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# **PROSPECTUS** 2024



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# The Institute

Jagan Institute of Management Studies Technical Campus has a glorious history of nearly three decades. It imparts professional education at the postgraduate level in the field of management. The Institute has been working for the attainment of its mission of developing highly-skilled and professional human resources for the industry and business. From a very modest start, the Institute has made a commendable mark for itself and is now touted as one of the premier institutes in the country. Our PGDM programs are approved by the All India Council for Technical Education (AICTE) and accredited by the National Board of Accreditation (NBA) for excellence in quality education. PGDM has also been granted an equal status as that of an MBA degree by the Association of Indian Universities (AIU).

# **The Society**

Jagannath Gupta Memorial Educational Society, a non-profit registered organization, was established with a mandate to "serve the academic and professional needs of students in the best way possible." Over the last two and half decades, we have disseminated quality education to our students, placing them a rung above the rest. Many of our students have even established themselves as successful entrepreneurs; while others have empowered several organizations to enjoy success at national as well as global platform.

## **Our vision**

To be an Institute of Academic Excellence with total commitment to quality education and research in Management and Information Technology with a holistic concern for better life, environment and society.

## **Our mission**

To serve the society and improve the quality of life by imparting high quality education in management and information technology, providing training and development services, fostering research, giving consultancy services to Industry and disseminating knowledge through the publication of Books, Journals and Magazines.



The function of education is to teach one to think intensively and to think critically. Intelligence plus character-that is the goal of true education.

- Dr. Martin Luther King Jr.

# JIMS Edge

## We love what we do!

At JIMS, we believe that we are not just nurturing students; we are creating leaders of tomorrow. Hence, we first identify the abilities of students and then nurture them with our creative and analytical tools, thus empowering them with the right knowledge to take tomorrow's corporate world head-on. Not merely emphasizing on theoretical learning, we encourage our students to take responsibilities and make decisions that shape their future.

## We stir and select the best!

JIMS has a rigorous selection procedure that screens and filters to get the best brains in the country. Out of the many candidates who apply at our institute, only few students get through our selection procedure successfully. We, thus, emphasize on selecting only those candidates who possess exceptional managerial and leadership prowess.

# We don't just teach, we provide a complete learning experience!

Our curriculum stretches its reach to considerable breadth and depth. It facilitates a learner to get equipped with academic knowledge and its practical relevance. It offers an extensive learning experience through a plethora of pedagogies, including lectures, case studies, projects, workshops, seminars, and outdoor activities, all of which promise an overall development of students. Beginning from our orientation programme that spans a full two weeks, we endeavour to make our students familiar with our environs and culture. Our progressive curriculum that goes way beyond restrictive classroom activities, provides students the freedom to explore and excel at their chosen fields.



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Education in the most powerful weapon which you can use to change the world.

- Nelson Mandela

## We provide a proud pool of resources to most renowned companies!

Over the years, we have consistently proved to be the reservoir of talent for the finest companies. Corporate giants like Deloittee, Reckitt Benckiser, EY, Nestle, Exide and Tata Consultancy Services, to name a few, have been repeatedly visited visiting our campus for recruitments and many of our students get Pre-Placement Offers even at the time of their Summer Internships.

## We pride on our experience and dedicated faculty!

Our faculty possesses the right blend of academic expertise and industry experience that enables them to disseminate accurate and relevant knowledge and skills to students through a range of pedagogical tools. Majority of the faculty are PhD holders and focus toward creating research solutions for the industry in the form of consulting assignments and MDPs.

## We take pride in the facilities that we offer!

Our conveniently located campus with a easy metro accessibility, sufficiently IT-equipped classrooms, avant-garde auditorium and conference rooms, two well-stocked libraries, a state-of-the-art computer lab and a vibrant cafeteria make us a dream institute to experience 'college life'.

# We believe in and also facilitate 100% placements!

With a robust and seasoned campus placement cell, it's our sincere endeavour to place all our students in well-established companies. Our CRMC department works round-the-clock to fulfil our motto of 'well-placed students with happy faces'.

# We love to nurture holistic managers and leaders!

We believe in wholesome education, and thus, raise not just confident managers but also compassionate leaders. Our endeavour is that every student who passes out of JIMS turns out to be a better version of themselves than before: a true and balanced human being first, who is ready to take on other roles in their lives with a true & humanistic spirit.

# **JIMS Accolades**

The Institute has earned appreciations and accreditations from various Govt. Bodies, industry associations and leading newspapers and channels. These include NBA, AIU, NAAC, National Institutional Ranking Framework (NIRF), FICCI, ASSOCHAM, The Times of India, Competition Success Review, Business Standard, Business Today, etc. JIMS is one of the most sought after institutions for management aspirants. Some of the recent rankings of JIMS are as follows:

S.N	o. Magazine/Newspaper's Name	Year	Rankings/Grade
1.	National Institutional Ranking Framework (NIRF) of the Ministry of HRD, Govt. of India.	2023	Amongst The Elite B-Schools of India consistently from 8 years in a row
2.	Times of India	2023	16th among the top 150 B-Schools in India
3.	Competition Success Review	2022	4th in eminent B-Schools of Super Excellence in North India
4.	The Week	2023	23rd among top private B-Schools in India
5.	Outlook	2023	23rd among top B-Schools in India
6.	Business and Management Chronicle	2023	13th among top 100 B-Schools in India

## **Accreditations and Recognitions**















It is my pleasure to extend a warm welcome to each of you seeking a transformative educational experience at Jagan Institute of Management technical campus, Rohini sector 5, where we strive to nurture future leaders, innovative thinkers, and game-changers in the world of business.

At the heart of our mission is a commitment to providing a world-class education that not only equips students with essential knowledge but also empowers them with the skills and perspectives, necessary to navigate the dynamic and evolving global business landscape.

Our esteemed faculty members, each a leader in their respective fields, are dedicated to imparting knowledge, fostering critical thinking, and promoting an environment that encourages collaborative learning. We believe in creating a holistic learning experience that not only focuses on academic excellence but also emphasizes the importance of ethics, sustainability, and responsible leadership.

By choosing JIMS, you are selecting a path that offers unparalleled opportunities for professional career, growth and networking with best stakeholders. Our innovative programs, state-of-the-art facilities, and extensive industry partnerships ensure that our students are well-prepared to excel in the competitive world of business.

I invite you to explore our admission brochure, which provides comprehensive information about our programs, faculty, infrastructure, and the unique opportunities that await you as a student of JIMS. Take a glimpse into the future that awaits you here—a future marked by success, leadership, and positive impact.

Join us on a journey towards becoming a proficient business professional.

Dr. Harshavardhan Halve (Director General)

## Director General's Message



JIMS has come a long way in its 31 years long journey and has carved a niche for itself among the top management institutions in the country. Most of our Alumni have received recognition in the business world as corporate leaders and are placed in globally acclaimed organizations handling senior management roles and leadership positions. Many of them have become successful entrepreneurs and are creating jobs for others.

The functioning of our Institute is guided by its vision, mission and program objectives which have been designed by its stakeholders through a structured & participative process. There is an increased emphasis on innovative curriculum, interactive pedagogy, intense industryinterface and global alliances aimed at building and enriching the competencies of our faculty and students. We emphasize on experiential learning that instils confidence among students to meet the requirements of the VUCA world. We insist on the creation of a holistic mindset among the students aimed at achieving socially inclusive growth through courses on self, society and organization.

Over the years, we have shifted our orientation from being just a student-driven to an Industry-driven institution. Our faculty has been engaged in research, trainings, workshops and consultancy to meet the need of the industry. Our students are also working on Industry Research projects for SME enterprises. We are proud of our culture that values relationships and openness not just at different levels of hierarchy but acceptability of new ideas across the institution. Strong connection and compassion is the spirit of the institute that we hope will endure with time.

On behalf of JIMS, I extend my invitation for collaborating with all stakeholders.

Best Wishes,

Dr. Pooja Jain (Director)

## Director's Message

# **Governing Board**

**Mr. Manish Gupta** Chairman JIMS TC, Rohini, Delhi

**Dr. Harshavardhan Halve** Director General JIMS TC, Rohini, Delhi

**Dr. Pooja Jain** Director JIMS TC, Rohini, Delhi

**Dr. J K Goyal** Sr. Professor

**Prof. R P Maheshwari** Former Vice Principal SRCC, University of Delhi

**Dr. Amit Gupta** Chairman JIMS Kalkaji, New Delhi

**Prof. P.K. Jain** Retd. Professor IIT, Delhi

**Dr. Praveen Arora** Principal JIMS, Rohini, Delhi

**Mr. Rajeev Gupta** Managing Director RDI India Pvt. Ltd.

**Prof. A.K. Sengupta** Former Dean IIFT, New Delhi

**Mrs. Nirupama Gupta** Retd. Principal Meerabai Polytechnic, New Delhi

**Prof. R. A. Sharma** Former Professor and Head University of Delhi (South Campus) New Delhi **Dr. Kavita Singh** Professor, FMS, University of Delhi

**Dr. Pratima Daipuria** Dean JIMS, Rohini, Delhi

**Dr. Deepika Saxena** Professor JIMS, Rohini, Delhi

**Dr. R K Chauhan** Retd. Secretary, UGC, Delhi

**Mr. Deepak Gupta** President Jagannath University

**Mr. Jatin Aggarwal** Prop. Bansal Trading Company New Delhi

**Mr. O. P. Bagla** Founder O. P. Bagla & Co. New Delhi

**Dr. A.K.Balyan** Chairman & Director Carmine Energy Pte, Singapore Ex Director, ONGC

**Dr. N.K.Sharma** Retd. Prof., IIT Kanpur Department of Industrial & Management Engineering

**Dr. Rajendra Nargundkar** VC, Prestige Institute, Indore Ex. Professor, IIM Kozhikode & Indore



# **Programs Offered**

- 1. Post Graduate Diploma in Management (PGDM)
- 2. Post Graduate Diploma in Management (International Business)
- 3. Post Graduate Diploma in Management (Retail Management)
- 4. Fellowship Program in Management (FPM)

## **01. Post Graduate Diploma in Management (PGDM)**

#### Approved by AICTE, accredited by National Board of Accreditation (NBA) and granted equivalence to MBA by AIU.

Post Graduate Diploma in Management (PGDM) is the flagship program of the institute with a strong legacy of producing industry leaders and entrepreneurs since 1993.

The program aims at a holistic development of students by offering them a well-balanced learning experience with a strong focus on mental, physical, social and spiritual outcomes. The academic rigor builds on students' intellect by an eclectic mix of management fundamentals as core courses topped with specialised courses in varied business domains such as Finance, Marketing, HR, Business Analytics and Operations.

We take pride in having a talented pool of faculty who create and disseminate knowledge by creating unique learning opportunities within and outside the realms of the classroom. They are passionate about developing the next-gen business leaders contributors and creators through their expertise, insight, strong industry connect and well balanced approach from traditional to modern management practices.

The students are also exposed to industry through guest sessions, in-class domain specific workshops, case discussions, role plays, presentations, sector specific analysis, industrial visits, live projects, corporate mentoring, seminar and other such platforms. Their engagement in social sector is a transforming and empowering experience that kindles their value system at social, emotional and ethical levels. Overall, this program challenges and inspires our students to expand their horizon to learn, experiment, explore and create a meaningful impact not only in their lines but in society.

#### **Dual major specialization**

- Major Finance, Marketing, Human Resource
- Minor Finance, Marketing, Human Resource, Operations, Business Analytics

### **Collaborative Programs**

Linkage with PHD House, FICCI, ASSOCHAM, AIMA for certification, workshop, sessions and research projects.

#### **Corporate Connect**

Strong association with industry on multiple platforms such as industry research projects, live projects, industrial visits, summer internships, symposiums, mentorship to enrich experiential learning.

#### **Extensive course curriculum**

The program offers newage courses such as Digital marketing, Business Analytics, HR Analytics. Business Modelling, Logistics and supply Chain management, Managerial Competence and Personal Growth.

#### **Integration with emerging avenues**

The program seamlessly blends emerging areas like E-commerce, Power BI, Business Analytics, Digital technologies to keep students ahead of the curve.

#### **Expert faculty and Innovative Teaching Pedagogy**

An eclectic mix of Corporate and academia as faculty are involved in designing new learning experiences for students through field visits, case methods, business simulation, design thinking and self Directed Learning.

# **Course Structure**

#### Self-Directed Learning (SDL)

- 1. MOOCs
- 2. Social Sensitivity Project (SSO)
- 3. Live Project
- 4. Industry Research Project (IRP)
- 5. Research Paper Presentation
- 6. Research Paper Publications
- 7. NCFM / Any Other Certification
- 8. Workshop

### **On CampusStudy**

#### **Trimester I**

- 1. Fundamentals of Management
- 2. Managerial Economics
- 3. Quantitative Techniques
- 4. Marketing Management -I
- 5. Fundamentals of Operations Management
- 6. Accounting for Managerial Decisions
- 7. Legal Aspects of Business
- 8. Business Communication

## **On Campus Study**

#### **Trimester II**

- 1. Organisational Behavior
- 2. Macro Economic Management
- 3. Optimization Techniques
- 4. Marketing Management -II
- 5. Entrepreneurship & Innovation Management
- 6. Financial Management
- 7. Human Resource Management
- 8. Managerial Communication
- 9. Information Systems





## **On Campus Study/ Specialization (Major)**

#### **Trimester III**

- 1. Organisation Dynamics
- 2. Global Business Environment
- 3. Data Visualization & Modelling
- 4. Consumer Behavior
- 5. Service Operations Management
- 6. Financial Institutions & Markets
- 7. Business Research Methods
- 8. Executive Communication

#### Marketing (Major)

- 1. Sales & Distribution Management
- 2. E-Commerce

#### Finance (Major)

- 1. Financial Statement Analysis & Credit Appraisal
- 2. Financial Modelling-I

#### Human Resource (Major)

- 1. HR Operations
- 2. Talent Acquisition & Management



### On Campus Study/ Specialization (Major)/ Specialization (Minor)/

### Summer Internship Report/ Viva Voce

#### **Trimester IV**

- 1. Strategic Management
- 2. Leadership Communication

#### Marketing (Major)

- 1. Integrated Marketing Communication
- 2. Digital & Social Media Marketing
- 3. Service Marketing
- 4. Marketing Analytics

#### Finance (Major)

- 1. Security Analysis & Portfolio Management
- 2. Strategic Financial Management
- 3. Personal Financial Planning
- 4. Financial Modelling-II

#### Human Resource (Major)

- 1. Industrial Relations & Labour Legislation
- 2. Learning & Development
- 3. Performance Management
- 4. Data Analytics in HR

#### **Operations (Minor)**

- 1. Category & Inventory Management
- 2. Logistics & Supply Chain Management

#### **Business Analytics (Minor)**

- 1. Applied Business Intelligence
- 2. Predictive & Prescriptive Analytics

## **On Campus Study/ Specialization (Major)/ Specialization (Minor)**

<b>Trimester V</b> 1. Corporate Governance & Ethics	<ul> <li>Finance (Major)</li> <li>1. Business Valuation &amp; Corporate Restructuring</li> <li>2. International Finance &amp; Risk Management</li> <li>3. Corporate Tax Planning &amp; Management</li> </ul>	<b>Operations (Minor)</b> 1. Quality Management & Process Control 2. Warehouse Management
Marketing (Major)	4. Financial Derivatives	
1. B2B Marketing	Human Resource (Major)	Business Analytics (Minor)
2. Contemporary Practices in Marketing	1. Contemporary Practices in HR	1. Applied Business Analytics
3. Brand Management	2. Managerial Competence & Personal Growth	2. Forecasting & Big Data Analytics
4. International Marketing Management	3. Compensation Management	
	4. Organizational Change & Development	

### **On Campus Study/ Final Project & Viva/ Self Directed Learning (SDL)**

**Trimester VI** 1. Business & Sustainability





## 02. Post Graduate Diploma in Management (International Business) PGDM (IB)

Approved by AICTE, accredited by National Board of Accreditation (NBA) and granted equivalence to MBA by AIU.

The PGDM International Business program at Jagan Institute of Management Studies Technical Campus is a coveted global business management program that offers a bouquet of courses from the International Business arena. Introduced in 2010, it is a unique two-year full-time NBA accredited and equivalent to MBA (by AIU) program. PGDM – International Business is a window to global career building opportunities in the fields of Global Business Management, Export-Import Operations, Supply Chain and Logistics Management, Foreign Exchange Departments of banks, and many more fields related to the Foreign Trade sector of the country. The program aims at preparing students to opt for diverse career opportunities in the corporates and family businesses engaged in International Business operations. The basic thrust of the program is to make students understand the independent nature of organizational dynamics and their managerial implications. This helps students acquire the conceptual and analytical abilities required for appropriate decision-making and its effective implementation. The program is appreciated across industries for its innovative pedagogy, high industry linkage and the global and international exposure it provides.

#### **Dual major specialization**

- International Business + Marketing
- International Business + Finance

#### **Collaborative programs**

Alliances with FIEO, ASSOCHAM, MSME (A govt. of India enterprise) for workshops, certifications, International educational trips, and projects

#### **Corporate Connect**

Industry linked projects, Live Projects and Internships, Interaction with Industry professionals, Global placements with Export-Import companies/ Logistics companies/ Global consultancies/ Multinationals Corporations

#### **Extensive course curriculum**

India's Foreign Trade, Investment and Policy, International Trade Procedure and Risk Management, Global Supply Chain Management, Exim Management and Operations, International Trade Logistics, Global Business Environment

#### **Integration with emerging avenues**

Courses on emerging disciplines like Business Analytics, Digital marketing, Marketing Analytics, E-commerce, Foreign Language for better career opportunities

### **Expert faculty and Innovative Teaching Pedagogy**

A blend of academia and corporate teaching with innovative pedagogy complemented with business simulations, Experiential Learning, business plan making, self-directed learning, mentoring and much more

# **Course Structure**

#### Self-Directed Learning (SDL)

- 1. MOOCs
- 2. Social Sensitivity Project (SSO)
- 3. Live Project
- 4. Industry Research Project (IRP)
- 5. Research Paper Presentation
- 6. Research Paper Publications
- 7. NCFM / Any Other Certification
- 8. Workshop

## **On Campus Study**

#### Trimester I

- 1. Managerial Economics
- 2. Quantitative Techniques
- 3. Marketing Management -I
- 4. Global Business Environment
- 5. Accounting for Managerial Decision
- 6. Fundamentals of Management
- 7. Fundamentals of Operations Management
- 8. Business Communication + Comprehensive Viva-Voce

#### Workshop

- 1. Microsoft office for Beginners
- 2. Power Dressing
- 3. Basics of Statistics
- 4. Fundamentals of Accounting



## **On Campus Study**

#### Trimester II

- 1. Macro Economics Management
- 2. Optimization Techniques
- 3. Marketing Management -II
- 4. Entrepreneurship & Innovation Management
- 5. Financial Management
- 6. Organization Behaviour
- 7. Foreign Language (German)
- 8. Managerial Communication + Comprehensive Viva-Voce
- 9. India's Foreign Trade, Investment and Policy

**Workshop** 1. Design Thinking 2. Specialized Excel



## On Campus Study/ Specialization (Major)

#### Trimester III

- 1. International Trade Procedure & Risk Management
- 2. Data Visualization & Modelling
- 3. Consumer Behavior
- 4. Global Supply Chain Management
- 5. Service Operations Management
- 6. Business Research Methods
- 7. Executive Communication + Comprehensive Viva-Voce
- 8. Financial Institutions & Markets

#### Marketing (Major)

- 1. Digital and Social Media Marketing
- 2. Sales & Distribution Management

#### Finance (Major)

- 1. Financial Statement Analysis & Credit Appraisal
- 2. Financial Modelling-I

### On Campus Study/ Specialization (Major)/ Summer Internship Report/ Viva Voce

#### **Trimester IV**

- 1. Export and Import Management & Operations
- 2. Global Strategic Management
- 3. Business Aptitude and Communication

#### Marketing (Major)

- 1. E-Commerce
- 2. International Marketing Management
- 3. Integrated Marketing Communication
- 4. B2B Marketing

#### Finance (Major)

- 1. Security Analysis & Portfolio Management
- 2. Strategic Financial Management
- 3. Personal Financial Planning
- 4. Financial Modelling II

### **On Campus Study/ Specialization (Major)/ Specialization (Minor)**

#### **Trimester V**

- 1. International Trade Logistic
- 2. Corporate Governance & Ethics
- 3. Legal Aspects of International Business
- 4. International Human Resources Management
- Marketing (Major)
- 1. Service Marketing
- 2. Contemporary Practice in Marketing
- 3. Brand Management
- 4. Marketing Analytics

#### Finance (Major)

- 1. Business Valuations & Corporate Restructuring
- 2. Corporate Tax Planning & Management
- 3. International Finance & Risk Management
- 4. Financial Derivatives

#### **On Campus Study/ Final Project & Viva/ Self Directed Learning (SDL)**

**Trimester VI** 1. Business & Sustainability





## 03. Post Graduate Diploma in Management (Retail Management) PGDM (RM)

Approved by AICTE, accredited by National Board of Accreditation (NBA) and granted equivalence to MBA by AIU.

The PGDM Retail Management course is designed to provide students with a strong foundation in retail concepts, strategies, and practices. The curriculum covers a wide range of subjects including retail marketing, merchandising, supply chain management, consumer behaviour, store operations, e-commerce, and retail analytics. The course emphasizes practical learning through industry visits, retail projects, and internships, providing students with hands-on experience and exposure to the retail industry. Students are taught how to effectively manage and operate retail businesses, including managing inventory, analyzing sales data, and developing effective marketing strategies. The course also equips students with the necessary skills to understand and cater to the changing preferences and demands of consumers in the retail industry. Students are exposed to the latest trends and technology in retail, including e-commerce, digital marketing, and omni-channel retailing. The program offers opportunities for networking and interaction with industry professionals through guest lectures, seminars, and industry tie-ups. The course provides a holistic approach to retail management, covering both of its theoretical and practical aspects, to prepare students for a successful career in the retail industry. Students are facilitated in developing strong communication, leadership, and teamwork skills, which are essential for a successful career in retail management. The PGDM Retail Management course also focuses on developing entrepreneurship skills, encouraging students to think and act like business owners in the retail industry.

#### **Dual major specialization**

- Retail Management + Marketing
- Retail Management + Finance

#### **Collaborative programs**

Alliances with Retail Association of India (RAI), European Retail Academy, PHDCCI and international educational trips.

#### **Corporate Connect**

Industrial Visits, Industry linked projects, live projects and internships, interaction with industry professionals, interaction with illustrious Alumni, global retail placements

#### **Extensive course curriculum**

The curriculum of the PGDM Retail Management program covers a wide range of subjects, including courses on retail operations, marketing, supply chain management, customer relationship management, visual merchandising, business analytics, and retail strategy. Students gain valuable insights about consumer behaviour, store management, inventory management, and e-commerce.

#### **Integration with emerging avenues**

The course includes training in emerging retail technologies and digital platforms, as these play a crucial role in the modern retail landscape. Students gain hands-on experience in using retail software systems, POS terminals, and managing online retail platforms.

#### **Expert faculty and Innovative Teaching Pedagogy**

A blend of academia and corporate teaching exposure with innovative pedagogy, complemented with business simulations, experiential Learning, self directed learning, mentoring and much more.

# **Course Structure**

#### Self-Directed Learning (SDL)

- 1. MOOCs
- 2. Social Sensitivity Project (SSO)
- 3. Live Project
- 4. Industry Research Project (IRP)
- 5. Research Paper Presentation
- 6. Research Paper Publications
- 7. NCFM / Any Other Certification
- 8. Workshop

### **On Campus Study**

#### **Trimester I**

- 1. Managerial Economics
- 2. Quantitative Techniques
- 3. Marketing Management –I
- 4. Fundamentals of Management
- 5. Accounting for Managerial Decision
- 6. Legal Aspects of Business
- 7. Principles & Concepts of Retail
- 8. Fundamentals of Operations Management
- 9. Business Communication

#### Workshop

- 1. Microsoft office for Beginners
- 2. Power Dressing
- 3. Basics of Statistics
- 4. Fundamental of Accounting



## **On Campus Study**

#### **Trimester II**

- 1. Macro Economics Management
- 2. Human Resource Management
- 3. Marketing Management -II
- 4. Merchandising & Category Management
- 5. Financial Management
- 6. Optimization Techniques
- 7. Retail Store Operations
- 8. Entrepreneurship & Innovation Management
- 9. Managerial Communication

- Workshop
- 1. Design Thinking
- 2. Specialized Excel



### **On Campus Study/ Specialization (Major)**

#### **Trimester III**

- 1. Consumer Behavior
- 2. Business Research Methods
- 3. Financial Institutions & Markets
- 4. Visual Merchandising
- 5. Data Visualisation & Modeling
- 6. Executive Communication

#### Marketing (Major)

- 1. Sales Management & Retial Selling Skills
- 2. E Commerce

#### Finance (Major)

- 1. Financial Statement Analysis & Credit Appraisal
- 2. Financial Modelling-I



### On Campus Study/ Specialization (Major)/ Summer Internship Report/ Viva Voce

#### **Trimester IV**

- 1. Retail Analytics
- 2. Retail Supply Chain Management
- 3. Retail Strategic Management

#### Marketing (Major)

- 1. Services Marketing
- 2. Brand Management
- 3. B2B Marketing
- 4. Digital Marketing

#### Finance (Major)

- 1. Security Analysis & Portfolio Management
- 2. Strategic Financial Management
- 3. Personal Financial Planning
- 4. Financial Modelling II

### **On Campus Study/ Specialization (Major)/ Specialization (Minor)**

#### **Trimester V**

- 1. Sourcing & Operations in Online Business
- 2. Luxury Retail
- 3. Mall Management

#### Marketing (Major)

- 1. International Marketing Management
- 2. Integrated Marketing Communication
- 3. Marketing Analytics
- 4. Contemporary Practices in Marketing

#### Finance (Major)

- 1. Business Valuations & Corporate Restructuring
- 2. Corporate Tax Planning & Management
- 3. International Finance & Risk Management
- 4. Financial Derivatives

#### **On Campus Study/ Final Project & Viva/ Self Directed Learning (SDL)**

**Trimester VI** 1. Corporate Ethics, Values & CSR





## 04. Fellowship Programme in Management (FPM)

#### **Equivalent to Ph.D**

The Fellow Program in Management at JIMS, Rohini is a four year full-time Doctoral Programme, approved by AICTE, which encourages quality research in various domains of management. It is a well curated course that aims at developing bright scholars for careers in academia, research and consulting through a three year rigorous research work. JIMS, as a research driven institution, provides a conducive research environment to young researchers to become innovative problem solvers and critical thinkers by enhancing their research acumen and analytical skills. The strong research culture at the institute not only nurtures the right attitude & skill-sets of the scholars, but also provides abundant opportunities to students enrolled in other programmes at JIMS to benefit from the ongoing empirical research at the campus. The highlights of the FPM at JIMS are:

- Linkage of Program with Industry Projects
- Guidance by eminent and highly experienced faculty
- Access to reputed journals and online databases
- Support in patenting and copyrighting innovative ideas
- Access to JIMS Incubation Centre
- Monthly stipend & support for conference/seminar participations
- Career guidance and support through CRMC
- Access to JIMS-Wide network of corporates & alumni
- Experiential learning through teaching assignments

## Course study/ credit requirements

In partial fulfillment of the requirement of the Fellowship Programme, a minimum number of Course Credits are required to be earned as prescribed:

Modules	Code	Course Title	Credit
	FP01	Research Methods in Management	3
Module 1	FP02	Statistics for Management	3
Module 1	FP03	General Management	3
	FP04	SPSS Module -1	3
	FP05	Stream Specific Course 1	3
Module 2	FP06	Stream Specific Course 2	3
Moulle 2	FP07	Stream Specific Course 3	3
	FP08	SPSS Module -2	3
Module 3	FP09	Literature Review Based Paper related to thesis	6
Total			30

# Infrastructure









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# Infrastructure is much more important than architecture.

- Rem Koolhaas











# Faculty



Teaching is more than imparting knowledge; it is inspiring change. Learning is more than absorbing facts; it is acquiring understanding.

- William Arthur Ward





















## JIMS-An Initiative towards social responsibilities

JIMS-Producing not just leaders, but responsible world-class citizens



The price of greatness is responsibility. - Winston Churchill



Resting on our laurels is something we do not believe in. Therefore, we make sure to inculcate in our students, the responsibility of becoming true citizens.

Through our many efforts, we have striven to initiate social responsibility. We are proud to report that our continuous efforts to better lives around us have found a perfect alignment with many of the Sustainable Development Goals (SDGS) that have been adopted by the UN.

Here's a sneak peek into some of our initiatives:

## Edumedha

A CSR initiative of JIMS, Edumedha's efforts are primarily focused on education, skill development and generating employment opportunities for the underprivileged. Through our successful initiatives in the fields of livelihood and education, we have not just been able to deliver skill development training to the deprived, but have also provided a ready access of quality education to children in need of care and support.

Partnerships with over 50 NGOs help us to realize the vision we have set out to achieve, our primary objective being to foster comprehensive personal development and equipping individuals with a diverse skill set that they can leverage for a sustainable livelihood. To date, this endeavour has positively impacted the lives of more than 40,000 individuals, empowering them with the means to secure their future as well as to uplift their family environment altogether!





## **Collaborations with Municipal Corporation of Delhi**

We, at JIMS, have always endeavoured to care for the environment that we live in.

Through our partnerships with the Municipal Corporation of Delhi on multiple projects, we have facilitated the Swachhta Pakhwada mission by successfully installing Aerobins on our campus.

As member of the Single Use Plastic Ban Committee, our campus prides on being a 'No Plastic' zone. Students at JIMS are truly responsible citizens that believe in creating a 'green world'!

## SSO (Self, Society and Organisations)

Through wide-ranging programmes covering almost all sections of the society, JIMS, through its SSO drives, has created a mark for itself by plunging into social domains that are neglected in our society. Ranging from campaigns educating people on menstrual health and rights of the LGBTQ community to working for mental rehabilitation, launching de-addiction programmes and organising night shelters, you name it and we at JIMS, have done it!

No wonder then that we, as an organisation, can be touted as a world-class organisation, where we take pride in having integrated our goals and mission to those of the United Nations.

Out of the 17 SDGs, we are proudly fulfilling the following:

- 1. No Poverty
- 2. Good Health & Well-being
- 3. Gender Equality
- 4. Clean water & Sanitation
- 5. Decent work & Economic Growth
- 6. Reduced Inequality
- 7. Climate Action

But we still believe in the famous lines by Robert Frost :

I have promises to keep,

And miles to go before I sleep!













# **Industry Academia Interface**

## Workshops

The institute conducts several workshops helping students to learn soft skills like communication, personal branding, timed stress management to essential business skills like pitching & having a growth mindset.

## Seminars

Seminars are conducted where students get to interact with industry professionals who talk about changing environmental factors and how to adapt to them. Students are familiarised with adaptability in the corporate sector during changing times, workplace practices and rapid digitalization.

## **Industrial Visits**

Industrial visits are organized regularly to familiarize students with different industry practices. They get to know the essentials of the operational procedures of a company's workings. Students learn how the corporation applies various values in its everyday running.

## **Expert Talks**

Experts delve deep into real world skills required to survive in the trade. Through these expert talks our Students learn key skills like entrepreneurship, behaviour development, oral and visual presentations, laying a foundation of confidence which would make them successful businessmen.

## **National Conclaves**

The national conclave provides students insights into how the trade policy is affecting various businesses. Students also take part in various discussions. Students get an understanding of the current scenario of various sectors and their contribution to the country's export basket.





## **Retail Conclave**

The Retail Conclave left an indelible mark by offering valuable insights into the future of the Indian retail industry. It serves as a nexus for knowledge-sharing and collaboration between the academia and the industry, fostering a dialogue and charting a course for the sector's growth. Students and industry professionals alike emerged from the event with enriched perspectives, ready to make a significant contribution to the ongoing evolution of India's retail landscape.





### **HR Conclave**

The Institute organizes the HR Conclave on annual basis. The topics are carefully selected keeping in mind the current issues pertaining to manpower planning, HR Practices and latest trends in HR.



# Nurturing Budding Entrepreneurs

"Entrepreneurial Spirit" is not just a prerequisite for people thinking of starting their own business but is also becoming imperative for every individual who desires to make a mark in the corporate world. The concept takes into account the will and the drive by the youth in knowing the innovative capabilities in the organization. JIMS firmly believes in and harbours the innovative thought that emerging economies like India need. The aim is to manifest the latent entrepreneurial spirit of the youth. Recognizing the need to foster and incorporate a business thought-perspective and an enterprising attitude within the management students, JIMS has initiated a series of entrepreneurial events.

### **Founder Series**

The purpose of organizing the series is to assist students in understanding the various nuances and intricacies involved in establishing entrepreneurial ventures.

## **Start-Up Events**

Various events pertaining to the eco-system for start-ups and entrepreneurial ventures are organised to guide the students in changing their mind set from that of job seekers to that of job-creators.

## **Social Focus Events**

These events are based on relevant social themes to provide exposure to the students in understanding their roles and the measures needed for their contribution to make the society a better place.

## Workshops

These challenge students in developing a mindset for innovation. The design thinking workshops are an example wherein students learn to view a problem from different perspectives to arrive at the most competitive solution.

### **IPR Awareness**

This activity is deigned to expose students to the generation of ideas and protecting these through Intellectual Property Rights process. This educates students on filing of patents and their protection so that they are not misused.

## **Panel Discussions**

These assist students in understanding various components of business environment and the measures needed to mould them in the context of the venture they are contemplating to set up.

# UIncept

UIncept is a sister innovation-incubation hub under the same managerial umbrella.

Through dedicated mentor engagement, business model and revenue streams refinement, young start-ups are given a platform to expand. After 8 years of working with 50+ start-ups that have raised over 10 million dollars, we have learnt about the various challenges faced by early and advanced stage start-ups, and we are ready with solutions and all the start-up needs which can help emerging and advanced start-ups to expand their business.

These are some of the many successful start-ups we have had over the years:





## Management Development Program (MDP)

JIMS is involved in imparting rigorous training sessions that are successfully delivered by its wonderful faculty members who are experienced trainers. Below is a glimpse of very few of such sessions:

### **Power Grid Corporation of India**

How to increase emotional quotient, master emotions and boost social skills from 22nd- 24th March 2023



### NIBSCOM

Data Analytics from 10th - 21st July 2023



### Grid Controller of India Ltd

Next Innings from 19th-20th Dec 2022



### NTPC

Building, Inspiring and leading a Team from 12th -13th July 2022



CANARA BANK SPARK on 17th August 2023



### Gas Authority Of India Ltd.

Influencing Stakeholders from 15th to 17th Feb 2023



### RITES

Prevention of Sexual Harassment at Workplace (POSH) on 27th July 2023



### IRCTC

Yoga at Workplace for Work-life Balance on 21st June 2023



### **KRIBHCO**

Stress Management for Organizational Excellence from 25th-27th May 2023



### PSB

Happy & Healthy living - Post Retirement on 25th May 2023



### NHPC

Advanced Labour Codes/Various Acts related to Labour and Industrial Laws from 15th-17th May'23



### IOCL

POSH & Presentation/Communication Skillson 15th April 2023



IFFCO

Holistic Well-Being from 17th -20th November 2023



# Beyond the Classroom

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### 1. Finance Club - InvestoFin

InvestoFin - The JIMS Finance Club was established to support students to succeed in the field of finance and aid in increasing their understanding of the financial system. It is a student-run initiative that seeks to enhance students' interest in finance through competitions, workshops, and related activities. The club works to build a connection between the business world and the student ensuring placement readiness. It is designed to channelize the students' interest in finance discipline. The club strives to help members improve their analytical and decision-making abilities as well as make them aware of current financial trends and breakthroughs. The club meets frequently and gives students the motivation and chance to work on both individual and group projects. The students plan, organise, and control the activities that give them a great hands-on learning experience.





### 2. Retail Club - Creador

Creador - RM Club of JIMS, Rohini is an innovative and creative platform that specializes in organizing events focused on retail marketing application-based learning and comprehensive understanding of customer needs. With a strong emphasis on branding, visual merchandising, technological impact, data-driven decision-making and various other facets of marketing, this club serves as a valuable platform for marketers and retail professionals to enhance their skills and knowledge. Through a combination of workshops, seminars, and networking opportunities, Creador - RM Club empowers students with the tools and insights necessary to excel in the ever-evolving world of retail marketing.



### 3. IB Club - Bizintruders

International Business Club in essence is an organisation of the students, by the students and for the students. It has been formulated to generate and increase student interest in the area of International Business and expose them to various arenas of IB through extracurricular activities, organisation and participation in inter college events, organisation of academic events like workshops/seminars/ guest lectures, etc and organisation of events causing general awareness about global/international business related issues.





### 4. HR Club - Samanvay

The HR Club brings together students interested in the field of Human Resources Management and provides them a platform to showcase their understanding of contemporary trends & issues in HR. It empowers the students to think, conceptualize, plan & execute HR related activities such as role plays, management games, brainstorming sessions & presentations with the objective to gain insights into changing dynamics of HR. Student coordinators are encouraged to not only explicate but also bring together big scale events like HR Conclave & HR Summit. These events provide the students essential life skills which go far and beyond classroom learning.





### 5. Literary Society Club - Expression

The Literary society was constituted in 2018 upon the initiative taken by a few enthusiastic students of PGDM (2018-20). Combining the shared interests of like-minded batchmates, the Society was formalized under the mentorship of Dr. Deepti Kakar, Professor - Department of Management and christened as ,Expression.' The Society aims to foster creativity, build confidence in verbal communication and support exchange of varied ideas/opinions openly. The Literary and Dramatics Society took shape, as in 2021 the informally founded Drama Club was subsumed into ,Expression.' A closely knit society of few members with literary and theatrical inclination, its functioning is completely democratic - the students are involved in planning, organizing and performing various activities and events periodically. Debates, declamations, word-plays, literary quizzes, book cover design contests, extempores, expert interactions, monologues/mimicries have been some of the events organized and conducted under the aegis of the Society in the past. Noteworthy is that the Covid-19 pandemic did not deter the passion of students who successfully created several engaging literary events in the online mode.





### 6. Marketing Club - Marquest

'Marquest', the Marketing Club of JIMS, Rohini serves as an important catalyst in bridging the gap between theoretical knowledge and practical implementation, offering students a dynamic platform to apply classroom concepts in real-world scenarios. With the primary objective of enhancing the understanding of marketing strategies, a myriad of activities, such as case study competitions, market research projects, social media campaigns, and workshops are orchestrated by the club. These endeavours not only grant hands-on experience but also foster a collaborative environment where ideas and insights can be exchanged with industry professionals. The Marketing Club plays a crucial role in preparing students for the ever-evolving business landscape by incorporating practical learning into the academic curriculum. This approach ensures that students develop a comprehensive skill set and gain a competitive advantage in the field of marketing upon completing their studies.



### 7. Cultural Club - Ekyum

JIMS has always been keen into encouraging students to take student driven academic/professional initiatives to complement their classroom learnings with practical aspects of the real business world. These activities range from organizing special events that enrich the participants' professional, academic and extra-curricular interests. The Cultural club of JIMS -EKYUM understands that there is a plethora of richness of talent in the youth, and it provides a platform and opportunities to flourish their skills. The main objective of the club is to explore and encourage the dynamism of the students. The Club aims to encourage students' interest, participation, and responsibility in the ingenious field through creativity across varied programs. The inventiveness is to provide social and cultural activities for the students. The club provides a comforting vent for students who are inclined to share their creativity and talents.





### 8. Sports Club - Sportastico

Welcome to the dynamic world of sports and physical fitness at Jagan Institute of Management Studies Technical Campus. Our Sports Club is at the heart of promoting an active and vibrant campus community, providing students, faculty, and alumni with the perfect avenue to engage in a wide range of sports and athletic activities. At Jagan Institute of Management Studies Technical Campus Sports Club, our mission is to foster a culture of physical fitness, sportsmanship, and teamwork while promoting the overall well-being of our members. Whether you're a seasoned athlete or just looking to try something new, our club offers a diverse range of sports and physical activities, including soccer, basketball, tennis, cricket, athletics, tug of war, and more. We aim to create an inclusive and supportive environment that encourages individuals of all skill levels to pursue their passion for sports and maintain an active lifestyle.





### 9. Business Analytics Club - Analytica

The Jagan Institute of Management Studies Technical Campus Business Analytics Club is your gateway to exploring the exciting realm of analytics, data science, and their applications in the business world. We aim to provide our members with the knowledge, skills, and opportunities to excel in the field of business analytics while fostering a supportive and collaborative community. Our club offers a wide range of workshops, seminars, and training sessions to enhance your analytical skills. Topics include data visualization, statistical analysis, machine learning, and more. Connect with likeminded individuals and industry professionals who are passionate about analytics. We organize guest lectures, panel discussions, and company visits to provide insights into the latest trends and opportunities in the field.





# CRMC

The institute is committed towards providing placement opportunity to all eligible students. JIMS placement centre known as CRMC (Corporate Resource Management Centre) performs an enabling and empowering function for its students. Every effort is made to enable the students to groom themselves well and compete to obtain positions of their choice offered by companies through campus placements.

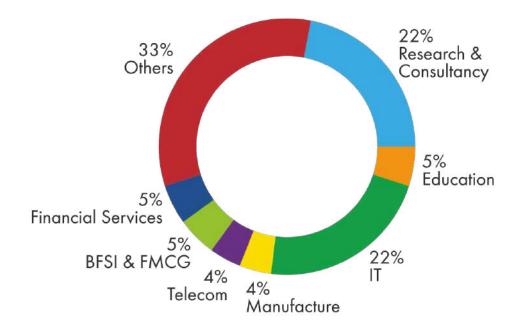
CRMC department activities revolve around inviting reputed corporates to the campus, sharing placement related information with students, dissemination of question banks generated from campus engagements, initiation and strengthening of student networking with corporates etc. It also helps in writing of Curriculum Vitae, conducting soft skills workshops and arrangement of special lectures by leading recruiters and pre-placement talks to enhance student's competencies.

JIMS students are very active collaborators in the placement activity. Student Placement Committee (SPC) consists of 4 elected members from each section having total 20 members from each batch. SPC is constituted and mentored by CRMC to provide students opportunity to liaise with senior alumni, recruiters and also potential recruiters. SPC members along with CRMC mentors travel to different cities in India to call on existing and potential recruiters and make presentations to them about JIMS activities.

The Centre which is a beehive of activities throughout the year, is headed by a Dean and is assisted by four experienced relationship managers. "To ensure the best possible placement and training outcomes for JIMS students consistent with their preferences and choices" is the mission of JIMS, Corporate Resource Management Centre, which it tries to materialize with the help of all its stakeholders.



## Sector-Wise Placement 2021-23





22 LPAHighest Package8.10 LPAAverage Package



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The Future belongs to those who believe in the beauty of their dreams.

# **Top Recruiters**



# JIMS Elite Association



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The JIMS TC alumni network encompasses passout graduates from all programs at JIMS Sector 5, Rohini. Alumni hold a special place, carrying with them a legacy and a lasting sense of belonging. The Institute highly esteems this community and cherishes its connection with them. To fortify existing bonds and forge new ones, the Alumni Relations Association, popularly known as JIMS ELITE, is dedicated to this very purpose.

The association orchestrates alumni gatherings, creating a platform to reconnect with old friends and relive cherished moments. The underlying objective is to keep the enthusiasm alive and recognize the significant impact they've had in upholding the institution's reputation in both academic and corporate domains.

For any institute, alumni can be a formidable asset in the growth of the student community. However, to fully harness this potential, a driving force is essential and JIMS ELITE ardently steps up to fulfill this role.

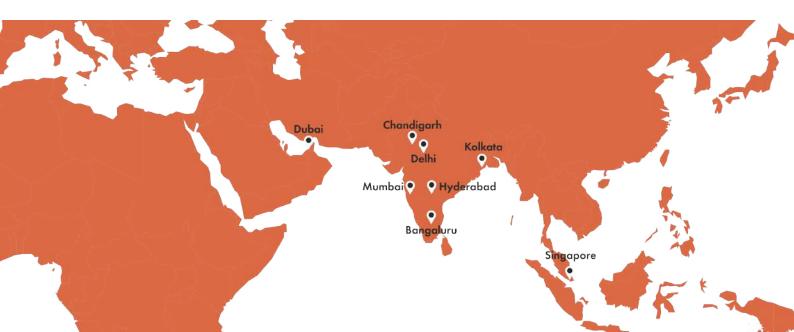
# Alumni Events

In an endeavor to strengthen the alumni network, the JIMS Elite (Alumni) Association hosts a diverse range of events, including the annual alumni dinner, coffee meet-ups at various locations, informative seminars, and more. These gatherings serve as invaluable platforms for alumni to connect, share experiences, and forge lasting connections.



# Alumni Chapters

JIMS Elite (Alumni) Association has achieved a significant milestone by successfully registering with the Registrar of Companies in the year 2019. With a global membership exceeding 5000+ individuals, our network spans across the globe. To further strengthen these connections, we have established regional chapters in Mumbai, Bangalore, Hyderabad, Kolkata, and Chandigarh. These chapters serve as vital hubs, uniting alumni worldwide in a shared spirit of camaraderie and achievement.



### Welcome to the JIMS Family

A few Prominent Alumni:

### Manish Verma

### orientbell

PGDM, 1993-95 Vice President, Orient Bells

### Kumar Nachiketa

### **Deloitte.**

PGDM, 1994-96 Vice President, Deloitte

### Samir Verma

### FAB

PGDM 2000-02 Assistant Vice President, First Abu Dhabi Bank, UAE

### **Amit Tank**

### YES BANK

PGDM 2003-05 Vice President, Yes Bank

### Kriti Sharma



PGDM 2009-11 Assistant Vice President Cerestra Advisors Private Limited

### Sudhir Kum

PGDM 2007-09 Assistant Vice President SBI

### **Puneet Sethi**

#### Co kotak Kotak Malandra Ba

PGDM, 1999-01 Chief Manager, Kotak Mahindra Bank

### **Rohit Gupta**

bharti AXA PGDM, 2001-03 AVP-Alliances, Bharti Axa General Insurance

### Ashish Kumar

DBS PGDM Batch 1997-99 Head Control and Governance DBS Bank

### **Vivek Singhi**

### Capgemini

PGDM Batch 2007-09 Consultant, Capegemini

### Swarup

### InCred

PGDM Batch 2009-11 AVP-Venture Debt Incred Financial Services

### Mohd Suhail

**PGDM 2005-07** Country Manager TVS Motor Company Indonesia

# Alumni Speak

My experience with JIMS has been enriching and enlightening. The faculty have been extremely supportive, in terms of teaching as well as providing us with the insights of their stint in the corporate world. The learned professors have pushed our limits enabling us to give our best.

Aarzvi PGDM (2020-22) HCL Tech

**HCLTech** 

JIMS provided me with a plethora of opportunities to grow holistically and experience new avenues beyond academics. Interaction with industry experts, peer learning and insightful faculty sessions will be the highlights of my time in JIMS.







The entire faculty and department leave no stone unturned when it comes to shaping one's future. My two years at JIMS have been a wonderful experience of learning with prolific exposure to the outside world.

Srishti Sharma PGDM (IB) (2021-23) Deloitte

Deloitte.

Acurious mind needs guidance and nurturing. JIMS has given me a platform to test my potential to the fullest. The professors, staff members and CRMC make sure that every student gets individual focus to develop relevant skills.



Shilbhadra Maiti PGDM (RM) (2020-22) Nestle India



# Global Academic Alliances

The Institute has several academic alliances with reputed universities and institutions all around the world.

#### These include:

- Auckland Institute of Studies (New Zealand)
- Lincoln University College (Kuala Lumpur, Malaysia)
- Nilai University (Malaysia)
- Malaysian University of Science and Technology (Kuala Lumpur, Malaysia)
- University of Sunderland (United Kingdom)
- Financial University (Moscow, Russia)

Under these alliances, the institution provides Faculty Exchange, Student's Study Tours and joint hosting of International Conferences



Auckland Institute of Studies (New Zealand)



Lincoln University College (Kuala Lumpur, Malaysia)



Nilai University (Malaysia)



Malaysian University of Science and Technology (Kuala Lumpur, Malaysia)



University of Sunderland (United Kingdom)



Financial University (Moscow, Russia)

# Life at JIMS























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Developing Capabilities For Business Leadership

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