

**I** *will*  
**Be** *what I*  
**Aspire to be**

**PGDM**

**2024-26 (24<sup>th</sup> Batch)**

**Two Year Full-Time  
Residential Programme**





## VISION

To be a globally respected Business School nurturing innovative entrepreneurs & business leaders who would produce wealth for the nation



## MISSION

To be an Institute of Excellence in creating and nurturing research orientated academics, entrepreneurship and leadership with sensitivity towards society

## ABOUT US

Indus Business Academy (IBA) was conceptualized in the city of Bangalore in the late nineties when the city was emerging as the Knowledge City and the intellectual capital, to capitalize on the emerging opportunities for the aspiring youth of the country. With more than 25,000 Sq. mtrs. of built-up infrastructure in 8.5 acre land exclusively dedicated to Management learning, IBA stands as one of the largest B-Schools in Bangalore.

IBA, Bangalore under aegis of Arihant Education and Research Foundation is making substantial contribution to the enhancement of management education, through a business relevant curriculum, experienced and knowledgeable faculty, state-of-the-art infrastructure and a committed Academic Advisory council. Emphasis is placed on inculcating ethical values, sensitivity to environment, and strong leadership skills to mold young minds towards becoming best-in-class managers, capable of operating in globally competitive environments.

## SCHOLASTIC ASSOCIATION & INTERNATIONAL LINKAGES



Freiburg University,  
Germany



Stockholm University,  
Sweden



Goa University,  
Goa



South Gujarat University,  
Gujarat



University of Dhaka,  
Bangladesh



Curtin University,  
Australia



Swami Vivekananda Yoga  
Anusandhan Sanstha  
(SVYASA), Bangalore



Banasthali Vidyapith  
University, Vanasthali



Association of Indian  
Management Scholars,  
USA



Zurich University  
of Applied Science,  
Switzerland



Griffith University,  
Queensland, Australia



Friedrich Schiller University,  
Germany



Indian Institute of  
Science,  
Bangalore



Dhyana Pura University,  
Bali, Indonesia

## ACADEMIC & INDUSTRY ASSOCIATIONS





POST GRADUATE DIPLOMA IN MANAGEMENT - PGDM

Orientation Programme	1 <sup>st</sup> & 2 <sup>nd</sup> trimester	3 <sup>rd</sup> trimester	Corporate Internship	4 <sup>th</sup> , 5 <sup>th</sup> & 6 <sup>th</sup> trimester
Preparatory Subjects	Foundation subjects <i>presentations case studies projects &amp; management games</i>	Introduction of Specialization subjects	3 months of extensive Corporate Internship	Cross functional/ Specialization subjects along with APTP programme
		Internship Placements		Final Placements (5 <sup>th</sup> & 6 <sup>th</sup> trimester)
Dual Specialization Course*	Marketing	Finance	Human Resource Management	Business Analytics & E-Business
	Retail	Operations	International Business	Entrepreneurship Management

\*Student can choose combination from above mentioned specializations before beginning of 3rd Trimester.

Orientation

Basics of Quantitative Skills | Business Research Skills | Basics of Accounts | Computer Skills | Communication Skills | Basics of Kannada



Trimester

Accounting for Managerial Decision | Marketing Management I | Managing People at Work | Micro Economics | Productivity Tools for Managers | Business Statistics | Management Perspectives I | Fundamentals of Business Communication I | Business Research Method | Legal Aspects of Business | CPDP I (Critical Thinking and Emotional Quotient) | Mentoring I



Trimester

Financial Management | Human Resource Management | Fundamentals of Business Communication II | Marketing Management II | Production and Operations Management | Global Business Environment | Fundamentals of Business Analytics | CPDP II | Basic Course in Entrepreneurship | Theme Paper I | Mentoring II



Trimester

Corporate Finance | Organizational Design | Macro Economics | Decision Science | Business Research Tools | Management Perspectives II | CPDP III | Advanced Business Communications | Advanced Course in Entrepreneurship and Start-up Management | Theme Paper II | Mentoring III | Consumer Behaviour | Banking and Insurance | Talent Acquisition and Management | Logistics and Supply Chain Management | Exploratory Data Analysis

Core Courses

Strategic Mgmt. & Business Policies | CPDP IV, V, VI | Mentoring IV, V, VI | CASF | APTP | Six Sigma | Dissertation

MARKETING

Digital Marketing  
Consumer Behaviour  
Advanced Retail  
Advertising & Sales Promotion  
B2B Marketing  
Rural Marketing  
Brand Management  
Services Marketing

BUSINESS ANALYTICS

Machine Learning  
Data Visualization Using Tableau IOT & Cloud Computing  
Operations Analytics  
Data Warehousing & Business Intelligence  
ERP  
Marketing Analytics  
Google Analytics

INTERNATIONAL BUSINESS

International Finance  
Export and Import Management  
International Marketing  
Foreign Exchange Management  
International Business Law, WTO and Intellectual Property Rights (IPRs)  
Managing MNC's  
Global Business Intelligence  
International Economics

FINANCE

NBFC and Mutual Funds  
Security Analysis and Portfolio Management  
Corporate Taxation  
Mergers and Acquisitions  
Derivatives  
Financial Instruments  
Markets and Institutions  
Investment Banking  
Strategic Financial Management

HUMAN RESOURCE

Training and Development  
Labour Laws  
Compensation Benefits and Performance Management  
Employee/Industrial Relation  
Strategic HRM  
HR Information Systems  
HR Analytics  
HR Across Industries

ENTREPRENEURSHIP MANAGEMENT

Creation & Management of New Enterprises/Start-ups  
Family Business Management – Dynamics & Strategies  
Entrepreneurial Business with Government & PSUs  
Business Plan & Appraisal Pitching  
V C & Enterprise Funding Options  
Government Policy, MSMEs & Intellectual Property Rights  
Business or Social Entrepreneurship Lab  
Creativity Innovation & Entrepreneurial Leadership

RETAIL

Introduction to Retail  
Retail Store Operations  
Retail Supply Chain Management  
Category Management  
Visual Merchandising  
Buying and Merchandising  
Management of warehouse  
Retail Entrepreneurship  
Branding in Retail

OPERATIONS MANAGEMENT

Total Quality Management  
Productivity Management and Value Engineering  
Operations Management for Service Industries  
Operations Analytics  
Production Planning and Control  
Retail Operations  
Sustainable SCM  
Project Management

PGDM Programme @ IBA is under constant review and subject to change as per Industry Expert Advice

1st Year

2nd Year

# invest two years under mentorship of seasoned Gurus



**Dr. Subhendu Dey**  
Director

An Alumnus of AMU and IIM-K  
PhD- PGCPM- , B.E. (Mechanical)

**Exp : 31 years**  
Industry-01 yrs, Academic-30 yrs



**Dr. Subhash Sharma**  
Chief Mentor & Senior Professor

An Alumnus of University of Southern California  
(USC-LA) - USA & IIM Ahmedabad  
PhD, PGDM , B.Sc

**Exp : 50 years**  
Industry-02 yrs, Academic- 48 yrs



**Dr. Manish Jain**  
Founder & Chairman

An Alumnus of IIM Ahmedabad  
PhD, MBA (Marketing), PGDBM (Finance)  
B.E. (Mechanical)

**Exp : 27 years**  
Industry-14 yrs, Academic- 13 yrs



**Prof. V. Suresh Chandra**  
M.Tech-Industrial Management (IIT  
Chennai),B.Tech.(IIT-Kharagpur)  
**Exp : 48 years**  
Industry-30 yrs, Academic-18 yrs



**Prof. J.B. Shetty**  
MDP (IIM-Calcutta),  
Diploma in Footwear, B.Sc.,  
**Exp : 48 years**  
Industry-32 yrs, Academic-16 yrs



**Dr. S Ramesh**  
PhD, FCS & MICS (UK), M.Com.,  
(Marketing), MBA (Finance), LLB  
**Exp : 44 years**  
Industry-16 yrs, Academic-28 yrs



**Dr. Bijay Krishna Bhattacharya**  
PhD, MBA (Finance), M.Com.,  
CAIIB M.Pil, PGDBM  
**Exp : 44 years**  
Industry-29 yrs, Academic-15 yrs



**Dr. R Ravi Shankar**  
PhD, M.S (BITS Pilani), C.S. & C.A  
**Exp : 42 years**  
Industry-22 yrs, Academic-20 yrs



**Dr. Suresh M R**  
PhD , PGDRM (IRMA)  
**Exp : 38 years**  
Industry-13 yrs, Academic-25 yrs



**Dr. Suranjan Bhattacharya**  
PhD, ACIB (UK), FCMA, CAIIB, B.Sc  
(Physics Hons.)  
**Exp : 37 years**  
Industry-30 yrs, Academic-7 yrs



**Prof. B.M. Gourish**  
MSW - Gulbarga University,  
PGTDT - ISTD, BA  
**Exp : 36 years**  
Industry-25 yrs, Academic-11 yrs



**Prof. Shailendra Kadre**  
M. Tech (Design Engg), IIT Delhi MS (AI)  
LIJM University UK PGD, AI, IITB,  
PMP: Lead Auditor,IIT Security  
**Exp : 34 years (Prof. of Practice)**  
Industry-30 yrs, Academic-04 yrs



**Dr. N. R. Aravamudhan**  
PhD, UGC-NET Qualified, M. Phil,  
MBA, PSGIM, B.Com  
**Exp : 34 years**  
Academic-34 yrs



**Dr Anitha Ramachander**  
PhD., MBA, M.Com., M.Phil  
**Exp : 28 years**  
Industry-03, Academic-25 yrs



**Dr. Nagendra Hegde**  
PhD, MBA-VTU, BBA  
**Exp: 23 Years**  
Industry- 12 yrs, Academic- 11 yrs



**Prof. Prashant Kulkarni**  
MA, PGDM  
**Exp : 22 years**  
Industry-02, Academic-20 yrs



**Prof. Narendra Babu B. V.**  
(PhD), MBA-Rochester Institute of  
Technogoly, New York,  
PGDESD (USA), BE. (Mechanical)  
**Exp : 20 years**  
Industry-09, Academic-11 yrs



**Prof. Santanu Saha**  
PGDM, B.Sc. (Comp. Sc.), Bachelor  
of Information Technology  
**Exp : 18 years**  
Industry-10, Academic-08 yrs



**Dr. Krishna Kumari**  
M.Com, MBA (Finance), PhD (Mgmt.)  
**Exp : 15 years**  
Industry-02, Academic-13 yrs



**Prof. Bhavya Kalra**  
MBA, PGPM, BBA  
**Exp : 12 years**  
Industry-01,Academic-11 yrs



**Prof. Pargat Singh Sidhu**  
PGDM (Marketing & Finance),  
BBA (Industry Integrated)  
**Exp : 12 years**  
Industry-10, Academic-02 yrs



**Prof. Jenita Saji**  
MA (Industrial Physiology), MA (English  
Literature), BA (SPC)  
**Exp : 5 years**  
Industry-2 yrs, Academic-3 yrs



**Prof. Ashli R Khurana**  
MBA (IB) - QUT (Australia), Bachelor of  
Applied Electronics & Software  
Technology  
**Exp : 04 years**  
Industry-02, Academic-2 yrs



# get insights from PRACTITIONERS with varied experience



**Mr. Prashant Saran**, Chief Operations Officer, Souq. com (An Amazon Company), Dubai  
**Topic:** Operations Leadership at Amazon, UAE



**Justice Santosh Hegde**, Ex-Judge Supreme Court and Lokayukt of Karnataka  
**Topic:** Current scenario in Public Offices



**Dr. Michael Zirkler**, Head, Org Development & Consulting - Zurich University of Applied Sciences  
**Topic:** Various approaches followed in Switzerland in Education system, Economic & Government policies



**Mr. Bader D. Dagher**, HR Business Partner at Nestlé, Dubai  
**Topic:** Best HR Practises and changing scenario in HR



**Dr. Philippe Bouvier**, President, Institut National de Recherche En Gestion Urbaine - INREGU  
**Topic:** New Product and Service Innovation



**Ms. Samreen Asif**, Chief Actuary, Gulf Metlife Alico, Duabi  
**Topic:** Actuarial Science and Building a Career in Actuary



**Mr. Rajdeep Singh**, Associate Director - Brand, Marketing & Communications Leader, EY  
**Topic:** Build your personal Brand



**Dr. Yung-Pin Lu**, Asst. Prof. & Director, Shanghai Jiao Tong University  
**Topic:** Various approaches followed in China in the Education system, Economic & Government policies



**Dr. Charles M. Savage**, President and Mentor, Knowledge Era Enterprises, Inc.  
**Topic:** Knowledge – The Real Success Factor



**Ambassador Dr. Deepak Vohra**, Special Advisor to PM in Africa  
**Topic:** The Indian growth story and how youth should relate to it



**Mr. Aditya Mathur**, National Key Account Manager (KAM), Panasonic India Ltd.  
**Topic:** Trends on retail industry



**Mr. Sunit Rikhi**, VP & General Manager (Retd.) Intel Custom Foundry and Founder – Reach for Infinity, LLC  
**Topic:** Career lesson in Leadership



**Dr. Mithileshwar Jha**, Professor of Marketing (Retd), IIM, Bangalore  
**Topic:** Marketing during Covid times



**Mr. Gowrishankar Paramasivam**, Head of Maersk Accelerator – India & China  
**Topic:** Innovation Demystified



**Mr. Prem Rathod**, Founder and CEO, KisanSaathi  
**Topic:** "How to emerge as a Successful Entrepreneur? Case of KisanSaathi.com



**Mr. Mallikarjuna Sarma Abburi**, Deputy Manager (Territory Sales Manager and Regional Marketing Coordinator), Maruti Suzuki Limited  
**Topic:** Changing Trends in the Automobile Industry as well as Banking Industry



**Mr. A. Srinivasa Ramanujam**, Ex. Sr Vice President, Adani Agrifresh Ltd.  
**Topic:** Discovering Me



**Mr. Vinay Kumar Singh**, Senior General Manager (HR & ER) - Jindal Saw Ltd.  
**Topic:** Organisational culture & the importance of Empathy in professional life



**Ms. Rashmi Saran**, Co-Founder, Grow Talent HR Consulting  
**Topic:** Hard Skills vs. Soft Skills-Why You Need Both!



**Mr. Praveen Malla**, Founder and CEO, Robo Coupler Pvt. Ltd.  
**Topic:** Journey of an Entrepreneur...



**Mr. Saurabh Prakash**, Global Delivery Manager, HP  
**Topic:** Responsibility of a Corporate citizen



**Ms. Jyothi Sudhir**, Co-Founder & COO, Inventindia Innovations Pvt. Ltd.  
**Topic:** Innovations in service delivery – The new trend



## Imbibe thought Leadership





# best way to learn **Experiential Learning** Corporate Visits



Electricity & Water Authority, Dubai



Apple, Dubai



Titan, Bangalore



Sharjah Research Technology & Innovation Park, UAE



Amway, Bangalore



Intel, Dubai



SAID Business School, UK



Malaysian Petroleum, Malaysia



Siemens, Dubai



Tiger Breweries, Singapore



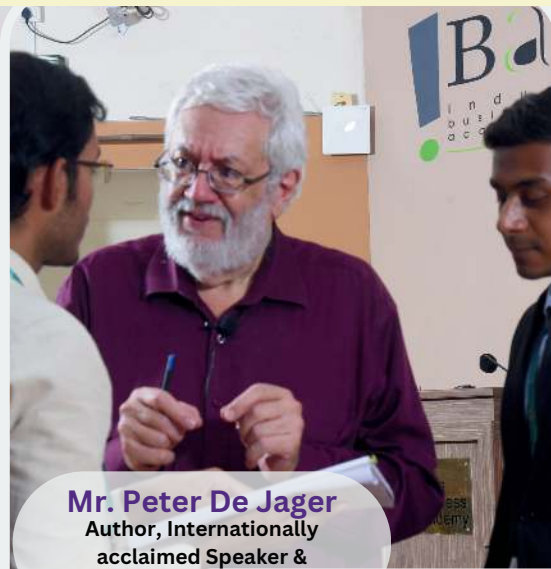
3M, Dubai



Akshay Patra Foundation, Bangalore



# Rub shoulders with **Who's who** exposure is Exclusive



**Mr. Peter De Jager**  
Author, Internationally  
acclaimed Speaker &  
Management Consultant



**Dr. Dewakar Goel**  
Enquiry Officer, Airports (All India),  
Ex. Executive Director - Airport  
Authority of India (AAI)



**Swapna Abraham**  
World Record Holder, Singer, Songwriter, Author  
Mentor, Actor, Interior Designer, Marketing &  
Branding Enthusiast



**Maj. Gen. (Dr) GD Bakshi (Retd)**  
Vishisht Seva Medal (VSM) by  
Hon. President of India and  
Sena Medal (SM) Awardee,  
Indian Army



**Maj. Gen. Vikram Dev Dogra**  
(Ironman of Indian Army) AVSM  
Ati Vashisht Seva Medal (AVSM), an honor bestowed upon  
him by the Hon. President of India in January 2019



**Ambassador Dr. Deepak Vohra**  
Ambassador of India, Special Advisor to  
PM for Africa



**Ms. Kavitha Prasad**  
Former Inward investment Head -  
Technology, Digital & Creative  
Dept of International Trade (DIT)  
Northern powerhouse, Govt. of UK



**Dr. Ernst von Kimakowitz**  
Director & Co-Founder  
Humanistic Management Network  
Geneva, Switzerland



# @IBA ~ Value added Career Enhancement Courses



## @IBA ~ Placement Highlights

RECRUITERS ON CAMPUS Class of 2023

**100%**  
Placements

INR  
**22.26**  
LPA  
Highest CTC

INR  
**7.80**  
LPA  
Average CTC

**10%**  
Growth in Average CTC





# Strong Connect with **Alumni** working across 30 plus Countries



**Vijay AG (2001-03)**

Senior Consultant, Gateways Global LLP  
Ex Worley, Ex Alghanim Industry, Ex Titan  
**President - IBA Alumni Association (R)**



**Richa Saini (2006-08)**

Director - Human Resources  
Indigo, Gurugram



**Nitika Mehrotra Tripathi (2004-06)**

Manger, State Bank of  
India (SBI), Hyderabad



**Anant Sagar (2003-05)**

Director-Partner Enablement &  
Success, Icertis, Bangalore



**Isaq Patel (2001-03)**  
Zonal Manager,  
Sophos, Mumbai



**Rajat Verma (2006-08)**  
Director-Transaction Banking, Global  
Subsidiaries, Standard Chartered  
Bank, Delhi



**Aditya Mathur (2004-06)**  
Head New Business  
Ecom Express Limited,  
Gurugram



**Seema Devi (2009-11)**  
State Project Manager  
Rural Development and Panchayati  
Raj Department, Manipur



**Vartika Dixit (2003-05)**  
University Talent Leader,  
Microsoft, Bangalore



**Rakesh Jain (2002-04)**  
Vice President Corporate  
Relations - Miles Education,  
Bangalore



**Shalini Jha (2008-10)**  
Head of Enterprise Sales -  
BeLive Technology - Singapore



**Anjali Garg (2007-09)**  
Deputy Director - Analytics &  
Insight at PepsiCo, Bangalore



**Amrit Malhotra (2007-09)**  
Country Head  
Winspire Solutions, UAE



**Prajakta Bhosale (2006-08)**  
Assistant Vice President  
- PR - Licious , Gurugram



**Mandeep Singh (2007-09)**  
Asst. General Manager-HR  
& ER Jindal Saw Limited,  
Mundra, Gujarat



@ IBA... 8.5 acre green Campus with **AQI** of less than **40**





# activities beyond academics are Lifeline





# healthy responsibilities **accelerates** honing of leadership skills

## Committees @ IBA...



**YMCC**  
(Yoga Meditation  
and  
Cultural Centre)



**Newsletter  
Committee**



**i3 Committee**  
(Institute Industry  
Interaction)



**Santripty**  
(Mess Committee)



**HOPE -Ek Asha**  
(A CSR Initiative)



**Gyanodaya**  
(Knowledge Resources)

## clubs @ IBA...



**Spandan**  
(HR)



**OM**  
(Operations)



**Infin'IT**  
(IT)



**COSMOS**  
(B-Quiz)



**Dolphins**  
(Communication)



**Hunterz Ignite**  
(Marketing)



**Navigators**  
(Finance)



**Barcodes**  
(Retail)





# Students TESTIMONIALS current talent pool @IBA



**Shivam Patro**  
Rewa, Madhya Pradesh

PGDMM at IBA has turned out to be a truly transformative programme for me. Faculty is exceptional and emphasis on experiential learning.



**Aarushi Verma**  
Chandigarh, Punjab

Forever gratified to IBA for the invaluable role it played in my academic growth. IBA has a dynamic environment with numerous student-driven clubs and committees. The college's practical approach, dedicated faculty, and vibrant campus community provided me with essential skills and a strong academic foundation.



**Swapnil Thakur**  
Garhwa, Jharkhand

Enrolling at IBA has been an extraordinary journey of discovery for me. I'm able to cultivate my teamwork, leadership & interpersonal skills. The real-world case studies are guiding stars, enabling me to decipher complex challenges effectively.

**SK Mohibul Islam**  
Hooghly, West Bengal

What sets IBA apart is its emphasis on collaborative group work. Every task, from case studies to projects, is conducted within teams, promoting teamwork and inter-personal skills.

Thank you IBA for letting me be the part of this esteemed institute.



**Vidisha More**  
Nagpur, Maharashtra

IBA pushed me to perform and I could nurture the potential leader inside me who is academically proficient but also socially responsible. Innovative curriculum emphasizes on hands-on learning and encouraged all of us to participate in various industry projects and internships. Proud to be an IBAian.



**Rounak Basu**  
Kolkata, West Bengal

IBA has a culture that implants a quality in a person that will help one to sparkle in diverse avenues in life.

I have worked in Berger Paints and I can confidently say that institution has a powerful platform to explore your strengths pushing you to stretch beyond the limits in a serene green campus.



**Sapna Kumari**  
Varanasi, Uttar Pradesh

Indus Business Academy is a place where you can find an amalgamation of learning, fun, culture, explore, literature and many such life preaching activities. Our institute is well equipped with facilities that brings about the best in us.

**Aniket Raj**  
Sasaram, Bihar



IBA has been an extraordinary journey of self-discovery and academic growth for me. The vibrant campus life and state-of-the-art facilities have made my time here unforgettable. I am immensely grateful for the foundation and opportunities IBA has provided.



**Jagjeet Singh Bagga**  
Amarkantak, Madhya Pradesh

IBA helped me nurture my soft skills and improve my self-confidence. IBA is playing a significant role in helping me excel in my professional journey. I will always be grateful to them for providing me a platform for practical learning and preparing me for the corporate life.



**Vidhi Baraskar**  
Nagpur, Maharashtra

IBA has been a great place to learn and grow. One of the standout features of IBA is its exceptional faculty. The network of alumni and industry connections that IBA provides is invaluable for building a successful career. I am proud to be a part of IBA family.



**Antra Sinha**  
Patna, Bihar

Life at IBA is awesome. The teaching methodologies backed by practical skills and industry interface have given me the confidence to pursue my career ahead. Thank you IBA.



# join the community of **Future Leaders** dream developed nation @2047

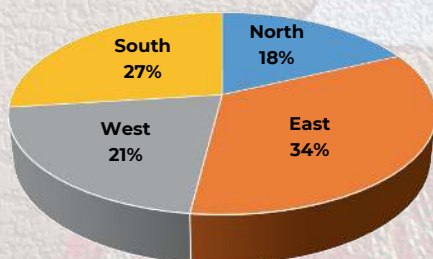
## GLIMPSE of students profile

IBA students are a class, very different. They have the urge to succeed and the tenacity to go through the rigor of training. The most common joke at IBA is that IBAians' are awake 24/7. Together these bright minds and energetic Indians represent varied academic backgrounds & cultural diversity including national/state players, singers, dancers, ICWA etc who hail from more than 25 states with different dreams to realize.



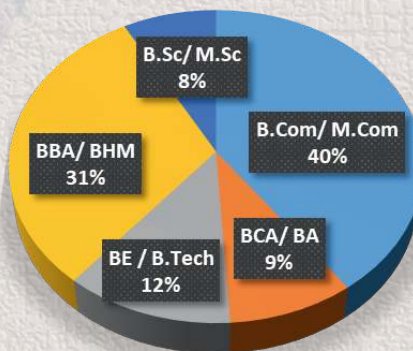
IBA Bangalore was bestowed with 'The Economic Times (ET) Best Education Brands 2023' Award consecutively for the 6th year. Award handed over by Prof. (Dr.) T. G. Sitharam - Chairman of the All India Council for Technical Education (AICTE) on June 29, 2023

### ZONE DIVERSITY



41% Female  
59% Male

### Education Background



Experience 19 %

Freshers 81 %



**Saloni Sharma**  
B.Com  
Jaipur, Rajasthan

CAT - 74.12



**Harsh Agrawal**  
B.Com  
Bhilai, Chhattisgarh

CAT - 73.39



**Biswajit Biswas**  
BBA  
Krishna Nagar  
West Bengal  
Work Ex: 20 Months

CAT - 72.2



**Sayantica Maiti**  
BA  
Mecheda, West Bengal

CAT - 69.40



**Giselle Joia Fernandes**  
B.Com  
Panjim, Goa

XAT - 72.85



**Satyajeet Kumar Sinha**  
B.E  
Jhajha, Bihar

XAT - 70.51



**Mikan Malini**  
B.Com  
Cuttack, Odisha

XAT - 67.08



**Koyelina Deb**  
B.Tech  
Kolkata, WB

XAT - 65



**Chayan Ghosh**  
BBA  
Ranaghat, WB  
Work Ex: 07 Months

CMAT - 80.88



**Vishal Suthar**  
B.Tech  
Bharuch, Gujarat  
Work Ex: 42 Months

CMAT - 80.70



**Ritish Kumar Shaw**  
B.Com  
Andal, WB

CMAT - 80.33



**Rahul Siwansiya**  
B.Com  
Bikaner, Rajasthan

CMAT - 79.11



**Killi Likhitha**  
B.Tech  
Srikakulam, AP  
Work Ex: 20 Months

CMAT - 73.25



**Twinkle Jain**  
B.Com  
Ranchi, Jharkhand

CMAT - 73



**Harsh Koshta**  
B.Com  
Jabalpur, MP  
Work Ex: 12 Months

CMAT - 71



**Sudhanshu Shekhar**  
BBM  
Patna, Bihar  
Work Ex: 18 Months

NMAT - 191



**Kuppli Jyothsna**  
BBA  
Visakhapatnam, AP  
Work Ex: 09 Months

NMAT - 180



**Harshvardhan Srivastva**  
BBA  
Haripur, Bihar  
Work Ex: 09 Months

NMAT - 175



**Pragati Singh**  
B.Com  
Kolkata, WB  
Work Ex: 25 Months

MAT - 98.36



**Anshuman Nayak**  
B.Tech  
Bhubaneswar, Odisha  
Work Ex: 06 Months

MAT - 98.2



**Kundan Pandit**  
B.Com  
Kolkata, WB

MAT - 92.22



**Pallavi Sow**  
B.Com  
Durgapur, WB

MAT - 92.11



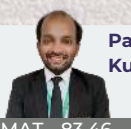
**Harshita Goyal**  
B.Sc  
Delhi, Delhi

MAT - 91.44



**Eshika Jain**  
B.Com  
Prayagraj, UP

MAT - 85.10



**Pathivada Dinesh Kumar**  
B.Sc Agri  
Vizianagaram, AP  
Work Ex: 18 Months

MAT - 83.46



**Partha Debnath**  
B.Com  
Kolkata, WB

ATMA - 90.71



**Antara Das**  
B.Sc  
Bangalore, Karnataka

ATMA - 85.58



**Bibhu Prasad Padhi**  
B.Sc  
Bhadrak, Odisha

ATMA - 84.00



PROGRAMME FEE (PGDM & PGDM - GENERAL) for Indian Nationals

Particulars		Amount
Admission Processing Charges (Non-Refundable)		₹ 45,000/-
Security Deposit (Refundable after completion of the course)		₹ 15,000/-
First Year	First Installment Inclusive of Admission Processing charges	₹ 168,000/-
	Second Installment	₹ 168,000/-
	Third Installment	₹ 168,000/-
Second Year	Fourth Installment	₹ 158,000/-
	Fifth Installment	₹ 158,000/-
	Sixth Installment	₹ 158,000/-
TOTAL Tuition Fees (For 2 Years)		₹ 978,000/-

IBA Provide separate residential facilities for boys and girls within the campus.  
Residential charges varies in between ₹ 1,22,000 - ₹ 1,76,000 per year (Inclusive of food charges) depending on the type of accommodation

SCHOLARSHIPS (Batch 2024-26)

SCHOLARSHIP FOR MERITORIOUS STUDENTS ( During Admission Phase)

<b>Pandit Jawaharlal Nehru Memorial Scholarship:</b> Student/s having aggregate (all subjects) marks of 60% or above in Class X, XII and Graduation, would be awarded a Scholarship of ₹ 50,000			
<b>'Sardar Vallabhbhai Jhaverbhai Patel Memorial Scholarship':</b> Student/s having aggregate (all subjects) marks of 70% or above in Class X, XII and Graduation, would be awarded a Scholarship of ₹ 60,000			
<b>'Netaji Subhas Chandra Bose Memorial Scholarship':</b> Student/s having aggregate (all subjects) marks of 80% or above in Class X, XII and Graduation, would be awarded a Scholarship of ₹ 70,000			
<b>'Atal Bihari Vajpayee Memorial Scholarship':</b> Student/s having aggregate (all subjects) marks of 60% or above in Class X, XII, Graduation and having percentile/Composite Score as mentioned below in the Entrance Tests would be awarded Scholarships as stated below:			
CAT 2023 / XAT 2024 / GMAT or GRE (After July, 2023)	MAT 2023 & 2024 / ATMA 2024	CMAT 2024 (As per format of results published by CMAT)	SCHOLARSHIP AMOUNT
85 percentile or above	Composite Score of 750 or above	Above 95 percentile OR AIR 1-999	₹ 100,000/-
80 to 84.99 percentile	Composite Score of 700 to 749	90 to 94.99 percentile OR AIR 1000-2499	₹ 80,000/-
70 to 79.99 percentile	Composite Score of 650 to 699	80 to 89.99 percentile OR AIR 2500-3999	₹ 70,000/-
60 to 69.99 percentile	Composite Score of 600 to 649	70 to 79.99 percentile OR AIR 4000-4999	₹ 60,000/-

DETAILS OF FEE - WAIVER TO DESERVING STUDENTS (During 3rd Term of an Academic year)

NAME	AMOUNT	No.	Criteria
1st Academic Year - Mother Teresa Fee - Waiver	₹ 25,000 to 35,000	10	Economically weak and Need based
2nd Academic Year - Tirthankara Mahavira Swami Fee - Waiver	₹ 25,000 to 35,000	10	Economically weak and Need based

Shri B.M.L Jain Memorial Special Scholarship FOR WARDS OF DEFENCE, BSF & CRPF  
PERSONNEL (During 2nd Year of the Programmes)

Our Founder Chairman Late Shri B.M.L Jain had a special appreciation towards the sacrifice which our Defence BSF & CRPF personnel make for our nation. To recognise their contribution, IBA offers 25% Fee waiver (only Academics in 2nd year of the course) to their wards

**Educational Loan Facilities :** All Nationalized Banks provide Educational Loan to selected candidates as PGDM Programme is approved by AICTE, Ministry of Education (Govt. of India). All IBA students can now avail the facility of education loans through a single-window electronic platform and pursue their dream. You can visit [www.vidyalakshmi.co.in](http://www.vidyalakshmi.co.in) for more details.



## ELIGIBILITY CRITERIA

- Graduate (10+2+3 OR 10+2+4) in any discipline from a recognized university, with not less than 50% and (reserved category not less than 45%) overall aggregate marks.
- Final Year Students are also eligible to apply.
- IBA accepts scores of CAT 2023 / XAT 2024 / CMAT 2024 / NMAT by GMAC 2023 / MAT (Sept. 2023, Dec, 2023, Feb 2024, May 2024) / ATMA 2024 / GMAT (after Sept 2022) / GATE 2022-23 & State Govt. Entrance tests.

## APPLICATION PROCESS

- Application fee is Rs. 1,050 and applications are available online only.
- Application Fee can be remitted through Credit / Debit cards, Net Banking and UPI platforms.

01

Register yourself

02

Fill your application form online

03

Submit & pay the application fee

04

Selection Process  
SOP writing  
GD & PI rounds

## JOIN THE LEAGUE OF...



C  
R  
E  
A  
T  
I  
V  
E

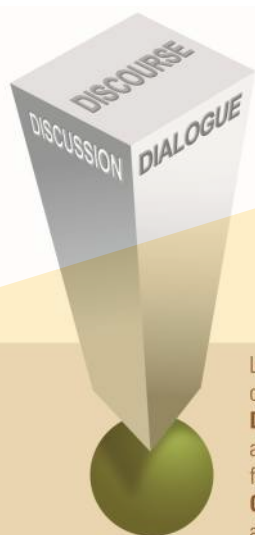


E  
N  
L  
I  
G  
H  
T  
E  
N  
E  
D



O  
R  
G  
A  
N  
I  
C

...Leaders



Learning at IBA is based on 3D approach of **Discussion, Dialogue and Discourse** to facilitate development of **Creative, Enlightened and Organic (CEO) Leaders**.

APPLY NOW



ADMISSION ENQUIRY

Contact us: +91 80 26083703 / 704 / 705 / 706

Mobile: +91 9342410271, 9035331862,

+91 8197862131, 9900705325

**INDUS  
BUSINESS  
ACADEMY**

Survey No. 164, Lakshmipura, Thataguni Post,  
Kanakapura Main Road, Bengaluru - 560062,  
Karnataka, India | [www.iba.ac.in](http://www.iba.ac.in)  
Email: [admissions@iba.ac.in](mailto:admissions@iba.ac.in)

