



RECRUITER'S GUIDE



IIM Kozhikode

Globalizing Indian Thought

22 Years of Academic Excellence

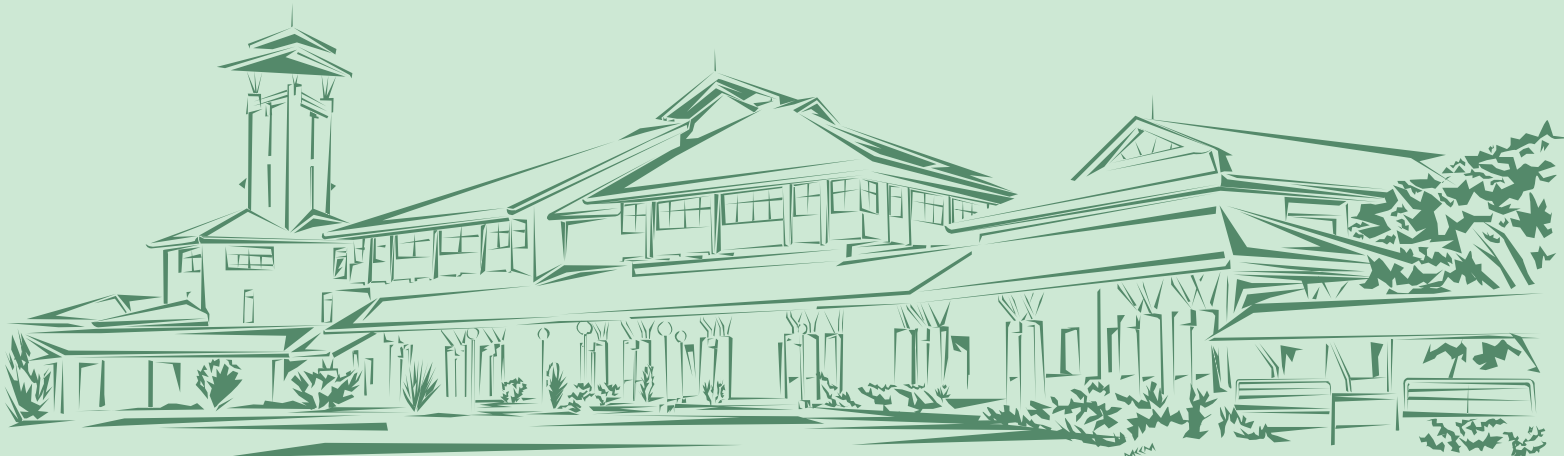
Dream | **Innovate** | **Achieve**

Vision

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

Mission

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





From the Director's Desk

An Institute of national impact and international repute, IIM Kozhikode has taken giant steps towards creating a unique brand of competent yet compassionate managers. We strive to be a school of generative ideas remaining relevant to our society and aiding in the process of building intellectual capital.

IIMK aspires to be an educational institute where talent translates into competency and ability transforms into outcomes. Our vision is to globalize Indian thought through management education, creating thought leaders and industry stalwarts with a human touch. Creating synergies where an able mind is honed to be an important contributor to the society – Indian and worldwide – is our way of doing it. This has been complemented by our forward-looking policies like the introduction of 60 women only supernumerary seats.

Complementing classroom learning, students prepare themselves for the challenges ahead through various business competitions and corporate interactions acting as enablers toward wholesome growth. Participation in various cross functional interest groups, committees, socially relevant projects in the local community, and a variety of co-curricular and extracurricular activities linked to industry and real-life management challenges create an ethos of continuous learning and improvement. We believe learning is a continuous process and attaining expertise and excellence are milestones of this lifelong journey.

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

With Warm Regards.

Prof. Debashis Chatterjee
Director, IIM Kozhikode

A black and white portrait of a man with a mustache, wearing a dark jacket over a light-colored shirt. The portrait is positioned in the upper right corner of the page, partially overlapping a light pink background.

Placements Chairperson's Message

I would like to begin by thanking all our prestigious recruiters who have been a major source of encouragement for keeping our focus on the alignment of our courses with changing industry requirements. The time has come again for us to present a group of vibrant, young and dynamic minds to the outer world that waits to test and absorb the talent radiating from every individual.

At the institute we systematically expose our students to the strong fundamentals in their subject areas. At the same time, we hone their interpersonal skills to create a brand of who have a global outlook, cultural empathy and social responsibility. Apart from the trimester based rigorous coursework, the students of the institute are also oriented towards building their managerial skills and perspectives by conducting consulting assignments, corporate interactions, business competitions, social development projects, interest group interactions, and extra-curricular activities.

Our institute is committed to creating excellence and perfection as its core mission. It constantly practices innovation in management learning that is not only conceptual but also analytical and oriented towards decision making.

Needless to say, we take great pride in our industry partnership and constantly strive to make this affiliation mutually beneficial. We therefore take this opportunity again to invite you to the placement program for the new batch and eagerly seek your invaluable cooperation.

With Warm Regards.

Prof. Shovan Chowdhury
Chairperson - Placements



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About IIM Kozhikode

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

Starting with a modest batch of forty two students in 1997, the institute boasts of admitting 385 students for its batch of 2016-18. Owing to its faculty and alumni, it has made its mark in the sphere of academics and research, and carved a niche for itself in the industry. It is the first IIM in India to have received the prestigious Association of MBAs (AMBA) accreditation enjoyed by international institutes like the London Business School, and INSEAD.

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

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

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

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

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

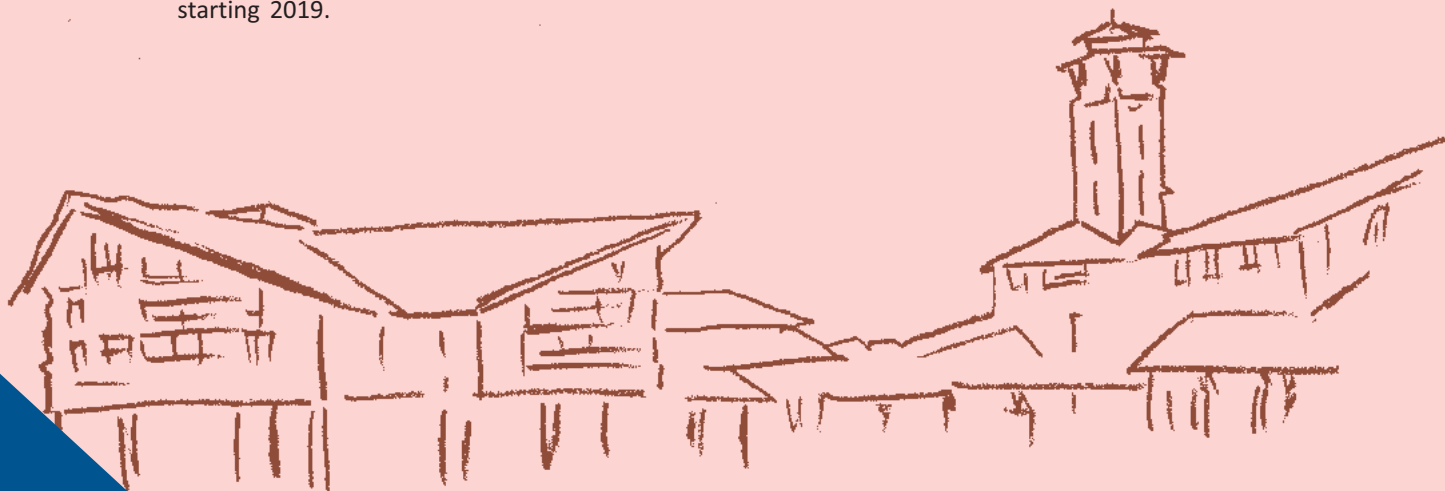


AMBA Accreditation

In 2010, IIM Kozhikode was awarded the AMBA accreditation for the PGP and the EPGP programs. AMBA provides credibility to IIM Kozhikode'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 IIM Kozhikode a truly global player in education.

Milestones

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



Indian Business Museum

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 Indian business leaders in the making of India.

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

Phase I of the museum was completed and the museum was inaugurated on 23rd 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.





Infrastructure

Library & Information Center

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

Over the years, LIC has registered significant progress and brought worldwide recognition and laurels to IIM Kozhikode. The LIC at IIM Kozhikode is a digital delight, available 24 hours a day, spanning the entire campus. It is a perfect blend of digital, audio, video and print media with cutting-edge technology. It is an outstanding knowledge-center catering to the faculty, students and research scholars. It houses over 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. IIM Kozhikode is an active member in the Library Consortium of IIMs as well as the Ministry of HRD's INDEST Consortium. The annual rupee equivalent of document resourcing in the LIC is around INR 5 crores. IIM Kozhikode is the UNESCO Coordinator of Greenstone Software for South Asia region. IIM Kozhikode is also developing special documentation centers on the European Union and the ASEAN countries.

Computing Facilities

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

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

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

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

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



IIM KOZHIKODE



LABORATORY FOR
INNOVATION
VENTURING AND
ENTREPRENEURSHIP

enquiry@iimklive.org
www.iimklive.org

Business Incubator & Entrepreneurship Development Center

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

Incubation of startup enterprises, thus, is primary activity of IIMK LIVE. Apart from Incubation Program for Start-ups, it seeks to carry out activities that promote entrepreneurship on IIMK campus and across greater community, conduct training and research in the domain of entrepreneurship, foster innovation through competitive events, extend pre-incubation support to shape ideas, conduct accelerator/ cohort-based programs to help scale up the ventures and other assistance to entrepreneurs.

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



Sports facilities

Sports facilities available on campus include gymnasium, table-tennis, carom, snooker, cricket, football, basketball, badminton and volleyball. The last couple of years have also seen the construction of new sports facilities for the students, which give both the faculty and the students an enthralling experience of playing on the real field with all the necessary equipment. The PGP batches of 2017 and 2018 have students proficient in a variety of sports, which shows the importance placed by us in all-round development of the students.

Hostels

The Institute has thirteen well designed hostels which can accommodate about 800 students. The classrooms, computer center, canteen, and all other facilities are within walking distance of the hostels.



Creating Socially Responsible Managers

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 courses in various functional areas, followed by 8-10 weeks of summer training in various business organizations.

The second year comprises of a wide range of elective courses across verticals. Students undertake 42-52 credit courses. 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 choose 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 inputs 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

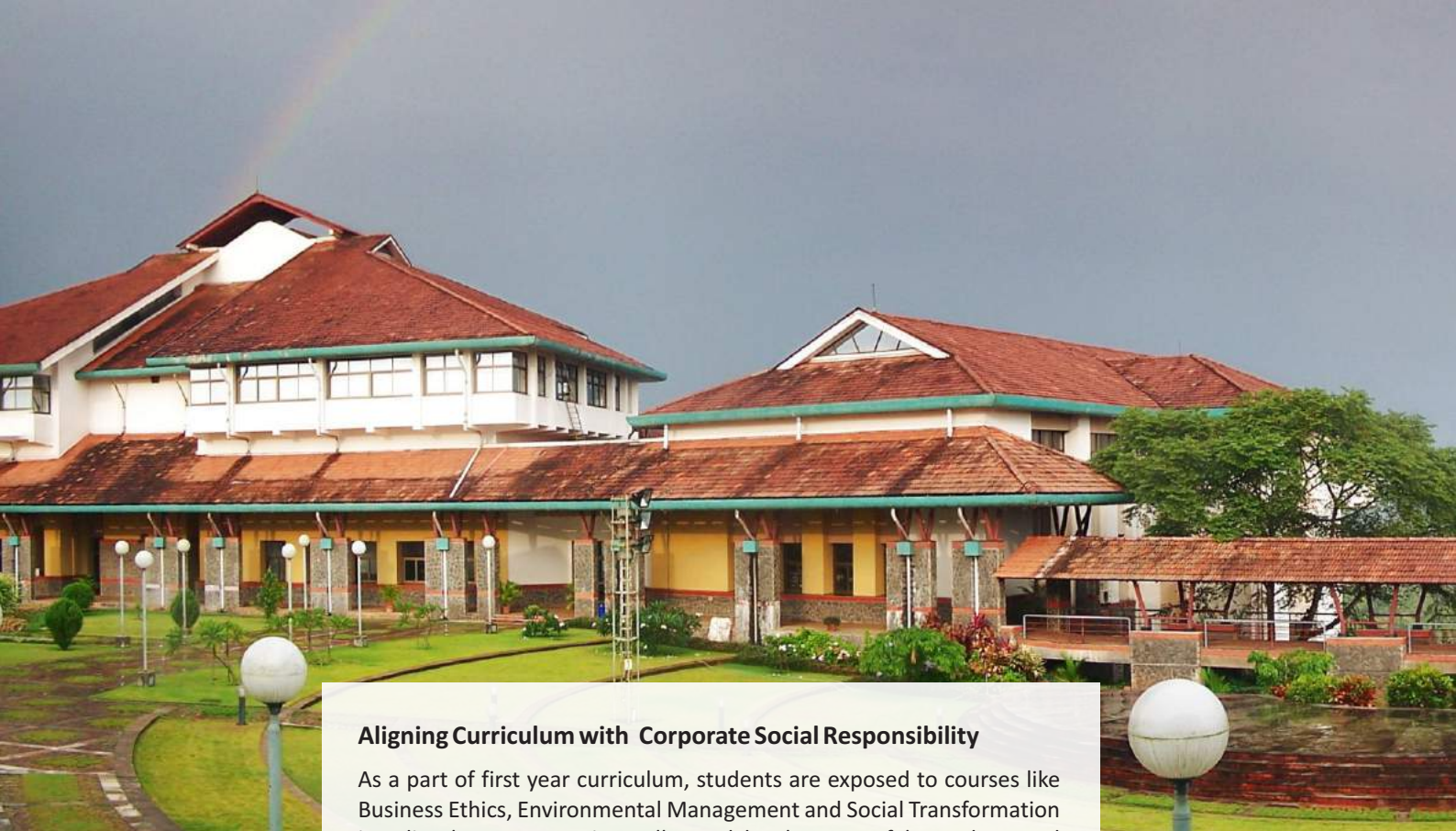
The Social Development Project (SDP) begins at the end of the first year of the Programme and runs through the entire programme duration of each student in the Institute. The objectives of the social development project are to broad base management education and practice and to orient the students to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

- Bridge community-institution gaps
- Enable the 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

Compassionate Kozhikode

A team of four students developed a Master Plan and a sustainable solution for cleaning, beautifying and maintaining the Kozhikode beach. The team had worked under the tight deadlines given by the Kozhikode District Collector.





Aligning Curriculum with Corporate Social Responsibility

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

Scholarships

Aditya Birla Scholarship

Central sector Scholarship 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

IIM Kozhikode Merit Scholarship

IIM Kozhikode 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



Core Subjects

Business Computing
Managerial Communication
Management Accounting
Microeconomics
Quantitative Methods
Marketing Management
Social Transformation in India
Organizational Behavior
Business Ethics
Financial Management
Macroeconomics
Operations Management
Operations Research
Business Laws
Business Information System Management
Environmental Management
Human Resources Management
The Indian Economy
Strategic Management
Business Research Methods Workshop

Electives

Economics

Business & Government
Game Theory
Pricing

Finance, Accounting and Control

Commercial Bank Management
Corporate Valuation
Financial Derivatives
Financial Reporting & Analysis
Investment Analysis and Portfolio Management
Management of Financial Services
Project Finance

Humanities & Liberal Arts in Management

Cross Cultural Communication
Globalization and Culture
Taxation Laws
Written Analysis and Communication

Information Technology and Systems

Computational Advertising
E-Commerce
Management of IT Product & Services
Social Media Analytics

Electives

Marketing Management

Advanced Methods in Marketing Research
Consumer Behaviour
Hospitality & Tourism Marketing
Integrated Marketing Communications
Internet Marketing
Managing Business Markets
Marketing of Services
Product Policy and Brand Management
Retail Management
Rural Marketing
Sales and Distribution Management
Strategic Marketing

Organizational Behaviour and Human Resources

Discovering Self
Leadership: Inspiration, Dilemmas & Action
Management Consulting : Profession & Practice
Negotiation and Conflict Management

Quantitative Methods and Operations Management

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





Faculty Profiles

ECONOMICS



Kulbhushan Balooni
Professor
Ph.D. (Sardar Patel University)



Sthanu R. Nair
Associate Professor
Ph.D. (Madras School of
Economics)



Leena Mary Eapen
Associate Professor
Ph.D. (Madras School of
Economics)



Kausik Gangopadhyay
Associate Professor
Ph.D. (University of Rochester)



Shubhasis Dey
Associate Professor
Ph.D. (Ohio State University)



Rudra Sensarma
Professor
Ph.D. (IGIDR Mumbai)



Soumyatanu Mukherjee
Asst. Professor on contract
Ph.D. (Nottingham University)



Ashok Thomas
Asst. Professor on contract
Ph.D. (University of Pisa, Italy)

FINANCE



S. S. S. Kumar
Professor
Ph.D. (ISM Dhanbad)



Abhilash S. Nair
Associate Professor
Ph.D. (IIT Bombay)



Sony Thomas
Associate Professor
Ph.D. (IIT Madras)



Sudershan Kuntluru
Associate Professor
Ph.D. (Osmania University)



Pankaj Kumar Baag
Asst. Professor
Fellow (IIM Calcutta)



Rachappa Shette
Asst. Professor
Ph.D. (Osmania University)



L Ramprasath
Associate Professor
Ph.D (Rutgers, The State
University of New Jersey)



Jijo Luckose P.J.
Associate Professor
Ph.D. (IIT Bombay)



Aravind Sampath
Asst. Professor
Ph.D. (IIT Madras)

HUMANITIES & LIBERAL ARTS IN MANAGEMENT



Anupam Das
Asst. Professor
Ph.D. (Indiana University
Bloomington)



Deepa Sethi
Associate Professor
Ph.D. (DAVV Indore)



A.F. Mathew
Associate Professor
Ph.D. (TISS Mumbai)



Shannu Narayan
Asst. Professor
Ph.D. (JNU New Delhi)



Siddharth Mohapatra
Asst. Professor
Ph.D. (Ca' Foscari
University of Venice, Italy)



Deva Prasad M
Asst. Professor
Ph.D. (National University
of Juridical Sciences, Kolkata)

INFORMATION TECHNOLOGY AND SYSTEMS



Anjan Kumar Swain
Professor
Ph.D. (University of Sheffield)



M. P. Sebastian
Professor
Ph.D. (IISc., Bangalore)



Anindita Paul
Asst. Professor
Ph.D. (University of Missouri)



Mohammed Shahid Abdulla
Associate Professor
Ph.D. (IISc., Bangalore)



Radhakrishna Pillai R.
Professor
Ph.D. (IISc., Bangalore)



Satish Krishnan
Asst. Professor
Ph.D. (National
University of Singapore)

MARKETING MANAGEMENT



Keyoor Purani
Professor
Ph.D. (North Gujarat University)



Anandakuttan B. Unnithan
Professor
Ph.D. (CUSAT)



G. Sridhar
Professor
Fellow (IRMA)



Sanal Kumar Velayudhan
Professor
Fellow (IIM Ahmedabad)



Joffi Thomas
Associate Professor
Fellow (MDI Gurgaon)



Atanu Adhikari
Professor
Ph.D. (ICFAI University)



Joshy Joseph
Associate Professor
Ph.D. (IIT Madras)



Naveen C. Ambler
Associate Professor
Ph.D. (University of Hawaii)



Omkumar Krishnan
Associate Professor
Ph.D. (IIT Bombay)



Praveen Sugathan
Asst. Professor
FPM, IIM Bangalore



Pronobesh Banerjee
Asst. Professor
Ph.D (University of Kansas)

ORGANIZATION BEHAVIOUR AND HUMAN RESOURCES



K. Unnikrishnan Nair
Professor
Fellow (IIM Ahmedabad)



T. N. Krishnan
Associate Professor
Fellow (IIM Ahmedabad)



Debabrata Chatterjee
Professor
Fellow (IIM Calcutta)



Manoranjan Dhal
Associate Professor
Ph.D. (IIT Kharagpur)



Manish Kumar (on EOL)
Asst. Professor
Fellow (IIM Lucknow)



Surya Prakash Pati
Asst. Professor
Fellow (IIM Lucknow)



Priya Nair Rajeev
Asst. Professor
Ph.D. (IIT Madras)



Jatin Pandey
Asst. Professor on contract
Fellow (IIM Ahmedabad)

QUANTITATIVE METHODS AND OPERATIONS MANAGEMENT



Saji Gopinath (on deputation)
Professor
Ph.D. (IISc Bangalore)



Rupesh Kumar Pati
Associate Professor
Ph.D. (IIT Roorkee)



Raju C.
Professor
Ph.D. (University of Madras)



Thangamani G.
Associate Professor
Ph.D. (IIT Madras)



Anand G.
Associate Professor
Ph.D. (BITS Pilani)



Ram Kumar P. N.
Associate Professor
Ph.D. (IIT Madras)



Shovan Chowdhury
Associate Professor
Ph.D. (University of Calcutta)



Sidhartha Padhi
Associate Professor
Ph.D. (IIT Kharagpur)



Soumya Roy
Asst. Professor
Ph.D. (IISc Bangalore)



Arqum Mateen
Asst. Professor
Fellow (IIM Calcutta)



Ashutosh Sarkar
Associate Professor
Ph.D. (IIT Kharagpur)

STRATEGIC MANAGEMENT



P. Rameshan
Professor
Ph.D. (IIT Kharagpur)



Nandakumar M.K.
Associate Professor
Ph.D. (Middlesex University)



Rajesh Srinivas Upadhyayula
Associate Professor
Fellow (IIM Ahmedabad)



Sumit Mitra
Professor
Fellow (IIM Ahmedabad)



Suram Balasubrahmanyam
Asst. Professor
Ph.D. (IISc. Bangalore)



Deepak Dhayanithy
Asst. Professor
Fellow (IIM Lucknow)



S. Subramanian
Associate Professor
Ph.D. (ICFAI University)



Anubha Shekhar Sinha
Asst. Professor
Fellow (IIM Calcutta)



Venkataraman S
Asst. Professor
Fellow (IIMC)



International Exchange

IIM Kozhikode has a comprehensive Student Exchange Program, partnering with many reputed institutes in different countries. Many students of the second year participate in the program and students from affiliate partners also spend a term at IIM Kozhikode and are comprehensively 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 IIM Kozhikode include:

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

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 (EPGCM)
- Executive Post Graduate Certificate in Human Resource Management (EPGCHRM)
- Executive Post Graduate Certificate in Operations Management (EPGCOM)
- Executive Post Graduate Certificate in Information Technology Management & Analytics (EPGCITMA)
- Fellow Program in Management (FPM)
- Faculty Development Program (FDP)
- Management Development Program (MDP)







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Committees, Clubs and Interest Groups

The Committees

Students' Placements Committee (Placecom)
Students' Council (SCon)
Social Service Group (SSG)
Public Relations Cell
Backwaters Committee
Cultural Committee (CulCom)
Industry Interaction Cell (IIC)
Sports Committee (SportsCom)
Alumni Committee (AlCom)
Konquest
Entrepreneurship Cell (E-Cell)
Infrastructure Committee
IT Committee (ITCom)
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
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



Events @ K

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 2016, the fourteenth 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 "Dare, Dream and Deliver" and a theme of "leadership unbound", the conclave strived to align creative ideas from management students across the country with the practical wisdom and experience of seasoned speakers.

Speakers:

- **Dr. E Sreedharan**, Retired IES Officer
- **Ms. Deepa Thomas**, General Manager, Mahindra & Mahindra
- **Mr. Siddhant More**, Co-Founder, Mad Over Marketing
- **Mr. Vijay Gopalan**, Ex-CFO, Air Asia India
- **Ms. Shoaib Ahmed**, President, Tally Solutions
- **Mr. Pradeep Kashyap**, Founder and CEO of MART

Vertical Summit

IIC organizes Vertical Summit, a premier talk series involving speakers from each domain including Marketing, Consulting, Finance, Operations, IT, 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 to have practical insights into each domain at the onset of making a career choice.

Speakers:

- **Mr. Saurabh Mukherjee**, CEO, Ambit Capital
- **Mr. Ram Periyagaram**, Partner, Pricewater house Coopers India Ltd.
- **Mr. Ganesh**, Vice President, Dr. Reddy's Laboratories
- **Mr. Prahlad Karnam**, Management Consultant, IBM
- **Ms. Amit Gupta**, Area Sales Manager, Idea Cellular Ltd.
- **Mr. Vinod Sankaranarayanan**, Project Manager, Thoughtworks

TEDx IIM Kozhikode

Backwaters in association with Industry Interaction Cell (IIC) organized TEDx IIM Kozhikode. TEDx is an independently organised TED event wherein accomplished individuals from various walks of life deliver talks to inspire, motivate and empower the community. The theme for this year's event was "Uncharted Territories".

Speakers:

- **Mr. V. S. Sudhakar**, Co-founder of Big Basket and MORE retail
- **Mr. Arunabh Das Sharma**, President of Times Group
- **Ms. Malvika Iyer**, Bomb blast survivor and motivational speaker
- **Ms. Archana Sardana**, Skydiver, Base jumper
- **Mr. Prasanth Nair IAS**, District Collector, Kozhikode



Guest Lectures and Workshops

IIM Kozhikode also hosted a number of workshops and guest lectures around the year. Notable names from the industry shared 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
- Mr. Siddhant More, Co-Founder, Mad Over Marketing
- Mr. Tim Eddy, Global Vice Chair, Ernst and Young

Backwaters

Backwaters is the National level - Annual management festival of IIM Kozhikode. Similar to how the backwaters of Kerala historically served as the conduits of trade and business, the event helps students channelize their intellect and business acumen and compete with B-schoolers from all over India and abroad in a series of well-designed and industry relevant events. There are events across the six verticals (Finance, Marketing, Strategy, Operations, Information Technology and Human Resources) as well as spot events where the participants have to think on their feet to come up with innovative solutions to the tasks and challenges they are exposed to.

The three days of Backwaters also entails a series of workshops, talks and debates featuring eminent business and social personalities. Students get exposure to the latest trends and innovations in management through interaction with the guest speakers and other experts invited on the campus. In essence, Backwaters compliments the daily academic program of IIM Kozhikode by giving the students avenues to put to practice their theoretical understanding as well as link their knowledge base with the real world.



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





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', 'Organ Donation' and 'Road Safety', 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 seventh edition, organized in association with the District Administration of Calicut, was on the theme 'Compassionate Kozhikode' and saw 4000+ marathoners running shoulder to shoulder on 28th February 2016 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 last week of January, 2016. The theme for the year was 'Carnival' and all the events and activities revolved around the same. Echoes 2016 witnessed participation from numerous colleges across India and was supported by a strong network of sponsors. However, the biggest highlight was the event, "Campus Princess", a road to Miss India, where the audition was judged by Miss India 2014, Koyal Rana. Adding to the grandeur of the fest were the scintillating performances by Aditi Singh Sharma and Nikhil D'Souza. The final event "Rampage-the fashion show" was marked by the crowning of the Zella Diva who received a diamond ring from Zella Diamonds.

Echoes is known for its numerous lead up events which accelerate engagement prior to the actual event. This year, events like 'Picture This' a photography competition, 'Dubsmash', a video dubbing event, and 'Memefy', a meme making competition were conducted which saw participation in huge numbers.

With events across 8 categories, Echoes 2016 witnessed participation from various parts of the country and amidst the hustle bustle of academic schedules, an aura of glitz and glamour prevailed across the campus. The 29th-31st of January changed the lives of all, for a whole set of people, the charisma of Echoes 2016 was an eye opener to the classy culture of IIM Kozhikode, while for the rest, it was an avenue to create vibrant and fond memories to be cherished for a lifetime.

E-Cell

Start'O'Sphere (Global Entrepreneurship Summit)

Ideas take birth every second everywhere, but very few of them pass the test of time. We at E-cell, IIM K understand this and wish to create a platform where these ideas get a chance to grow. Start-O-Sphere is a global entrepreneurship summit, which connects emerging entrepreneurs with business leaders from national and international organizations. The aim of the summit was to create a platform for providing networking, hiring and funding opportunities for the stakeholders in the entrepreneurial ecosystem with an emphasis on IIM Kozhikode startups and startup enthusiasts. Mr. Gagan Arora (Ex-CEO Printvenue), Ms. Kanika Tekriwal (Founder Jet Set Go), Mr. Murugavel Janakiraman (CEO Bharat Matrimony Group) and Mr. Pranav Kumar Suresh (CEO Startup Village) were the key speakers.

Economic Times has featured IIM Kozhikode as the 3rd best premier B-schools driving entrepreneurship in India.

Laboratory in Entrepreneurial Motivation Workshop

If anyone has read the book 'Stay hungry, Stay foolish', one would come across a chapter titled 'The Alchemist'. It is about the success story of **Prof. Sunil Handa**,



an alumnus of IIM Ahmedabad. According to the book, “From a hard-nosed businessman to an educational entrepreneur, his is a fascinating journey.”

The students of IIM Kozhikode had the unique opportunity to engage in one to one interaction with Prof. Sunil Handa in this workshop. This workshop aims to guide the student about the world of entrepreneurship and tries to deal with their queries like how, when and why to enter into this world.

Building Better Businesses

A series of workshops and guest lectures for guiding and imparting skills for starting new ventures for IIM Kozhikode students. Workshops covered areas like problem identification and its explaining business models (through Business Model Canvas), financial evaluation of B-plans, elevator pitch, understanding of who funds whom and how Start-ups are taken from ideation to execution level. This activity is conducted in collaboration with different committees and interest groups of IIM Kozhikode.

K-Starter

The Entrepreneurship Committee (E-Cell) of IIM Kozhikode conducts an engaging series of meet-ups among the 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.

Networking

With the intent to place IIM Kozhikode’s E-Cell in a pivotal position, networking rounds have been initiated, providing the students of IIM K an exposure to investors, mentors, legal experts and incubation centers across the country. This year too, emphasis has been to reach out, network and develop long-term relations with the leaders in the industry.

Sangram

IIM Kozhikode hosted the annual sports meet of IIM Bangalore, IIM Kozhikode and IIM Tiruchirappali. The meet saw a participation of 240 students from IIM Bangalore and IIM Tiruchirappali and 150 students from IIM Kozhikode.

Sangram is the flagship inter-IIM sports meet at IIM Kozhikode, where a healthy sporting rivalry between IIM Kozhikode, IIM Bangalore and IIM Tiruchirappali is relived every year. Started in 2004 as an annual event between IIM Kozhikode and IIM Bangalore, from 2012 onwards Sangram has seen participation from IIM Tiruchirappali as well. Being hosted by IIM Kozhikode and IIM Bangalore every alternate year, this event gives a platform to all the sports enthusiasts from the three leading institutes, to build stronger bonds amidst a 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 Kozhikode was the host institute, and won 9 gold, 10 silver and 2 bronze medals in various events.



Recruitment Process

Summer Placements

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

Final Placements

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

Video Conferencing Facility

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

Placements Fee Structure 2017-18

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

Important Points

- There would be no placement fee for participation in the Summer Placements Process. In case a student is offered a PPO (Pre-Placements Offer) after his/her Summer Internship stint with the company, the company would be billed only for per student recruitment fee and not the participation fee if the student accepts the PPO.
- The Taxes would be extra on all fees mentioned above and would be applicable as per the current rates.
- IIM Kozhikode being an educational institution wholly financed by the Government of India, is exempted from income tax under section 10 (23c) (iiiab) of the I.T. Act and therefore no tax need be deducted at source during the payment of the fees.
- The placements fees would be applicable only if the students joins the company and will be raising the invoice accordingly. However if the students leave the company within a short time, the company would be liable to pay the fees.
- All the communications in regard to the fees would be handled by the placements office with the respective companies.
- All the payments should be settled through NEFT/RTGS/Demand Draft within 45 days from the invoicing date.



Placements Calendar 2018-19

SUMMER PLACEMENTS (October 2018)	FINAL PLACEMENTS (January 2019)
What	What
An eight-nine week long internship at the organization provides students and organizations a mutual learning opportunity.	Final Placements is an avenue for companies to pick future business leaders from one of the richest management talent pool in the country.
How	How
Step 1 (September, 2018 1 st week onwards)	Step 1 (November 2 nd week, 2018 onwards)
Companies make a PPT outlining the various roles/projects on offer during summers.	The company contacts the Placements Committee, schedules a date and makes a PPT to the interested students who are eligible to participate in the process.
Step 2 (September, 2018 last week onwards)	Step 2 (December, 2018)
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.	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 (October, 2018 2 nd week onwards)	Step 3 (January 2 nd week, 2019 onwards)
Companies arrive on campus and after conducting their selection process, make offers to the students according to the manner prescribed for their slot.	The placement process begins. Selection processes of various participating companies are organized slot wise. Recruitment processes of companies in the same slot progresses in parallel.
Step 4 (April, 1 st week to June Last week, 2019)	Step 4 (April, 2019)
Students undertake their internship lasting 8-9 weeks.	Final acceptance of the offers is communicated to the company and the students are available to join work from April.
Step 5 (June, 2019 to November, 2019)	
Companies can offer PPOs during this time period, the acceptance of which shall be communicated at the end of Final Placements.	

Recent Recruiters

Abbott	Genpact	Mondelez
ABG	Glenmark Pharmaceuticals	Mytrah
ABN AMRO	Godrej	National Stock Exchange
Accenture	Goldman Sachs	Nestle
Amazon	Google	Nomura3 Capital
American Express	GSK Pharma	Ocwen
Aon-Hewitt	HCL	Ola Cabs
Arvind	Kraft Heinz	Olam International
Lifestyle	Hewlett Packard	ONGC
Asian Paints	Himalaya	P&G
Avalon Consulting	HSBC	Paytm
Axis Bank	HUL	Pepsico
Bajaj	IBM	Pfizer
Bank of America	ICICI Bank	Philips
Barclays	ICRA	Pidilite
The Boston Consulting Group	IDBI Capital	Polaris
Berger Paints	IDFC	PwC
Bosch	Indus Valley Partners	Ramco Systems
Britannia	Infenion	Raymond
Capita	ING Vysya Bank	RBS
Care Ratings	InMobi	Reckitt Benckiser
Cipla	IOCL	Reliance Industries
Citibank	ITC	Limited
Cognizant Business Consulting	Johnson & Johnson	RPG Group
Coca Cola	JP Morgan Chase & Co	Samsung
Colgate Palmolive	Kelloggs	SEBI
Credit Suisse	Kotak Wealth	Shell
CRISIL	KPMG	Snapdeal
Dabur	Larsen & Turbo	Standard Chartered Bank
DCBDE Shaw	LatentView Analytics	TAFE
DellDeloitte	Lenovo India Ltd	Takshashila Consulting
Deutsche Bank	Loreal	TAS
Dr. Reddy's Laboratories	Madura	Tata Capital
Edelweiss Financial Services	Maersk	Tata Steel
Emami	Mahindra	Thomas Cook
Essar	Manipal Group	Titan Industries
EXL Services	Marico	Tolaram Group
EY	Maruti Suzuki	TVS
Fidelity Investments	McKinsey & Co	Vodafone
Flipkart	Medtronic	Wipro
Frost and Sullivan	Metro Cash & Carry	Yes Bank
Future Generali	Microsoft	
Future Group	MindTree	

Past Recruiters at IIM Kozhikode



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

Distinguished Alumni

Abhilash Nair	- Director - Human Resources, Intel
Abhishek Anand Bhagat	- Head - Investment Banking, HDFC Bank
Abhishek Bhagat	- Director - Wholesale Credit, Bank of America Merrill Lynch
Adarsh Avasthi	- Senior Brand Manager, Coca-Cola
Aditya Gahlaut	- Head - Small and Medium Enterprises (SME), HSBC Bank
Alok Chaturvedi	- Director, Estee Advisors
Amardeep Chahal	- Worldwide Vice President - Injection Systems, Becton, Dickinson and Company
Amit Kulshreshtha	- CEO, Capital India Finance
Anand Gupta	- Executive VP, Group Market Strategy, Deepak Fertilizers
Ananta Dutta	- SVP, HDFC Bank
Ananya Tripathi	- Chief Strategy Officer, Myntra
Ankur Mittal	- VP Technology, Target
Arindom Datta	- Asia Head, Sustainability Banking, Rabobank
Arjun Chakrapani	- Director, Deutsche Bank
Atin Gupta	- Director - Rates Trading, Citibank
Bhaskar Prasad	- Regional Trade Operations Head - GCNA , Standard Chartered Bank
Deepak Chowdhary	- Category Leader, Amazon
Deepak Reddy	- COO, UBER Eats
Devroop Dhar	- Partner, KPMG
Gagandeep Singh Kalsi	- Group Brand Manager, Asian paints
Hanish Yadav	- Associate Partner, McKinsey & Company
Harmanpreet Singh	- Partner, Multiples Alternate Asset Management
Hiren Dasani	- Managing Director, Goldman Sachs Asset Management
Jaidev Sanjeev Rajpal	- Partner, McKinsey & Company
Kalyan Popuri	- Managing Director, JP Morgan Chase
Kashyap Chanchani	- Managing Partner, The RainMaker Group
Krishna Seetharam	- National Grid, Vice President Information Technology
Kumar Vivek	- Ed-Tech Lead (South Asia), World Bank
Manish Maini	- Partner, PwC India
Munir Suri	- Promoter, FITART
Puneet Punyani	- Director, Sales Strategy & Business Operations, Dell
Rajarshi Chakraborty	- Vice President - Regional Head Assets West - Citibusiness, Citibank
Revant Bhate	- Partner, Kstart Capital
Rishab Phagre	- Vice President, BCP Advisors
Rishi Agarwal	- Managing Director, FSG (Global CSR advisory firm)
Rohan Talwar	- Asia Head, TMT, UBS
Rohit Koshy	- Director, EY
Ronald Philip	- Senior Engagement Manager, McKinsey & Company
Sahil Jain	- Co-Founder, Dineout
Samir Ajay Paranjpe	- Partner, Grant Thornton India LLP
Sandeep Gupta	- Category Marketing Manager, Dettol Lizol, Reckitt Benckiser
Sanjeev Singh	- CEO - India and Sri Lanka CLM Business, Aegis
Saurabh Verma	- Director, Insurance BPS & TPA practice, Everest Group
Senthilnathan C	- Chief Innovation Officer, Citibank India
Shekhar Datta	- Senior Director, Ola
Shreejit Nair	- Regional Head South, Cash Management, Transaction Banking, YES Bank
Shweta Rastogi	- Director, Societe Generale
Smrithi Ravichandran	- Senior Director, Flipkart
Srihari K	- Head Marketing, Saint-Gobain Glass India
Sugata Nag	- Vice President, Credit Risk, Axis Bank
Suman Saha	- Director, Delhivery
Sunil Srinivasan	- Solution Lead, North America Solutioning Centre, SAP
Suveer Sinha	- Partner, McKinsey & Company
Vaibhav Saxena	- Associate Principal, Piramal Fund Management
Venugopal Tanjore	- Director - Solutions & India Operations, Industry Solutions Engineering, Oracle
Vinayak Sastri	- India Head and Enablement Officer, IBM India
Vishal Rastogi	- Associate Partner, IBM

Other Avenues of Engagement

Leadership Talk and Industry Conclaves

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

Live Projects

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

Workshops

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

Event Sponsorship

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



Corporate Events Competitions

RB Mavericks	International Winners
KPMG International Case Competition	International Finalists
Tolaram Leadership Development Program	International Finalists
Aditya Birla Scholarship	National Winners
Bosch iNSCRIBE	National Winners
SGGSC Scholarship	National Winners
DAAD Scholarship	National Winners
Citi Women Leader Award	National Winners
CRISIL Young Thought Leader Award	National Winners
Godrej LOUD	National Winners
Harvard Business Review/McKinsey M-Prize	National Winners
TATA Crucible Business Quiz	National Winners
Yes Aspire Scholarship	National Winners
L'Oreal Brandstorm	National Runners Up
TATA Crucible	Regional Runners Up
Abbott Business Challenge	National Runners Up
Shopclues Marketing Case competition	National Runners Up
HUL LIME 8	National Finalists
3M India's Invent a New Future Challenge	National Finalists
Airtel iCreate	National Finalists
American Express Centurion Challenge	National Finalists
Asian Paints CANVAS	National Finalists
Citi Campus Innovation Challenge	National Finalists
Deloitte Maverick	National Finalists
J P Morgan Chase & Co. 'The Deal'	National Finalists
OP Jindal Engineering & Management Scholarship	National Finalists
RBI Policy Challenge	National Finalists
Tata Business Leadership Awards	National Finalists
Titan Elevate	National Finalists
ABG Avant Garde	National Winners
Amazon ACE Challenge	International Runners Up
Accenture B-School Challenge	National Winners
Motilal Oswal Stock Pitch Competition	National Finalists
Sohn Conference India	National Winners
Google Case Study Challenge	National Finalists
Economic Times Young Leader	National Winners



Batch Snapshot (2017-19)

Batch
Demographics

374
Batch Size



29:71
Female-Male Ratio



75:25
Work Experience-
Fresher Ratio

18

Months of Average
Work Experience

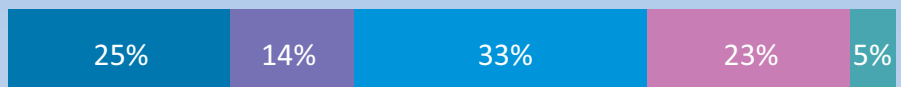


Students Across
24 States in India

IITs	-	38
NITs	-	71
BITS	-	20
SRCC, LSR	-	08

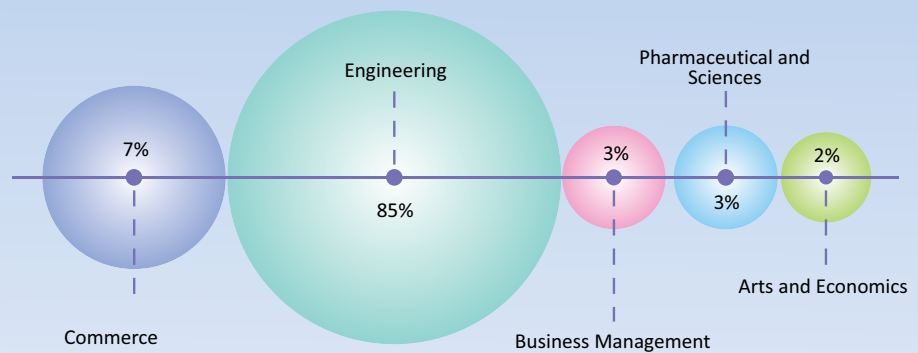
5% Students with CA/CFA Certifications

Work
Experience

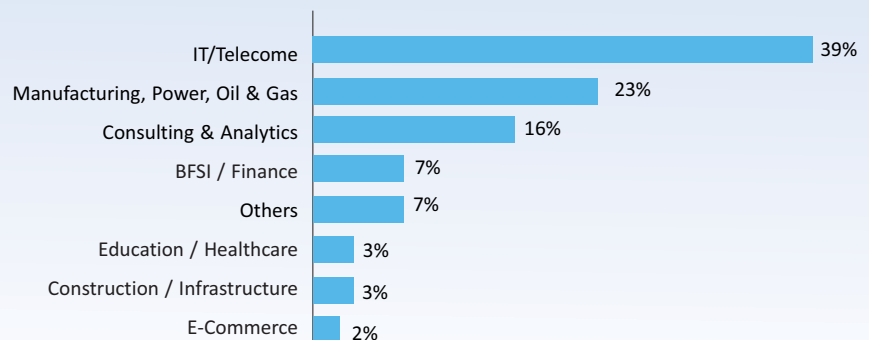


■ Freshers ■ 0-12 months ■ 12-24 months ■ 24-36 months ■ >36 months

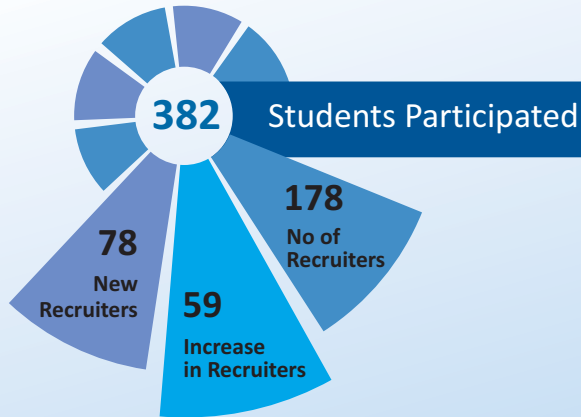
Educational
Background



Sector-wise
Work Experience



Final Placements Statistics 2018



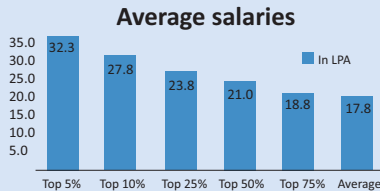
The PGP batch of 2016-18 had 382 students participating in the placements process which involved major recruiters like Amazon, Avendus Capital, BCG, HUL, ITC, McKinsey, Microsoft among others. The average CTC saw an increase from 17.65 LPA in 2017 to 17.8 LPA in 2018. Also, the average salary offered to the top 50% of the batch maintained its upward trend increasing from 20.1 LPA in 2017 to 21.0 LPA in 2018.

52.1 Lakh Highest International CTC

38.5 Lakh Highest Domestic CTC

17.8 Lakh Mean CTC

16.0 Lakh Median CTC



Students also secured International offers from companies like Arthur D. Little and Tolaram Group. The number of firms participating in the placements process in 2018 increased by more than 50% as compared to last year. Notably, 59 companies which participated were Fortune 500.

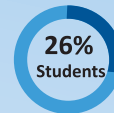
No of Recruiters



Final Placements 2018 | Domain

Consulting

Consulting emerged as the preferred vertical for the students of IIM Kozhikode and continued its upward trend with 26% of the batch bagging offers at coveted firms such as Arthur D. Little, Boston Consulting Group, United Health Group and the Big Four – Deloitte, EY, KPMG and PwC.



38.4 Lakh Highest CTC
17.4 Lakh Average CTC

Finance

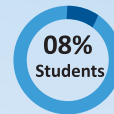
The institute witnessed marquee recruiters such as Avendus Capital, Goldman Sachs and JP Morgan Chase & Company opening Investment Banking profiles and established names such as Axis Bank, HDFC Bank, ICICI Bank and Standard Chartered Bank extending offers in the Commercial Banking domain.



20.0 Lakh Highest CTC
16.0 Lakh Average CTC

General Management

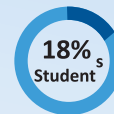
IIM Kozhikode remains a haven for conglomerates in the General Management vertical and witnessed participation from companies such as TAS, Mahindra & Mahindra, Reliance Industries, RPG Group, Airtel, Cipla and Saint Gobain for the management leadership programmes.



52.1 Lakh Highest CTC
18.7 Lakh Average CTC

IT and Analytics

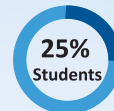
The technology, business intelligence and allied fields included companies like Microsoft, Accenture, American Express, Shell and other regular recruiters who posited their faith in the students of IIM Kozhikode. 18% of the batch was recruited for prestigious roles such as Product Management and Technology Consulting.



35.9 Lakh Highest CTC
15.9 Lakh Average CTC

Sales & Marketing

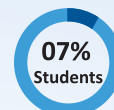
One of the most popular verticals at IIM Kozhikode – Sales & Marketing witnessed participation by firms such as HUL, Reckitt Benckiser, Colgate Palmolive, ITC & Samsung. PSUs such as BPCL and IOCL also recruited for their Marketing cadre in large numbers.



27.0 Lakh Highest CTC
17.2 Lakh Average CTC

Strategy & Operations

Candidates seeking exposure to Supply Chain Management and Logistics were offered operations roles by notable recruiters such as Amazon, Asian Paints and Larsen & Toubro. Conglomerates such as Shapoorji Pallonji and various transnational firms like Citibank offered strategy roles.



38.5 Lakh Highest CTC
18.5 Lakh Average CTC

Batch Snapshot (2018-20)

Batch
Demographics



422
Batch Size



26:74
Female-Male Ratio



76:24
Work Experience-
Fresher Ratio

25

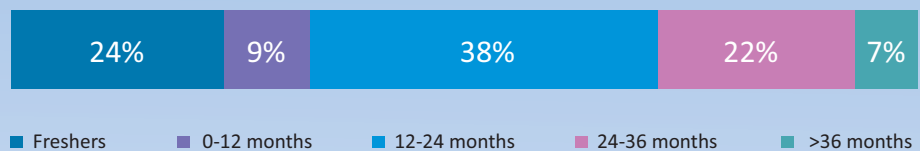
Months of Average
Work Experience

CA/CFAs/FRM	-	17
IITs	-	58
NITs	-	89
BITS	-	11
SRCC, LSR	-	06

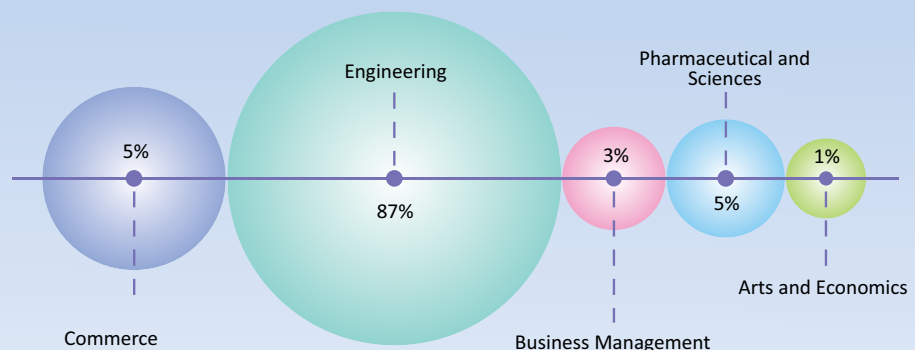
With its roots dating back to 1997, the Indian Institute of Management Kozhikode, started with a batch of 42. It has attained the stature of the 5th best IIM and fastest growing business school of the nation with a present batch of 422 students. The institute has only grown to achieve new heights every year.

With the increase in the batch size, the institute has more to offer to the institutes. The diversity of the campus has only increased with more number of people having significant work experience in different sectors. The profiles of the students are also diverse as they hold different graduation degrees from esteemed institutes of the nation, post which they have worked for renowned firms like Golman Sachs, Mckinsey, Reliance, Tata, etc

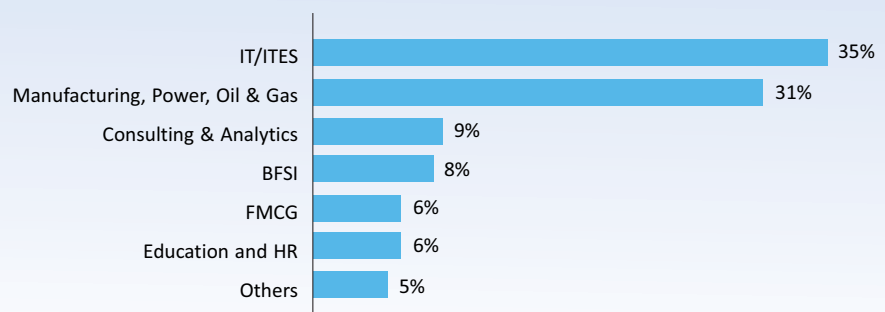
Work
Experience



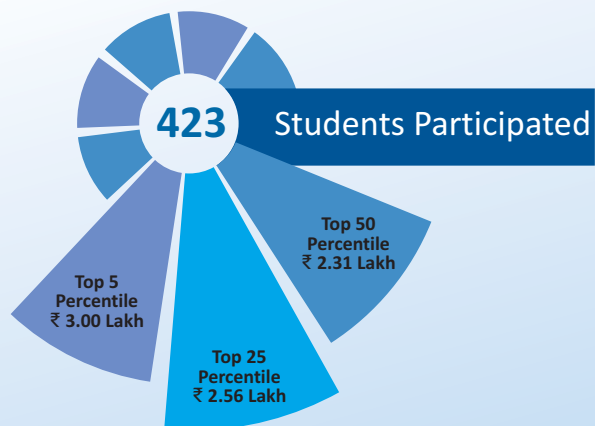
Educational
Background



Sector-wise
Work Experience



Summer Placements 2018 | Highlights



IIM Kozhikode witnessed record summer placements, the entire process being completed within 3.5 days (including the GD day). With a 21% increase in the average stipend offered, 27 new brands recruited from the campus this season. The top 50 percent of the recruited students earned

3.5 Days

Summer Placements closed in record time (including GD Day)

₹ 2.00 Lakh

Median Stipend

₹ 1.71 Lakh

Mean Stipend

₹ 3.00 Lakh

Highest Stipend

> 60%

Recruiters feature in the Fortune 500 list of Companies

7 Others

International Locations

an average stipend of 2.31 lakh while the other 50 percent earned an average of 1.11 lakh. Cent percent placements were achieved with 423 offers from 105 organizations. This season the institute also recorded 7 international offers, another unprecedented record.

Summer Placements 2018 | Domain Highlights

Consulting

Summer Placements 2018 saw a host of marquee recruiters in the Consulting vertical like BCG, Accenture Strategy, Deloitte USI Consulting, PwC and EY. Further, students were also offered niche roles by firms like IQVIA and Avalon Consulting.

13% Students

₹ 2.03 Lakh
Average Stipend

₹ 3.00 Lakh
Highest Stipend

35% Increase
in Avg. Stipend

Finance

Over 18% of the recruiters offered roles in the finance domain. Top recruiters including Goldman Sachs, JP Morgan Chase, Piramal and Colgate Palmolive made offers in Investment Banking, Corporate Finance and M&A.

14% Students

₹ 1.56 Lakh
Average Stipend

₹ 2.40 Lakh
Highest Stipend

03% Increase
in Avg. Stipend

General Management

General Management vertical saw a 40% increase in the number of recruiters. AB InBev joined the list of top recruiters like TAS, Mahindra, Aditya Birla Group and Airtel who have continued their long standing association with the institute.

13% Students

₹ 1.55 Lakh
Average Stipend

₹ 2.40 Lakh
Highest Stipend

10% Increase
in Avg. Stipend

IT and Analytics

With regular recruiters like American Express, Microsoft, Wipro, and Microland, new recruiters Google and Citrix also participated in Summer Placements 2018. Students were offered roles in Analytics, Product Management and allied fields.

10% Students

₹ 1.77 Lakh
Average Stipend

₹ 3.00 Lakh
Highest Stipend

36% Increase
in Avg. Stipend

Operations

Operations vertical saw a YoY increase of 80% in the number of offers given to the students. Uber, Blackbuck -first time recruiters on campus offered multiple roles, while regular recruiter Amazon hired the most number of students.

10% Students

₹ 2.05 Lakh
Average Stipend

₹ 2.40 Lakh
Highest Stipend

28% Increase
in Avg. Stipend

Sales & Marketing

Sales & Marketing vertical saw a 38% increase in the number of offers made this season. Recruiters like HUL, ITC, Nestlé, Mondelez, PepsiCo and Pidilite offered roles in B2C sales while AstraZeneca, HP and Medtronic offered B2B sales roles.

40% Students

₹ 1.63 Lakh
Average Stipend

₹ 3.00 Lakh
Highest Stipend

30% Increase
in Avg. Stipend



Getting to Kozhikode

Location

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

Travel

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

Stay

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

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