



**ITM** Business  
School  
ITM SKILLS UNIVERSITY



# MBA

***iConnect 2026-28***

Where You Learn Through Experience

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# Meet the Leadership



**Mr. Nitin Putcha**  
Chief Executive Officer  
ITM Group of Institutions

*"In a world rapidly transformed by AI and innovation, education must go beyond textbooks-it must become a launchpad for global opportunities and leadership roles. At ITM, we are obsessed with industry integration, real-time skill development, and building a network that propels our students into top-tier and high-impact careers. Every program we design is meant to challenge conventions and open doors to the future - be it through global exposure, entrepreneurial ecosystems, or leadership grooming."*

Mr. Nitin Putcha is the CEO and Trustee of the ITM Group of Institutions, steering its evolution for over two decades. A visionary leader with extensive cross-sectoral experience across education, advertising, technology, and eBusiness, he is also the Co-Founder of LetsUpgrade, a platform dedicated to skilling 10 million software developers globally. A graduate of the Fox School of Business at Temple University, he holds dual degrees in International Business and Marketing. His passion lies in redesigning higher education by integrating industry insights and cutting-edge technologies, shaping India's future through skill-building and innovation-driven education.



**Dr. Lakshmi Mohan**  
Ph.D, MMM, PGDHRM, PGDEdM, MA (Eng Lit)  
Pro Vice Chancellor  
ITM Skills University

*"Education is not just about knowledge transfer, it's about nurturing and empowering talents while lending the right perspective. At ITM, we strive to create vivid learning environments that are dynamic, inclusive, and ever-evolving to challenge inner limits. I believe every student carries an inert acumen that blooms when given the right guidance and space to grow. Progress begins with a growth mindset- and that's the culture we cultivate here every day."*

Dr. Lakshmi Mohan is the Pro Vice Chancellor at ITM Skills University and Director of ITM Business School, Navi Mumbai. With 24 years of experience in academia and leadership, along with a corporate background at Elbee and DHM, she brings deep insight into industry-aligned education. She holds a Ph.D. in Management and is a core member of the Higher Education Forum and advisor to NGOs like TSF and DORAI. She has received several national honors, including the Stree Ratna Award presented by Dr Rajashree Birla, Best Teacher award from Rotary Club, Heartful Professor Award from Heartfulness and Apeejay Karmaveer Chakra and the "Outstanding Woman Professional" award.





# The Future of Business Education is Here.

## Welcome to ITM Business School

The world of work has changed-and so have the expectations from business graduates. Employers today value people skills, adaptability, and real-world experience over rote knowledge and test scores. At ITM Business School, we've reimagined business education to align with these evolving demands. Through our innovative **MBA iConnect** program, students go beyond the classroom to gain a competitive edge through industry exposure, hands-on learning, and holistic growth.

## What Sets Us Apart



35+ Professional  
Certifications



5-Month  
Paid  
Internship



Global  
Immersion  
Programs



Start-Up  
Incubator with  
Seed Fund



300+ Hours  
of Soft Skills  
Training



## What You'll Experience

- Real-world learning through: NGO Projects, Live Case Studies and Capstone Projects
- Constant industry interaction with: CXOs, Alumni & Mentors On Campus
- Entrepreneurial exposure via: On-Campus Start-Up Incubator
- A vibrant student life filled with: Clubs & Events & Peer Networking

## More Than a Degree

### - It's a Transformative Journey

At ITM, we blend academic rigor with personal discovery. You'll learn to collaborate, lead, and solve real business challenges. From academic insights to lifelong friendships, your two years at ITM will shape you both professionally and personally. Our scenic campus, buzzing with energy and support, offers the ideal environment to grow, create, and belong.

## Your MBA *iConnect* Journey



# RANKINGS

## BECAUSE QUALITY IS CONSISTENT

### Diamond Band with A+ Grade

By OBE Ranking Survey 2023.

### Ranked 7<sup>th</sup> in Mumbai

By The Week  
Best B-Schools Ranking 2023.

### Ranked 8<sup>th</sup> in Maharashtra

In the Top Eminent B-Schools  
of Super Excellence,  
by GHRDC CSR 2023.

### Ranked 8<sup>th</sup> in Mumbai

By Fortune B-Schools Ranking &  
OPEN Magazine 2023.

### Ranked 19<sup>th</sup>

Among Top B-Schools in West  
Zone by Times Annual B School  
Ranking Survey 2024.

### Ranked 22<sup>nd</sup> in Mumbai

By OPEN Magazine 2023.





# MBA *iConnect* 2026-2028

## Where You Learn Through Experience

Get ready to transform your career with the ITM MBA *iConnect*! This innovative, 2-year, full-time program breaks away from the traditional classroom setup, offering an immersive, hands-on experience that brings learning to life.

Unlike conventional MBAs, which often focus on theory, the MBA *iConnect* program emphasizes industry connections and experiential learning. You'll dive into real-world scenarios through long internships, live projects, case study analysis, professional certifications, and more. You'll gain invaluable insights and skills directly from the field.

Forget boring exams! Your progress will be assessed through your performance over the two years - internships, a capstone project, practical case studies and engaging industrial visits to destinations like the UAE, Singapore, and Europe. Every step prepares you for the real world, ensuring you're not just learning but living your future career.

### Industry Benchmarked Specializations *That Are Backed By Professional Certifications*

With the ITM MBA *iConnect*, you can choose from one of the ten industry-preferred specializations. Each specialization comes with value-added professional certifications to enhance work readiness.

#### New-Age Specializations

1. Financial Services
2. FinTech
3. Digital Marketing and Media Management
4. Business Analytics
5. Retail Management and E-Commerce

#### Mainstream Specializations

1. Marketing Management
2. International Business
3. Human Resource Management
4. Operations and Supply Chain Management
5. Finance



# Program Highlights

## 35+ Professional Certifications

The ITM MBA *iConnect* offers 35+ professional certifications in advanced courses that are highly demanded in the industry. These certifications are provided across program specializations and are a mandatory part of the curriculum, giving students a distinct advantage during placements.

## 3 Global Immersions to Choose From

ITM MBA *iConnect* offers 3 Global Immersion Programs (GIP) in UAE, Singapore, and Europe. Depending on the program one opts for, these are either mandatory or optional.

## 10 Specializations

Students can specialize in one of the ten fields tailored to industry demand and future job prospects. Mainstream Specializations include Marketing Management, Finance, Human Resource Management, International Business, and Operations & Supply Chain Management. ITM also offers New-Age Specializations such as Financial Services, FinTech, Digital Marketing & Media Management, Business Analytics, and Retail Management & E-Commerce.

## 100% Placement Record

35 years of ITM Business School legacy, a strong alumni network, and deep industry involvement in all aspects of the program ensure that every student at ITM is supported with placement opportunities.

### Our Placement Statistics:

- 400+ Company Visits
- Highest Offer: Rs. 21,00,000 CTC per annum
- Average Offer: Rs. 8,65,000 CTC per annum

## On-Campus Start-Up Incubator with up to Rs. 1 Crore Seed Funding

The On-Campus Start-Up Incubator provides students with resources to develop their start-up ideas. Events such as hackathons, industry masterclasses, participation in industry conferences and events, mentorship boot camps, etc., ensure that ideas grow beyond a business plan and feasibility study to an actual start-up. The institute offers up to Rs. 1 Crore annually of financial support to promising start-ups.

## 5-Months Industry Internship

All students undergo a mandatory 5-months paid internship and a 2-week NGO internship. This real-world work experience and networking with industry is invaluable at the time of final placement.

## Personal Professional Development

As an integral part of the program, students participate in 300+ hours of soft skills training to prepare them for real-world situations in Presentation Skills, Corporate Communication, Public Speaking, Technical Skills, MS Office, Personal Interview Skills, etc.

## Student Festivals and Campus Events

ITM Business School students host various events throughout the year - one of the most popular is the U-Fest. Several clubs are entirely student-driven. In 2024, new annual events like a Hackathon and Saturday MeetUps have been introduced to enrich the academic calendar further.





# Global Immersion Programs

In collaboration with international universities and corporate houses, ITM offers Global Immersion Programs (GIP) at three locations: UAE, Singapore, and Europe. Students are encouraged to participate, as the program provides opportunities to interact with global industry leaders and gain exposure to multicultural environments.



Optional for all specializations, except MBA in International Business and MBA in Human Resource Management.



جامعة دبي  
UNIVERSITY OF DUBAI

## Hosted by University of Dubai

Enhance your knowledge with sessions at the University of Dubai. Learn from top faculty and industry professionals, explore innovative labs, and join interactive workshops, gaining practical insights into current industry trends within a dynamic academic setting.



كلية الأفق الجامعية  
SKYLINE UNIVERSITY COLLEGE

## Hosted by Skyline University, Sharjah

Broaden your perspective with expert-led sessions at Skyline University. Engage in hands-on learning, industry-focused discussions, and explore emerging global business trends in a vibrant academic environment.

## Industry Visits



**Nasdaq Dubai:** Dive into the dynamic world of finance with an exclusive visit to Nasdaq Dubai, the leading international stock exchange in the Middle East, offering insights into global trading and market operations.



APPLE INC.

**Apple Inc.:** Explore the forefront of innovation at Apple Dubai, where cutting-edge technology and sleek design converge. Witness firsthand how Apple revolutionizes the tech industry from the heart of this vibrant city.

The GIP in UAE also includes industry visits to **Hotpack** and **Ajmal Perfumes**.

## Excursion

- **Visit to Palm Jumeirah:** Discover the architectural marvel of Palm Jumeirah, an iconic man-made island that epitomizes luxury and innovation in Dubai.
- **Dubai City Immersion Tour:** Immerse yourself in the vibrant culture and futuristic skyline of Dubai with our comprehensive city tour, showcasing the best of this dynamic metropolis.
- **Cultural Exploration featuring Bur Dubai, Dhow Cruise, and Desert Safari:** Experience the rich heritage of Dubai with a cultural tour that includes the historic Bur Dubai, a scenic Dhow Cruise, and an adventurous Desert Safari.
- **Palm Atlantis & Burj Al Arab:** Marvel at the opulence of Dubai with visits to Palm Atlantis and Burj Al Arab, two of the most luxurious and iconic landmarks in the world.
- **Burj Khalifa:** Stand in awe of the Burj Khalifa, the tallest building in the world, and enjoy breathtaking views of Dubai's stunning skyline from its observation decks.







Exclusively for MBA in Human Resource Management students.



### Hosted by James Cook University

Experience an inspiring academic journey at James Cook University in Singapore. Learn from renowned professors, tour state-of-the-art facilities, and take part in immersive activities that offer a unique perspective on various fields of study.

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### Sessions

- **Global HR Practices:** Explore international human resource strategies and best practices in this insightful session.
- **Diversity, Equity & Inclusion and Social Psychology:** Understand the principles of diversity, equity, and inclusion through the lens of social psychology in this engaging session.

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### Excursion

- **Aquaculture Lab:** Discover the innovative world of sustainable fish farming at the cutting-edge Aquaculture Lab.
- **Universal Studios:** Enjoy an action-packed day with thrilling rides and attractions at Universal Studios Singapore.
- **Sky Park, Sentosa:** Experience breathtaking views and exciting activities at the iconic Sky Park on Sentosa Island.





## EUROPE - 8-10 Weeks

Exclusively for MBA in International Business students.



### Hosted by ESSCA School of Management, Budapest

ESSCA, founded in 1909, offers top-tier programs in finance, marketing, and management. Located in central Budapest, the campus combines high-quality education with a rich cultural experience.



### Hosted by IESEG School of Management, Lille

Established in 1964, IESEG is a leading French business school with triple accreditation (EQUIS, AACSB, AMBA). It provides an international learning environment, focusing on innovative teaching and global business leadership.

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## Industry Visits and Interactions



- Visit to Hada Supermarkets, Hungary's largest retail chain operator.
- Visit to Decathlon France, a global vertically integrated sporting goods company.
- Networking and Interactive sessions with Industry Experts.
- Meetups and social interactions with European students.

The GIP in Europe also includes industry visits to **Flex Budapest** and **Resilience**.

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## Excursion

- **Budapest:** Students will explore Budapest, visiting historic sites like Buda Castle, Fisherman's Bastion, and St. Stephen's Basilica. The tour includes the iconic Parliament building and a cruise on the Danube River. The excursion extends to the picturesque town of Szentendre, known for its charming streets and art galleries. It offers a perfect mix of history, culture, and scenic beauty.
- **Lille and Paris Excursion:** In Lille, students will explore the Grand Place, the historic Old Stock Exchange, and the impressive Citadel of Lille. The visit continues to Paris, where they'll see iconic landmarks like the Eiffel Tower, Notre-Dame Cathedral, and the Louvre Museum.





# Program Structure

	SEMESTER 1	SEMESTER 2	INTERNSHIP	SEMESTER 3	SEMESTER 4
<b>Timeline</b>	June 2026 to October 2026	November 2026 to March 2027	April 2027 to August 2027	September 2027 to January 2028	January 2028 to May 2028
<b>Experience</b>	Initialization, Core Courses	Developing Competencies & Specialization Core	-	Advanced Specialization Courses, Career Preparation, Placement Readiness	Assimilation of Learning, Research, and Work Experience
<b>Academics</b>	Induction & Foundation Course + 10 Courses	Specialized Subjects	-	Advanced Subjects	1 Course
<b>iConnect Industry Connect Experience</b>	-	Capstone Phase 1, NGO Internship, Outbound Program	5-Month, Industry Integrated Internship	Capstone Phase 2	Final Capstone
<b>Soft Skills Training</b>	4 Courses	4 Courses	-	4 Courses, Intense Placement Prep.	1 Course





## Financial Services

Global Immersion Option:  
Dubai

An MBA in Financial Services from ITM Business School is designed to prepare students for careers in the dynamic and complex financial services industry. The program emphasizes the importance of ethical financial management, compliance with industry regulations, and instilling responsible financial practices. Blending classroom theory with practical training in the Business Simulation Lab, students learn to design and manage investment portfolios, optimizing returns while managing risks. The program encourages innovative thinking and entrepreneurship within the financial services sector.

### Value-Added Professional Certifications

- National Institute of Securities Markets (NISM)
  - NISM Series: VA - Mutual Fund Distributions
  - NISM Series: XV - Research Analyst
- Indian Institute of Banking & Finance (IIBF)
  - Certificate in Anti-Money Laundering and Know Your Customer
- The Chartered Institute for Securities & Investments, (CISI), UK
  - CISI: Affiliated Membership Giving Access to 300+ Professional Refresher Courses
- CIBIL Siksha
  - Certificate in Fundamentals of Credit - Young Leaders



### Indicative Job Roles on Program Completion

- Research Analyst
- Financial & Risk Analyst
- Anti-Money Laundering & Compliance Expert
- Rating & Credit Risk Analyst
- Investment Banking Associate
- Portfolio Manager

## Financial Technologies (FinTech)

Global Immersion Option:  
Dubai

The MBA in Financial Technologies (FinTech) is designed to equip students with the skills and knowledge to navigate the rapidly evolving financial landscape. Starting from Semester – I, itself, this program blends traditional business education with cutting-edge technological training, covering areas like blockchain, digital payments, big data analytics, and cybersecurity. Students will learn to innovate and implement new financial technologies, preparing them for leadership roles in fintech startups, financial institutions, and tech companies. As a unique offering, students are provided with the opportunity of 'Winter Internship' in Semester – II to give real-time exposure. Thus, through a combination of theoretical studies and practical applications, graduates will be poised to drive the future of finance.

### Value-Added Professional Certifications

- Indian Institute of Banking & Finance (IIBF)
  - Certificate Course in Digital Banking
  - Certificate in Prevention of Cyber Crimes and Fraud Management
  - Certificate in Anti-Money Laundering and Know Your Customer
- The Chartered Institute for Securities & Investments, (CISI), UK
  - CISI: Affiliated Membership Giving Access to 300+ Professional Refresher Courses
- CIBIL Siksha
  - Certificate in Fundamentals of Credit - Young Leaders



### Indicative Job Roles on Program Completion

- FinTech Analyst
- Blockchain Analyst
- Digital Payment Specialist
- Risk and Compliance Analyst
- Data Analyst
- Product Manager
- Cybersecurity Specialist
- Financial Services Consultant
- Business Analyst



03

New-Age Specialization

## Digital Marketing & Media Management

Global Immersion Option:  
Dubai

The MBA in Digital Marketing and Media Management at ITM Business School offers a future-ready curriculum with hands-on training in tools like Google Analytics, SEMrush, Power BI, Meta Business Suite, and WordPress. Students gain practical experience in SEO, SEM, social media marketing, content creation, AI-powered tools, and CRM platforms like HubSpot and Mailchimp. The program equips graduates to lead digital campaigns, design user experiences, and drive real business impact across digital channels.

### Value-Added Professional Certifications

- Google Ads Search Professional
- Google Campaign Manager
- Google Ads Display Professional
- YouTube Asset Monetization
- Google My Business
- Google Analytics
- Meta Certified Digital Marketing Associate
- Meta Certified Community Manager
- Meta Certified Media Planning Professional
- Inbound Marketing
- Tableau Desktop Qualified Associate Certification
- LinkedIn Generative AI
- Meta Marketing Analytics
- Microsoft Power BI Certification

### Indicative Job Roles on Program Completion

- SEO Analyst
- Growth Manager
- Paid Media Specialist
- Digital Marketing Analyst
- Digital Strategist
- Campaign Planner/Manager
- Influencer Marketing Manager
- Growth Marketing Lead
- Digital Marketing Manager



04

New-Age Specialization

## Business Analytics

Global Immersion Option:  
Dubai

The MBA in Business Analytics prepares students to leverage data for strategic decision-making. The program covers key tools and technologies like SQL, Python, R, Tableau, and PowerBI. Students will learn advanced data visualization, predictive modeling, and statistical analysis skills. This comprehensive curriculum equips graduates to analyze complex business problems, interpret data insights, and drive innovation, positioning them for leadership roles in a data-driven business environment.

### Value-Added Professional Certifications

- SAS - Certified Advanced Analytics Professional
- Statistical Business Analyst
- Enterprise - Scale Analytics Solutions with Microsoft Azure and Power BI
- Building Modern Python App on AWS
- Tableau Desktop Qualified Associate Certification
- Google Analytics 4

### Indicative Job Roles on Program Completion

- Data Analyst
- Data Scientist
- Market Research Analyst
- Financial Analyst
- Risk Analyst
- Healthcare Analyst
- E-commerce Analyst



05

New-Age Specialization

## Retail Management & E-Commerce

Global Immersion Option:  
Dubai

MBA in Retail Management and E-Commerce at the ITM Business School offers a dynamic, industry-aligned program designed to develop future-ready retail professionals, where experiential learning is at the heart of the program. With a structured academic framework covering Retail Store Operations, Buying and Merchandising, Mall Management, E-Commerce, Sales, Logistics, Branding, and Marketing, the curriculum blends core business concepts with sector-specific expertise. Students benefit from expert-led sessions on retail strategy, consumer behaviour, and emerging digital trends. Through the real-world experiences students learn how to craft impactful marketing campaigns, refine branding skills, and master omni-channel customer engagement.

### Value-Added Professional Certifications

- Certification of Demand Forecasting and Inventory Management
- SAP Retail Training Course
- Creation of E-Commerce Store
- Retail Sales Simulation
- Flipkart Seller Course
- Operations & Supply Chain Management
- Certificate in Business Intelligence Using Power BI

### Indicative Job Roles on Program Completion

- Store Operations Manager
- Category Manager
- Business Development Manager
- Merchandising Manager
- E-Commerce Manager
- E-Commerce Product Manager
- Data Analyst in Retail
- Product and Brand Manager
- Buyer and Merchandiser



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Mainstream Specialization

## Marketing Management

Global Immersion Option:  
Dubai

The MBA in Marketing Management program at ITM Business School is designed to provide students with a comprehensive understanding of marketing principles, strategies, and practices. Graduating from ITM Business School can lead to diverse and promising career opportunities, as marketing is crucial in every industry. To ensure continuous growth in your marketing career, it's essential to stay updated with industry trends, adapt to the evolving digital landscape, and cultivate strong networking relationships.

### Value-Added Professional Certifications

- Blockchain Council: Metaverse Marketing
- HubSpot Academy: Inbound Marketing
- LEARNBIZ: Sales Simulation
- IIDE: Copywriting

### Indicative Job Roles on Program Completion

- Brand Development Executive
- Sales Executive / Sales Manager
- Marketing Manager
- Marketing Research Analyst
- Brand Manager
- Product line Manager
- Territory Manager





## International Business

**Global Immersion (Mandatory):**  
Budapest, Hungary and Lille, France

An MBA in International Business from ITM Business School is designed to provide students with a comprehensive understanding of the global business environment and equip them with the skills and knowledge necessary to thrive in international markets. Graduating from ITM Business School can lead to significant personal and professional growth. Students develop sensitivity to different cultures, which is crucial when conducting business on a global scale.

### Value-Added Professional Certifications

- Lean Six Sigma Green Belt - by KPMG
- Customs Procedure & EXIM Finance Management  
- by World Trade Center
- SAP

### Indicative Job Roles on Program Completion

- Global Brand & Logistics Manager
- International Marketing & Finance Manager
- International Trade Specialist
- International Sales Manager



## Human Resource Management

**Global Immersion Option:**  
Singapore

An MBA in Human Resource Management from ITM Business School is designed to prepare students for leadership roles in HR and related fields. Graduating with an MBA in HR from ITM enhances employability, making students highly desirable for HR roles. The program fosters leadership and management abilities necessary for effectively leading HR teams. It significantly boosts career prospects, develops leadership skills, facilitates personal growth, and expands industry networks.

### Value-Added Professional Certifications

- HR Analytics - by E&Y
- SAP HR & Payroll - by Technoria
- Skill Matrix & Competency Mapping - by HR & IR Academy
- POSH Training - by HR & IR Academy
- CTC Designing & Organizational Structure Designing  
- by HR & IR Academy
- NLP Certification - by CHDNLR

### Indicative Job Roles on Program Completion

- HR Manager
- HR Generalist
- HR Business Partner
- L&D Manager
- Compensation Expert
- Onboarding Specialist
- Corporate Wellness Specialist



An MBA in Operations & Supply Chain Management from ITM Business School aims to prepare students for leadership roles in managing and optimizing organizational processes and resources. Operations management is critical in ensuring businesses run efficiently, effectively, and competitively. As students progress through the program, they develop a deep understanding of operations management concepts, tools, and strategies. They become proficient in supply chain management, project management, and quality control.

### Value-Added Professional Certifications

- Lean Six Sigma Green Belt Certification
- Supply Chain Analytics Certification
- SAP - Materials Management Module Certification
- Business Simulation

### Indicative Job Roles on Program Completion

- Global Product Manager
- Assistant Manager - Supply Chain
- Analyst (Supply Chain)
- System Engineer (SAP, PP, QM, Consultant)
- Team Manager (ML-Data Operations)



An MBA in Finance at ITM Business School is designed to equip students with the knowledge, skills, and expertise required to excel in the dynamic and competitive world of finance. Moreover, networking opportunities provided by ITM Business School, access to industry professionals, and internships can greatly contribute to the student's career advancement. Additionally, the finance industry constantly evolves, providing opportunities for specialization in Corporate Finance, Investment Banking, and Tax Associate.

### Value-Added Professional Certifications

- Certified BFSI Professional Course
  - by Indian Institute of Banking & Finance (IIBF)
- Certificate in AML & KYC
  - by Indian Institute of Banking & Finance (IIBF)
- Investment Banking and Operations Project Financing
- NISM Series VA (Mutual Funds)
  - National Institute of Securities Markets (NISM)

### Indicative Job Roles on Program Completion

- Retail Banking Manager
- Wealth Manager/ Portfolio Manager
- Financial Analyst
- Credit Manager / Risk Advisory
- Market & Credit Risk Analyst
- Business Research Analyst



# 100% Placement Record

With a 35-year legacy, ITM Business School combines robust alumni networking and extensive industry engagement to ensure every student benefits from exceptional placement opportunities. This powerful synergy supports students throughout their academic journey, providing them with valuable connections and insights into the professional world. Annually, over 400+ companies actively recruit from our campus, seeking the talent and skills honed through our rigorous programs and comprehensive career development initiatives.

## Our Placements Statistics

400+ Company Visits

21 LPA Highest Package

8.65 LPA Average Package

## iConnect Internships

Every student at ITM Business School undergoes a rigorous experiential learning journey, including a mandatory 5-months internship, a 2-week NGO internship, and a 3-month Capstone Project. Additionally, they immerse themselves in 10 live projects and case studies, gaining invaluable hands-on experience that is pivotal for their career readiness. This real-world exposure and extensive industry networking are critical during final placements, significantly enhancing their employability and practical skills.

## Soft Skills Training

Students immerse themselves in over 300 hours of soft skills training, equipping them for real-world challenges in presentation skills, corporate communication, public speaking, technical proficiency in MS Office, and mastering personal interview techniques. This extensive training ensures they are fully prepared to excel in professional environments.

## 35+ Professional Certifications

ITM Business School has included advanced professional certifications in all programs to accompany degrees. These certifications are recognized by industry and provide practical knowledge that helps students secure jobs more easily.

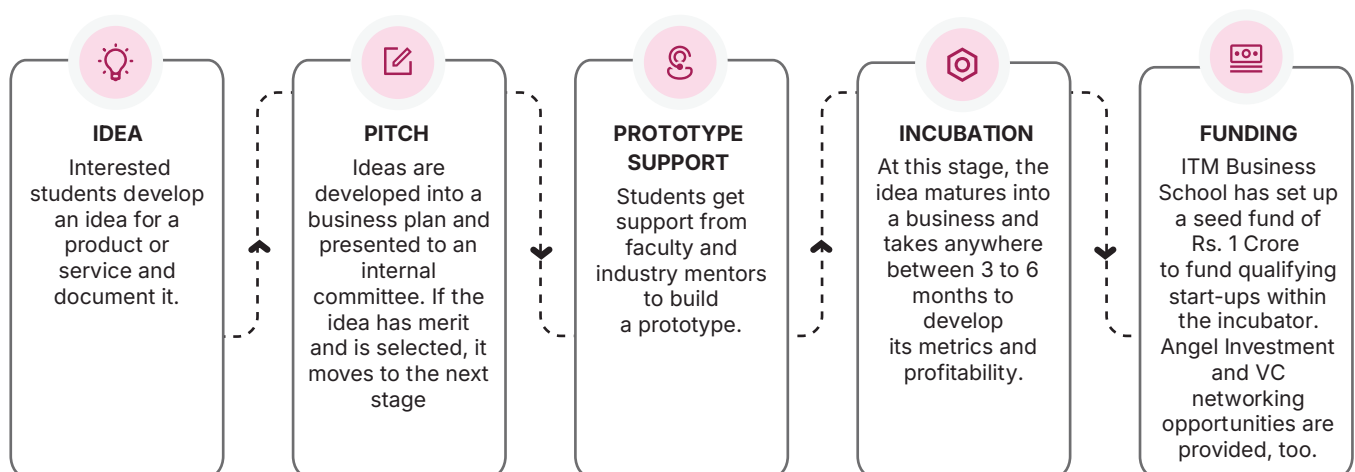
# Entrepreneurship as a Career Option

## ON-CAMPUS START-UP INCUBATOR

Not everyone wants to take up a job at the end of the program. Some want to build their start-up! The On-Campus Start-Up Incubator provides students with access to resources to develop their start-up ideas. Students may opt to work on their Startup idea instead of taking up the 5-month Internship. ITM has a vast array of talent in Tech, Design, Finance, and Supply Chain, among others, and Incubatees will have access to their time and knowledge.

Events such as Hackathons, Industry Masterclasses, Business Conferences, Start-Up Bootcamps and, Yatras ensure that ideas grow beyond a business plan and feasibility study, into an actual start-up.

## HERE'S HOW IT WORKS





# Get Your Dream Job!

We focus on acquiring the best brands and high-demand job profiles, giving our students interesting opportunities in various industries.

## Esteemed Recruiters from ITM Business School



# Notable Alumni



**Sanjay Dhavan**  
Batch: 1991-93

- Chief HR Officer  
DHL Express India
- HR Manager  
Colgate-Palmolive India (Ltd.)



**Rahul Chiddarwar**  
Batch: 1996-98

- Chief Executive Officer  
Unimoni
- HR Manager  
HUL



**Hardik Sheth**  
Batch: 2004-06

- Functional Head  
TechMahindra
- Analyst  
Lehman Brothers



**Shailaja Kumar**  
Batch: 1993-95

- Head- Inside Sales & Quote Desk  
MEISA - FedEx
- Sales Development Manager  
DHL



**Ramkumar Jeyachandran**  
Batch: 2002-03

- EMEA - Head of Customer  
Advisory (COO) - SAP
- Customer Service  
A.P. Moller - Maersk



**Sahil Kapoor**  
Batch: 2005-07

- Head of Products  
DSP Mutual Fund
- Research Analyst  
Kotak Securities



**Dipu Rajan**  
Batch: 2004-06

- Senior VP &  
Unit Head - Wholesale Credit  
Group - HDFC Bank
- Research Analyst  
Kotak Securities



# Eligibility and How to Apply

## ELIGIBILITY

To apply for the MBA *iConnect* program, candidates need a Bachelor's degree from any UGC-recognized University and at least 50% marks in the qualifying examination (Graduation). Final-year students are also eligible to apply.

## ENTRANCE TEST SCORE

ITM Business School accepts national-level test scores (CAT, XAT, NMAT, CMAT, MAT, ATMA, CUET, State CETs) or its own ITM Entrance Test.

## SCHOLARSHIPS

If you're in need of financial aid to pursue the MBA *iConnect* Program, ITM Business School offers a dedicated scholarship opportunity through the iSET - Scholarship Entrance Test. Candidates who successfully clear the test become eligible for full or partial tuition waivers, as determined by the Scholarship Committee.

To apply, candidates must have secured a minimum of 60% marks in their 10th, 12th, and undergraduate studies. Final-year students with an overall 60% in their first and second years are also eligible to appear for the test.

## Scholarship Entrance Exam

ITM Business School conducts the iSET - Scholarship Entrance Test, and is held in December and January each academic year. The test assesses candidates on Aptitude, Logical Reasoning, Verbal Skills, and Data Interpretation.

The list of meritorious students eligible for scholarships is announced within one week of the test. Scholarships are awarded to selected candidates upon successful completion of the admission process.

With over 20,000 students participating each year, the test offers scholarships totalling Rs. 2 Crore (subject to students fulfilling terms of merit).

- 100% Scholarship for ITM MBA *iConnect* (10 Scholarships)
- 50% Scholarship for ITM MBA *iConnect* (15 Scholarships)
- 25% Scholarship for ITM MBA *iConnect* (30 Scholarships)
- 10% Scholarship for ITM MBA *iConnect* (100 Scholarships)

*Note: Scholarships awarded are applicable only for the first year fees.*

## APPLICATION PROCESS

### STEP 1

Go to [forms.itm.edu/mba](https://forms.itm.edu/mba) to fill out the application form.

*Note: Application Fee of Rs. 1500/- needs to be paid online to be able to apply to the program.*

### STEP 2

You must complete and submit the application form before the Application Deadline.

*Note: Early applications are encouraged. Due to the high volume of applications, there are multiple selection rounds. Students applying early have a higher chance of procuring admission to the program.*

### STEP 3

On successful completion, you will be provided with an Application ID. Save this for all future correspondence.

### STEP 4

Shortlisted candidates will be invited to participate in the Selection Process:

- Details regarding the date, time, and venue (online or in-person) will be shared via email.
- Applicants from outside Mumbai may opt for the process to be conducted online.

## SELECTION PROCESS

**Applicants are assessed on a combination of the following:**

- Academic Record
- Entrance Test Scores.
- Performance in the Selection Process (e.g., Interview, Case Exercise - if applicable)
- Relevant Work Experience (if any)
- Extra-Curricular Activities and Personal Achievements

*No single factor is more important than the others. Results are determined based on the student's overall performance.*

## RESULT

Students who successfully complete the Selection Process will receive provisional offer of admission to the MBA *iConnect* program. To confirm your admission and secure your seat, you are required to submit Rs. 25,000/- by way of Demand Draft or Cheque. This fee is Part 1 of Program Fees and is refundable, subject to University and UGC terms and conditions.



# Why Choose the ITM MBA *iConnect*?

There must be more than old-school textbook learning to prepare you for the real world! You, as a student, should spend the next two years earning a degree, having fun, and honing your practical skills to be all you want. So you can get your dream job or Start-Up on your own. And that's what the MBA *iConnect* is all about. It ensures that every aspect of the program has an industry connection, so that you are ready to leap into the real world!

Features	Old-School MBA	MBA <i>iConnect</i> at ITM Business School
Internship	3 Months	5 Months + 2 Weeks NGO Internship
Placement	Limited Placement Assistance Provided	100% Placement Record
Start-Up Incubator	No Funding Support	Vibrant On-Campus Incubator with up to Rs. 1 Cr. Seed Funding
Industry Certifications	Not Included	35+ Professional Certifications at No Additional Cost
Specializations	Mainstream Specialization Options are Available	Offers 10 Specializations, Including New-Age Ones
Personal Professional Development	No Support Offered	300+ Hours of Soft Skills & Placement Preparation Training
Hands-on Learning	Textbook Learning	Case Studies, Live Projects, Simulations, Industrial Visits, & conferences.
Instructor	Less Industry Experience	Top Professional Faculties with Industry Experience
Curriculum	Outdated	Modern World Curriculum Crafted by Industry
Industry Connect	Limited	1-1 Mentorship, Monthly CEO Talks, Meet-Ups & More
Global Immersion	-	Optional 3 Global Immersion Programs (UAE, Singapore, and Europe)
Batch Size	100+ Students	Only 60 Students





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