





RECRUITER'S GUIDE



Dear Recruiter,

IIM Kozhikode is an institution of national impact and international repute. As an Institute continuously striving to become relevant to the society at large, we have taken giant steps towards creating a unique brand of competent yet compassionate managers.

Collectively, we achieve our vision of *Globalizing Indian Thought* by creating thought leaders and industry stalwarts with a human touch. At IIMK, the rigorous academic learning is complemented by corporate interactions enabling our students to achieve wholesome growth. This learning is also supplemented by participation in functional groups, committees, social development projects in the local community, and a variety of activities linked to the industry. This unique blend of curricular and extra-curricular activities like Sports, Cultural and Management Festivals, Workshops and Seminars exposes the students to real-life management challenges and creates an ethos of continuous learning and improvement. We will continue to match pace with the changing times and keep our students updated with the most relevant knowledge.

We are glad to present this diverse pool of talented individuals brimming with energy and enthusiasm to take on the world outside the B-school. We look forward towards forging a long-term relationship with your esteemed organization in the near future.

Thank you for placing your trust in us.

Regards,
Kulbhushan Balooni
Professor & Director (In-charge)
Indian Institute of Management Kozhikode







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AMBA Accreditation

In 2010, IIM Kozhikode was awarded the AMBA accreditation for the PGP and EPGP programs. AMBA provides credibility to IIMK's courses internationally, and drives the institute to keep its courses up-to-date and in tune with the international standards. This credibility will be used to propagate the Institute internationally and build on the aspects required to make IIMK a truly global player in education.

- 2015 Batch of PGP 19 was inducted. IIM Kozhikode was appointed as the mentor for IIM Amritsar
- The Batch of PGP 18 with an average work experience of 27 months was inducted. The second PAN IIM World Management Conference was held during November 5 8, 2014.
- The female ratio in the PGP batch of 2013-15 increased to 54%, the highest figure across all IIMs. The faculty strength increased to 64. The first batch of the Executive Post Graduate Program students was inducted on April 6° in the IIM Kozhikode Satellite Campus Kochi. Number of Management Development Programs (MDPs) conducted increased to 84.
- The Indian Business Museum was set up. PGP admissions increased to 356. Launched the journal IIM Kozhikode Society & Management Review.
- 2011 IIMK made history as the first B-school to host an entire cabinet of ministers. The management workshop titled "Governance Insights for Transformation (GIFT)" was delivered to the Kerala cabinet by faculty led by the Director Prof. Debashish Chatterjee.
- Awarded the AMBA accreditation. The female ratio in the PGP admissions increased to 33%. PGP admissions increased to 311. Signed an MoU with Yale University to launch the Yale India Leadership program facilitating the establishment of the Centre of Academic Leadership (CEAL).
- 2009 PGP admissions increased to 290.
- 2008 PGP admissions increased to 261. Fourteen MDPs were held.
- 2007 IIMK was ranked as the fourth best management institute in India (Source: Business World, 24th December, 2007). IIMK started the Fellow Program in Management (FPM).
- 2006 PGP admissions increased to 180. IIMK became one of the fastest growing B-Schools in India.
- 2005 IIMK attracted international recruiters for the first time. The International Exchange Program was launched with three major universities.
- 2004 Started international collaboration with two leading European Schools ESCP-EAP, France and EBS, Germany.
- 2003 IIMK moved to its own hill-top campus. Late President APJ Abdul Kalam graced the occasion. PGP admissions increased to 120.
- 2002 IIMK incubated the 'Center for Excellence' with the support of the SC/ST Development Department of Kerala, the only such initiative taken by any IIM to uplift the backward classes.
- The construction of the campus began. Designed by the Late Joseph Allen Stein, Mani & Chowfla, the architecture is a harmonious blend of traditional regional influences and modern, functional style. The first MDP as well as the Executive Education Program on the Interactive Distance Learning (IDL) platform began.
- 2000 The site for the hill-top IIMK campus was identified. The first FDP started.
- 1999 The first batch of IIM Kozhikode students graduated.
- 1997 The pioneer batch of 42 students began classes at the NIT Calicut campus.
- 1996 IIM Kozhikode, the 5° Indian Institute of Management, was established in 1996 by the Government of India in collaboration with the Government of Kerala.

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

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

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

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





Library & Information Center

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

Over the years, LIC has registered significant progress and brought worldwide recognition and laurels to IIMK. The LIC at IIMK is a digital delight, available 24 hours a day, spanning the entire campus. It is a perfect blend of digital, audio, video and print media with cutting edge technology. It is an outstanding knowledge-centre catering to the faculty, students and research scholars. It houses over 35,500 books in print form, 277 print journals, over 2,00,000 e-books, 6120 bound volumes of research journals, 15,000 corporate annual reports and more than 20,000 e-journals from India and abroad, in addition to 3,700 CD-ROM publications on contemporary issues.

The audio/visual unit in the LIC hosts over 274 educational videos covering a wide range of disciplines in management. IIMK is an active member in the IIMS' Library Consortium as well as the Ministry of HRD's INDEST Consortium. The annual rupee equivalent of document resourcing in the LIC is around 5 crores. IIMK is the UNESCO Coordinator of Greenstone Software for South Asia region. IIMK is also developing special documentation centers on the European Union and the ASEAN countries.





Computing Facilities

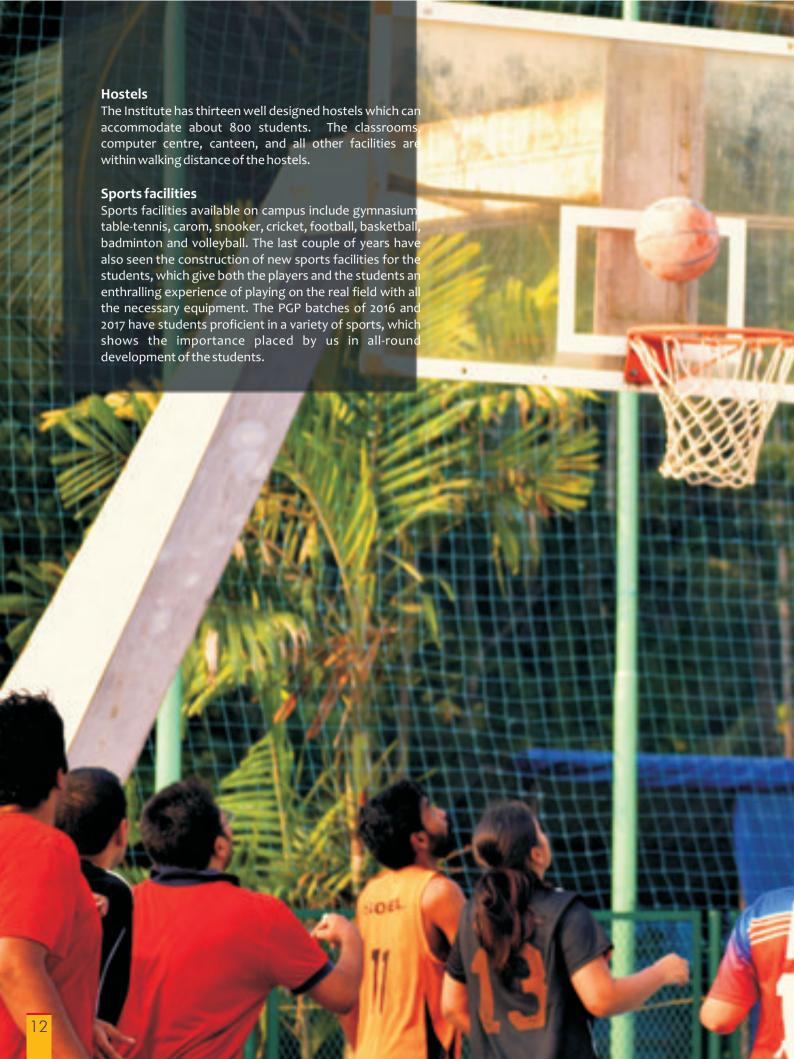
At IIMK, we view information technology not only as critical infrastructure needed for supporting modern academic needs but also as a central component of the academic process itself. IT facilities at IIMK include powerful computers that provide support for diverse computing requirements, access to bibliographic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

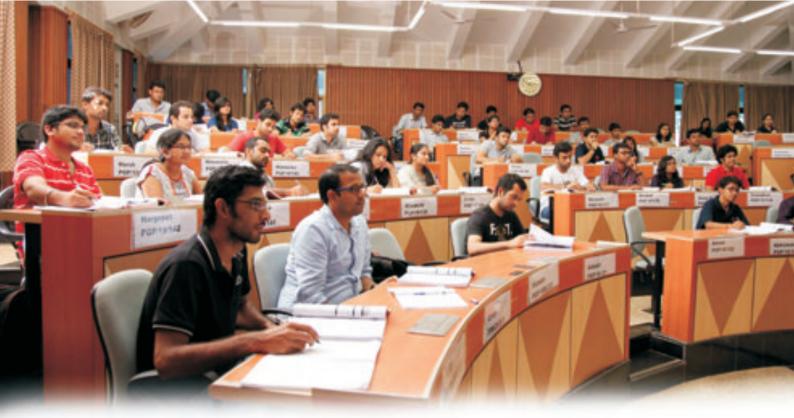
Computer Centre (CC) provides distributed and clustered computing facilities across the campus through a wired and wireless backbone running across the campus. The campus is fully Wi-Fi enabled. A wide range of latest software tools and office automation packages are available for the IIMK fraternity.

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

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

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





PGP

The two-year Post-Graduate Program in Management is the flagship educational program preparing young graduates for senior level positions in the industry. In the first year, students undertake 61 credit foundation course in various functional areas, which is followed by 8-10 weeks of summer training in various business organizations.

The second year comprises of a wide range of elective courses across verticals. Students take 42-51 credits. Some of the courses are of two credits (twenty class contact hours) and others of three credits (thirty class contact hours).

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

Consistent with the Institute's goal of creating business leaders who are socially and environmentally responsible, each student is required to provide active planning and execution help to non-profit organizations. The students also undertake compulsory courses on Business Ethics, Social Transformation of India and Environmental Management in their first year.

The Social Development Project

The Social Development Project (SDP) begins at the end of the first year of the Programme and runs through the entire programme duration of each student in the Institute. The objectives of the social development project are to broad base management education and practice, and to orient the students to appreciate the larger socio-economic and political conditions in the country. Specifically, the objectives are to:

- Bridge community-institution gaps,
- Enable students to appreciate, understand and to extend their skills to the management of public services and resources, and
- Develop an orientation for providing solutions to problems and issues faced in the management of public utilities, institutions and services.





Aligning Curriculum towards Corporate Social Responsibility

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

Aditya Birla Scholarship

Central sector Scholarship for SC students Offered by the Ministry of Social Justice and Empowerment

Central sector Scholarship for ST students Offered by the Ministry of Tribal Affairs

National Handicapped Finance and Development Corporation scholarship

Devang Mehta Business School Awards

IIMK Merit Scholarship

IIMK Need-Based Scholarship

Merit cum Means Scholarship

NTPC Scholarship

OP Jindal Management Scholarship

Pratibha Scholarship Offered by Government of Andhra Pradesh

Rajarshi Sahu Maharaj Scholarship Offered by Government of Maharashtra

Sir Ratan Tata Trust Scholarship

Societe Generale Global Solution Centre Pvt. Ltd. Scholarship

Social Transformation in Ind Organizational Behaviour Managerial Communication Management Accounting Micro Economics

Marketing Manageme Business Computing Business Ethics Financial Management
Macro Economics
Operations Management
Operations Research
Business Laws
Strategic Management
Environmental Management

Electives

Economics

Game Theory
Business & Government
Econometrics for Business

Public Policy Analysis: Frameworks & Applications

Finance, Accounting & Control

Financial Reporting & Analysis
Financial Derivatives
Strategic Financial Management
Mergers, Acquisitions & Corporate Restructuring
Project Finance
Strategic Cost Management

Strat<mark>egi</mark>c Cost Management Fixed Income Securities

Financial Risk Measurement and Management Management of Financial Services Investment Analysis and Portfolio Management Commercial Bank Management

Hedge Fund Strategies
Corporate Valuation

Marketing

Strategic Marketing
Business to Business Marketing
Marketing of Services
Consumer Behaviour
Integrated Marketing Communication
Product Policy and Brand Management
Retail Management
Rural Marketing
Advanced Methods in Marketing Research
Personal Selling

Sales and Distribution Management

Humanities & Liberal Arts

Globalization and Culture
Communication as Impression Management
Cross Cultural Communication
Industrialization: Perspectives from World History
The Origins and Character of Multinational
Corporations:
A Global View



Information Technology & Systems

Business Intelligence Systems Enterprise Resource Computing

E- Business

IT Risk Management

Cloud Computing for Business

Ethics in IT

Planning and Designing the Information Environment

IT Strategy

Healthcare Management with IT Management of IT Product & Services

Computational Advertising

Green & Sustainable Computing

Organizational Behaviour and Human Resource Management

Negotiations & Conflicts Resolution

Discovering Self

Organization Change & Development

Compensation & Reward Management

Legal Aspects of Human Resource Management Leadership: Applied, Conceptual and Evolving

Management Consulting: Profession & Practice

Behaviourial Analytics

Effective Hiring Skills

Strategic HRM

Performance Management

Learning & Development

Managing Employee Relations

Creativity & Innovation by Design

Talent Management

Quantitative Methods and Operations Management

Supply Chain Management Project Management

Six Sigma

Services Operations Management

Operations Strategy

International Logistics

Lean Systems

Green Business

Strategy

Strategic Analysis of Joint Ventures and Alliances

Entrepreneurship and New Ventures

Economics of Strategy

Mergers, Acquisitions, Joint Ventures and

Corporate Growth

Strategy Implementation

Strategic Flexibility and Resource Leverage in

Organizations

Strategic Management of Innovation

Business Models for the 21st Century

Corporate Governance & Social Responsibility

Strategic Analytics: Insights from Sport

Competitive Strategy – The Game of Poker

Inter Disciplinary

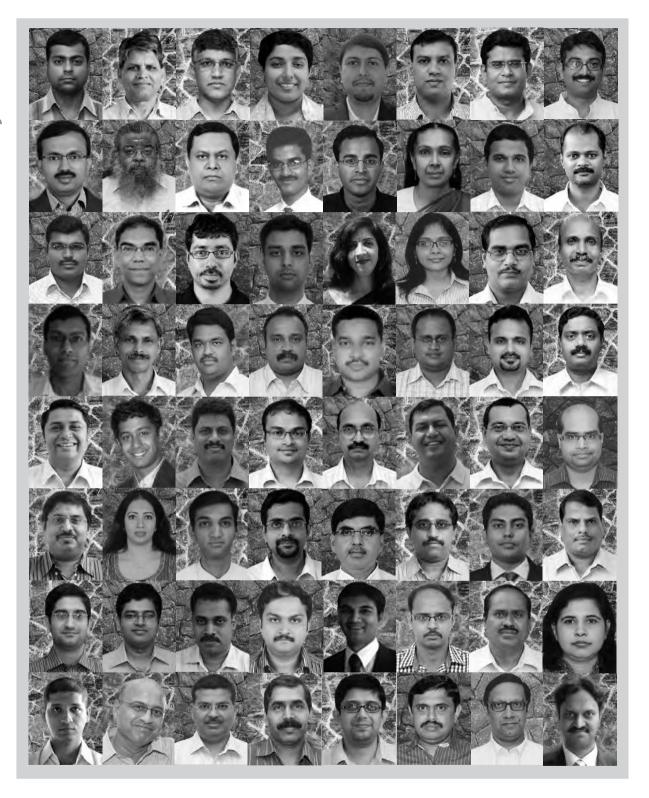
Pricing

Compulsory Workshop

- Entrepreneurship Workshop (Term IV)
- Consultancy workshop (Term IV)
- Leadership Workshop (Term VI)

Compulsory Course







ECONOMICS

Kausik Gangopadhyay

Ph.D. (University of Rohester)

Krishna K. Ladha

Ph.D. (Carnegie-Mellon University)

Kulbhushan Balooni

Ph.D. (Sardar Patel University)

Leena Mary Eapen

Ph.D. (Madras School of Economics)

Rudra Sensarma

Ph.D. (IGIDR Mumbai)

Shubhasis Dey

Ph.D. (Ohio State University)

Sthanu R. Nair

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MS (Washington University)

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Satish Krishnan

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Sanal Kumar Velayudhan

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Fellow (IIM Lucknow)

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Surya Prakash Pati

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Fellow (IIM Ahmedabad)

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Shovan Chowdhury

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Thangamani G.

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Rajesh Srinivas Upadhyayula

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Sumit Mitra

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Suram Balasubrahmanyam

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Ph.D. (IISc. Bangalore)

S. Subramanian

Ph.D. (ICFAI University)



IIM Kozhikode has a comprehensive Student Exchange Program, partnering with many reputed institutes in different countries. Around 100 students of the second year participate in the program and students from affiliate partners also spend a term at IIM Kozhikode and become deeply integrated with campus activities. The exchange program exposes students to innovative pedagogical techniques, sensitizes them to cross-cultural issues and provides them with a setting to test their skills in a global environment – all very crucial for today's global managers.

The partner universities for the International Exchange program at IIMK include:

Abu Dhabi University, Abu Dhabi Asian Institute of Technology, Thailand Audencia Nantes School of Management, France Bocconi University, Italy Catolica Lisbon School of Business and Economics, Portugal College of Commerce, National Chengchi University, Taiwan Cyprus International Institute of Management, Cyprus EDHEC Business School, France EM Strasbourg Business School, France ESCP, France ESSCA School of Management, France European Business School, Germany Foreign Trade University, Vietnam Group ESC Troyes, France ICN Business School, France IESEG School of Management, Lille, France ISCTE University Institute of Lisbon, Portugal Jean Moulin Lyon 3 University, France Jonkoping International Business School, Sweden Kedge Business School, France Leeds University Business School, UK Leipzig Graduate School of Management, Germany Management Center Innsbruck, Austria National Tsing Hua University, Taiwan Neoma Business School, France Norwegian School of Economics, Norway Plymouth University, United Kingdom Sabanchi University, Turkey Sungkyunkwan University, Korea Telecom E Cole De Management, France

TuDelft University of Technology, Netherlands





Other Programs

Executive Post Graduate Program (EPGP)

- Executive Post Graduate Program in Management (Part-Time)(EPGP-PT) Kochi Campus
- Executive Post Graduate Certificate in Strategic Management (EPGCSM)
- Executive Post Graduate Certificate in Financial Management (EPGCFM)
- Executive Post Graduate Certificate in Marketing Management (EPGCMM)
- Executive Post Graduate Certificate in Human Resource Management (EPGCHRM)
- Executive Post Graduate Certificate in Operations Management (EPGCOM)
- Executive Post Graduate Certificate in Information Technology Management (EPGCITM)
- Fellow Program in Management (FPM)
- Faculty Development Program (FDP)
- Management Development Program (MDP)





Life @ IIMK

- **24** The Committees
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- 25 Events at IIMK

The Committees

Students' Council (Studcon)

Social Service Group (SSG)

Media Cell

Backwaters Committee

Cultural Committee (CulCom)

Industry Interaction Cell (IIC)

Sports Committee (SportsCom)

Alumni Committee (AlCom)

Konquest

Entrepreneurship Cell (E-Cell)

Editorial Board

IT Committee (ITCom)

Mess Committee (MessCom)

Merchandising and Design Committee (MadCom)

Calicut Marathon Committee (CalMar)

Clubs

Atharva: The Quiz Club

Pro-Lit-Cult: The Literary And Debating Club

K-Matinee: The Movie Club Krescendo: The Music Club Theatrix: The Dramatics Club Tripod: The Photography Club Footvibes: The Dance Club K-Dio: The Campus Radio Kalakriti: The Arts Club

The Interest Groups

Omega (Operations Interest Group)

Konsult (Consulting Interest Group)

Abakus (Technology Interest Group)

mPower (Marketing Interest Group)

Financially Yours (Finance Interest Group)

HRiday (HR Interest Group) Economics, Politics and Society



Horizons

The annual management conclave of IIM Kozhikode, Horizons is organized by the Industry Interaction Cell (IIC). It brings together industry leaders from diverse sectors and offers a unique opportunity to students to learn from some of the leading minds in the country.

Horizons 2015, the thirteenth edition of the flagship event saw an eclectic mix of speakers from the corporate world and the field of public policy. With a motto of "enrich, enlighten, empower" and a theme of "leadership unbound", the conclave strived to align the creative ideas from management students across the country with the practical wisdom and experience of seasoned speakers.



- Dr. Shashi Tharoor, Former Under Secretary General, UN
- Mr. Madhukar Sabnavis, Vice chairman, Ogilvy and Mather, India
- Mr. S. V. Nathan, Director, Talent, Deloitte Consulting India
- Mr. Rahul Roushan, Founder, Faking News
- Dr. Sam Pitroda, Father of Indian Telecom Revolution
- Ms. Neelima Khetan, Director of CSR and Sustainability Coca-Cola South West Asia
- Mr. Arun Maira, former member of Planning Commission and former India Chairman of Boston Consulting Group
- Dr. Jayprakash Narayan, a visionary and founder of Loksatta party



IIC organizes **Vertical Summit**, a premier talk series involving speakers from each domain including Marketing, Consulting, Finance, Operations, IT, HR, and Strategy, all on the same platform. Aimed primarily towards the students of first year, this event is designed keeping in mind the need of the students to be well informed and have practical insights into each domain at the onset of making a career choice.

Speakers

- Mr. Prahalada V Karnam, Management Consultant, IBM
- Mr. Sunil Radhakrishna, HR Advisor, DCM Sriram Ltd.
- Mr. Aneesh Sen, VP, Digi Valet
- Mr. Angad Singh, Manager, Strategy & Operations Advisory, KPMG
- Mr. Rajesh Agarwal, IT Secretary, Maharashtra Government







Guest Lectures and Workshops

IIMK also hosted a number of workshops and guest lectures around the year. Notable names from the industry shared the current industry challenges and practices.

- Prashant Parameshwaran, Head, Consumer Insights, General Mills
- Mr. Anil Nayak, Director- Risk Analytics and Reporting for Credit Suisse Bank
- Mr. Sandeep Tyagi, Director HR- Samsung
- Dr. Pawan Agarwal, Mumbai Dabbawala Fame
- Deepa Thomas, Head of Corporate Communications & Pop Culture at eBay India
- E Sreedharan, Managing Director of Delhi Metro
- Subramanian Swamy, Economist, Author, Politician
- Sunder Madakshira, VP, Marketing and Communications, SAP Labs India
- Shruthi Challa, Indian-American entrepreneur, adviser and international public speaker
- Mansoor Khan, Director, Producer and Author
- Malli Mastan Babu, IIM Calcutta and IIT Kharagpur alumnus, world renowned mountaineer
- Industry Analysis Workshop, WeFaculty
- Abhilash Tomy, Commander of the Indian navy, First Indian to circumnavigate the globe solo and non-stop

Backwaters

Backwaters is the Annual Management festival of IIM Kozhikode. Backwaters 2014 was a phenomenal success with more than 6000 participants from across 175 premier B-schools of India participating in events spanning across various management verticals. Backwaters 2014 through its flagship events, business simulation games, case studies, strategy events across six verticals (Finance, Marketing, Strategy, Operations, Information Technology and Human Resources) as well as spot events gave an opportunity to students from the best B-schools to apply their classroom concepts to the real world.

K-Starter

The Entrepreneurship Committee (E-CeII) of IIM Kozhikode conducts an engaging series of meet-ups among students. The sessions are targeted at inducing discussions on entrepreneurship, the next big thing, the skills needed to tap the opportunities of the future etc.



Hackathons

A new initiative where students get together for intense 2-3 hour sessions, organize themselves in teams and hack at a given startup business challenge.

Sangam and Nostalgia

The Alumni Committee acts as the bridge between the past and the future, and networks with the alumni to bring them closer to the students by organizing workshops and lectures and facilitating one-on-one interactions.

The two major events organized by Alumni Committee are Sangam and Nostalgia. Nostalgia, the annual Alumni meet, is the flagship event of the Alumni Committee and is held in late-January. An evocative event that marks homecoming, celebration and unparalleled joy of communion with the alma mater, it is an ideal opportunity to renew old bonds, foster new ties and relive the magical moments all over again.

Sangam is the annual Alumni-Student Meet which is held across 7 Indian and 4 foreign locations in May. It provides a platform for the Alumni to reconnect, and for the (15) current students to form meaningful connections with their seniors in the industry, thereby narrowing the gap between the academia and the corporate world.

The Alumni Committee also carries out various initiatives around the year, such as the Mentorship series – an online platform where students' queries are resolved by the experienced alumni foremost in their fields – and the AlumnUs series that puts the spotlight on some of the star achievers amongst the alumni of IIM Kozhikode.















Calicut Mini Marathon

Started in 2010 with the aim of generating social awareness on issues plaguing our society and providing a platform for civic engagement, Calicut Marathon has since grown into one of Kerala's biggest sporting events. This event is a celebration of sportsman-spirit and the passion to run for a cause. Supporting different themes over the years, 'War on Waste', 'Be the change', 'Transforming lives', 'Empowering Women' and 'Organ Donation', Calicut Marathon, organized by IIM Kozhikode, joins hands with NGOs, district administration and civic authorities to become an essential cog in the wheel of change.

The sixth edition, organized in association with the District Administration of Calicut and Kerala Traffic Police, promoted road safety through the slogan 'Safety Doesn't Happen by Accident' and saw 3,500+ marathoners running shoulder to shoulder on 1° March 2015 starting from the Calicut beach. The uniqueness about this initiative is not just organizing the marathon but using it as a platform to identify a crucial issue in the society, collaborating with corporate houses, schools and colleges in spreading awareness and sensitizing the public. For the Marathon, a lot of lead up events are organized every year that bring together people from all walks of life; like running workshops, sand art, flash mob, and competitions for college students.

Echoes

The Cultural Committee organized Echoes, the annual cultural event of IIM Kozhikode in the 3rd week of February, 2015. The theme for the year was 'Interstellar' and all the events and activities revolved around the same. Echoes 2015 witnessed participation from numerous colleges across India and was supported by a strong network of sponsors. However, the biggest highlights were the grand performances by Shilpa Rao, Raghu Dixit and the carnatic rock band Agam. The final event "Rampage-the fashion show" was marked by the crowning of the Samagra Queen who won a silver necklace sponsored by Samagra Jewels and the Zella Diva who received a diamond ring from Zella.

Echoes is known for its numerous lead up events which accelerate engagement prior to the actual event. Last year's highlight was the "I Love Paani", the short film making contest which was conceptualized and judged by ace director Shekhar Kapoor. This year, events like 'Picture This' a photography competition and 'Hologram' a people engagement event were conducted which saw participation in huge numbers.

A very interesting school event "Bright Minds Challenge", held in Gujarati Hall, Kozhikode marked the close of Echoes. This event provided a platform for local schools to train their talented senior students on various parameters such as public speaking and essay writing. An award was given to the school with the best all rounded performance.

Idea to B-Plan

A start of series of workshops and guest lectures for guiding and imparting skills for starting a new venture for IIM Kozhikode students. A workshop of Ideation and problem identification, with collaboration with Thoughtworks was organised. This shall be taken forward this year by organising workshops in Legal aspects of start-ups, Funding aspects, Exit strategies, and pitching B-Plan to investors.





Start-Up Cell

This 3-round initiative (of which Round 1 is over) provides students a forum for putting their ideas into actions. Through a continued mentorship program from Alumni Entrepreneurs and others, E-Cell shall guide the students who have developed and submitted their B-Plan to E-Cell. Apart from mentorship and managerial assistance, Start-Up Cell also would help to provide financial aid from investors and venture capitalists

Sangram 2014

Sangram is the flagship inter-IIM sports meet at IIM Kozhikode, where a healthy sporting rivalry between IIM Kozhikode, IIM Bangalore and IIM Trichy is relived every year. Started in 2004 as an annual event between IIMK and IIMB, from 2012 onwards Sangram has seen participation from IIMT as well. Being hosted by IIMK and IIMB every alternate year, this event gives a platform to all the sports enthusiasts from the three leading institutes, to build stronger bonds amidst healthy competition. An epitome of sportsman spirit, Sangram acts as a team building activity for the students of all the three institutes. This year, IIM K won 4 gold, 14 silver and 5 bronze medals in various events, with a commendable performance in Badminton and Swimming.







Placements

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This year had 347 students participating in the placement process with 364 offers being made to them. The average annual compensation figure for this year stands at 15.22 lakhs per annum. A total of 99 recruiters participated in the Final Placements, with 36 being first time recruiters.

The highest domestic salary was INR 29.5 lakhs per annum. The number of Pre-Placement offers saw a marked rise of 38% over figures of last year. The major recruiters this season were Goldman Sachs, IBM Consulting, KPMG, Samsung, Snapdeal and Vodafone, who made a total of 73 offers.

New recruiters included Accenture Strategy, Axis Bank, Bluestone, Britannia, Cinepolis, Future Group, HP, Heinz, Hexaware, Idea, Infosys Management Consulting, InMobi, Lenovo, Snapdeal, Tata Communications, The Royal Bank of Scotland, and ZS Associates, among others.

Finance firms made offers to 19% of the batch with prominent recruiters like American Express, Axis Bank, Citibank, CRISIL, Dell, Deutsche Bank, Edelweiss, Fidelity, Goldman Sachs, HP, HSBC, ICICI, ICRA, J. P. Morgan, Nomura, SBI, The Royal Bank of Scotland, and Yes Bank offering roles in Investment Banking, Risk Analysis, Global Investment Research, Commercial Banking, Indian and International Financial Institution Management, and Cards Management.

Catamaran Ventures, the venture fund backed by Mr. NR Narayana Murthy, also participated in the hiring process for the first time at IIM Kozhikode this year.

Sales and Marketing domain saw 22% of the batch securing offers in companies like Arvind Lifestyle, Bajaj Auto, Bluestone, Britannia, Coffee Day Beverages, GSK Pharma, HCCB, Hansa Cequity, Heinz, HUL, Idea, ITC, Lenovo, Marico, Mogae Media, Nestle, People Interactive, PepsiCo, Pidilite, Raymond, Samsung, Snapdeal, Tata Steel, and Vodafone.

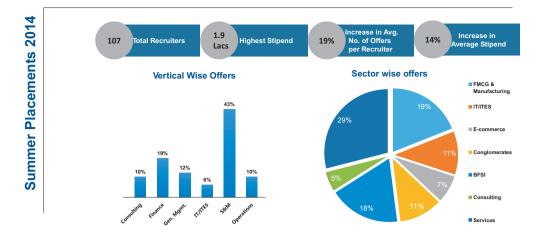
Diverse roles in the Consulting domain were offered by Accenture Strategy, Avalon Consulting, Cognizant Business Consulting, Deloitte, EXL Services, Genpact, IBM, Infosys Management Consulting, KPMG, MuSigma, Paramount, and ZS Associates to 24% of the batch.

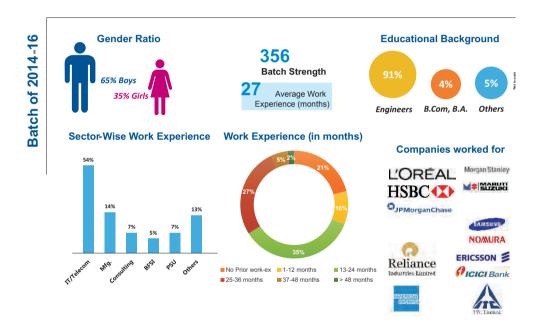
Roles in General Management were offered to 15% of the batch by Airtel, Aditya Birla Group, Altisource, Bosch, Future Group, Godrej, ICICI Prudential, Mahindra Group, Philips, Reliance, RPG, Snapdeal, TAS, and Tata Communications. InMobi, the mobile advertising company, offered a niche profile in General Management, recruiting a student to be a part of the founder's staff.

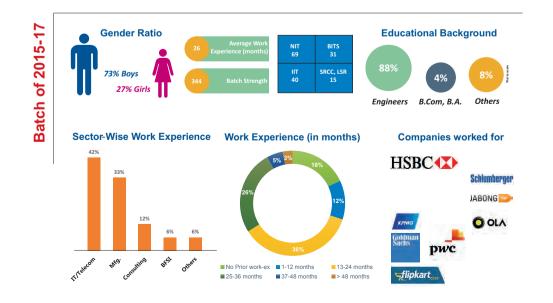
In the Strategy domain, Ananda Bazar Patrika (ABP Group) and Cipla offered notable roles. Students were handpicked for niche roles in Financial and Marketing Strategy by Mr. George Muthoot, Chairman of Muthoot Finance. Roles in Operations were offered by Amazon, Asian Paints, Flipkart and Snapdeal.

The technology, business intelligence and allied fields vertical included companies like Asian Paints, Accenture Technology Solutions, Capgemini, Google, HCL, Hexaware, HUL, Indus Valley Partners, Mahindra Comviva, Matrimony.com, Microsoft, Mindtree, Mphasis, TCS, and Wipro. Companies making international offers included Tolaram Group and Paramount Systems, with roles being based out of Africa and the Middle East. Two students from the batch of 2015 opted to sign out from the Final Placements this season; they plan to undertake higher studies and entrepreneurship ventures respectively.











Airtel i

Aditya Birla Scholarship

Airtel iCreate

American Express Centurion Challenge

Asian Paints Canvas

Citigroup Citi Women Leader Award

Crisil Young Thought Leader Award

Deloitte Maverick

Godrej LOUD

Harvard Business Review/McKinsey M-Prize for Management

HUL LIME

JPMC 'The Deal'

Mahindra War Room

OP Jindal Engineering & Management Scholarship

Philips Blueprint 2014

RPG Blizzard

Tata Business Leadership Awards

TATA Crucible Business Quiz

Tata Steel-a-thon

Titan Elevate

Winner

National Finalists

National Finalists

National Qualifiers

National Winner

National Winner

National Finalists

National Winner

Innovation Winner

National Finalists

National Finalists

National Qualifiers

National Finalists
National Finalists

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National Finalists

National Finalists

National Winner

National Finalists

National 4 finalists

Summer Placements

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

Lateral Placements

Lateral Recruitment process provides an opportunity for the students to leverage their prior work experience and negotiate with the organization for a designation higher than that of a management trainee or an entry role management graduate. Companies benefit by gaining from the added advantage of accessing a rich talent pool with relevant exposure to the respective industry.

Final Placements

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

Video Conferencing Facility

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

Recruitment Fee Structure for Placements 2015-16

IIM Kozhikode charges companies participation and recruitment fees that are dependent on the type of the placements process (Laterals/Finals), the offer (Foreign/Indian), and the number of recruits. The amount shall be communicated to companies directly by the Placements Office. IIMK being an educational institution wholly financed by the Government of India, is exempted from income tax under section 10 (23c) (iii ab) of the I.T. Act and therefore no tax need be deducted at source during the payment of the fees

SUMMER PLACEMENTS (October 2015)

What

An eight-nine week long internship at the organization provides students and organizations a mutual learning opportunity.

How

Step 1 (September, 2015 1st week onwards)

Companies make a PPT outlining the various roles/projects on offer during summers.

Step 2 (September, 2015 last week onwards)

Based on students' preference, the company's slot is confirmed by the Placements Committee. Resumes of interested candidates are sent to the company, and thereafter the shortlists are provided.

Step 3 (October, 2015 2nd week onwards)

Companies arrive on campus and after conducting their selection process, make offers to the students according to the manner prescribed for their slot.

Step 4 (April, 2016 to June, 2016) Students undertake their internship lasting 8-9 weeks.

Step 5 (June, 2016 to November, 2016)

Companies can offer PPOs during this time period, the acceptance of which shall be communicated at the end of Final Placements.

LATERAL PLACEMENTS (December 2015)

What

An avenue for companies to recruit students with substantial relevant work experience. The company can specify the candidates who they wish to interview.

How

Step 1 (November, 2015 2rd week onwards)

The company makes a PPT to the students interested and eligible to participate in the process.

Step 2 (December, 2015 2"week)
Resumes of interested candidates
are sent across to the company,
which then reverts with a shortlist.
Companies conduct interviews in
campus, at the end of which offers
are made to candidates. Candidates
must decide on acceptance before
the company leaves campus.

Step 3 (December, 2015)

Final acceptance of the offers are communicated to the company.

Step 4 (April, 2016)

Students who have finally indicated their acceptance of the company's offer are available to join work from April.

FINAL PLACEMENTS (January 2016)

What

Final Placements is an avenue for companies to pick future business leaders from the richest management talent pool in the country.

How

Step 1 (November, 2015 2[™] week onwards)

The company contacts the Placements Committee, schedules a date and makes a PPT to the students interested and eligible to participate in the process.

Step 2 (December, 2015)

The resumes of interested candidates are sent to the company. The company in turn reverts with a shortlist. The company's slot in the placement process is confirmed by the Placement Committee. The slot is determined by the students with the help of a democratic slotting process.

Step 3 (January 2016, 2⁻⁻ week onwards)

The placement process begins. Selection processes of various participating companies are organized by slot. Recruitment processes of companies in the same slot progress in parallel.

Step 4 (April, 2016)

Final acceptance of the offers is communicated to the company, and the students are available to join work from April.

ABG **Futures First** Madura F&L Reckitt Benckiser ABP Mahindra Gallup Consulting Reliance Capital Accenture Services Gargash Insurance Mahindra Comviva Royal Bank of Scotland Accenture Strategy **GE Money** Manipal Group RPG Airtel **GECF** Marico Akzo Nobel Genpact MarutiUdyog Ltd. SAB Miller Altisource Godrej Matrimony SAIL Max New York Life Amazon Godrej & Boyce Samsung **Ambuia Cements** Goldman Sachs McKinsev & Company SAP Labs **American Express** Google Mediaturf Worldwide SBI Caps Amul **GSK Pharma** Metlife SEBI Arvind Lifestyle HansaCequity MicroLand Share Microfin Asian Paints **HCCB** Microsoft SIS HCL Mimo Finance Aspire Systems Snapdeal ATS Heinz Mindtree Software Associates Avalon Hewlett - Packard MNYL Sony Entertainment Axis Bank Hexaware Standard Chartered Mogae Media ΗР Bajaj Auto Morgan Stanley State Bank of India Biocon **HSBC** Mother Dairy Stern Stewart & Co. Bosch HUL **Mphasis** Suvira Energy Britannia IBM Syntel Mudra Group Capgemini ICICI Murugappa TAS Castrol **ICICI** Prudential MuSigma Tata Capital CBC **ICRA** Tata Communications Muthoot Finance CCD **IDEA MXV** Consulting Tata Motors Cinepolis IVP Naandi Foundation Tata Steel Infosys BMC National Stock Exchange TCS Cipla Tech Mahindra Citibank ING Vysya **NCDEX** Colgate Palmolive Ingersoll Rand **NDTV** Telcon **CRISIL** TFRI InMobi Nestle Dabur Netscribes Texas Instruments Irevna **Dell Finance** ITC Thomas Cook **NMC** Healthcare Deloitte J&J Titan Deutsche Bank Nomura Tolaram Jagran Dr. Reddy's Jindal Steel O₃ Capital Transdyne Droege Group Jones Lang Lasalle Ocwen Trilogy Software Dun & Bradstreet JPMC Ogilvy & Mather **TVS Logistics** JRG Securities **Edelweiss OLAM International UB** Group Electrolux Kadence International Oliver Wyman Union Bank of India Usha International Kalki Tech Omnitech Ernst & Young **Escorts** Kellogg's India P&G **UTI Bank Essar Group** Keynote Paramount Vandana International **EXL Services** Kotak Mahindra Patni Computers Viacom Facebook **KPIT Cummins** People Interactive Videocon Fermenta **KPMG** Pepsico VIP Kurt Salmon Associate Pfizer Vistasoft **Fidelity** FINO L&T Philips Vodafone Firstsource L'Oreal Pidilite Wipro Polaris Software **WNS Flipkart** Lafarge LD Commodities PFC Flytxt Yes Bank Ford Motors Zee Learn **LEK Consulting** PwC Franklin Templeton Lenovo Ramky Group **ZS** Associates Freudenberg Lighthouse Raymond Zynga RBS **Future Group** Macquaire Capital









































































































































































































Distinguished Alumni

Aabhishek Anand Bhagat Managing Director and Co-Founder Chryseum Advisors LLP Abhishek Bhagat Director Bank of America Merrill Lynch Head - Small and Medium Enterprises (SME) HSBC Aditya Gahlaut Amardeep Singh Chahal Senior Business Director **Becton Dickinson Holdings** Anand Narayanan Vice President, Marketing Beroe Inc Vice President HDFC Bank

Ananta Dutta Vice President HDFC Bank
Arjun Chakrapani Director Deutsche Bank
Arindom Datta Executive Director RaboBank
Bhaskar Prasad Director & TTS Client Operations Head Citibank
Chandrika Khaspa Associate Director UBS

Girish Kathpalia VP - Finance Operations HSBC Global Resourcing

Hiren H DasaniFund Manager & Head - India EquityGoldman SachsJayesh JagasiaManaging PartnerSewells GroupSrinivas MandaSenior Director - Finance & AccountingUnited Health Group

Operations

Manish Maini Director Credit Suisse
Munir Suri Vice President Walmart

Navneet Kumar Jhamb Head of Retail Operations, India & Tunisia Fidelity Worldwide Investments

Nitin Bhat Sales Operations Leader Genpact LLC

Prakhar JainDirector – Pre Sales ConsultingOracle Financial ServicesPrashant GulatiChief- Retail Sales (NSM), CC DivisionPidilite Industries

Rajarshri Chakraborthy Director, Head Priority Sector Banking Citibank

Ramanathan Thirunavukkarasu Director – Financial Market Standard Chartered Bank
Ranjay Bose Associate Director Capgemini
Sachin Sham Borkar Vice President Axis Bank

Sameer Ajay Associate Director KPMG

Shweta Rastogi Head, Global Subsidiaries - North India Standard Chartered Bank
Sugata Nag Vice President – Credit Risk Axis Bank Ltd

Entrepreneurial Ventures

Gourav Chindlur

Amarpreet Kalkat Co-founder Ciafo/Frrole

Aaditya Jain Cofounder, Plabro Networks Pvt Ltd Past: Founder, Blocs & PropertyMonks

Amit Singh

Co-founder & Chief Marketing Officer

iTraveller.com, Gradient Training Pvt. Ltd.

Anantjit Singh Sahni CEO and Founder BrainEdge Education Pvt. Ltd.
Anirudh Phadke Director of Technology Beyond Teaching India
B Rajesh Kumar Founder Director FACE, Chalkstreet
Gaurav Agarwal Entrepreneur Sundari Saree Pvt. Ltd.

Mayank Gupta Co-founder and COO EduKart.com

Mohnish Karjodar Manager - Strategy & BD E Dental Clinics Pvt. Ltd.

Co-founder & COO

Neel Shah Head – Global Business Development Flourish Pure Foods Pvt. Ltd.

Pritam Roy Founder & CEO Gomolo.com

Rupesh Kumar Gupta Owner Pro C Learning Pvt. Ltd.
Sahil Jain Co-Founder Dineout

Samarth Wadhwa Director, Co-Founder Ritika Systems Pvt. Ltd., Sun-Bazaar

Systems Pvt Ltd.

Vizury

Speaker Participation

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

Live Projects

Live projects are another avenue through which companies can make their presence felt on campus. Students engage in such projects along with their daily curriculum activities. The duration ranges from three weeks to three months and is on a stipend basis. It is a mutually beneficial association as the companies get business critical projects done and students also gain industry experience without having to visit the premises of the company. There is a thorough process of feedback and ratings to judge the performance of the candidates.

Workshop

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

Event Sponsorship

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



Women in Management

A forum of students, alumni and faculty, Women in Management engages with Women Leaders across the corporate leader to inspire and mentor students with a view to breaking the current glass ceiling that's lowering the percentage of women in corporate boardroom through Talk series, Informal Sessions over coffee, Annual Women in Management conclave and Mentorship.

Industry Scholarships

IIM Kozhikode is open to partnering with corporates on their Corporate Social Responsibility initiatives. To that end, companies institute scholarships that reward academic brilliance, sportsmanship, literary verve, and in many cases, overall abilities of a student. These scholarships underline an organization's strong commitment to associate with the Institute. As a direct consequence, there is increased respect for the organization as a whole amongst the entire student community.

Corporate Events

Following are a few industry events that happen at IIM Kozhikode.

- Mahindra War Room
- HULLIME
- Citi Women Leader Award
- FLIP National Challenge
- JPMC Deal
- Goldman Sachs Stock Picking Competition
- Goldman Sachs Workshop
- Cognizant CXO Case Challenge
- TCS CaseWiz
- JPMC Winning Women Mentorship Program
- Deloitte Maverick
- Unilever Unplugged
- Sony Entertainment Television Media Moguls
- Airtel iCreate
- L'Oreal Brandstorm
- Godrej LOUD
- TBLA
- ITC Interrobang
- Philips Blue Print
- Reckitt Benckiser Durex Case Study
- RPG Blizzard
- Asian Paints Canvas



Location

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

Travel

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

Stay

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





Placements Committee

Abhilash Bhat
Abhinav Sehgal
Arun Kumar Asawa
Azeera Azeez
Manjunatha BR
Payal J Mehta
Punit Rathi
Rahul Yadav
Rajul Mangal
Sakshi Goyal
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