyunkwan University, Korea  
 Telecom E Cole De Management, France  
 TU Delft University of Technology, Netherlands  
 Universite du Quebec a Montreal, Canada  
 University of Lausanne, Switzerland  
 Victoria University of Wellington, New Zealand  
 Western Sydney Australia, Australia  
 Yale University, US



## Other Programmes

- Executive Post Graduate Programme (EPGP)
- Executive Post Graduate Programme in Management (Part-Time) (EPGP-PT)–Kochi Campus
- Executive Post Graduate Certificate in Strategic Management (EPGCSM)
- Executive Post Graduate Certificate in Financial Management (EPGCFM)
- Executive Post Graduate Certificate in Marketing Management (EPGCMM)
- Executive Post Graduate Certificate in Human Resource Management (EPGCHRM)
- Executive Post Graduate Certificate in Operations Management (EPGCOM)
- Executive Post Graduate Certificate in Information Technology Management & Analytics (EPGCITMA)
- Fellow Programme in Management (FPM)
- Faculty Development Programme (FDP)
- Management Development Programme (MDP)
- Post Graduate Programme in Business Leadership (PGP-BL)
- PhD in Management (Practice Track)
- Post Graduate Programme in Liberal Studies Management (PGP – LSM)
- Post Graduate Programme in Finance (PGP-Fin)











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# Committees, Clubs and Interest Groups

## The Committees

Students' Placements Committee  
Students' Council  
Social Service Group  
Public Relations Cell  
Backwaters Committee  
Cultural Committee  
Industry Interaction Cell  
Sports Committee  
Students' Alumni Cell  
Konquest Knowledge Committee  
Entrepreneurship Cell  
Infrastructure Committee  
Students' Product Management Committee  
Merchandising and Design Committee  
Calicut Marathon Committee

## The Interest Groups

Omega (Operations Interest Group)  
Konsult (Consulting Interest Group)  
Abakus (Technology Interest Group)  
mPower (Marketing Interest Group)  
Financially Yours (Finance Interest Group)  
HRiday (HR Interest Group)  
Economics, Politics and Society

## Chapters

ShARE Consulting Chapter

## Clubs

Atharva: The Quiz Club  
Pro-Lit-Cult: The Literary and Debating Club  
K-Matinee: The Movie Club  
Krescendo: The Music Club  
Theatrix: The Dramatics Club  
Tripod: The Photography Club  
Footvibes: The Dance Club  
Kalakriti: The Arts Club



**Backwaters 2019**, the Annual Management Fest was conducted during 08 to 10 Nov, 2019. The theme for Backwaters'19 was "Redefining excellence - The Indi-Genius way". This year, Backwaters witnessed massive footfall to campus from across the state of Kerala as well as other B-schools for this three days of exciting management challenges, Inspirational talks from Industry leaders, eminent speakers from diverse Industry domains and glamorous evening with stars across the genres.

The key highlights are as follows:

Inspirations - a speaker series from leaders and inspirational figures. The speakers who graced with their presence were:

- Dr. Shankar Venugopal - VP, Mahindra & Mahindra
- Ms. Chahat Dalal- Founder DazzleDust, Miss India Finalist and Pilot
- Mr. Satyarth Priyedarshi- Head of Digital, Tata AIA
- Mr. Dharamveer Singh Chouhan, Co-founder, and CEO, Zostel

Business Conclave: Eminent Speakers listed below:

- Mr. Anil Bhasin – President, Havells India
- Dr. Harish Pillai – CEO Aster India
- Mr. Vartul Mittal – Digital Transformation & Innovation Leader, Ex-IBM

**Vertical Summit** was organised by Industry Interaction Cell (IIC) during 7<sup>th</sup> and 8<sup>th</sup> Sep 2019. The event went on for two days with speakers from various verticals including Analytics, Consulting, IT, Finance , Strategy and Marketing occupied the stage to share their experience and turned out to be an immense success in terms of the level of enthusiasm shown by the audience, their participation in making the sessions interactive and the feedback received from them. Few of the eminent speakers were

- Mr. Vivek Shah Assistant Vice President, Hotstar
- Mr. Aashish Sommaiya MD and CEO, Motilal Oswal Asset Management Company
- Mr. Kapil Iyer, Head Demand Generation, Tata Teleservices
- Mr. Amit Bajaj Group Product Manager, Microsoft India
- Mr. Sanjay Lakhota, Co-founder, Noble House Consulting
- Mr. Jinesh Jain, Practice Lead - Future of Technology, Capgemini Invent India





**Workshop Series for skill set building of students:** This was launched this year where, partnered with top firms such as Google (Digital Marketing), Walmart (Product Management), Zerodha (Financial Trading), Nielsen (Market Research), Dazzle Dust (Influencer Marketing).

**Anvesha :** Under this special speaker session, Backwaters and EPS had invited **Ms. Shehla Rashid**

**Shora**, Doctoral Student JNU to interact with the IIMK community. The theme was “Gender in politics and politics of Gender”.

**Healthcare Summit:** was launched this year in addition to the business summit where leaders from different stakeholders in the Healthcare domain from major pharma companies were invited on campus to discuss about revolving challenges in Health Care in India and key strategies to bridge the gap between business and CSR.

**Alpha Wolf:** Alpha Wolf is a test in leadership where one participant from each section speaks on a topic given on the spot for one minute. Next round comprises of a debate where one side will be speaking for the motion and the other against.

**Point of Sale:** This game tests marketing and selling skills. The game requires sections to put up stalls to sell anything – it can be a game, a trick, a product. All the PGP22 and PGP23 students are given ‘Virtual’ Money. The objective is to collect the maximum revenue.

**Wipro Quiz:** Backwaters in association with Wipro present quizzing competition aligned to the theme of “Triple Bottom Line – a sustainable way of looking at the future”. The quiz focuses on economic factors of sustainability, social aspects of sustainability, and environmental aspects of sustainability. 2 round competitions, final round hosted by quizmaster, Mr. Lloyd Sardana.

**Ace the Interview:** Case analysis followed by an interview to test the communication and negotiation Skills

**White Knight:** Flagship business plan competition encouraging entrepreneurship. This competition invites B-Plan from three different areas of a potential breakthrough: 1) Social entrepreneurship 2) Waste management 3) Agri-Business Evaluated Upon feasibility and detailing of the plan w.r.t impact on stakeholders, the sustainability of the project, etc.

**IPL Bidding:** It is all about bidding, planning, and making your own IPL team. The objective is to build the best possible team using the amount allocated at the beginning. The winner will be declared on the following basis (1) Sum of the squares of the individual player's ratings that are in your team + 10 points per 10 lakhs saved. (2) IPL team which has the highest players score will be declared as the winner.

**Shiksha:** The CSR Education initiative of Backwaters - **Shiksha**, was conducted for High School and Undergraduate students. The 3-day program aimed to help students to choose a right career path and to provide insights into management education through lectures by IIMK Professors, Trainers and Students

**Pro-Nites:** With the long day's events, workshops and speaker series coming to an end, the participants and visitors came together every night to witness magical performances by famous comedian **Mr. Kenny Sebastian** and the Indian rock band "**The Local Train**".

**TEDx Talk License:** The committee is working on preparing application to get license to organize a TEDx talk at our campus. Under this initiative a unique theme would be decided which has not been covered in any TEDx talks in the country. Furthermore, esteemed speakers would be identified who would communicate an idea at the platform and interact with student body during the event at our campus.



## Nostalgia and Sangam

The Students' Alumni Cell (SAC) acts as the bridge between the past and the future and networks with the alumni to bring them closer to the students by organizing workshops and lectures and facilitating one-on-one interactions. SAC forms the third pillar of IIM Kozhikode with more power come more responsibility. SAC brings together graduates of a variety of programmes right from its inception. The collective strength of this alumni network is the backbone of IIMK. SAC indeed acts as a platform between the illustrious alumni and their alma mater, giving the current students and the alumni a chance to develop positive synergies and grow together in this process. The two major events organized by Students' Alumni Cell (SAC) are Nostalgia and Sangam.

Nostalgia is the flagship event of SAC. It is the annual in campus Alumni Meet - an evocative event that marks homecoming, celebration and unparalleled joy of communion with the alma mater wherein alumni from various batches come to campus and relive their memories and interact with the students. It is an ideal opportunity to renew old bonds, foster new ties and relive the magical moments all over again.

Sangam is the annual off-campus Alumni-Student-Fresher Meet which is held across various domestic cities like Mumbai, Bangalore, Chennai, Kolkata, Delhi, Hyderabad, Cochin, Pune and International chapters like United Kingdom, Dubai, London, San Francisco and Singapore. It provides a platform for the Alumni to reconnect, and for the current students to form meaningful connections with their seniors in the industry, thereby narrowing the gap between the academia and the corporate world.

The Students' Alumni Cell has also introduced a networking platform for the Alumni- "Kasebook", designed to connect, converse and conceptualize ideas with all those connected to IIM Kozhikode. Its different features helps people to reconnect, energize and co-create with fellow mates and the featured column puts the spotlight on some of the star achievers amongst the alumni of IIM Kozhikode.

Further, the Students' Alumni Cell has initiated a novel platform for alumni and students to connect on one-on-one basis to discuss about topics related to academics and profession, called Alumni Clinic. 'Aegis', an alumni donation programme is among the other initiatives of the Students' Alumni Cell.





**Horizons 2019:** The annual management conclave were organised by Industry Interaction Cell. Horizons 2019 was conducted on 19th and 20th January 2019. The two days witnessed speakers from diverse backgrounds, who shared their insights, journeys and experiences with us around the theme of “**Above and Beyond**”.

Following is the speakers provided students with a holistic and enriching experience.

- Mr. Mahesh Bhupathi, Retired Tennis Professional & a Padma Shri awardee
- Mr. Ashwani Lohani, CMD, Air India
- Mr. Kumar Varun, an MBA graduate from FMS who's a full-time stand-up comedian
- Ms. Subhalakshmi Nandi, Director of Policy Analysis, ICRW Asia



**Start-O-Sphere'20:** Entrepreneurship Cell under the aegis of IIMK Live organized to connect investors and start-ups conducted during February 1<sup>st</sup> – 2<sup>nd</sup>, 2020. The objective of the event was to create value by acting as a channel between the investor and the startup community by organizing a frictionless platform of engagement; it was also essential to sensitize the student community towards the entrepreneurial ecosystem by giving them access to this engagement. The key highlights of the event included an idea validation event called Bouncer, talk on 'Startup valuation' by Vinay Bansal of IP Ventures, a panel discussion about 'Ideal route for Indian ventures,' and the Startup Fair. These provided students with a unique opportunity to understand how businesses are built and scaled up from zero to one. For a comprehensive report, refer to the attached file.



**Echoes 2020**, the annual cultural festival was organized by cultural committee during 7<sup>th</sup> to 9<sup>th</sup> February 2020. It is centred on the theme **Escape Reality** which celebrates the urge to jump over the narrow wall that separates facts from pure fiction; fall into an abyss of fantasy; leap and conquer even the imaginary. Let us face the unknown, explore the impossible and **Escape Reality**.

The main attractions over the three days were:

**Rampage:** The most heavily contested competition saw 12 teams battling it out for the top spot in the Fashion Show contest.

**Altar of Rock:** The K-nite rock band competition provides a good platform for budding bands to showcase their talent. Over 6 teams battled it out for the ultimate prize.

**Femina Miss India:** The gorgeous **Miss Diva Supranational 2019**, Shefali Sood graced the campus with her presence in the Campus Round of **Femina Miss India**.

**Concordance:** The competition for dance troupes saw fierce competition as with all the years. The college dance troupe **Footvibes** opened the show.

**Aaghaaz:** The Nukkad Natak competition saw 4 teams battle it out for the top prize. Each team put up a strong performance with really strong themes.

In addition, the following celebrities performed:

8<sup>th</sup> February: Famous Bollywood musician- **Benny Dayal**

9<sup>th</sup> February: International Sensation **AronChupa with Little Sis Nora**



**Sangram 2019 :** The annual inter IIM sports meet was hosted by IIMK. This is an Inter IIMs war with participants from IIM Bangalore, Trichy and Vishakapatnam fighting for the title. The meet was conducted on 1<sup>st</sup> to 3<sup>rd</sup> November 2019. A total of 25 events were played and out of that Foosball, Kabaddi and Frisbee were included as new sports event in this year. IIMK was the winner and IIMB was the Runner up. This event was conducted among PGP22, PGP 23 and FPM students.



**Teachers' day** was celebrated by the students on 5<sup>th</sup> Sep 2019 by paying homage to Dr. Sarvapalli Radhakrishnan and showing gratitude to our teachers.

**International Yoga Day:** On the occasion of International Yoga day observed on 21/06/2019, the students of IIM Kozhikode had participated enthusiastically and conducted a seminar on importance on yoga in our life.

**IIMK Calicut Half-marathon** started in 2010 with a purpose to provide civic engagement and generate awareness on social issues. The 11<sup>th</sup> Edition of Calicut-Half Marathon was held on 23 Feb 2020 at Calicut Beach. The event was greatly successful and the participation was also very huge. The event was held in 21 Kms, 10 Kms and 3 Kms run. The run was categorized with men, women and veterans. The winners of 21 Kms and 10 Kms are awarded cash award and certificate and medals. And the 3 km participants were awarded participation certificate.

**Independence Day:** IIM Kozhikode celebrated the 73rd Independence Day with fervor and gusto. The Director presided over the ceremony talking about a range of topics plaguing the country. This all was followed by a very energetic street play performance by students. The celebrations ended with songs about the culture of Kerala and Himachal Pradesh in respective local languages.

**Republic day:** This 26 January, we celebrated our 71<sup>st</sup> Republic day. The event started with flag hosting by Respected Director Sir Prof. Debashis Chatterjee followed by an inspiring speech to achieve excellence and working towards to betterment of society as a whole. This was followed by some cultural events like a solo dance and a group song.

**Garba Celebration** under Ek Bharat Shreshtha Bharat Programme which give the message of India is a unique nation, whose fabric has been woven by diverse linguistic, cultural and religious threads, held together into a composite national identity by a rich history of cultural evolution, coupled with a rousing freedom struggle that was built around the tenets of non-violence and justice.

**National Unity Day :** The institute organized National Unity Day also known as Rashtriya Ekta Divas on 31st October 2019 , to commemorate the 144<sup>th</sup> birth anniversary of Late Sardar Vallabhai Patel, one of the founding leaders of Republic of India, the iron Man of India. The 'RashtriyaEktaDiwas' pledge was conducted amongst the students to promote unity and integrity of the nation, and was followed by the '**3 km Unity run**' thus celebrating the National Unity Day in a befitting manner.

**Christmas** IIM Kozhikode brought the community together in the celebrations of the Christmas festival. The students played Secret Santa for each other marking an eventful end to the year. Carols were sung by both Keralites and Himachali students together, and sweets were distributed in the Campus followed by a procession led by students dressed as Santa in the faculty block to greet students.

**Onam** One of the most important festival of the state of Kerala was celebrated in the Institute. This festival was organized by Cultural Committee with Pookalam (flower rangoli), Tug of war, Mahabali dress up, Thiruvathira, Chendamelam and Uriyadi. This was actually a highlight and a major attraction for the foreign exchange students from Europe who turned up for the event in huge numbers.

**Diwali** was celebrated by Cultural Committee on 27 October 2019. The campus was beautifully decorated and the Committee organised puja and distributed sweets. The hostels were beautifully decorated with rangolis and the whole campus seemed to be encapsulated in festive mood.

**Holi** was celebrated in much the same way as in rest of North India. People light bonfires-fires called Holika, symbolic of victory of good over evil and play with colours. At IIMK we tried to bring about a similar culture wherein all the students got together and celebrated the colour of festivals with utmost joy.

**Expressions 2019 :** An Annual Family Day' which includes activities like games, and songs, dance and other exhibition of talents by the members of the staff for IIMK support staff and their families were organised.



## ACHIEVEMENTS

**Mr. Mrinal Wadhwa** - Top 10 of the "13th Annual RMAI Student Flame Awards for Best Summer Projects in Rural".  
**Mr. Raghavendra Tolia** – Winner of Business line on Campus (BLoC) case analysis on Zomato.  
**Ms. Ritika Gupta, Mr. Arijit Goswami & Mr. Nikunj Manpuria** - Global Business Challenge 2019- Asia winners and International finalist  
**Mr. Chittimalla Akshay Sharma**- Zurich Enterprise Challenge 2019 - Asia winners and International finalist  
**Mr. Arva Lohit Kumar Reddy**- Zurich Enterprise Challenge 2019 - Asia winners and International finalist  
**Mr. Nikunj Manpuria**- Zurich Enterprise Challenge 2019 - Asia winners and International finalist  
**Rishabh Raj Mehta & Rishabh Singh**- National Winners of Actapult Case Competition  
**Ankur Parmar** - ICICI StockMind Season 7 Stocks Simulation National Winner  
**Aakash Chinoy, Hardik Saraf & Neil Ostwal** - The Finance Mogul Case study competition National Winner  
**Ashish Kumar Pathak** - Goldman Sachs ML Hackathon challenge National Winner  
**Chirag Chandak & Farhaan Mohammad** - Myntra Jabong Stylbiz case Study National Winner  
**Naman Jain, Paarth Hebbalkar & Meghana Chavan** – Invic TAS Simulation National Winners  
**Ameya Marathe, Anirudh Somani & Aman Amit Jain** - Colgate Palmolive-Colgate Inner Circle challenge National Winners  
**Kinjal Srivastava, Srishti Talwar & Pramendra Singh Tank** - Capgemini L'Innovateur 2.0 case study competition National Winners

## EXTERNAL AND INTERNAL SCHOLARSHIPS AWARDED TO STUDENTS

IDFC FIRST Bank MBA Scholarship  
Aditya Birla Scholarship  
OPJEMS Scholarship  
Charpak Scholarship - 2019-20  
IIMK Merit Scholarships 2019-20  
IIMK Need Based Financial Assistance (NBFA) 2019-20  
National Scholarship for ST Students  
National Scholarship for SC Students



# Recruitment Process

## Summer Placements

The Summer Recruitment process is carried out during the month of October and summer interns start their internships at the end of the third term. The internship lasts for a minimum of eight weeks (April and May) in the following year. The summer process is a unique experience for students and several companies prefer internships over interview-based final recruitment as a more comprehensive method of evaluating potential employees. Trends from previous years indicate recruiters' preference towards rewarding deserving candidates by getting them on-board through the PPO route based on the performance in the summer internship.

## Final Placements

Final Recruitment process is conducted at the end of the second year. During the final recruitment process, companies are allotted slots based on a structured slotting process. The process will start in the month of January. Students who get offers during lateral placements will be automatically signed out of the placements process and will be unavailable for final placements. A student, on getting an offer during the final placements process, is signed out of the process.

## Video Conferencing Facility

The Institute is equipped with a state-of-the-art, in-house two-way video conferencing facility. The facility can be used for conducting selection processes if visiting the campus is not feasible for recruiters (especially in case of international recruiters). The facility has been used in the past, and recruiters have expressed pleasure with the quality of interaction.

## Dream Offer Provision

During the lateral and final placements process, a student would be provided with an option to apply for a batch-day recruiter even when she/he has secured a job offer. The provision will be applicable to students with Pre-Placement Offers (PPOs) as well.

**Batch day Recruiter classification:** A recruiter will be classified as a batch-day recruiter by the Faculty Placements Committee in consultation with the Chairperson-Placements based on the following parameters:

- Role Offered
- Compensation
- Any other exceptional parameter as deemed appropriate by the Placements Chairperson

A student who has received a Dream Offer will not be eligible for any other Dream Company applications or offers and will be automatically signed out of the placements process.



# Placements Fee Structure 2020-21

Category	Participation fees Rs.	Recruitment fees (Rs.)/ per student	Discount
Companies (Defined as the companies who would be visiting IIMK and offering jobs)	40000 (This may be waived if there are more than 3 offers)	40000	Discount of 5%, 10% & 15% can be given on recruitment fees if the offers are more than 4, 9 & 14 respectively
First Time Companies (Defined as company who has not visited the campus in last three and not offered PPO in last 3 years)	20000 (This may be waived if there are more than 3 offers)	20000	Same as above
Start-up Companies (Defined as companies which was registered within last two years and who visits for the first time this year and not visited the campus in last two years which includes PPO offered in last 2 years)	15000	NIL	NIL
Exempted Companies (Defined as Not for Profit Organisations, PSU & Govt Dept. that have good brand value but may not be able to pay. This will be decided on a case to case basis.)	Placements Fees completely exempted as per Chairperson's discretion		

## Important Points

- n There would be no placement fee for participation in the Summer Placements Process. In case a student is offered a PPO (Pre- Placements Offer) after his/her Summer Internship stint with the company, the company would be billed only for per student recruitment fee and not the participation fee if the student accepts the PPO.
- n The Taxes would be extra on all fees mentioned above and would be applicable as per the current rates.
- n The placements fees would be applicable only if the students joins the company and will be raising the invoice accordingly. However if the students leave the company within a short time, the company would be liable to pay the fees.
- n All the communications in regard to the fees would be handled by the placements office with the respective companies.
- n All the payments should be settled though NEFT/RTGS/Demand Draft within 30 days from the invoicing date.



# Tentative Placements Calendar 2020-21

SUMMERPLACEMENTS (October 2020)	FINALPLACEMENTS (January 2021)
<b>What</b> An eight-nine week long internship at the organization provides students and organizations a mutual learning opportunity.	<b>What</b> Final Placements is an avenue for companies to pick future business leaders from one of the richest management talent pool in the country.
<b>How</b> <b>Step 1</b> (September, 2020 1 <sup>st</sup> week onwards) Companies make a PPT outlining the various Roles/projects on offer during summers.	<b>How</b> <b>Step 1</b> (November 2 <sup>nd</sup> week, 2020 onwards) The company contacts the Placements Committee, schedules a date and makes a PPT to the interested students who are eligible to participate in the process.
<b>Step 2</b> (September, 2020 last week onwards) Based on students' preference, the company's slot is confirmed by the Placements Committee. Resumes of interested candidates are sent to the company, and thereafter the shortlists are provided.	<b>Step 2</b> (December, 2020) The resumes of interested candidates are sent to the company. The company in turn reverts with a shortlist. The company's slot in the placement process is confirmed by the Placement Committee. The slot is determined by the students with the help of a democratic slotting process.
<b>Step 3</b> (October, 2020 2 <sup>nd</sup> week onwards) Companies arrive on campus and after conducting their selection process, make offers to the students according to the manner prescribed for their slot.	<b>Step 3</b> (January 2 <sup>nd</sup> week, 2021 onwards) The placement process begins. Selection processes of various participating companies are organized slot wise. Recruitment processes of companies in the same slot progresses in parallel.
<b>Step 4</b> (April, 1 <sup>st</sup> week to May Last week, 2021) Students undertake their internship lasting 8-9 weeks.	<b>Step 4</b> (April, 2021) Final acceptance of the offers is communicated to the company and the students are available to join work from April.
<b>Step 5</b> (June, 2021 to November, 2021) Companies can offer PPOs during this time period, the acceptance of which shall be communicated at the end of Final Placements.	



## Recent Recruiters

3M	Fidelity	Myntra
Abbott	Flipkart	Multiples PE
ABFRL	Frost and Sullivan	MXV Consulting
ABG	Future Generali	Nestle
ABInBEV	GE Health care	Ninjacart
ABP	Godrej	Nomura
Accenture Strategy	Goldman Sachs	Novozymes
Accenture Technology Services	Google	OfBusiness
ACT	GSK	Ola Cabs
Airtel	HCCB	Optum
Amazon	HCL	Paytm
American Express	Heinz	Pepsico
AmEx	Hexaware	Philips
Arvind Lifestyle	Honeywell	Pidilite
Asian Paint	HP	Piramal
AstraZeneca	HSBC Securities	PowerGrid
Axis Bank	HUL	PWC
Bain & Co	IBM Consulting	Ranbaxy
Bajaj Auto	ICICI Bank	Rapido
Bajaj Finserv	IDFC	Raymond
Bank of America	Infosys Management Consulting	Reckitt Benckiser
Barclays	IQVIA	Redington Gulf
BlackBuck	ITC	RPG
Boston Consulting Group	JSW	Saint Gobain
BPCL	Jubilant Food Works	Samsung
Capgemini	Kadence International	SBI Caps
Capita	Kelloggs	Schneider
Cipla	Kohler	Shell
Citi	KPMG	Snapdeal
Citrix	L&T	Soulfull
Cognizant Business Consulting	Lal Path Labs	State Street
Colgate Palmolive	Lenovo	TAS
Coromandel Group	Loreal	Tata Communications
Credit Suisse	Madura Fashion & Lifestyle	Tata Sky
CRISIL	Maersk	Tata Steel
Cure.Fit	Mahindra	The Rohatyn Group
Dell	Marico	Titan
Deloitte	Maruti	Uber
Deutsche Bank	Matrimony.com	Udaan
Dr. Reddy's Laboratories	McKinsey & Co.	Vodafone Idea
Duff & Phelps	Medplus	Walmart Labs
Edelweiss	Microland	Wipro
Enhance Oman	Microsoft	Yes Bank
Everest	Mindtree	ZS Associates
Exide	Mondelez	
EXL	Mphasis	
EY		

## Past Recruiters at IIM Kozhikode





# Our Alumni...making a mark in the Corporate World

## Distinguished Alumni

Abhilash Nair	-	Staffing Leader, Google
Abhishek Bhagat	-	Head - Internet & TMT Investment Banking , HDFC
Adarsh Avasthi	-	Marketing manager, Hydration category, Coca Cola
Aditya Gahlaut	-	MD and Head, Global Trade and Receivables Finance, HSBC
Alok Chaturvedi	-	Director, Estee Advisors
Amardeep Chahal	-	Worldwide Vice President, Becton Dickinson
Amit Kulshreshtha	-	Executive Director and CEO, Capital India Finance Limited
Anand Gupta	-	Executive VP - Group Market Strategy, Deepak Fertilizers and Petrochemicals Corp. Ltd.
Naveen Murali	-	Group Brand Manager, Exteriors, Asian Paints
Ananya Tripathi	-	Head, KKR Capstone India, KKR & Co. Inc.
Ankur Mittal	-	MD and VP Technology, Lowe's Companies, Inc.
Arindom Datta	-	Executive Director, Rural & Development Banking/Advisory, Rabobank
Arjun Chakrapani	-	Director, Deutsche Bank
Atin Gupta	-	Director, Rates Trading, Citibank
Bhaskar Prasad	-	Regional Trade Operations Head - GCNA, Standard Chartered Bank
Deepak Chowdhary	-	Category Leader, Amazon
Deepak Reddy	-	Head of Central Operations, Uber Eats
Devroop Dhar	-	Partner, KPMG
Gagandeep Singh Kalsi	-	Group Brand Manager, Exteriors, Asian Paints
Hanish Yadav	-	Associate Partner, McKinsey & Company
Harmanpreet Singh	-	Investment Professional, Multiples Alternate Asset Management Pvt. Ltd.
Hiren Dasani	-	Co-Head of Global EM Equity and Lead PM India Equity, Goldman Sachs Asset Management
Jaidev Sanjeev Rajpal	-	Partner, McKinsey & Company
Kashyap Chanchani	-	Managing Partner, The Rainmaker Group
Krishna Seetharam	-	Vice President Information Technology, National Grid
Kumar Vivek	-	Education Tech Fellow - South Asia (Education Specialist), The World Bank
Manish Maini	-	Partner, PwC India Advisory
Puneet Punyani	-	Director, Sales Strategy & Business Operations, Dell EMC
Rajarshi Chakraborty	-	Director, Corporate Banking, Head Inclusive Finance, Citibank
Revant Bhate	-	Partner, Kstart Capital
Rishab Phagre	-	Director, Baer Capital Partners
Rishi Agarwal	-	Managing Director, Head - Asia, FSG
Rohan Talwar	-	Leadership Team, Circles.Life
Rohit Koshy	-	Director, EY
Ronald Philip	-	Senior Director - Strategic Planning, Agility Logistics Park, Agility
Sahil Jain	-	Co-Founder, Dineout
Samir Ajay Paranjpe	-	Partner and Forensics Leader, Grant Thornton India LLP
Sandeep Gupta	-	Category Marketing Manager - Dettol, Lizol, Reckitt Benckiser
Sanjeev Singh	-	CEO - India and Sri Lanka, Aegis Limited
Saurabh Verma	-	Practice Director, Everest Group
Senthilnathan C	-	Head of Innovation, Citi Bank
Shekhar Datta	-	Senior Director, Ola
Shreejit Nair	-	Head - Business Development, Enterprise and Government, India Post Payments Bank
Shweta Rastogi	-	Head - North & East India, Societe generale
Smrithi Ravichandran	-	Business Head - Payments, Consumer & Commercial Lending & Insuretech, Flipkart
Srihari K	-	Business Head, Interior Glass Solutions, Saint - Gobain India Private Limited
Sugata Nag	-	Head, Risk Analytics, Axis Bank
Suman Saha	-	Business Development Head Women Clothing, Flipkart
Suveer Sinha	-	Partner, McKinsey & Company
Vaibhav Saxena	-	Senior Associate Principal, Piramal Fund Manager
Venugopal Tanjore	-	Director - Solutions & India Operations, Industry Solutions Engineering, Oracle India Pvt. Ltd
Vishal Rastogi	-	Delivery Operation Manager, IBM

## Other Avenues of Engagement

### Leadership Talk and Industry Conclaves

The talks and management conclaves provide students with a platform to learn from industry's thought leaders and experienced practitioners. Students are assured of a rich one-to-one interaction with the top managers of the country. Companies benefit from a close interaction with students and assess them as potential employees. Interaction with top management executives can be arranged at the company's convenience around the year.

### Live Projects

Live Projects provide another avenue through which companies can make their presence felt on campus. Students engage in such projects through the year along with their ongoing curriculum. The duration ranges from three weeks to three months and stipend is offered to the students who work on the same. It is a mutually beneficial association as the companies get critical business inputs through the project deliverables and students also gain valuable industry experience without having to work in the premise of the company. There is a thorough process of feedback and ratings to judge the performance of the candidates and companies may choose to extend a PPI/PPO based on the performance of the students.

### Workshops

Companies conduct a range of workshops on campus. These interactions are stimulating for all parties involved and provide a platform for the exchange of ideas. Typically held on weekends for 3-4 hours, they involve participative learning methods like games, live demonstrations and simulations. Lectures by highly experienced and senior top management are commonly held and widely appreciated by students. Workshops provide companies a forum to interact with students at a much deeper level.

### Event Sponsorship

IIM Kozhikode campus hosts various seminars and events drawing participation from many B-Schools in India and abroad. In addition to the flagship events – Horizons (the annual management conclave) and Backwaters (the annual management festival) – various domain specific seminars are held throughout the year. Companies associate with these events according to their line of business and inclination to increase corporate awareness across B-School campuses. Sponsorships assure companies of high visibility in the media for the events, boosting brand recall.





# Corporate Events Competitions

ACT Catapult	2019	Winner
Emerging Economies Doctoral Student award	2019	Winner
Piramal Swasthya Tangram Challenge	2019	Winner
TAS Invictas	2019	Winner
Tata Crucible	2019	Winner
AB InBev The BUD Challenge	2019	First Runner Up
Apollo Munich - Rise Up Challenge	2019	First Runner Up
Tata Crucible	2019	First Runner Up
AB InBev The BUD Challenge	2019	Second Runner-Up
Global Business Challenge	2019	National Finalist
Aditya Birla Groups's Stratos	2019	Finalist
Aditya Birla Scholars	2018	Winner
Bosch Inscribe	2018	Winner
CFA Institute Research Challenge	2018	Winner
Exide Innovation Challenge	2018	Winner
HUL- The Premier League	2018	Winner
TBLA	2018	Winner
The Next Big Thing	2018	Winner
Yes Bank Future Ready Season 4	2018	Winner
Abbott Business Challenge	2018	National Runner-Up
Capgemini's L'Innovateur	2018	National Runner-Up
IE Venture Day	2018	National Runner-Up
Apollo Munich - Rise Up Challenge	2018	First Runner Up
HUL L.I.M.E. Season X	2018	First Runner Up
KPMG International Case Competition (KICC)	2018	First Runner Up
Exide Innovation Challenge	2018	Second Runner-Up
Accenture's B-School Challenge	2018	Second Runner-Up
Airtel iCreate	2018	Second Runner-Up
Tata Steel-a-thon	2018	Second Runner-Up
The Smart Cube's Resolvr	2018	Second Runner-Up
Amazon ACE Challenge	2018	Finalist
Google Case Study Competition	2018	Finalist
GSK Pharmaceuticals E^3	2018	Finalist
Hero Campus Challenge Season 4	2018	Finalist
Aditya Birla Scholars	2017	Winner
CRISIL Young Thought Leader	2017	Winner
Dr. Reddy's Amethyst Season 2	2017	Winner
RB Mavericks - Case Challenge	2017	Winner
Amazon ACE Challenge	2017	First Runner Up
FLIP National Challenge Season 8	2017	First Runner Up
Shopclues CXO Next	2017	First Runner Up
V-Guard Big Idea Business Plan Contest	2017	First Runner Up
Reliance Quiz-a-thon	2017	Second Runner-Up
Innovating Treadmark	2017	Second Runner-Up
Asian Paints Canvas	2017	Finalist





## Getting to Kozhikode

### Location

Kozhikode (also called Calicut) is the third-largest city in the state of Kerala. The capital of the erstwhile Malabar district, Kozhikode city is the headquarters of the Kozhikode district. A melting-pot of diverse cultures, Kozhikode is an important trade centre in south India, associated for long with trade in spices and silk. Today, Kozhikode is famous for its palm-fringed beaches, tropical forests, and Ayurvedic therapy. You can plan on extending your stay if you wish to tour other parts of Kerala.

### Travel

Kozhikode is well connected by air, rail and road to major cities in India. Indian Airlines, Spice Jet and Jet Airways have frequent flights from Delhi, Bangalore and Mumbai to Kozhikode International Airport. Cochin International Airport is a 4-hour drive from Kozhikode. Alternately, Cochin and Kozhikode are connected by direct flights. Kozhikode International Airport is connected by daily direct flights to major cities in the Middle East.

### Stay

We would be delighted to arrange for your accommodation at the guest houses on campus, depending on the availability of rooms. Otherwise, with the Gateway Hotel-Taj Group, Kadavu Resort, The Ravis Calicut and Copper Folia among our hospitality partners, we are sure you will enjoy a pleasant and comfortable stay during your visit. In this case, we would arrange for transport between the hotel and the Institute.



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