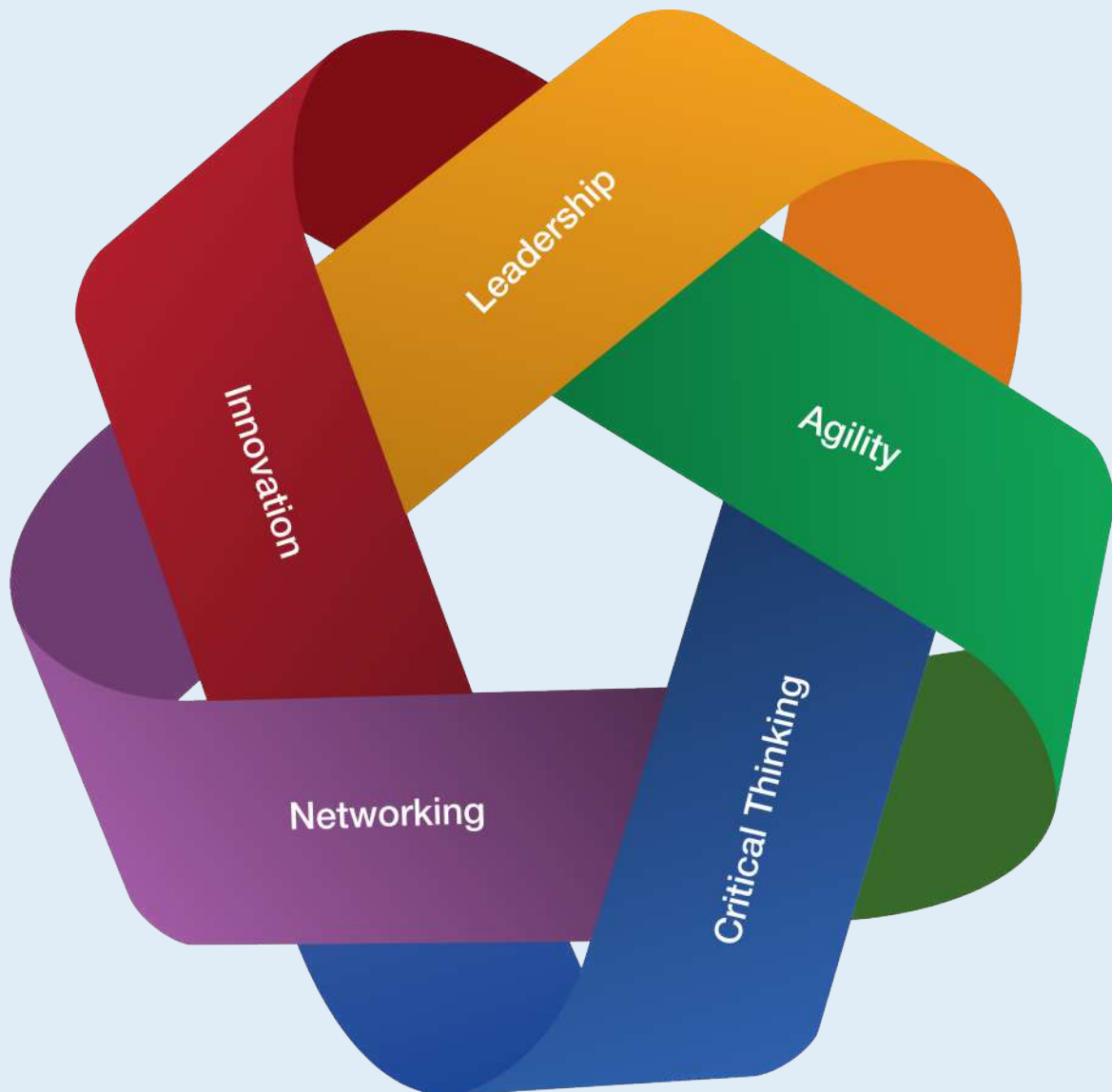


Developing Capabilities for Business Leadership

ADMISSION 2025





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jims
SECTOR-5 ROHINI

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INSTITUTE OF MANAGEMENT STUDIES
SECTOR-5, ROHINI

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 three decades, the institutions running under the society have acquired all the necessary approvals and accreditations such as AICTE, UGC, GGSIPU, NAAC, NBA, AIU etc. The Society provides education to the students from the under graduate to the Ph.D level. At present, the society has a combined strength of more than 10000 students and more than 600 faculty members. All the institutions are well known among all stakeholders for quality education, placements, decent infrastructure and location. The institutions are rated and ranked highly by various magazines, newspapers and industry associations. 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 platforms.

THE INSTITUTE

Jagan Institute of Management Studies has a glorious history of more than 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 institute has also received NAAC A++ grade.

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.

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 the 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, provide students the freedom to explore and excel at their chosen fields.

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 Deloitte, Reckitt Benckiser, EY, Nestle, Exide and Tata Consultancy Services, to name a few, have been repeatedly 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 experienced 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 an easy metro accessibility, IT-equipped classrooms, an avant-garde auditorium and spacious conference rooms, well-stocked libraries, a state-of-the-art computer lab and a vibrant cafeteria makes 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.



APPROVALS AND ACCREDITATIONS



EQUIVALENT TO MBA DEGREE



JIMS ACCOLADES

NIRF 2024

Amongst The Elite B-Schools of India consistently from 9 years in a row

TOI 2024

15th among the top 150 B-Schools in India

CSR 2024

9th in Eminent B School of Super Excellence

The Week 2024

24th among top private B-Schools in India

Outlook 2025

25th among top B-Schools in India

Business & Management Chronicle 2024

13th among top 100 B-Schools in India



DIRECTOR GENERAL'S MESSAGE

It is my pleasure to extend a warm welcome to each of you seeking a transformative educational experience at Jagan Institute of Management Studies, 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 field, 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.



DR. HARSHAVARDHAN HALVE

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.

DIRECTOR'S MESSAGE

JIMS Rohini, Delhi has come a long way from its humble beginning and has carved a niche for itself among the top management institutions in the country.

We are guided by our vision and mission which have been designed by all its stakeholders through a structured participative process. There is an increased emphasis on sustainability, innovative curriculum, interactive pedagogy, intense industry interface and global alliances aimed at building and enriching the competencies of its faculty and students.

Our faculty is continuously engaged in impactful research, corporate trainings and consultancy assignments for keeping abreast with times. Our students are selected through a rigorous process and are encouraged for experimenting with new ideas, pursuing entrepreneurial aspirations, undertaking industry projects and enhancing their knowledge through various academic and cultural activities. Most of our Alumni have received recognition in the business world as corporate leaders and are placed in globally acclaimed organizations at leadership positions which is a testimony of the Institute's commitment of nurturing future leaders.



On behalf of JIMS Rohini, Delhi I extend my invitation to all stakeholders for a mutually beneficial long-term association with the Institute.

Welcome to the JIMS Rohini, Delhi Family.

GOVERNING BOARD

Mr. Manish Gupta

Chairman
JIMS, Rohini, Delhi

Dr. Harshavardhan Halve

Director General
JIMS, Rohini, Delhi

Dr. Pooja Jain

Director
JIMS, Rohini, Delhi

Dr. J K Goyal

Sr. Professor

Prof. R P Maheshwar

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

ACADEMIC ADVISORY COUNCIL

Dr. Harshvardhan Halve Director General JIMS	Dr. Neelam Dhall Professor JIMS	Dr. Pawan Sharma Principal Dyal Singh College
Dr. Pooja Jain Director JIMS	Dr. Deepti Sharma Professor JIMS	Dr. J B Singh Principal, Sri Guru Gobind Singh College of Commerce
Dr. Pratima Daipuria Dean JIMS	Dr. Deepika Saxena Professor JIMS	Dr. Poonam Verma Principal, Shaheed Sukhdev College of Business Studies
Dr. Ashok Bhagat Dean-Placement JIMS	Mr. Y P S Kanwar VP and Dean (Executive Education) JIMS	Mr. Ashwani Kansal Registrar, Delhi Skill and Entrepreneurship University
Mr. Anil Kumar Dean-Examination JIMS	Mr. Sandeep Tyagi Director HR Samsung	Mr. Neeraj Mehra VP-HR Infogain
Dr. R.K.Singh HOD-RM JIMS	Mr. Ashish Bhalla Director HR HCL	Dr. K R Jayasimha Professor IIM Indore
Dr. Praveen Arora HOD-IP JIMS	Mr. Mussarat Hussain General Manager Education & Training, Maruti Suzuki	Dr. Amitabh Deo Kodwani Professor IIM Indore
Dr. Sonia Dhir HOD-IB JIMS	Mr. Manish Singh Business HR Head-North India Blue Star	Dr. Amiya Kumar Sahu Professor Goa Institute of Management
Dr. Deepshikha Aggarwal Professor JIMS	Mr. Rajit Sikka Deputy GM (Head Academic Relations) TCS	Mr. Aslam Ansari HR Professional
Dr. Deepti Kakar Professor, JIMS	Mr. Debargha Deb Regional Manager HR- North, Dabur India Ltd	Mr. Himanshu Manglik Founder and President WALNUTCAP Consulting

AREA ADVISORY COUNCIL

Business Analytics

- Dr. Himanshu Goel, Area Chair
- Dr. Shrajal Gupta, Assistant Professor
- Mr. Anil Kumar, Dean Examinations
- Ms. Ambika Bhatia Chopra, Assistant Professor
- Dr. Ambrish Joshi, Senior VP Operations, eConnect Solutions (Corporate Connect)
- Dr. Meetu Bhatia Grover, Associate Professor, Miranda House (Senior Academician).
- Ms. Arpita Gupta, Associate, Bain and Company (Alumni)

Human Resource

- Dr. Neha Shukla, Area Chair
- Dr. Pratima Daipuria, Dean PGDM Program
- Dr. Neelam Dhall, Dean Research and Development
- Mr. YPS Kanwar, Vice President Executive Education
- Dr. Sheetal Chadda, Professor
- Mr. Khalid Raza, Associate VP People Strong
- Ms. Neha Vadhera Arora, Dainik Bhaskar (Radio Division) National Head – HR
- Dr. Shikha Khera, Associate Professor DTU

Finance

- Dr. Deepika Saxena, Area Chair
- Dr. Vinod Kumar, Professor
- Prof. R.P.Rustagi, Professor
- Dr. Monika Aggarwal, Assistant Professor
- Dr. Ritika Chopra, Assistant Professor
- Ms. Sugandha Sharma, Assistant Professor
- Prof. Vinay Dutta, Professor, FORE School of Management; Visiting Professor, IIFT
- Mr. Jatin Kalra, Alumnus (PGDM 2015-17), Team Lead – Financial Modelling, KPMG
- Mr. Ankur Bhatnagar, Chief Manager – Trade Finance, ICICI

Marketing

- Dr. Pooja Jain, Director
- Dr. R. K. Singh, Area Chair
- Dr. Yukti Ahuja, Professor
- Ms. Megha Bhargava, Category Head Lenskart
- Ms. Inderpreet Kaur, Director Urban United
- Mr. Shreyash Srivastava, Specialist Exclusive Brand Outlet Operations OPPO
- Mr. Gaurav Vashisht, Founder Green Décor

International Business

- Prof. Ashok Advani (Visiting Faculty at Indian Institute of Foreign Trade, New Delhi & Jaipuria Institute of Management, Noida)
- Prof. MP Singh (Channel Partner, Mazagon Dock Shipbuilders Ltd)
- Prof. Ashutosh Srivastava (Sr. Vice President Global Sourcing, Hero Group)
- Prof. Amisha Gupta (Professor, JIMS Rohini)
- Prof. Sonia Dhir (Program Head, JIMS, Rohini)

Retail Management

- Dr. Pooja Jain, Director
- Dr. R. K. Singh, Area Chair
- Dr. Yukti Ahuja, Professor
- Ms. Megha Bhargava, Category Head Lenskart
- Ms. Inderpreet Kaur, Director Urban United
- Mr. Shreyash Srivastava, Specialist Exclusive Brand Outlet Operations OPPO
- Mr. Gaurav Vashisht, Founder Green Décor

FACULTY

An experienced and engaging faculty is a critical advantage for any B-School, especially in the current volatile, uncertain and complex environment faced by businesses. The Faculty at JIMS is amongst the best. They are constantly engaged with the industry to upskill and are focused on innovative learning, research, consulting and training to create an impact on students' learning. We leverage our efforts for creating an effective culture of holistic learning.





PROGRAMS OFFERED

JIMS Rohini offers diverse management programs which are designed to equip students with practical skills and industry knowledge. These programs prepare them for impactful careers in a competitive business landscape.

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

POST GRADUATE DIPLOMA IN MANAGEMENT (PGDM)

Approved by AICTE, accredited by the 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 the 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 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 chosen fields but also 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 new-age 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

Trimester I	Trimester II	Trimester III
Fundamentals of Management	Organisational Behavior	Organisation Dynamics
Managerial Economics	Macro Economic Management	Global Business Environment
Quantitative Techniques	Optimization Techniques	Data Visualization & Modelling
Marketing Management -I	Marketing Management -II	Consumer Behavior
Fundamentals of Operations Management	Entrepreneurship & Innovation Management	Service Operations Management
Accounting for Managerial Decisions	Financial Management	Financial Institutions & Markets
Legal Aspects of Business	Human Resource Management	Business Research Methods
Business Communication	Managerial Communication	Executive Communication
	Information Systems	
Trimester IV	Trimester V	Trimester VI
Strategic Management	Corporate Governance & Ethics	Business & Sustainability
Leadership Communication		Final Project & Viva
Specialization (Major)	Specialization (Major)	Self Directed Learning (SDL)
Specialization (Minor)	Specialization (Minor)	
Summer Internship Report plus Viva Voce		

SPECIALIZATION COURSES

Marketing		
Trimester III	Trimester IV	Trimester V
Financial Statement Analysis & Credit Appraisal	Integrated Marketing Communication	B2B Marketing
Financial Modelling-I	Digital & Social Media Marketing	Contemporary Practices in Marketing
	Service Marketing	Brand Management
	Marketing Analytics	International Marketing Management
Finance		
Trimester III	Trimester IV	Trimester V
Sales & Distribution Management	Security Analysis & Portfolio Management	Business Valuation & Corporate Restructuring
E-Commerce	Strategic Financial Management	International Finance & Risk Management
	Personal Financial Planning	Corporate Tax Planning & Management
	Financial Modelling-II	Financial Derivatives

Human Resources		
Trimester III	Trimester IV	Trimester V
HR Operations	Industrial Relations & Labour Legislation	Contemporary Practices in HR
Talent Acquisition & Management	Learning & Development	Managerial Competence & Personal Growth
	Performance Management	Compensation Management
	Data Analytics in HR	Organizational Change & Development

Operations (Minor)	
Trimester IV	Trimester V
Category & Inventory Management	Quality Management & Process Control
Logistics & Supply Chain Management	Warehouse Management

Business Analytics (Minor)	
Trimester IV	Trimester V
Applied Business Intelligence	Applied Business Analytics
Predictive & Prescriptive Analytics	Forecasting & Big Data Analytics

Sr. No.	Course / Projects
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



POST GRADUATE DIPLOMA IN MANAGEMENT (INTERNATIONAL BUSINESS)

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

The PGDM International Business program at Jagan Institute of Management Studies 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 linkages 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 immersion programs, 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

Trimester I	Trimester II	Trimester III
Managerial Economics	Macro Economics Management	International Trade Procedure and Risk Management
Quantitative Techniques	Optimization Techniques	Data Visualization & Modelling
Marketing Management -I	Marketing Management -II	Consumer Behavior
Global Business Environment	Entrepreneurship & Innovation Management	Global Supply Chain Management
Accounting for Managerial Decision	Financial Management	Service Operations Management
Fundamentals of Management	Organization Behaviour	Business Research Methods
Fundamentals of Operations Management	Foreign Language (French)	Executive Communication + Comprehensive Viva-Voce
Business Communication + Comprehensive Viva-Voce	Managerial Communication + Comprehensive Viva-Voce	Financial Institutions & Markets
	India's Foreign Trade, Investment and Policy	
Trimester IV	Trimester V	Trimester VI
Export and Import Management and Operations	International Trade Logistic	Final Project Report & Viva Voca
Global Strategic Management	Corporate Governance & Ethics	Business & Sustainability
Business Aptitude and Communication	Legal Aspects of International Business	
	International Human Resources Management	
Specialization	Specialization	SDL
Summer Internship Report Plus Viva Voce		

SPECIALIZATION COURSES

Marketing (Major)		
Trimester III	Trimester IV	Trimester V
Digital and Social Media Marketing	E-Commerce	Service Marketing
Sales & Distribution Management	International Marketing Management	Contemporary Practice in Marketing
	Integrated Marketing Communication	Brand Management
	B2B Marketing	Marketing Analytics

Finance (Major)		
Trimester III	Trimester IV	Trimester V
Financial Statement Analysis & Credit Appraisal	Security Analysis & Portfolio Management	Business Valuations & Corporate Restructuring
Financial Modelling-I	*Strategic Financial Management	Corporate Tax Planning & Management
	Personal Financial Planning	International Finance & Risk Management
	Financial Modelling - II	Financial Derivatives

Sr. No.	Course / Projects
1	MOOCS – 3 Courses
2	Social Sensitivity Project
3	Live Projects
4	Industry Research Projects
5	Research Papers presentation (2 papers*3 credits)
6	Publications (2 papers* 3 credits)
7	NCFM Certification (2 courses* 3 credits)
8	Workshops (0.5*3)



POST GRADUATE DIPLOMA IN MANAGEMENT (RETAIL MANAGEMENT)

**Approved by AICTE, accredited by the 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 team working 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

Trimester I	Trimester II	Trimester III
Managerial Economics	Macro Economics Management	Consumer Behavior
Quantitative Techniques	Human Resource Management	Business Research Methods
Marketing Management -I	Marketing Management -II	Financial Institutions & Markets
Fundamentals of Management	Merchandising & Category Management	Visual Merchandising
Accounting for Managerial Decision	Financial Management	Data Visualisation & Modeling
Legal Aspects of Business	Optimization Techniques	Executive Communication
Principles & Concepts of Retail	Retail Store Operations	
Fundamentals of Operation Management	Entrepreneurship & Innovation Management	
Business Communication	Managerial Communication	
Trimester IV	Trimester V	Trimester VI
Retail Analytics	Sourcing & Operations in Online Business	Corporate Ethics, Values & CSR
Retail Supply Chain Management	Luxury Retail	Final Project & Viva*
Retail Strategic Management	Mall Management	Self Directed Learning (SDL)*
Specialization	Specialization	
Summer Internship Report Plus Viva Voce		

SPECIALIZATION COURSES

Marketing (Major)		
Trimester III	Trimester IV	Trimester V
Digital and Social Media Marketing	E-Commerce	Service Marketing
Sales & Distribution Management	International Marketing Management	Contemporary Practice in Marketing
	Integrated Marketing Communication	Brand Management
	B2B Marketing	Marketing Analytics

Finance (Major)		
Trimester III	Trimester IV	Trimester V
Financial Statement Analysis & Credit Appraisal	Security Analysis & Portfolio Management	Business Valuations & Corporate Restructuring
Financial Modelling-I	*Strategic Financial Management	Corporate Tax Planning & Management
	Personal Financial Planning	International Finance & Risk Management
	Financial Modelling - II	Financial Derivatives

Sr. No.	Course / Projects
1	MOOCS – 3 Courses
2	Social Sensitivity Project
3	Live Projects
4	Industry Research Projects
5	Research Papers presentation (2 papers*3 credits)
6	Publications (2 papers* 3 credits)
7	NCFM Certification (2 courses* 3 credits)
8	Workshops (0.5*3)



Why MSC

- At MSC, the approach is diversification to institutions
- EM countries have, on average, higher growth rates which may be able to sustain growth
- Capital market liberalization allows investors to those markets

jims
SECTOR-5 ROHINI

FELLOW PROGRAM IN MANAGEMENT (FPM)

The Fellow Program in Management at JIMS Rohini, is a four year full-time Doctoral Program, 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 four years 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:

- ① Linkage of Program with Industry Projects
- ② Guidance by eminent and highly experienced faculty
- ③ Access to reputed journals and online databases
- ④ Support in patenting and copyrighting innovative ideas
- ⑤ Access to JIMS Incubation Centre
- ⑥ Monthly stipend & support for conference/seminar participations
- ⑦ Career guidance and support through CRMC
- ⑧ Access to JIMS-Wide network of corporates & alumni

Course study/ credit requirements

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

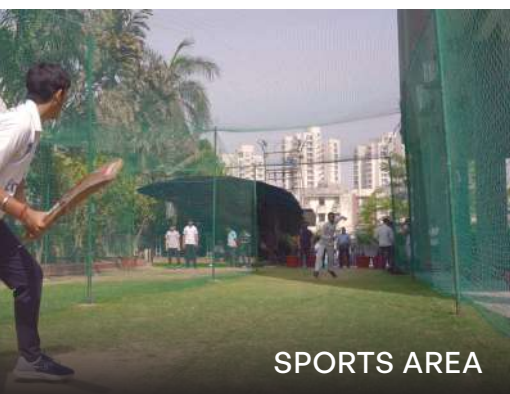
Modules	Code	Course Title	Credit
Module 1	FP01	Research Methods in Management	3
	FP02	Statistics for Management	3
	FP03	General Management	3
	FP04	SPSS Module – 1	3
Module 2	FP05	Stream Specific Module 1	3
	FP06	Stream Specific Module 2	3
	FP07	Stream Specific Module 3	3
	FP08	SPSS Module – 2	3
Module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

INFRASTRUCTURE





CAMPUS



SPORTS AREA



CANTEEN



COMPUTER LAB



SPORTS AREA

JIMS: SOCIAL INITIATIVES

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 share 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:

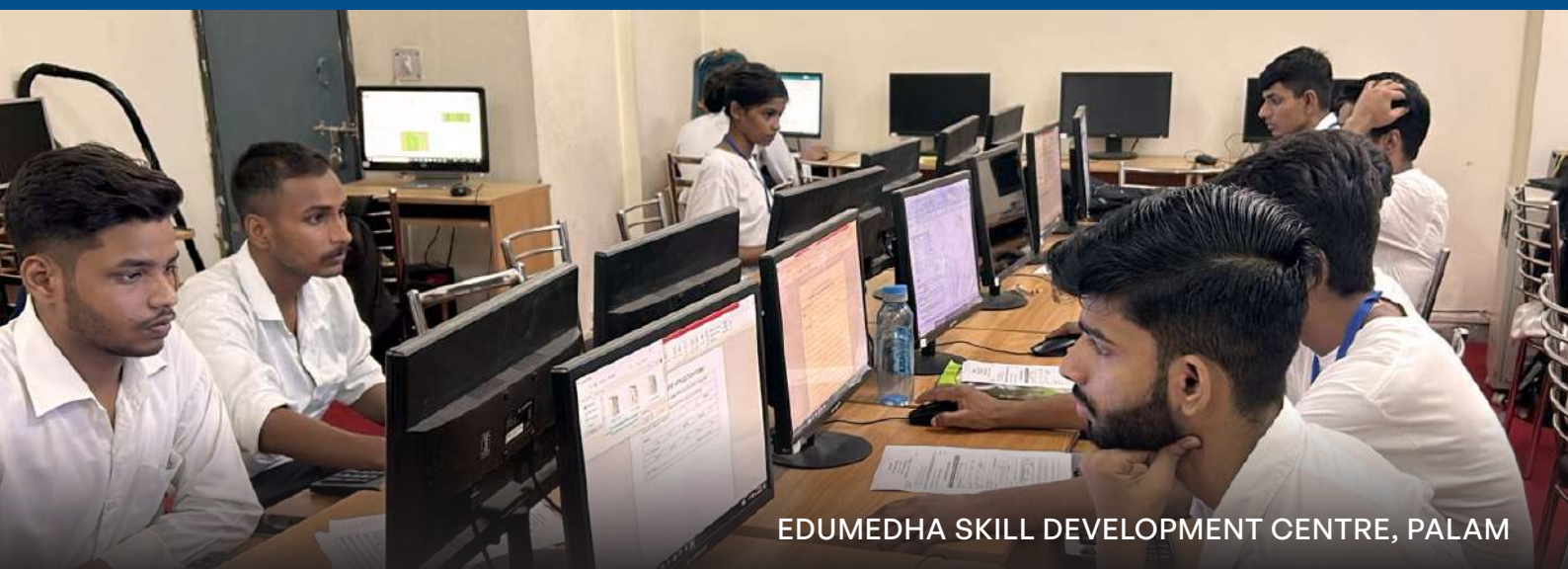
EDUMEDHA

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!



HEALTH CAMP FOR ORPHANED CHILDREN, DWARKA



EDUMEDHA SKILL DEVELOPMENT CENTRE, PALAM

COLLABORATIONS WITH VARIOUS NGO'S

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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 Institution take pride in having integrated our goals and mission with 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

The Industry Academia Interface at JIMS Rohini bridges the gap between theoretical knowledge and real world applications. Through workshops, seminars, expert talks, and industrial visits, students gain practical experience and insights from industry leaders.

These initiatives enhance their technical expertise, communication skills, and professional mindset, preparing them for the challenges of the corporate world. This exposure cultivates the necessary skills for success in the fast-evolving business landscape.

WORKSHOPS

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

SEMINARS

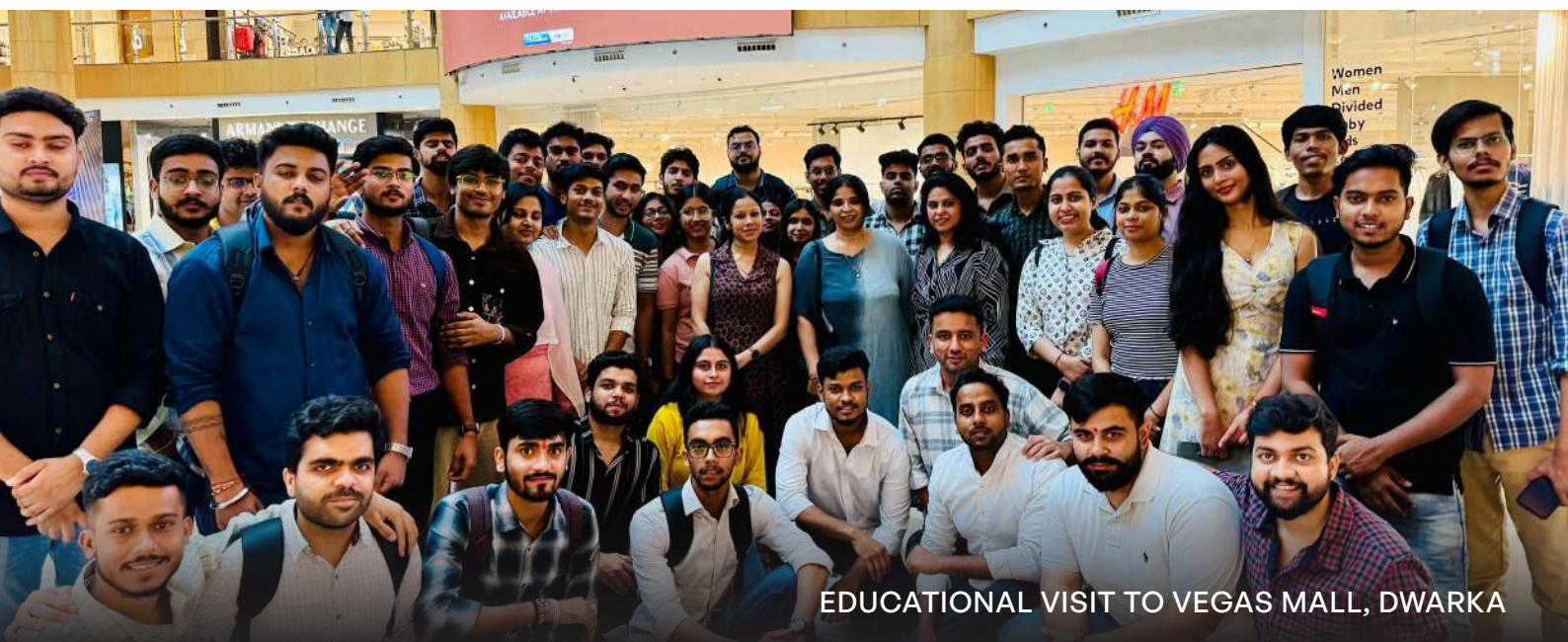
Seminars are conducted where students get to interact with industry professionals who talk about changing environmental factors and how to adapt to them. Students are familiarised with adaptability in the corporate sector during changing times, workplace practices and rapid digitalization.

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, giving oral and visual presentations, laying a foundation of confidence which would make them successful businessmen.



EDUCATIONAL VISIT TO VEGAS MALL, DWARKA

NATIONAL CONCLAVE

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 offered 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 the latest trends in HR.



ANNUAL INTERNATIONAL CONFERENCE

International Conference on Advances in Management Practices (ICAMP) is a prestigious event that gathers experts, researchers, professionals, and academicians from various parts of the world to share their insights, discoveries, and advancements in the area of management. This conference is organized every year by JIMS, Rohini, Delhi and serves as a vital platform for cross-border research collaboration, networking, and the exchange of innovative ideas. The essence of ICAMP lies in its ability to bring together diverse perspectives and foster a global dialogue on pressing issues and emerging trends. Participants engage in keynote speeches, panel discussions, workshops, and research paper presentations, covering a wide range of topics relevant to the conference theme. This dynamic exchange not only enhances the participants' understanding but also contributes to their collective knowledge base of the field.



ENTREPRENEURSHIP DEVELOPMENT CELL

JIMS has been visionary in its approach to creating solutions for future management demands and in accordance constituted an Entrepreneurship Development Cell (EDO) for its students. The Entrepreneurial Development Cell (EDC) at Jagan Institute of Management Studies (JIMS) is designed to cultivate an entrepreneurial mindset among young students. In a dynamic and evolving Indian market characterized by job market volatility and skill shortages, the EDC aims to empower students with innovative, strategic, and disciplined thinking. The goal is to not only equip students with the skills necessary for self-employment but also to contribute to broader social and economic growth of the nation.

WHAT EDC DOES

JIMS Rohini offers an entrepreneurial ecosystem through workshops, mentorship programs, and incubation support. Students gain practical knowledge in entrepreneurship, business planning, and financial literacy. The institute also organizes competitions, pitch events, and networking opportunities with industry professionals and investors, fostering innovation and collaboration. These initiatives equip students with the necessary resources, guidance, and connections to launch and grow their own ventures successfully.

VISION OF THE EDC

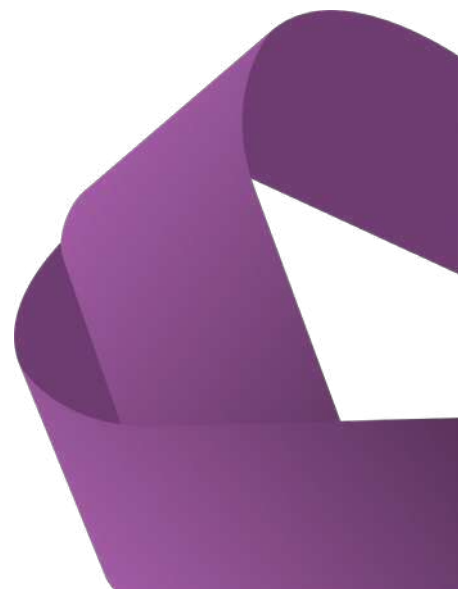
To create a vibrant ecosystem where students embrace entrepreneurship as a viable and attractive career path, contributing positively to society and the economy while achieving personal and professional growth.

MISSION OF THE EDC

To foster an entrepreneurial spirit among students by developing their innovative capabilities, strategic thinking, and disciplined approach, enabling them to create self-sustaining businesses that drive social and economic progress.

KEY HIGHLIGHTS

- Incubation facilities for students planning to pursue Entrepreneurship
- Financing support for startups
- Facility to participate in national-level competitions
- Dedicated mentoring support by Industry and Alumni
- Potential growth opportunities for aspirational students in the area of innovation and entrepreneurship.



MANAGEMENT DEVELOPMENT PROGRAM

KRIBHCO

Prevention of Sexual Harassment



Power Grid Corporation of India Ltd.

Yoga and Meditation for Mindfulness



Power Grid Corporation of India Ltd.

Negotiation and Interpersonal Skills



Canara Bank

Team Building and Communication Skills



Pharmaceuticals & Medical Devices

Bureau of India - Advance Excel



IFFCO

Holistic Well Being



Gas Authority of India Ltd.

Finance for Non-finance



Grid Controller of India Ltd.

Cultivating Happiness



Punjab and Sind Bank

Achieve and Excel- Motivational Program



NBCC

Managerial Effectiveness



NTPC

Business Etiquettes and Team Building



TRANSCO

How to Say it at Work





BEYOND THE CLASSROOM

OUTREACH CLUB

The Outreach Club stands as a vibrant hub, igniting a pathway for students to step beyond the confines of classrooms and immerse themselves in thrilling opportunities. In collaboration with industry giants like Flipkart, Colgate, V-Guard, HUL, and many more, the club offers platforms where students can represent our institution at prestigious events, gain real-world business insights, and turn theoretical knowledge into practical experience.

SPORTASTICO – THE SPORTS CLUB

The 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. Our mission is to foster a culture of physical fitness, sportsmanship, and teamwork while promoting the overall well-being of our members.

ANALYTICA – THE BUSINESS ANALYTICS CLUB

The Business Analytics Club aims to provide its members with the knowledge, skills, and opportunities to excel in the field of business analytics while fostering a supportive and collaborative community. The club offers a wide range of workshops, seminars, and training sessions to enhance students' analytical skills in the areas of data visualization, statistical analysis, machine learning, and more.

MARQUEST – THE MARKETING CLUB

The Marketing Club's goal is to assist students in developing their marketing abilities through hands-on activities, seminars, and workshops. Through professional connections, on-campus events, and management games, the marketing club seeks to give students a platform for engagement and the presentation of their creative and marketing-focused ideas.



EXPRESSION - THE LITERARY AND DRAMATICS SOCIETY

A closely knit society of few members with literary and theatrical inclination, its functioning is completely democratic - the students are at the helm of planning, organizing and performing various activities and events periodically. Debates, declamations, word-plays, literary quizzes, book cover design contest, extempore, expert interactions, monologues/ mimicries have been some of the events organized and conducted under the aegis of the Society in the past. The Society also takes pride in its annual publication – Eldorado, a magazine by PGDM students.



INVESTOFIN – THE FINANCE CLUB

Investofin The Finance Club of JIMS is a passionate group of students dedicated to exploring the fascinating world of finance. Investofin offers hands-on workshops on topics like stock markets, personal finance etc, seminars to hear from industry professionals who share their experiences and insights helping students to understand real-world applications of finance, networking opportunities with professionals in the finance industry, opportunities to participate in competitions, simulations, and group projects that make learning about finance interactive and enjoyable.



CREADOR – RETAIL CLUB

The club aims at bringing fresh new ideas to life through organizing themed events, quirky games, out-of-the box challenges, and various interesting competitions. The club organises Retail Summit annually bringing retail minds in the industry and students on a common platform for deliberations and discussions on latest affairs in the retail industry. It also offers students opportunities for growth, skill building and fun.



BIZINTRUDERS – IB CLUB

BizIntruders is the International Business Club aimed at helping students develop a better understanding of global business dynamics. The club's objective is to provide a platform for students to explore international business practices, improve their critical thinking, and develop skills that will help them thrive in a globalized world. The club is focused on creating opportunities for students to apply their classroom learning to real-world scenarios and interact with industry experts.



EKYUM – CULTURAL CLUB

The cultural club of JIMS Ekyum, gives students a chance to show their creativity while having fun and exploring their artistic skills. It also creates a friendly space where students can connect and let their talents shine. The five hands in the logo stand for FOCUS: Friendliness, Opportunity, Creativity, Understanding and Skill Growth. The club is responsible for various cultural & social events organized in and outside the college. The club ensures that the talent of the students is identified and honed to make them participate, learn and enjoy, thereby balancing academics with extracurricular and co-curricular activities across various art and culture events. These activities keeps students active and energetic on a vibrant campus.





CRMC (THE PLACEMENT CELL)

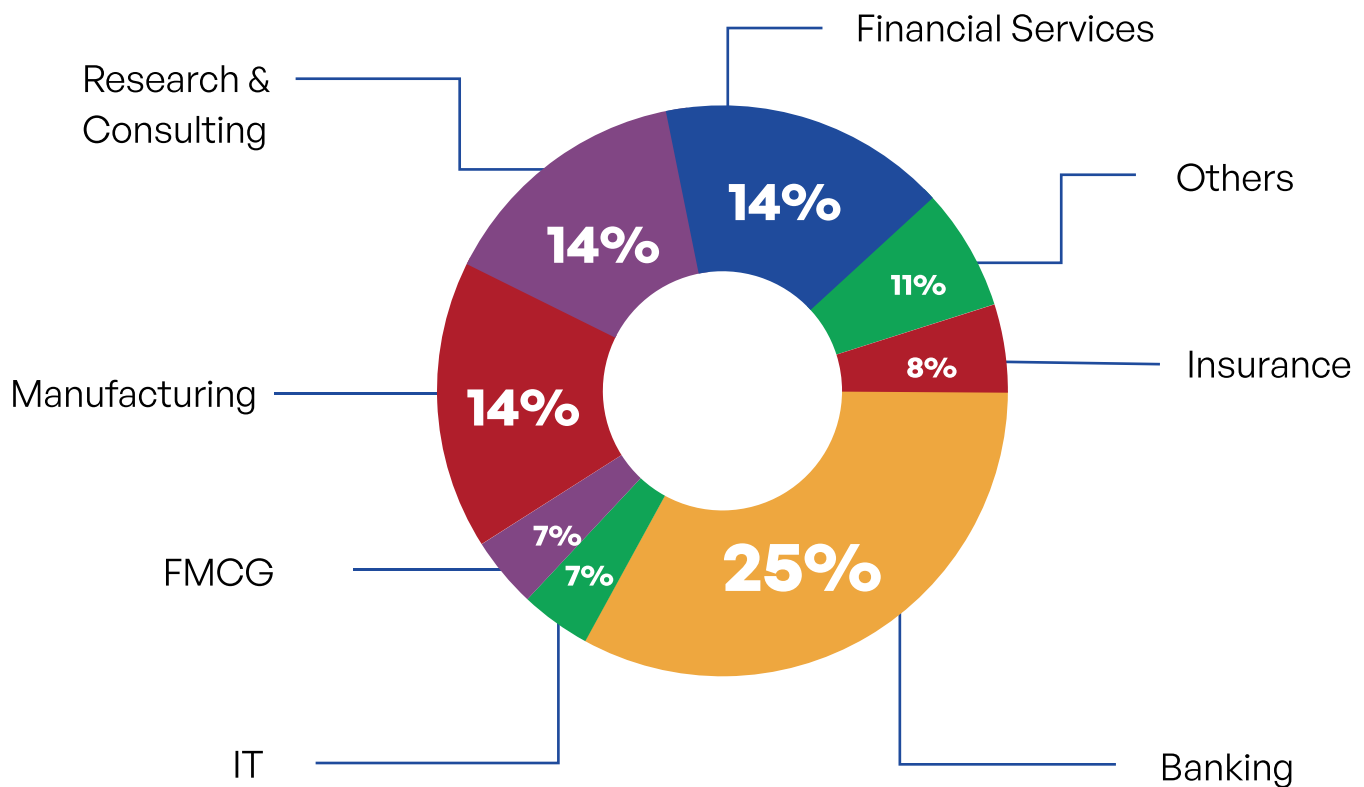
The institute is committed to providing placement opportunity to all eligible students. JIMS placement centre known as CRMC (Corporate Resource Management Centre) performs an enabling and empowering function for its students. Every effort is made to enable the students to groom themselves well and compete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

The activities of the CRMC department 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 students in writing their Curriculum Vitae, along with other efforts like conducting soft skills workshops and arranging of special lectures by leading recruiters and pre-placement talks to enhance student's competencies.

Students at JIMS are very active collaborators in the placement activity. The Student Placement Committee (SPC) consists of 4 elected members from each section having a total of 20 members from each batch. SPC is constituted and mentored by CRMC to provide students with opportunities 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 2022-24



24 LPA

Highest Package

9.05 LPA

Median Package

190+

Recruiters

100%

Placement

(For eligible & interested candidates)

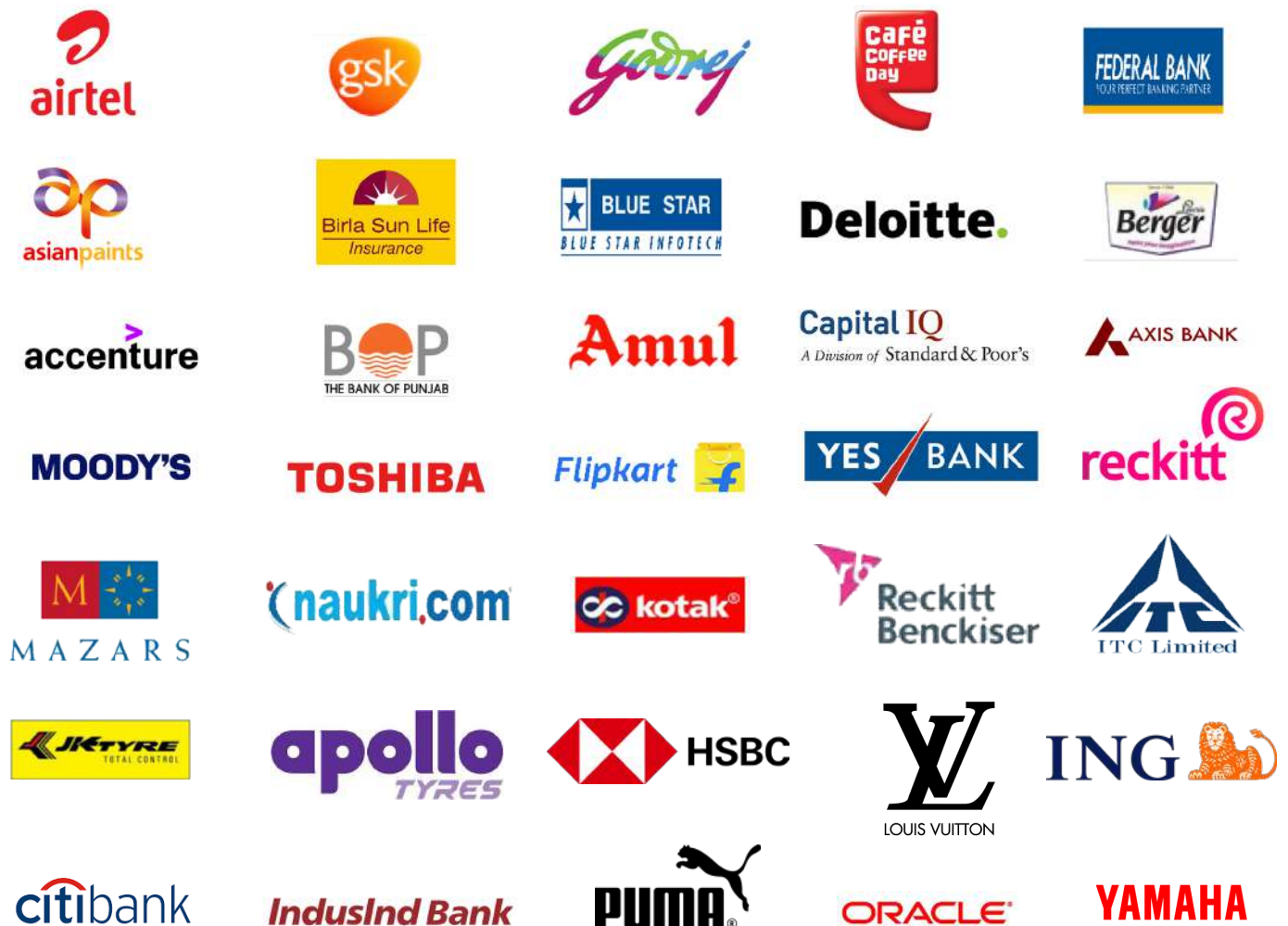
PROMINENT RECRUITERS



SUMMER INTERNSHIP 2023-25

- DURATION**
15th April – 15th July
- COMPANIES**
80
- HIGHEST STIPEND**
Rs. 26000/-

MAJOR SIP RECRUITERS



JIMS ELITE ASSOCIATION

THE ALUMNI CONTRIBUTION

JIMS Elite plays a vital role in shaping the institution's growth and student success. Every year, the member of JIMS Elite they actively contribute through mentorship programmes, guest lectures, workshops, and networking opportunities, offering valuable industry insights and guidance. Their ongoing engagement not only strengthens the connection between the institute and the corporate world, but also provides students with the tools, resources, and connections necessary for career advancement. The alumni network serves as a powerful platform for learning and collaboration, benefiting both current students and graduates.



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 many more such opportunities. These gatherings serve as invaluable platforms for the 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.



A FEW PROMINENT ALUMNI



Deeptie Sethi
PGDBM 1995-97
CEO,
PRCAI



Puneet Sethi
PGDBM, 1999-01
VP- Employee Benefits &
Strategic Alliance, Reliance
Nippon Life Insurance



Saurabh Goel
PGDBM 2000-02
Senior Director Global Supply
Chain, Capgemini



Sharad Sindhwani
PGDBM 2000-02
Business Head - Firstnaukri.
com, Info Edge India Ltd



Amit Vikram
PGDBM 2001-03
AGM- Organizational Change
/ Transformation,
HCL Technologies



Anchal Jain
PGDBM 2001-03
Associate Director,
Accenture



Anil Chaudhary
PGDBM 2001-03
Sr. VP & National Business
Manager- Life Insurance,
AU Small Finance Bank



Deepti Viz
PGDBM 2002-04
Director,
HoneyWell

ALUMNI SPEAK



Aarzvi
PGDM (2020-22)
HCL Tech

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.



Shubhika Sharma
PGDM (2020-22)
EY GDS

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.



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

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.



Shilbhadra Maiti
PGDM (RM) (2020-22)
EY

A curious 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.



Puneet Grover
PGDBM (2003-05)
Yes Bank

The trajectory of my career saw an exponential growth all because of the lessons learnt from the institution. The experience was metamorphic, manifold and multidimensional.



Jatin Sabharwal
PGDBM (2003-05)
Tata Steel Industrial Consulting

I chose JIMS PGDM, as the overall approach, design and pedagogy of the program, with weekend classroom blend, provided a perfect fit for my purpose in pursuing it while continuing my professional career in parallel. In fact, I say it also led to my career in Edtech, Executive & Management development, Consulting space.

GLOBAL ACADEMIC ALLIANCES

- SAQS Accreditation
- Placements
- International Faculty Sessions
- Guest Sessions / Symposium
- Collaborative Research
- Seminars and Conferences
- Study Tours



Auckland Institute of Studies
(New Zealand)



DOMINION
UNIVERSITY COLLEGE

Dominion University College
(Ghana)



Financial University
(Moscow, Russia)

MENTORING

At JIMS Rohini, students benefit from personalized mentorship provided by a strong network of alumni, faculty, and corporate recruiters. These mentors offer valuable insights and guidance, helping students enhance their skills and prepare for successful careers.

ALUMNI

Our alumni network plays a crucial role in student development through personalized mentoring. Alumni, alongside faculty and corporate recruiters, offer guidance that helps students navigate the professional world. By sharing their experiences and expertise, mentors provide invaluable insights into career growth, skill enhancement, and industry trends, ensuring that students are well-equipped for success in their chosen fields.



FACULTY

Faculty mentoring is an essential part of student development. Our experienced faculty members provide personalized guidance, helping students refine their skills, enhance academic understanding, and chart their career paths. With their deep industry knowledge and academic expertise, they nurture students' growth, ensuring they are well-prepared for the challenges of the professional world. Faculty mentorship empowers students to reach their full potential and supports them through both academic and career milestones.



CORPORATE

Corporate recruiter mentoring at JIMS Rohini bridges the gap between academic learning and real-world applications. With guidance from industry leaders, students gain valuable insights into the expectations and demands of the corporate world. This mentorship helps refine their skills, enhances their professional approach, and equips them with the tools needed to succeed in competitive job markets. Through this exposure, students build a strong network and receive career-focused advice directly from experts, giving them an edge as they transition from academia to industry.



LIFE AT JIMS







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@jimsrohinisector5



@jimsrohinisector5







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management-studies



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