# Pune's 1st Corporate Style B-School



Ramachandran International
Institute of Management
RIIM Pune

# PGDM

Approved by AICTE, Ministry of Education &
Government of India

## SPECIALIZATION:

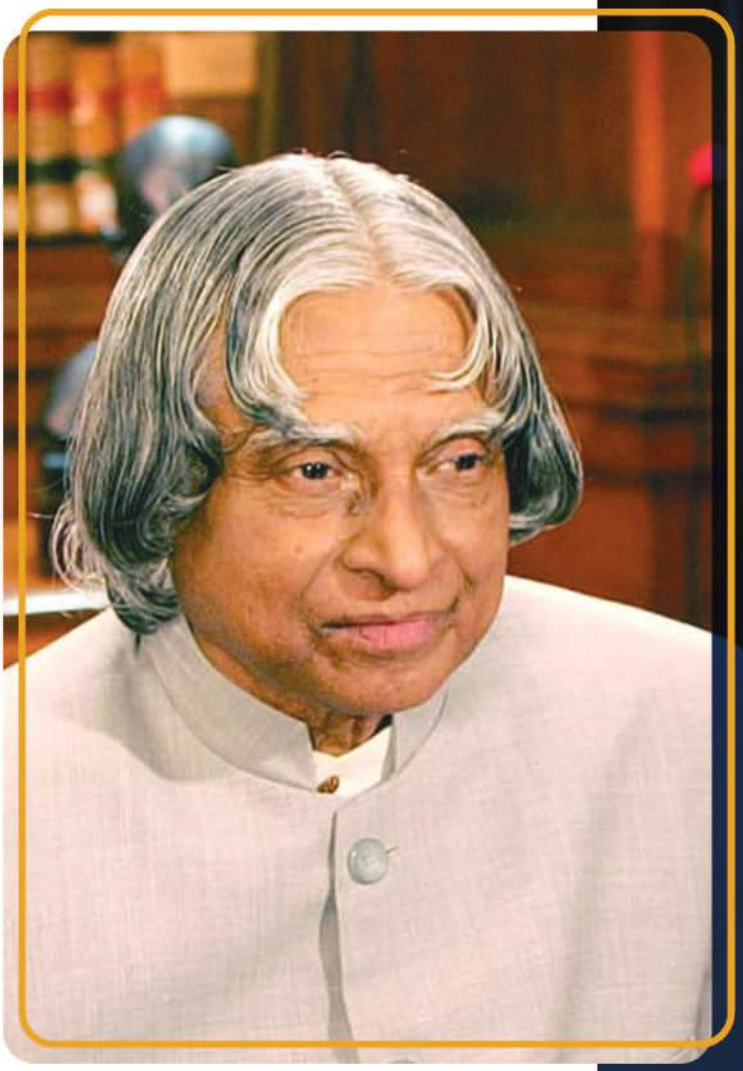
Marketing | Finance | HR | Business Analytics | Agri-Business | Pharma

# Our Inspiration

## EXCELLENCE IS A CONTINUOUS PROCESS & NOT AN ACCIDENT

**Hon. Dr. APJ Abdul Kalam**
(Scientist, Author, Statesman, Professor & Speaker)

Bharat Ratna, Padma Vibhushan, Padma Bhushan & 11th President of India



**My message, especially to young people is to have courage to think differently, courage to invent, to travel the unexplored path, courage to discover the impossible and to conquer the problems and succeed. These are great qualities that they must work towards.**

This inspirational quote from Bharat Ratna Dr. APJ Abdul Kalam sums up the crux of a modern day corporate leader who should have a strong character and impeccable integrity. Born in humble circumstances in a Muslim family in rural Tamil Nadu, a young boy who sold newspapers to help his family make both ends meet rose to the highest office in the land. He did so not through the conventional route of a political career but through the dint of hard work as a scientist in government service.

Dr. A.P.J. Abdul Kalam was really a true legend for the youngsters of the country. He has inspired the new generation of the country through his whole life, career, great works in the field of technology. He still lives in the heart of Indian people as the People's President and Missile Man of India.

We at RIIM firmly endorse his views and truly believe that every student has the potential to become a great leader if he/she is provided the right environment. We make a student discover his potential and groom him to face the tough challenges of the corporate world.



# About RIIM

## Pune's 1st Corporate Style B-School

Ramachandran International Institute of Management (RIIM), Pune is one of the leading and recognised Management Institutes of India. RIIM is **Pune's 1st Corporate Style B-School**. It was founded under the able guidance of Visionary leader, Educationist and first generation Entrepreneur **Prof. Suraj Sharma** in the year 2014. RIIM

- Academia gap by making the existing PGDM programmes more Practical, Industry relevant and Skill based. **RIIM Pune is approved by AICTE New Delhi, Ministry of Education, Govt. of India.**

RIIM has a very strong Corporate Interface which allows RIIM to understand complex and dynamic expectations of the Industry. These inputs are used to design and develop suitable training interventions for the Management students which enable them to be Market ready and face the diverse challenges. We engage our Industry

Live Projects, Domain Trends, Mentoring, Mock Interviews, Industrial Visits and Assessments which helps students to develop deeper insights about the Job Markets and Entrepreneurship.

RIIM's programme offers "Advanced Employability & Leadership Development opportunities" and optional Management Development Programme (MDP) for students.

Majority of the Learning initiatives including certifications like Business Analytics, Advanced Excel, Digital Marketing, Artificial Intelligence & Machine Learning are based on **(70:30)** pattern where 30% is to cover the theoretical aspect of the concept and 70% is practical and skills focused. Under the Soft Skills Umbrella, a lot of rel-

Trainers which enable students to work and perform in multi-cultural environments, team based projects or in leadership roles.

RIIM is located in Bavdhan, off Mumbai-Pune Expressway with state of art infrastructure and beautiful surroundings. The highway gives easy access to Hinjewadi IT and Business Park which is a Special Economic Zone and Mumbai (Financial Capital of India). This helps us to stay connected with our Industry Partners.

**Team RIIM welcomes the Management aspirants to join us for the contemporary Management education and Employability based programmes**

# Message From
# The Chairman



## Prof. Suraj Sharma

Chairman
RIIM Pune

**RIIM inspires their students to become proficient managers by developing their soft skills and enhancing their competency to use modern technological / statistical tools to have competitive advantage in job market. We groom you to be culturally sensitive & socially responsible young professionals with global citizenship outlook.**

Our student developmental philosophy is based on rich tradition of pursuing contemporary academic excellence on ' **Gurukulam** ' model. we inspire & transform students through hard work & enable them to be the best professionals of tomorrow. Hence we have created a world class modern educational environment thus facilitating the students to develop their potential & transform as global leaders as well as committed, dynamic, quality conscious and ethical professionals.

**Welcome to RIIM Family.**



# Message From
# The Chief Mentor

## Hon. Rajender Singh IPS (Retd.)

Former Additional DGP (L & O), Maharashtra | Alumni, IIM-Bangalore | Chief Mentor, RIIM Pune

Over the past decade, advances in communication and technology have transformed the world into a global village. While these changes offer exciting business opportunities, students must focus on upskilling to stay competitive. This includes becoming more efficient, tech-savvy, and developing a comprehensive understanding of business in line with the evolving demands of modern industry.

# Message From
# The Campus Director



## Dr. Ajit Sane

Campus Director
RIIM Pune

"Creating a world class centre of excellence in management education, training & research thus enabling youth to develop their potential and transform as global leaders." This is not merely a collection of words but a mandate that we are modelled around and work towards making each word a reality.

# Awards & Achievements

THE TIMES OF INDIA

**TIMES EDUCATION ICONS 2024**
Promising Institute in Management - Education and Placement

**TIMES POWER BRAND 2024**
Excellence in Education Corporate Learning & Placemnt

**TIMES POWER BRAND 2022**
Leading B-School Corporate infrastructure

**TIMES EDUCATION ICONS 2021**
Best B-School in Placement

Pune Times Mirror

**ACHIEVERS AWARDS**
Top Corporate Style B-School

**BHARAT LEADERSHIP AWARD 2021**
For his contribution as a Visionary Leader in the field of Management Education

**EDU EXCELLENCE AWARDS**
The Best Management Institute in Industry Exposure with MDP

**EXCELLENCE AWARDS**
In Management Education & Advanced Employability Programme - B School

**ICONIC PUNEKAR AWARD**
Everlasting Impact in the field of Education

**EDU EXCELLENCE AWARD**
A Young Emerging Educationist

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**LOKMAT EDUCATION AWARDS 2022**
Immense quality contribution made in academia.

GLOBAL LEADERSHIP AWARDS
Celebrating the Spirit of Success

**GLOBAL BUSINESS LEADERSHIP AWARDS**
**Powered by ADFocus Media**
Most Prominent B-School on RoI in India

SHIKSHA BHARATI AWARD

**SHIKSHA BHARTI AWARD**
For the outstanding Professional Achievement & Inspiring Social Contribution




















# Top Reasons
# To Choose Us

- Personality Development & General Awareness Programme **(PDGA)**.
- Management Development Programme **(MDP)** in collaboration with India's premier management institute.*
- IIM Banglore-Makeintern Event leading to **National Business Plan** Competition at IIM-B
- **100% Scholarship*** offered for the meritorious students as well as **special fee waiver for girls** to promote girls education in management.
- Contemporary Curriculum with additional inputs provided by subject matter **experts from IIMs / IITs / XLRI.**
- **Corporate infrastructure** where corporate culture is followed from the day one.
- Regional & National **Outbound tours***
- **International Business Exposure** Programme (IBEP)
- **100+ Guest talks** by senior corporate leaders from diverse fields.
- Regular Interaction with corporate Gurus & extensive corporate networking.
- **Pedagogy:** Case Studies, Domain Presentations, Group Discussions, Management Games, National & International Visits, Debates, Quizzes, Outbound / Experiential Seminars, Interview techniques, Role Plays, Live Mini Projects, Aptitude training & Corporate Workshops etc.



**27L** Offered Package

**7.5L** Average Package

**30%** Received PPOs

**500+** Recruiters on Campus

**600+** Corporate Speakers

**100+** CXO's on Campus

**600+ Hrs** Employability Sessions

**10+** Industry Visits

**15 Day** MDP at IIMs

**100%** Scholarships* for meritorious students

**1000+ Hrs** Specialization Specific Summer Internship

**15+** Specialization Focussed Certifications

**State** Tours

**National** Tours

**Dubai** Foreign Educational Tours

**UK** 1 Year Global MBA




# Our Corporate Style Infrastructure

Our campus is designed to enhance educational experience with state-of-the- art amenities and fully air-conditioned facilities. Benefit from interactive smart classrooms, a well-equipped computer lab, and expansive libraries with ample study areas. Our advanced technology centers support cutting-edge computing and innovative teaching methods. Benefit from dynamic recreational areas, a hygienic cafeteria, and a friendly housing environment that offers both comfort and engagement. Safety is our top priority, with comprehensive security measures and accessible design throughout the campus.




















# 5N & 6D
# Dubai Educational Tour

## PGDM +IBEP

PGDM stands for **Post Graduate Diploma in Management**, a full-time two-year residential business management program approved by AICTE, which is based on **70:30** Learning and Development model. A student pursuing PGDM under this model will spend **70%** time in practical, job oriented and skill-based learning interventions which cater to changing industry requirements and 30% is to cover the theoretical aspect of the concept.

### LEARNING JOURNEY STARTS FROM DAY 1

#### SEM I

- 50+ Days-Induction Program
- 6 days at Dubai Immersion Program
- 50hrs-Mentorship Program
- 6+ Industry Visits
- 3 Certifications
- 50hrs-Excel Training
- 100hrs-Aptitude Training
- 100hrs-Communication Skills
- 10+ Case Studies
- 5+ Live Projects
- BA Certification in IIM by Makeintern
- Mock/GD/PI/Training
- MS Office Training
- Capital Market Training/Workshop at NSE
- Placement Readiness Training
- Domain Based Training
- Sector Specific Training
- JD Based Training
- 60+ Guest Speakers

#### SEM II

- 15 days residential programme-MDP at IIM's (Optional)
- Domain Specialization Capsules/Training
- 50hrs-Mentorship Program
- 4+ Industry Visits
- 3 Certifications
- 100hrs-Advanced Excel
- 100hrs-Aptitude Training
- 100hrs-Communication Skills
- 10+ Case Studies
- 5+ Live Projects
- Mock/GD/PI/Training
- Corporate Launchpad-Live business project
- 60 Days Winter & Summer Internship
- Placement Readiness Training
- Domain Based Training
- Sector Specific Training
- JD Based Training
- 20+ Guest Speakers

#### SEM III

- Domain Specialization Capsules/Training
- 50hrs-Mentorship Program
- 2 Certifications
- 100hrs-Advanced Excel
- 150hrs-Aptitude Training
- 100hrs-Communication Skills
- 10+ Case Studies
- 5+ Live Projects
- Mock/GD/PI/Training
- Corporate Connect-Corporate Speak, Panel discussions
- Domain Specific Knowledge Sessions & Activities
- 60 Days Winter & Summer Internship
- Placement Readiness Training
- Domain Based Training
- Sector Specific Training
- JD Based Training
- 20+ Guest Speakers

#### SEM IV

- Domain Specialization Capsules/Training
- 50hrs-Mentorship Program
- 100hrs-Advanced Excel
- 150hrs-Aptitude Training
- 100hrs-Communication Skills
- 10+ Case Studies
- 5+ Live Projects
- Mock/GD/PI/Training
- Placement Readiness Training
- Domain Based Training
- Sector Specific Training
- JD Based Training
- Last Mile Training




# 15 Days (MDP)
## Residential Management Development Programme (Optional)

**15 Days Residential Management Development Programme (MDP)** with a **Premier Management Institute** of India to provide quality Management developmental exposure to our students.

## SPECIALIZATION SPECIFIC CURRICULUM

### Marketing
- Retail Management
- Channel Sales
- End to End Sales Process
- Negotiation Skills
- Marketing Analytics
- B2B Marketing
- International Marketing
- Services Marketing
- Counsumer Behavior
- Customer Relationship Management(CRM)

### HR
- HR Policies
- HR Business Partner
- Recruitment & Onboarding
- Compensation & Benefits
- HR Laws
- Organisation Development
- Industrial Relation
- Labour Laws
- International HRM

### Finance
- NCFM & NSE Workshop
- Financial Statement Analysis
- Investment Analysis & Decision Making
- Indian Financial System and Commercial Banking
- Personal Financial Planning & Wealth Management
- Technical Analysis of Financial Markets

### Business Analytics
- Advanced Data Visualization Techniques
- Predictive Modeling and Analytics
- Financial Analytics
- Marketing Analytics
- Supply Chain Analytics
- Risk Management and Analytics
- Time Series Analysis
- Health Care Analytics
- Big Data

## 10+ VALUE ADDED PROGRAMS & CERTIFICATIONS*

Finance | Digital Marketing | X-culture | Six Sigma | SAP | Business Analytics | Advance Excel | AI | 150 Hrs Gryphon Training | Business Research

## IIM-BANGALORE MAKE-INTERN CERTIFICATIONS ON BUSINESS ANALYTICS

- Analytics vs. Analysis
- Basic Analytic Techniques Using SAS, R and Excel
- Business Intelligence
- Decision Modelling
- Data Exploration & Mining
- Demand Forecasting, etc

## Our National & State Educational Tours**




* Certifications are indicative and are subject to change as per market demand & Hostel stay is compulsory for first year.*

**As Per Terms & Conditions

# IBEP

## (INTERNATIONAL BUSINESS EXPOSURE PROGRAM)

# 6 DAYS DUBAI TOUR






























# 15 DAYS
# MDP AT IIM'S
# (OPTIONAL)


























# PGDM FINANCE

Post Graduate Diploma in Finance Management

"Investing in your tomorrow."

## Program Overview:

The Post Graduate Diploma in Management (PGDM) - Finance is a two-year full-time program designed to build future leaders in the field of finance. The program provides students with an in-depth understanding of financial management principles, analytical skills, and decision-making capabilities to succeed in today's complex business environment.

**Key Details:**

- **Duration:** 2 Years Full-Time
- **Mode of Study:** Classroom
- **Affiliation & Accreditation:** AICTE approved
- **Program Structure:** Semester-based, with a mix of core finance subjects and electives.

## Key Program Highlights:

**Comprehensive Curriculum:** Covers a broad spectrum of financial concepts, including corporate finance, investment management, financial markets, risk management, and international finance.

**Industry-Relevant Electives:** Offers electives in cutting-edge areas Financial Accounting, FinTech, Financial Analytics, Private Equity & Derivatives, Alternative Investment Opportunities allowing students to specialize in high-demand sectors.

**Internships & Live Projects:** Compulsory internships with top financial firms, coupled with live industry projects, ensure students gain hands-on exposure of the finance sector.

**Expert Faculty & Industry Mentorship:** Learn from a mix of experienced academicians and industry practitioners who bring real-world insights into the classroom. Frequent guest lectures by finance professionals enhance learning.

**Global Exposure:** Opportunities to explore global financial markets through international collaborations, student exchange programs, or visits to global financial centers.

**Career Support & Placement Assistance:** A dedicated placement cell with strong ties to leading companies in banking, investment, consulting, and corporate finance, offering excellent placement opportunities.

**Industry Exposure:** Guest lectures from industry leaders, internships, and live projects with top finance firms.

**Networking Opportunities:** Alumni network and interaction with professionals from the financial sector.

## Specialization Electives :

- ☑ Financial Accounting & Reporting
- ☑ Financial Statements Analysis
- ☑ Corporate Finance
- ☑ Equity Market Analysis and Valuations
- ☑ Alternative Investment & Fixed Income Security
- ☑ Derivatives & Risk Management
- ☑ Financial Markets
- ☑ Banking and Insurance Institutions
- ☑ Taxation & Regulatory Environment
- ☑ International Finance
- ☑ Portfolio Management
- ☑ Mergers & Acquisitions
- ☑ FinTech
- ☑ Financial Analytics using Python

## Admission Requirements :

- **Eligibility:** Applicants to the PGDM in Finance program should typically hold a bachelor's degree in any discipline with min of 50% marks.
- **Exam Required:** CAT/XAT/MAT/CMAT/ATMA/GMAT/NMAT or any other competitive exam approved by AICTE.

# Skills Taught:

## Financial Analysis & Reporting:

- Understanding and analyzing financial statements (Balance Sheet, Income Statement, Cash Flow)
- Conducting ratio analysis and financial statement interpretation
- Mastering tools like Excel for financial modeling Corporate Finance

## Corporate Finance:

- Capital budgeting, working capital management, and capital structure decisions
- Evaluating investment opportunities and return on capital
- Strategic decision-making in mergers, acquisitions, and corporate restructuring

## Investment Management & Portfolio Analysis :

- Valuation of stocks, bonds, and other securities
- Portfolio creation and asset allocation strategies
- Risk-return analysis, diversification, and performance evaluation

## Risk Management:

- Understanding and managing different types of financial risks (market, credit, operational)
- Hedging strategies using derivatives like options, futures, and swaps
- Credit risk assessment and mitigation strategies

## Financial Modeling & Forecasting:

- Building and interpreting financial models for forecasting financial performance
- Using statistical tools and software (Excel, Python) for data analysis and predictive modeling
- Scenario analysis, sensitivity analysis, and decision making based on forecasts

## FinTech:

- Exposure to financial technologies such as Blockchain, AI in finance, and digital payment systems
- Understanding the role of FinTech in revolutionizing tradi tional financial services

## Global Financial Markets:

- In-depth knowledge of international financial markets, currency movements, and cross-border investments
- Understanding the impact of global economic trends on corporate and investment strategies

## Communication & Leadership:

- Presenting financial analysis, reports, and recommenda tions effectively to stakeholders



- Developing leadership skills to manage teams in financial departments
- Negotiation, persuasion, and collaboration in high pressure financial environments

# Career Opportunities:

After completing PGDM in Finance, students can explore various career paths such as:

- Financial Analyst
- Investment Banking Analyst
- Portfolio Manager
- Risk Manager
- Credit Analyst
- Corporate Treasurer
- Financial Consultant
- Financial Manager
- Personal Financial Planner, etc

BNY MELLON | CITCO | Deloitte | EY | pwc | JPMorgan Chase & Co.



# PGDM HR

## Post Graduate Diploma in Human Resource Management

"Where people matter most"

## Program Overview:

The Post Graduate Diploma in Management (PGDM) - HR is a two-year full-time program designed to build future leaders in the field of HR. The program provides students with an in-depth understanding of Human Resources Management, principles and policies, HR audit, leadership, employee wellness, and helping them develop critical thinking, problem solving skills and creativity for strategic planning and decision making to succeed in

dergo a number of Case Studies, Live Projects & Internships, Role-Play Activities and Live Examples to improve their leadership skills, behaviors and strategies for recruiting employees, reducing employee turnover, promoting employee development and retaining a talented workforce.

**Key Details:**

- **Duration:** 2 Years Full-Time
- **Mode of Study:** Classroom
- **Affiliation & Accreditation:** AICTE approved
- **Program Structure:** Semester-based, with a mix of core HR subjects and electives.

## Key Program Highlights:

**Comprehensive Curriculum:** Covers a broad spectrum of HR concepts including Organizational Behaviour, Business Communication, Ethics and Leadership.

**Industry-Relevant Electives:** Offers electives in cutting-edge areas Talent Acquisition, Learning & Development, HR Business Partner, HR Analytics, Compensation & Benefits, allowing students to specialize in high-demand sectors.

**Internships & Live Projects:** Compulsory internships with top HR firms, coupled with live industry projects, ensure students gain hands-on exposure to the HR sector.

**Expert Faculty & Industry Mentorship:** Learn from a mix of experienced academicians and industry practitioners who bring real-world insights into the classroom. Frequent guest lectures by HR professionals enhances learning.

**Global Exposure:** Opportunities to explore global HR policies and practices through international collaborations, student exchange programs, or visits to global companies and manufacturing setups.

**Career Support & Placement Assistance:** A dedicated placement cell with strong ties with leading companies in Recruitment, HR Consultancy, HR Analytics, and corporate HR, Factory/ Plant HR, offering excellent placement opportunities.

**Industry Exposure:** Guest lectures from industry leaders, internships, and live projects with top HR firms.

**Networking Opportunities:** Alumni network and interaction with professionals from the HR world.

## Specialization Electives :

- Talent Acquisition
- Conflict Management
- Coaching And Mentoring
- Diversity, Equity, Inclusion, and Belonging (DEIB) In Organisations
- Emotional Intelligence and Transactional Analysis
- Learning and Development
- Performance and Reward Management
- Human Resource Information System
- Industrial Relations and Social Security
- HR Operations and Policies
- HR Business Partner
- Strategic Human Resource Management
- International HR
- HR Analytics
- Emerging Trends in HR
- Compensation And Benefits
- Organizational Development and Organizational Change
- Personal Effectiveness and Self - Leadership
- Psychometric Testing and Analysis
- Employee Wellness and Stress Management
- HR Audit

# Skills Taught:

### ☑ Strategic Workforce Planning:

- Writing JDs, Sourcing and Developing Recruitment Strategies
- Implementing Candidate Assessment and Selection through Psychometric Testing, Interview Techniques
- Mastering tools like Boolean Search for Sourcing

### ☑ Effective Communication:

- Negotiation and Mediation with the help of BATNA and ZOPA
- Problem-Solving and Critical Thinking
- Conflict Resolution Styles

### ☑ Active Listening & Effective Questioning:

- SMART Goal Setting and Action Planning
- Providing Constructive Feedback
- Motivating and Empowering Others

### ☑ Cultural Competence:

- Equitable Decision-Making
- Inclusive Communication
- Fostering Belonging

### ☑ Emotional Intelligence (EI) Skills:

- Self-Regulation
- Empathy
- Identifying and analysing psychological games people play

### ☑ Learning and Development (L&D)

- Designing effective training programs with the help of Instructional Design using methodologies like ADDIE
- Using learning technologies and tools like LMS and E-learning and exploring emerging technologies like Virtual Learning Environments, Gamification, and Mobile Learning
- Measuring RoT and effectiveness of training programs using tools like the Kirkpatrick Model

### ☑ Performance Appraisal and Reward Management:

- Understanding Competency Mapping
- Developing KPIs and other performance metrics
- Designing fair and transparent reward systems

### ☑ Digital HR:

- Understanding and implementing HRIS platforms for managing employee data, payroll, benefits, and performance
- Leveraging Artificial Intelligence (AI) and machine learning to automate routine HR tasks
- Measuring the effectiveness of HR initiatives

### ☑ HR Operations & Policy making Skills:

- Designing and drafting effective HR policies
- Understanding labor laws, regulations, and compliance requirements relevant to HR operations
- Managing employee relations issues, including grievances, disputes, and disciplinary actions

### ☑ Strategic & International HR Management Skills:

- Developing a deep understanding of the global business environment, local industry trends, and financial metrics
- Building strong relationships with business leaders and stakeholders to effectively address their HR needs
- Analysing workforce data to identify trends and areas for improvement

### ☑ HR Analytics:

- Understanding how to collect, clean, and manage HR data from various sources
- Applying statistical methods and utilizing tools and software for data analysis (e.g., Excel, SQL, R, Python) to derive insights from HR metrics
- Learning to create effective data visualizations using tools like Tableau, Power BI, or Excel.

### ☑ Compensation & Benefits:

- Understanding of laws related to Comp & Ben
- Determining incentives for the workforce
- Learning salary computation

### ☑ Development & Change Management:

- Diagnosing organizational issues
- Determining intervention strategies
- Developing consulting skills

# Career Opportunities:

After completing PGDM in HRM, students can explore various career paths such as:

- HR Generalist
- HR Specialist
- Talent Acquisition Manager
- Learning & Development Manager
- HR Business Partner
- HR Shared Services Executive
- HR Analyst
- Employee Relations Manager
- Compensation & Benefits Manager
- Organizational Development Manager
- IR Manager
- HR Consultant
- HR Manager, etc



# PGDM MARKETING

## Post Graduate Diploma in Marketing Management

"Developing a blend of analytical, creative, and strategic skills to make a career in the exciting, dynamic, and highly rewarding field of Marketing."

## Program Overview:

Marketing is no longer about the stuff that you make, but about the stories you tell. The Post Graduate Diploma in Management (PGDM) in Marketing is a specialized program crafted to develop Marketing professionals equipped with a comprehensive understanding of marketing principles, strategies, and tools required to succeed in today's competitive business environment. The program is dynamic and continues to evolve with advance-

market trends.

## Key Program Highlights:

**Balanced Curriculum:** The Marketing Management learning at iFEEL becomes effective due to its balanced curriculum, which is designed to cover fundamental marketing concepts integrated with case study analysis, realworld examples and contemporary marketing trends to provide students with a holistic understanding of marketing practices.

**Interactive Learning:** Interactive teaching methods such as group discussions, debates, role-playing exercises, and simulations are used to engage students actively. Students are encouraged with critical thinking and problem solving skills by presenting them with marketing challenges faced by businesses.

**Industry Exposure:** Students are given industry exposure with guest lectures,workshops and industry visits to gain practical insights from marketing professionals.

**Application-based learning:** Marketing Management education requires a comprehensive approach combining theoretical concepts with practical applications. Students are assigned marketing projects that require them to analyze markets, develop marketing strategies, and create comprehensive marketing plans.

**Peer-to-peer learning:** The curriculum includes group projects and presentations to enhance students' collaboration and communication skills.With this shared learning culture, students work together in teams to learn from each other.

## Skills Taught:

- Digital Marketing
- Marketing Analytics
- Tableau / Power BI
- R & Python

## Subjects Taught:

- Consumer & Industrial Buying Behaviour
- Product & Brand Management
- International Marketing
- Business-to-Business Marketing
- Customer Relationship Management
- Integrated Marketing Communication
- Sales & Distribution Management

## Career Opportunities:

The PGDM students of Marketing Management specializations are offered a wide range of positions in various industries and sectors. The specific roles and job titles may vary depending on the industry, organization size, and individual preferences. Some of the roles offered are:

- Sales Officer Trainee
- Sr. Executive Corporate Sales
- Management Trainee – Sales & Marketing
- Management Trainee – B2B Sales
- Business Development Executive
- Digital Marketing Executive, etc

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# PGDM BUSINESS ANALYTICS

## Post Graduate Diploma in BA Management

**Program Overview:** The Business Analytics specialization in the PGDM program is designed to equip students with the analytical and strategic skills needed to excel in the data-driven business world. This program blends advanced analytical techniques with core business principles, enabling students to make data-informed decisions that drive organizational success. Students will learn to harness the power of

tive modeling, machine learning, and data visualization. With a curriculum tailored to meet industry demands, the program emphasizes practical learning through real-world projects, case studies, and access to cutting-edge analytics tools.



## Specialization Curriculum for Business Analytics:

- Data Visualization
- Advanced Machine Learning & AI
- Big Data Analytics
- Predictive Analytics & Forecasting
- Data Management & Governance
- Business Intelligence & Reporting

## Key Program Highlights:

**Industry-relevant curriculum aligned with current business analytics trends:** The program is designed to match the latest developments and needs in the business analytics industry, ensuring students learn the most in-demand skills. This includes courses and projects that reflect real-world scenarios.

**Hands-on training with leading analytics tools like Python, R, SQL, and Tableau:** Students gain practical experience with widely-used data analysis and visualization tools, preparing them for real-world data challenges.

**Live projects and internships with companies:** Opportunities to work on real-time projects and internships provide practical exposure to industry challenges. It helps students apply their classroom learning in a professional environment.

**Guest lectures and workshops by industry experts:** Regular interactions with experts bring insights into the latest trends, challenges, and opportunities in business analytics. These sessions help bridge the gap between academic knowledge and industry practice.

**Focus on real-world applications and problem-solving skills:** The curriculum emphasizes applying theoretical knowledge to solve practical business problems using data-driven approaches. This prepares students to tackle complex scenarios in their future careers.

**Placement assistance and networking opportunities:** The program offers dedicated support for job placements, including resume building, interview preparation, and career guidance. Networking events connect students with industry professionals, broadening their career opportunities.

## Skills Taught:

- Data Analysis & Visualization
- Statistical Analysis and Inference
- Business Intelligence and Reporting
- Predictive Analytics and Machine Learning
- Data Mining & Big Data Management
- Business Intelligence and Reporting
- Data-Driven Decision Making
- Advanced Excel for Analytics
- Programming Skills in Python and R

## Subjects Taught:

- Advanced Data Visualization Techniques
- Predictive Modeling and Analytics
- Machine Learning with Python
- Natural Language Processing (NLP)
- Big Data
- Financial Analytics
- Marketing Analytics
- Supply Chain Analytics
- Risk Management and Analytics
- Time Series Analysis
- Cloud Computing for Data Science
- Quantitative Methods
- Data-Driven Marketing Strategies
- AI and Deep Learning Applications
- Health Care Analytics
- Blockchain and Data Security

## Career Opportunities:

- Data Analyst
- Business Analyst
- Data Scientist
- Marketing Analyst
- Risk Analyst. etc
- Financial Analyst
- Data Consultant
- Operations Analyst
- Research Analyst

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# PGDM PHARMA

Post Graduate Diploma in Pharmaceutical Management

## Fee INR 6.75Lacs

## Program Overview:

India is one of the top 5 countries in the business of Pharmaceuticals. The growth so far & the projected growth in the Pharmaceutical industry, both in Domestic as well in International markets is highly promising. The infrastructure for the pharma industry in India is highly suitable as well. Such a promising industry demands professionals with a calibre.

Our PGDM program specializing in Pharmaceutical Management is smartly tailormade for the committed & deserving candidates.

## Key Program Highlights:

**Syllabi:**

- Includes correct subjects
- Syllabi as suggested by the industry experts
- Delivery of the syllabi by the faculties whose academic expertise is enhanced by the Industry experience of over 3 decades in every field of Indian Pharma market.
- Updated syllabi of marketing management

**Mentoring:**

- We ensure the outcome of the syllabi by effective Mentoring by the faculties.
- Such mentoring facilitates placements.

**Industry Connect:**

- Thoughtful Industry visits are arranged to give industry exposure of various aspects of the industry .
- Exclusive Industry Experts are invited to our Corporate Styled Campus to provide guidance & updates to the students. This builds confidence of the students & facilitates 1st hand exposure to the industry.

## Skills Taught:

- Social Media Marketing
- Languages-Python, BI

## Subjects Taught:

- Pharma Business Environment
- Basic of Required Medical knowledge of diseases & drugs
- Advanced Pharma Marketing Management
- Healthcare & Corporate Hospitals
- Brand Management
- Understanding Laws/Regulatory Affairs , Ethics in Marketing
- Entrepreneurship Development in Pharma
- Paradigms of Pharma Industry
- HR in Pharma industry

## Certifications in Pharma by Experts in:

- SIP
- Sales & Projects
- Retail management
- SCM with the stakeholders
- PCD model for entrepreneurs
- Exports in Pharma for newcomers
- Functioning of Corporate hospitals

## Career Opportunities:

- Product Management Team
- Marketing Executives
- Market Research
- Learning & Development
- Entrepreneurship, etc

Glenmark | SUN PHARMA | Cipla | FRESENIUS KABI | zydus | AstraZeneca



# PGDM AGRI-BUSINESS

Post Graduate Diploma in Agri-Business Management

"Empowering Agribusiness with Strategic Expertise"

## Fee INR 6.75Lacs

## Program Overview:

The Post Graduate Diploma in Agri Business Management is designed to equip students with the knowledge and skills necessary to excel in the agricultural sector. The program emphasizes the critical areas of agricultural economics, marketing, and finance, while developing management, strategic planning, and decision-making skills specific to agribusiness.

Through a blend of theoretical knowledge and practical experience, students gain insights into managing agricultural enterprises, understanding the complexities of agribusiness markets, and making informed decisions that drive sustainable business growth.

## Key Program Highlights:

- **Core courses in Agricultural Economics, Marketing, Farm Management and Financial Management**
- **Elective specializations in Sustainable Agriculture, Organic Farming, Supply Chain Management, and Technology in Agriculture**
- **Practical experience through internships and certification programmes**
- **Development of leadership, analytical, and communication skills**
- **Career opportunities in agribusiness firms, government agencies, and consulting roles**

## Skills Taught:

- **Leadership and Team Collaboration:** Develop the ability to lead diverse teams and work effectively in a collaborative environment.
- **Analytical and Critical Thinking:** Gain expertise in analyzing agricultural markets, evaluating financial data, and making strategic business decisions.
- **Agricultural Economics and Market Analysis:** Learn to assess economic trends, policies, and their impact on agribusiness sectors.
- **Farm and Production Management:** Acquire the skills to manage farm operations, resource allocation, and risk in agribusiness settings.
- **Financial Management in Agribusiness:** Master the techniques of financial analysis, budgeting, and investment in the agricultural sector.
- **Communication and Negotiation:** Enhance your communication skills, including negotiation strategies and presentation techniques, tailored to the agribusiness industry.

## Specialization Electives:

- Agri Business Environment & Policies
- Management of FPO
- Agricultural Marketing
- Infrastructure & Warehouse Management
- Trading of Agricultural Commodities
- Farm Business Management
- Digitalization in Agriculture
- Smart Technologies in Agri Business Management
- Agri Supply Chain Management

## Career Opportunities:

- Agribusiness Manager
- Farm Operations Manager
- Supply Chain Manager
- Marketing and Sales Manager
- Rural Development Officer
- Agribusiness Consultant
- Management Trainee
- Agricultural Finance Manager
- Food Processing and Quality Assurance Manager, etc

Amul The Taste of India | DeHaat Seeds to Market | syngenta | UPL

# LIFE@ RIIM


Manrò




Sahyadri farms
AGRO TOURISM


RIIM-BATTLEGROUND
CHAMPIONS













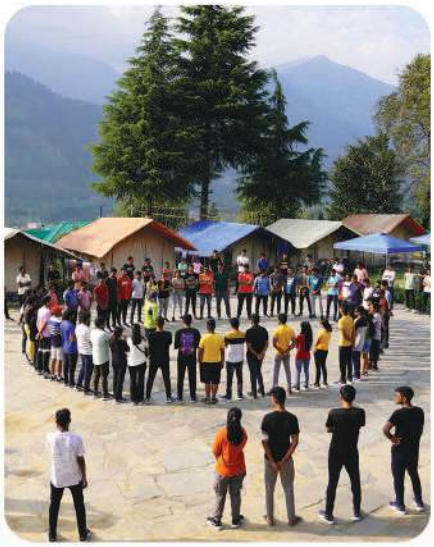

LIVE THE SULA LIFE!


WE
ARE
FORTUNATE
ENOUGH


Ramachandran International Institute Of Management (RIIM), Pune


SAI RESORT



















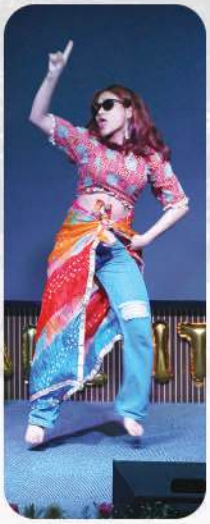







NORTH PORTAL








Welcome Batch 2024



- Shortlisted for 'University of the Year' by the **Times Higher Education (THE) Awards 2023**
- Shortlisted for the **WHATUNI Student Choice Awards** for the 'Lecturers & Teaching Quality' category
- The **'Entrepreneurial University of Wales'** – USW top for fourth year running.

University of South Wales

Ramachandran International Institute of Management
RIIM Pune

# Global-MBA UK
## (80 + 100 credits)

University of South Wales has a unique approach to teaching through hands-on experience and partnerships with industry leaders. It prepares you for your chosen profession, and helps you become part of it before you graduate. Most courses also provide professional accreditations, giving graduates an additional competitive advantage. It's why 95% of USW graduates are in full time work or further study within fifteen months of graduating. Educational programs at USW are certified by The Quality Assurance Agency (QAA), UK certified educational programs for high standards of teaching, learning and research. University of South Wales is truly a International University with students from all over the Globe with over 4000 Indian Students. Out of 180 credits, the student has to earn 80 credits while at RIIM and remaining 100 credits at University of South Wales, UK.

## Program Features:

- International exposure
- Wider professional network
- Updated industry 4.0
- Distinguished global course curriculum faculty pool
- Affordable global experience

## University of South Wales

- Established since 1913 as Public University
- Top in Wales and 11th in the UK for helping graduate start-up businesses
- Ranked 13th in student satisfaction for Business and Management studies. (Complete University Guide)
- Top in Wales for Marketing and Public Relations (Guardian University Guide 2024)
- No. 1 in Wales, for widening access each year.
- ResearchExcellence Framework (REF) certified for quality and excellence in education.
- Quality Assurance Agency (QAA), UK certified educational programs for high standards of teaching, learning and research.
- Over 200, 000 alumni base spread across the world.



## SPECIALIZATIONS

| | | | | | |
|---|---|---|---|---|---|
| MBA Global | MBA Global - Finance | MBA Global - Human Resource Management | MBA Global - Marketing | MBA Global - Supply Chain Management | MBA Global - Entrepreneurship |

# RIIM-Global MBA

## Course Structure



The Course Offers Dual Specialization And Opportunities To Intern Internationally. The Details Are Provided Below

**RIIM – FIRST YEAR – TOTAL 80 CREDITS**
**USW- SECOND YEAR - TOTAL 100 CREDITS**

### Core Subjects

- Leadership & Management Theories
- Financial Analysis
- Operations Management
- Marketing Management

### General Management Certifications

- Corporate Etiquette
- Cross Culture Sensitivity
- MS Excel
- Systems Thinking

### Additional Certifications:

- ☑ MS Office
- ☑ Digital Marketing
- ☑ Entrepreneurship
- ☑ Based on your Specialization (Choose any one)
  - Financial Risk Management
  - Industrial Dispute : Laws and Way Forward
  - Marketing 5.0 Tools and Techniques
- ☑ X-Culture
- ☑ Artificial Intelligence
- ☑ Business Research
- ☑ Business Analytics

### Additional Skills:

- English Language Preparation & Training
- IELTS Training
- National Tours – Manali
- State Tours- NSE-Mumbai/Nashik
- 50 Days Induction
- 50+hrs Mentoring
- 6+ Industry Visits
- 04 Certifications
- 100 hrs Excel
- 100 hrs Aptitude
- 05 Live Projects
- IIM – Makeintern Certifications

### Average Package:

**£30,000 To £40,000**
(*₹30LPA To ₹40 LPA)

**Earn while you learn**

**Work Permit in the Uk :**
Post Study 2 Years working Visa after successfully completion of the course.

### ACADEMICS:

**1st year: INR 5,50,000 (Including Registration Fee of INR 50,000).**

**2nd Year: 7500 GBP (INR 8.00 Lacs Approx*).**

Please note:

- Accomodation and food charges are subject to change in accordance with the Hostel Services Agreement (INR 2.0Lacs to 3.5Lacs per year approx).
- Air ticket as per actual cost.
- Visa charges as per government rules of UK.

### Recruitment Partners:

housekeep, British Gas, AVIVA, TATA, SIEMENS, Allstate, eClerx, BNY MELLON, VEREIGEN MEDIA, NeGD, LLOYDS BANK, TIAA

And many more...

### Eligibility Criteria for Global MBA:

1. Bachelors in any field with a minimum aggregate of 60%.
2. IELTS overall 6 and no band below 5.5 on the scale of 9 or equivalent.
3. Get an English waiver if you scored 65% to 70% or above in HSC (12th Standard) English, depending on the board from which you studied.
4. Valid Passport.

# 25+ INDUSTRY VISIT


Mapro Foods Pvt. Ltd., Mahabaleshwar


Nandan Dairy Baramati, Maharashtra


Mercedes-Benz India Pvt. Ltd., Chakan, Pune



Mahindra Motors, Chakan Plant, Pune



Neelay Industries, Nashik


Center of Excellence for Genetic Improvement (CoE Dairy)



CottonKing Pvt. Ltd., Baramati



National Stock Exchange Mumbai


Sam Agri Fresh Pvt ltd, Nashik


Agricultural Development Trust Baramati


VIP Industries Ltd, Nashik



Forbes Marshall, Pune


Sahyadri Farms, Nashik


Ring Aqua (Subsidiary of Raymond Ltd.), Nashik


Sula Vineyards, Nashik


Hindustan Coca-Cola Beverages Pvt. Ltd (HCCB), Pirangut Factory

# Admission
# Process & Fee Structure

## 01 Online Inquiry

- Visit our website www.riimpune.com

## 02 Admission Portal

- Login to Admission Portal to complete student application.
- Verify Eligibility Criteria.
- Min. 50% in bachelor degree in any discipline CAT/XAT/MAT/CMAT/ ATMA/GMAT/NMATor any other Competitive Exam approved by AICTE.

## 03 Application Items

- Complete Application form
- Fill your competitive exam score and all your educational details.

## 04 Complete Application form

- Application Fee 1000/- INR (Non-Refundable)
- Submit Application

## 05 Interview & Assessment

- Coordinated Student Assessments: WA, GD & PI by the Admission Department

## 06 Application Selection

- The Admission Committee reviews student assessments, and if selected, a selection letter along with registration details is sent to the registered email address.

## 07 Complete Registration

- Follow Instructions in the selection letter.
- Pay Registration Fees INR 50,000.
- Submit Required Documents.

## 08 Admission Confirmation

- Complete Tuition Fees: Pay the tuition fees as specified in the schedule provided.

### Academic Fee

| Year | FEE DETAILS |
|---|---|
| First Year | 6,30,000/- |
| Second Year | 1,80,000/- |
| **Total** | **8,10,000/-** |

### Academic Fee Structure

| Particulars | Amount |
|---|---|
| Registration Fees | 50,000/- |
| Tuition Fee | 3,25,000/- |
| Employability Enhancement Modules &Capsules | 60,000/- |
| Leadership Development Modules | 35,000/- |
| Advanced Functional Certifications | 70,000/- |
| Placement Training Assistance | 30,000/- |
| Library | 5,000/- |
| Uniform | 5,000/- |
| IBEP- DUBAI | 50,000/- |
| **First Year** | **6,30,000/-** |
| **Second Year** | |
| Tuition Fee | **1,80,000/-** |

### Timeline for Fee Payments

| Particulars | Amount | Time Limit |
|---|---|---|
| Registration Fees | 50,000/- | On receipt of offer letter |
| First Year Fee | 5,80,000/- | Before Commencement of Induction Program |
| Second year Fee | 1,80,000/- | Before Third Semester Commencement |

### MDP(Optional) 70,000/-*

### Accommodation Fee

| Year | FEE DETAILS |
|---|---|
| First Year | 78,000/- |
| Hostel Maintenance Deposit (Non- Refunaable) | 3,000/- |
| **Total** | **81,000/-** |

# International
# Corporate Connect

RIIM Pune has connections worldwide - Our International profiles has the breadth and depth of its corporate training & research numerous global sessions on trending management topics has been covered. We have a true body of Elite academicians from Top world Ranking university's and eminent corporate personalities around the Globe, it is a great opportunity for RIIM Student to connect and built international networking.



**MR. CARLOS SENTIS**
Founder and CEO
World Innovation Alliance (WIA)
Professor at El Business School Spain



**MS. ISABELA ESPINDOLA**
Researcher - University Of Sao Paulo
Visiting Researcher- Kings College London



**MS. LYNDA ACHKOUTY MOUAWAD**
Management Instructor -Global Business School Network, Washington



**MS. ANDREA REMES**
Program Manager at UNITE 2030
Co-Founder of FEMME & STEAM



**MS. VICTORIA YATES**
International Development Expert From University of Portsmouth UK, HuPitrize Impact Summit Lead



**MS. IRINE TESA KOESWANDINI**
Diponegoro UniversityAccounting/ Faculty of Economics and Business
Miss Earth Indonesia (2019)



**MS. CAROLINE MOUNTFIELD**
Corporate Sustainability Manager Merck KGaA, Yale University



**MS. MARAI CONSTANTINESCUA**
Sustainability Officer Bridgestone, Belgium



**MR. MICHAEL BACKLUND**
Country Coordinator
Un Coy & Cop, Glasgow Director for Global Community Climate Science



**MS. ANNACHIARA SARTO**
Previous Child Protection Consultant at United Nations Peacekeeping New York Director for protection4kids



**MS. ROWENA CAANEN**
Facilitator Global Yong Leader
Project Leader at
Global Experts Foundation



**MR. CHRISTIAN CAANEN**
CHRISTIAN CAANEN CEO &
Co- Founder Global Young Leader



**MS. RAFELA. D. RODRIGUES**
International Affairs and Gender Affair Expert



**MS. HOLLIE MCKAY**
War Journalist for FOX NEWS, AUTHOR, Director- Burned Child Relief Fund



**MS. LARA GHERIANI**
International Development Expert
Oxford University
World Economic Forum Global Shaper



**MS. RAQUEL BORRA**
Founder at RAOVISION, Creater of RAQ The Bhot Show, Personal Brand Strategist Mental Haalth Advocate

# India's Largest B-School
# **Corporate Connect**

**"Insights that inspire, voices that lead"**

We thank all our guest speakers for the time and wisdom shared with our students.



**Dr. Sanjay Malpani**
Director - Malpani Group Chairman -Dhruv School & ArihantFoundation



**Dr. Pawan Kumar Singh**
Director - IIM Trichy



**Dr. Kamal Jain**
Professor at IIM Raipur Former Dean- IIM Indore



**Lt. Gen. DB Shekatka**
PVSM, AVSM, VSM, Ministry of Defence, Chancellor of Sikkim University



**Lt. Gen. Khandare**
PVSM, AVSM, SM, Principle Advisor, Ministry of Defence



**Mr. D. Sivanandhan**
IPS (Retd.)
Former DGP, Maharashtra & Commissioner of Police Mumbai



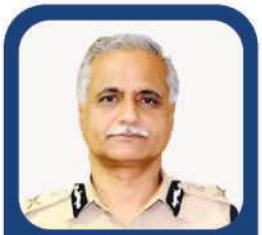
**Mr. Jayant Umranikar**
IPS (Retd.)
Former DGP, Maharashtra, Chairman International Longetivity, Centre India



**Dr. Bhushan Upadhyay**
IPS (Retd.)
DGP & Commandant, General Maharashtra Home Guard



**Mr. Rajender Singh**
IPS (Retd.)
Former Addl. DGP, (Law & Order), Maharashtra



**Mr. Atul chandra Kulkarni**
IPS (Retd.)
Former Special DGP NIA, Govt. of India



**Mr. V. V. Laxshminarayana**
IPS (Retd.)
Former Addl. DGP, Maharashtra



**Mr. Krishna Prakash**
IPS
Addl. DGP -Force One, Maharashtra



**Mr. Quaiser Khalid**
IPS
Addl. DGP -Force One, Special Inspector General of Police Motor Transport, Maharashtra



**Mr. Manoj Kumar Sharma**
IPS
Inspector General (IG), Maharashtra Police



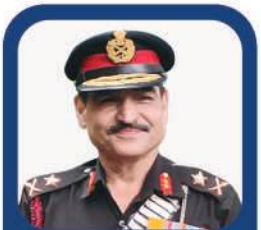
**Mr. D. R. Parihar**
IFOS (Retd.)
Former Director General Of BHARTI



**Mr. Sonmoni Borah IPS**
Joint Secretory in the Department of Land Resources under the Ministry of Rural Development



**Mr. Rajesh Dhabre IRS**
Commissioner of Customs & GST



**Maj. Gen. Ajay Pal Singh**
VSM (Retd.), Former Addl. Director General Recruitment



**Maj. Gen. RS Bhadauria**
Former-SSB, President & Commandant, Selection Centre



**Maj. Gen. Vikram Dev Dogra**
Ati Vishishth Seva Medalist , Ironman X3, 6X TEDx Speaker, & Fit India Ambassado



**Brig. Lalitt Pande**
VSM (Veteran)



**Brig. Sunil Bodhe**
Former Presicent - SSB for Defence Service Officer



**Lt. Col. Manoj K Sinha**
Sena Medal (Retd.) A Battle Wounded Soldier, Writer & Poet



**Col. S. P. Sharma**



**Ms. Uma Sudhindra**
Board of Governors - IIM Visakhapatnam



**Mr. Murlikant Petkar**
Padmashree Awardee, Paralympic Gold Medalist



**CA Rachana Ranade**
FinFluence, Entrepreneur & Teacher



**Mr. Shiv Khera**
Educator, Business Consultant & Author



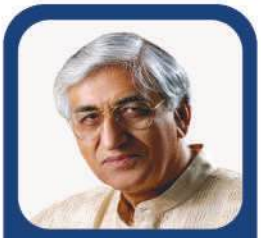
**Ms. Priya Kumar**
Internationally Acclaimed Motivational Speaker, Film Maker & Screenwriter



**Mr. Sahil Nair**
Senior Associate Director KPMG



**Dr. Ujjwal Patni**
International Author & Motivational Speaker



**Mr. T. S. Singh Deo**
Health Minister Chhattisgarh



**Mr. Pritam Onsker**
Associate Vice President, MECAA Sales & SAARC Countries Head- TCS



**Mr. Vijay Deshpande**
HR - Head & Advisor JK Tyre Global Business



**Dr. Vasyl Taras**
Associate Professor University of North Carolina, US X-Culture - Founder



**Mr. Vinay Kirloskar**
Vice President Reliance Industries Limited



**Mr. Rajesh Singh**
Head HR KPIT



**Mr. Pratul Agarwal**
Sr. VP.- Strategic Marketing Sintex Plastics Group



**Mr. Jehangir Dorabjee**
Managing Director Dorabjee Estates Pvt. Ltd.



**Mr. Rahul Hadge**
Head HR- Talent Management Group, Tata Consultancy Services



**Mr. Yashpal Gupta**
Head of India-Business Operations



**Mr. Surjya N Mohapatro**
Sr. Vice Presicent JP Morgan Chase & Co.



**Mr. Mahesh Inamdar**
Sr. Executive VP Finance The Citco Group Limited



**Ms. Chandrani Sen**
Head HR- India Tech Hub MASTERCARD



**Mr. Naveen Kejriwal**
General Manager Lenovo India



**Mr. Amar Sane**
Sr. Vice President HDFC Life



**Mr. Robert Menezes**
Global HR Business Partner Standard Chartered Bank, Singapore



**Mr. KV Dipu**
President - Operations Communities & Customer Service Bajaj Allianz General Insurance



**Mr. Sandeep Tyagi**
Director - HR Somsung Electronics, Delhi



**Mr. Arun Phulera**
Vice President HR- Global HR Operations & Technology Kalyani Group



**Mr. Vijay Agarwal**
Vice President Tata Telecommunications



**Mr. Parimal Dutta**
Vice President NDTV Pvt. Ltd.



**Mr. Saurabh Shah**
Vice President Human Capital HABBER



**MR. Subodh Gupta**
DGM (Crop Business Manager)- Marketing
Dhanuka Agritech Ltd



**MR. Sandeep Ranade**
Executive Director, Co-Lead West (Quantitative) and Key Account Director, Insights at Kantar



**Mr. Sharib Hashmi**
Actor, Writer & Producer



**Mr. Amit Sinha**
City Head- Associate
Deutsche Bank



**Mr. KR. Prabhakar**
Associate Vice President
Credit Suisse



**Mr. Chandrashekhar**
Tilok Sr. Vice President
NSDL, Mumbai



**Ms. Aparna Kapoor**
Vice President
HDFC Life



**Mr. Nick Orton**
CEO- Bodypower



**Mr. Subir Verma**
Head HR &IR
Tata Power



**Mr. Mohan Patil**
Senior HR Manager
BOSCH, Pune



**Mr. Arun Sharma**
HR Director
BNY Mellon



**Mr. Subodh Patil**
AGM-HR
Xanadu Realty



**Mr. Tanmoy Saha**
Associate Director
PWC India



**Ms. Arpita Pamnani**
Vice President HR -
Heading Campus Recruitment
Axis Bank



**Ms. Meenal Rao**
Group Head HR
Thermax Ltd.



**Mr. Jaydeep Sant**
GM - Sales & Operations
Hitachi Automotive Systems



**MR. Jitanshu Chandel**
Director & Head
L&D Target Blues Training Solutions



**Mr. Sandeep Kulkarni**
Co-Owner & Directorimage
ProVision Technology



**Mr. Norman Mario Bennis**
Ex. Regional Nutrition Head
Nestle



**Mr. Sanjeev Tripathi**
General Manager (Head HR India)
OSRAM Lighting Pvt. Ltd.



**Mr. Jayant Menghani**
CFO and Board Member
DHL Supply Chain



**Mr. Navdeep Singh Saini**
AVP Business Development
MERKLE SOKRATI



**Mr. Pramod PB**
Deputy Vice President
Federal Bank



**Mr. Abhishek Kulkarni**
HR & IR Professional
Sandvik Coromant



**Mr. Ankeet Singh**
Regional Head
HIDESIGN



**Mr. Raghu Nair**
Head- Learning & Development
Forbes Marshall Group of Companies



**MR. Neeraj Mardhekar**
Group Executive VP
Yes Bank



**Mr. Ravindra Dolare**
President
Ecozen Solutions



**Mr. Chander Thapar**
Group Vice President - HR
Hiranandani Group of Companies



**Ms. Preeti Menhdiratta**
Head- Global golf Strategy and Innovation
Tata Consultancy Services (TCS)



**Mr. Amitava Ghosh**
Director HR- Group Head
ANI Technologies (OLA Group)



**Mr. Pankaj Saxena**
General Manager
Radisson Hotel Group

# RIIM's
# Scholarships

At RIIM Pune, We are committed to supporting students in every possible way. Scholarships are awarded to encourage meritorious students as well as to help economically disadvantaged background students. This award criteria as explained below is also reviewed periodically based on our experience & unique circumstances of each case.



INR 1,00,000/-
**Aravind Renjarla**
70 Percentile in CAT



INR 1,00,000/-
**Somya Tiwari**
70 Percentile in CAT



INR 1,00,000/-
**Sae Sathe**
70 Percentile in CAT



INR 1,00,000/-
**Soumya R Sahoo**
70 Percentile in CAT



INR 50,000/-
**Harshit Srivastava**
60 Percentile in CAT



INR 50,000/-
**Khushi Jain**
60 Percentile in CAT



INR 50,000/-
**Vikash Pradhan**
60 Percentile in CAT



INR 50,000/-
**Shubham Rawat**
60 Percentile in CAT



INR 50,000/-
**Ayush Hirani**
Merit Scholarship 80%



INR 50,000/-
**Sanskar Pradhan**
Merit Scholarship 80%



INR 50,000/-
**Padmavati More**
Merit Scholarship 80%



INR 50,000/-
**Srishti Shetty**
Merit Scholarship 80%



INR 50,000/-
**Anisha Singh**
Merit Scholarship 70%



INR 50,000/-
**Swastika Sen**
Siblings Scholarship



INR 25,000/-
**Vishvanath Kale**
Merit Scholarship 70%



INR 25,000/-
**Kedar Khawal**
Merit Scholarship 70%



INR 25,000/-
**Praffulla Wagh**
Merit Scholarship 70%



INR 25,000/-
**Apratem Nandy**
Merit Scholarship 70%



| Additional Special Scholarship for all meritorious Girls | |
|---|---|
| The student above 60% throughout marks in 10th, 12th & Graduation with 90% attendance Mandatory During PGDM Course. | INR 30,000 |

| Merit Scholarship (80% Attendance Mandatory During PGDM Course) | |
|---|---|
| The student above 90% throughout marks in 10th, 12th & Graduation. | INR 1,00,000 |
| The student above 80% throughout marks in 10th, 12th & Graduation. | INR 50,000 |
| The student above 70% throughout marks in 10th, 12th & Graduation. | INR 25,000 |

| Entrance Exam Scholarship | |
|---|---|
| Scores above 80%ile in CAT/XAT | INR 1,50,000 |
| Scores above 70%ile in CAT/XAT | INR 1,00,000 |
| Scores above 60%ile in CAT/XAT | INR 75,000 |
| Scores above 50%ile in CAT/XAT | INR 50,000 |
| Scores above 90%ile in MAT/ATMA/CET | INR 25,000 |

| Special Scholarship | |
|---|---|
| Children of Armed Forces Applicants/Police services | INR 25,000 |
| Siblings Scholarships | INR 50,000 |
| Students with domicile in North East, Kerala and Jammu & Kashmir | INR 25,000 |
| For representation at the national / international level sports (exemption in tuition fee.) | INR 25,000 |
| Graduates from Indian Institute of Technology (IIT) & National Institute of Technology (NIT) | INR 50,000 |

Note:
1. Only one Special Scholarship is applicable per student.
2. Merit Scholarship can not be clubbed with special scholarship
3. All Scholarships are at the sole discretion of RIIM.
4. Scholarship amount will adjusted against second year fee.

# RIIM'S SCHOLARSHIP



INR 25,000/-
**Nikhil Panjwani**
Merit Scholarship 70%



INR 25,000/-
**Sarang Zawar**
Merit Scholarship 70%



INR 25,000/-
**Anamika Tiwari**
Merit Scholarship 70%



INR 25,000/-
**Nisha Singh**
Merit Scholarship 70%



INR 25,000/-
**Abhinav Sugandhi**
Merit Scholarship 70%



INR 25,000/-
**Siddhi Poddar**
Merit Scholarship 70%



INR 25,000/-
**Manoj Sonawane**
Merit Scholarship 70%



INR 25,000/-
**Pooja Singh**
Merit Scholarship 70%



INR 25,000/-
**Rohit Shrisath**
Merit Scholarship 70%



INR 25,000/-
**Pandharinath**
Merit Scholarship 70%



INR 25,000/-
**Deevi Navya**
Merit Scholarship 70%



INR 25,000/-
**Ishan Agrahari**
Merit Scholarship 70%



INR 25,000/-
**Deepika Baheti**
Merit Scholarship 70%



INR 25,000/-
**Ayush Soni**
Merit Scholarship 70%



INR 25,000/-
**Rohit Chaudhari**
Merit Scholarship 70%



INR 25,000/-
**Aditi Jain**
Merit Scholarship 70%



INR 25,000/-
**Mahak Talreja**
Merit Scholarship 70%



INR 25,000/-
**Bhushan Bhoite**
Merit Scholarship 70%



INR 25,000/-
**Vansika Kedia**
Merit Scholarship 70%



INR 25,000/-
**Abhishek Shirke**
Merit Scholarship 70%



INR 25,000/-
**Aarti Battul**
Merit Scholarship 70%



INR 25,000/-
**Tousheef Hayat**
Merit Scholarship 70%



INR 25,000/-
**Harish Krishna**
90 Percentile in MAT/CET



INR 25,000/-
**Nishant Bankar**
90 Percentile in MAT/CET



INR 25,000/-
**Gourav Goenka**
90 Percentile in MAT/CET



INR 25,000/-
**Aditya Arya**
90 Percentile in MAT/CET



INR 25,000/-
**Ishan Agarwal**
90 Percentile in MAT/CET



INR 25,000/-
**Preeti Kumari**
Child of Armed Forces



INR 25,000/-
**Pravin Yadav**
Child of Armed Forces



INR 25,000/-
**Ankit Kumar**
Child of Armed Forces



INR 25,000/-
**Megha Upadhyay**
Child of Armed Forces



INR 25,000/-
**Stephy M Thomas**
Child of Armed Forces



INR 25,000/-
**Manhas Singh**
Child of Armed Forces



INR 25,000/-
**Ganesh Khochage**
Child of Armed Forces



INR 20,000/-
**Rishikesh Patil**
Sports Scholarship



INR 20,000/-
**Ketan Bhargava**
Sports Scholarship



INR 20,000/-
**Krupa Bansod**
Sports Scholarship



INR 20,000/-
**Vaibhav Dabhade**
Sports Scholarship



INR 20,000/-
**Pratiksha Katte**
Sports Scholarship



INR 20,000/-
**Pranoti Katte**
Sports Scholarship



INR 20,000/-
**Ramsha Ansari**
Sports Scholarship



INR 20,000/-
**Aditya Singh**
Sports Scholarship



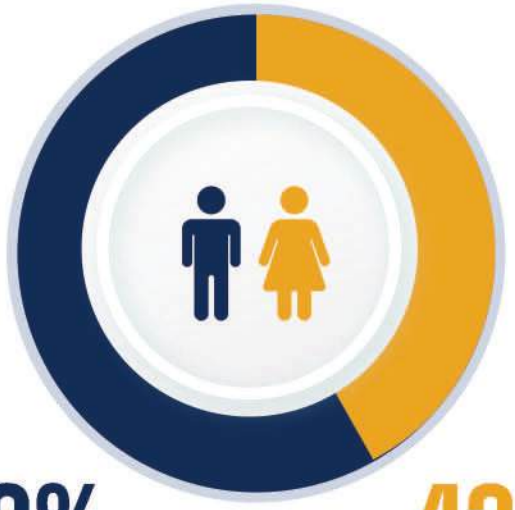
# Placement Highlights

| 600+ | 1500+ | 27LPA | 7.5LPA |
|---|---|---|---|
| On Campus Recruiters | Total Job offers | Highest Package | Average Package |

## Highest Salary Offered:

- ₹27 LPA Marketing
- ₹24 LPA Finance
- ₹12 LPA Human Resource
- ₹10 LPA Agri Business

## Male Female Ratio:



58% 42%

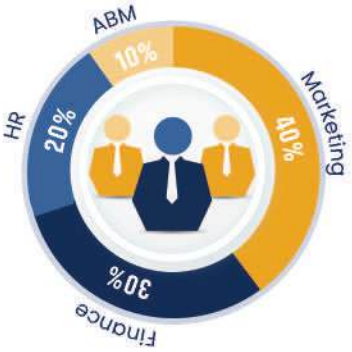
## BEST ROI **BASED COLLEGE** (in 2024)

| | |
|---|---|
| Course Fee | 7.2 L |
| Average CTC | 7.5 L |
| Highest CTC | 27 L |

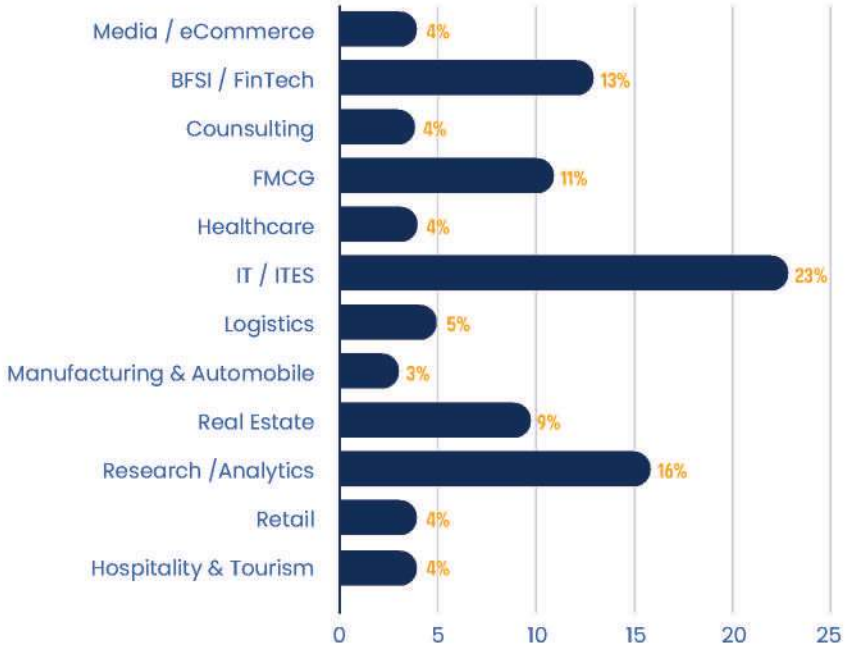
## Best **OPPORTUNITIES** (in 2023)

| | |
|---|---|
| Minimum CTC | 5 L |
| Average CTC | 7.5 L |
| Highest CTC | 27 L |

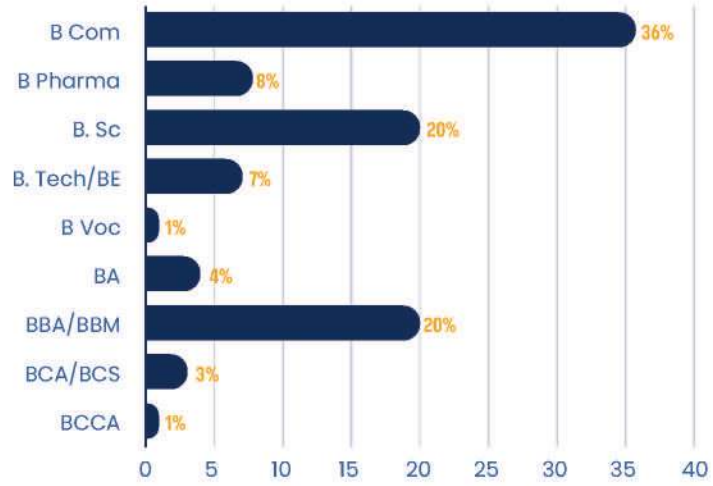
## DOMAIN WISE **PLACEMENT**



## Sector Wise Recruiters




## Batch Statistics




Pre-Placement Talk

Submission of CV's

Test

Interviews

Job Offers

## Top Recruiters

Deloitte. · ITC · Coffee Day Beverages · BNY Mellon · Voltas · asianpaints · Capgemini · JK Tyre · Nestlé · Dabur · LeapFrog · LG Electronics · Force Motors · hfc · Berger · KANTAR · Lion · wipro · Jaguar · TCS Tata Consultancy Services · SAMSUNG · KPIT · Bose · HARMAN · PhonePe · Britannia · Amul · ZS Associates · Flipkart · iFAST · fmi · Godrej & Boyce · Axis Bank · HDFC Bank · Bandhan Bank · Xanadu · Northern Trust · ANZ · Jockey · Anandrathi · Bajaj Finserv · S&P Global · Coca-Cola · MarketsandMarkets · Unilever · LEMMA · sbicap securities · Tata Hitachi · pantaloons · GlaxoSmithKline · IndusInd Bank · NielsenIQ · VEGROW · Kalash · Tech Mahindra · DeHaat · Pfizer · DCM Shriram · Piramal Pharma Limited · Paytm · Tata AIG · syngenta · Zydex · naukri.com · pwc · KOHLER

# Alumni
## Network

# 10,000+ Alumni



**Jeet Thakkar**
Gallagher
Communication Specialist - APAC
Kolkata



**Taniya Dutta**
BMC SOFTWARE
Sen. Financial analyst (FPNA)
Durgapur



**Konkana Das**
Zensar Technologies
Senior HR Executive
Durgapur



**Mayukh Dutta**
Qualys
Senior Technical Development Represntative
Kolkata



**Kamal Nair**
Rivoli Group
Client Advisor
Pune



**Debjani Deb**
Cambridge University Press & Assessment
Manger - Product & Recognition (East)
Kolkata



**Ekta Singh**
Mars Corporation
Area sales Executive
Lucknow



**Mohini Malvi**
Accenture
Senior Analyst - Project Manager Operations
Chhindwara



**Chandan Biswas**
PWC
Human Capital Buisness Partner
Kolkata



**Arjun Gupta**
ANZ
Credit Assessment Officer
Indore



**Anjali Gurwani**
CloudKeeper
Executive Human Resources
Agra-UP



**SHIVANI SINGH**
Wipro ltd
Tax Analyst
Bhilai



**Harshit Samaiya**
Northern Trust
Technical Coordinator
Jabalpur



**AMAN ANSALEM**
CITCO
Sr. Analyst
Kolkata



**Ashwita Palyekar**
Eclerx
Asoociate Process Manager
Goa



**Neelabh Bhattacharya**
AP MOLLER Maersk
Sr. Analyst
Kashipur, Uttarakhand



**Priya Kumari**
Accenture
Recruiting Senior Analyst
Patna



**Ankit Pandey**
Motilal Oswal
Assistant Manager
Prayagraj



**Shubham Sharma**
Avalara
Senior Analyst
Shahdol, MP



**Sumit Kumar**
Honda HSMI
AREA SALES MANAGER
Patna



**Priyanka Nimase**
**Blenheim Chalcot India**
Human Resource professional
Nashik



**Surojeet Saha**
**CITI**
Investment Performance Specialist
Siliguri



**Jaya Lalwani**
**FedEx**
Senior pricing analyst
Bhilwara, Rajasthan



**Priyusha Chatterjee**
**J P Morgan Chase**
ESG Reporting - Team Leader
Allahabad



**Priyanka Karki**
**BNY**
Lead Representative
Kolkata



**Swayam Prava Panda**
**Eaton**
Financial Analyst
Kolkata



**Faizan Reshi**
**American Express**
Senior Analyst
Kashmir



**Malika Gulati**
**ITC Infotech**
Assistant Manager HR IT Recruiter
Kanpur



**Asmita Chatterjee**
**PWC**
Senior PMO Consultant
Kolkata



**SHILPI GUPTA**
**Deutsche Bank**
Financial Analyst
Bilaspur, Chhattisgarh



**ANKIT AJMIRE**
**EY**
Senior Analyst
Jabalpur, Madhya Pradesh



**RAMESHWAR AKUNDY**
**HDFC BANK**
Corporate Manager (ROM)
Jamshedpur



**RUTUJA BUNGE**
**Kantar**
Senior Executive Data Acquisition
Aurangabad



**SHEHREEN ZOHA**
**TATA STEEL DOWNSTREAM**
Deputy Manager - Talent Acquisition
Gurgaon, Haryana



**Shouvik Jana**
**LOREAL**
Business Development Manager



**Hirak Dixit**
**BOSCH**
Store Manager
Vadodara, Gujarat



**SHRISHTI SHARMA**
**Wipro ltd**
Analyst
Jaipur, Rajasthan



**Neha Gupta**
**LenDenClub**
Human Resources Team Lead
Pune



**Swati Shende**
**ABIL Group**
Closing Manager
Nagpur



**Pankaj Aggarwal**
**Gartner**
Sr.Operations Associate
Ateli



**Ritesh Agarwal**
**Tresvista**
Associate
Bardhaman



**Anand Banthiya**
**Cars 24**
Finance Manager
Bhopal



**Shivanshi Mishra**
**Deutsche Bank**
Senior Analyst Officer
Meerut



**Shrabona Mitra Majumdar**
**KPIT**
Associate Manager
Kolkata



**Ashutosh Kumar Jha**
**Glenmark**
District Business Manager
Kanpur



**Sneha Lalwani**
Bosch Security and Safety Systems
Deputy Manager – Electro Voice and Dynacord
Bhopal



**Alisha Goyal**
Service Now
Customer Success Specialist
Sambalpur



**Ali Asgar Gangardi**
LIXIL
Area Sales Manager
Ahmedabad



**Sagnik Kusari**
ITC LTD
Area Executive
Kolkata



**Karan Mehta**
ACA Global
Senior Data Scientist
Ahmedabad



**Bandana Thakur**
TCS
Human Resource Business Partner
Chitrakut



**Charu Sharma**
Volkswagen Group Technology Solutions India
Senior Executive - Finance Controller
Nagpur



**Parikrama Rai**
Principal Global Services
Senior Financial Analyst
Bhilai



**Lomendra Verma**
Amneal Pharmaceuticals
Key Account Manager
Raipur



**Kapil Ubana**
ZS
Finance Associate
Pune



**Neha Sen**
Oracle
Business Operations Analyst
Kerela



**Shivani Ahirwar**
REA India
Assistant Manager
Raigarh (C.G.)



**Moumita Roy**
PWC
Learning & Development
Hyderabad



**Debanjana Hazra**
AP MOLLER Maersk
Specialist – Indirect Tax
Kolkata



**Aditi Chapra**
Cognizant
Process Specialist
Shahdol, MP



**Arijit Bonu**
AP MOLLER Maersk
Financial Analyst
Kolkata



**Sakshi Bhagchandani**
ZS
Finance Associate
Pune



**Akshay Patil**
KSB India
HR Representative
Satara



**Nikita Palave Patil**
Capgemini
Senior Financial Analyst
Pune



**Aparna Ghosh**
BNY Mellon
Sr. HR Analyst
Ranchi



**Sakshi Askar**
Motilal Oswal Financial Services Ltd
Wealth Manager
Pune



**Vishakha Mishra**
Deloitte
Engagement Financial Advisor
Bengaluru



**Rhythm Chouhan**
ZS
Finance Associate
Pune



**Mahima Chawla**
Lion Mortgage
Mortgage Advisor
Dubai



**Muskan Kesharwani**
CRISIL limited
Finance Executive
Pune



**Ashutosh Goswami**
eClerx
Financial Analyst
Pune



**Mohammad Umar**
Genpact
Senior Associate
Gurugram, Haryana



**Ankita Singh**
ImpactGuru
HR Associate Talent Acq
Raipur,Chhattisgarh



**Avani Parekh**
TEKsystems
Senior Candidate Manager
Chennai



**Ayushi Deepak**
ConnectWise
HR Talent Acq Coordinator
Jamshedpur



**Priyanka Patle**
Capgemini
HR Recruiter
Gondia, Maharashtra



**Rupsha Das Gupta**
Wipro
HR Senior Executive Talent acq
Kolkata



**Shika Kumari**
Poonawalla Fincorp
Credit Manager
Pune



**Aakash Narkhede**
Wipro
Financial Analyst
Pune



**Vaibhavi Shah**
Solitaire
Deputy Manager
Vadodara, Gujarat



**Shaika Parveen**
Al Ghurair-Dubai
Finance Specialist-Financial Planning & Analysis
Darjeeling, West Bengal



**Krishnakant Nainawa**
IFB Industries Ltd.
Senior Manager - Institutional Sales
Indore



**Shivam Srivastava**
Nuveen, a TIAA company
Investment Performance Analyst
Kanpur, Uttar Pradesh



**Sibasankar Panigrahi**
Anand Rathi Shares and Stock Brokers Ltd
Deputy Manager
Surada, Odisha



**Nishank Singh**
Bajaj Auto Ltd
Branch Manager
Lucknow, Uttar Pradesh



**Amit Kumar Manna**
NAB
Analyst I
Kolkata



**Muskan Kabra**
Synechron
Talent Acquisition Consultant
Kumbhraj , MP



**Kajal Kumari**
KPIT
Human Resources Executive
Deoghar, Jharkhand



**Parshvi Ramtri**
Capgemini
Senior Analyst
Kanpur, Uttar Pradesh



**Anjali Pandey**
Bajaj Finserv
Unit Manager
Lucknow, Uttar Pradesh



**Rohit Singh**
Allstate India
Operations Associate
Varanasi, UP



**Abhijeet Das**
BNP Paribas CIB
Senior Associate
Kolkata



**Anuj Tiwari**
Escorts Kubota Limited
Assistant Manager Human Resources
Kanpur, Uttar Pradesh



**Pranshu Jambhekar**
IoT83
Demand Generation Manager
Indore, Madhya Pradesh



**Pooja Rai**
FIS
Senior Financial Analyst
Bhilai, chhattisgarh




# Sector/Profile/Company/ Service

At RIIM Pune, our training is designed to prepare students for real-world challenges in the corporate sector. We emphasize practical understanding and application over theoretical knowledge. Our curriculum is tailored to these sector-specific distinctions, ensuring that students develop the intelligence and adaptability needed to excel in their chosen fields.

We believe in a hands-on approach to education, teaching every concept with an emphasis on its real-world application. To support this learning style, RIIM Institute hosts various sector-specific events, such as FMCG Day, IT Day, Real Estate Day, Manufacturing Day, and Media Day.

In addition to established industries, we also focus on emerging fields like EduTech, FinTech, HealthTech, AgriTech, PropTech, InsurTech, E-Retail, and E-Commerce. By doing so, we equip our students with the skills necessary for the jobs of tomorrow.

**Sector:** Knowing the sector helps management students understand industry dynamics and prepares them to address market-specific challenges and opportunities.

**Profile:** Familiarity with different profiles enables management students to align their skills with the roles they aspire for, enhancing career readiness.

**Company:** Understanding a company's culture and strategy allows management students to tailor their approach for effective leadership and decision-making in a corporate environment.

**Service:** Recognizing the importance of service equips management students to design customer-centric strategies that enhance value and competitive advantage.

# THE LEARNING TRIANGLE - JD BASED TRAINING

At RIIM Pune, we adopt a reverse engineering method to shape our curriculum around desired outcomes and competencies. Our training incorporates actual job descriptions and Key Responsibility Areas (KRAs) from fields such as Marketing, Finance, HR, Business Analytics, ABM, Pharma and Consulting, ensuring that our students are well-prepared for real job positions.

We have introduced the "Learning Triangle," a distinctive framework that is integrated into all of our subjects. Each business management concept is examined through three essential dimensions: Why, Where, and Purpose.

**Why:** This dimension clarifies the relevance of a topic or concept concerning specific job profiles, helping students grasp its significance in the industry.**Where:** This aspect illustrates how the concept is applied in practical, real-world business situations.**Purpose:** This connects the concept to the students' primary goal-placement-showing how the knowledge they acquire aligns with their career aspirations.

This method ensures that students not only comprehend theoretical concepts but also understand their real-world applications, making them ready for the job market.

## MARKETING & SALES

- ☑ RIIM students are trained in a manner wherein they have a comprehensive understanding of Consumer Behavior for developing concept category, designing promotion & pricing strategies
- ☑ Branding, Advertising & Promotion of various Products and Services
- ☑ Understanding Market Dynamics and gathering insights by analyzing market competition.

## FINANCE

- ☑ Understanding Working Capital Management - working capital ratio, inventory turnover, etc.
- ☑ Concepts like Financial Modeling, Balance Sheet Analysis & Analyzing Financial Statements are covered with critical detailing by RIIM trainers

## HUMAN RESOURCE

- ☑ Understanding the Recruitment & Selection process of various Industries.
- ☑ HR analytics & strategic planning.

## BUSINESS ANALYTICS

- ☑ Students learn to assess business performance through data analysis and reporting. They explore tools and techniques for evaluating market trends, identifying opportunities, and making informed business decisions.
- ☑ Trainers at RIIM guide students in learning and applying various methods for data analytics modeling, data preparation, and evaluation. Students gain hands-on experience with tools and programming

languages such as R, SPSS, and MS Excel, equipping them with the skills necessary for effective data analysis.

## AGRI BUSINESS

- In the Agri-business program, trainers help students master data analytics techniques and methodolo gies, focusing on data preparation and evaluation.
- Students learn to utilize key analytics tools and programming languages like R, SPSS, and MS Excel to analyze agricultural data.

## PHARMA

- In the Pharma sector, trainers at RIIM teach students to implement various data analytics methods for modeling, preparation, and evaluation.
- Students explore analytics tools and programming languages, including R, SPSS, and MS Excel, to ana- lyze pharmaceutical data effectively.

## RIIM Students are trained extensively on various Sectors




# TRAINING FRAMEWORK

### Training Skeleton or Training Framework

**Student Centric Pedagogies**

RIIM is dedicated to implementing student-centric learn- ing methodologies in its instructional methods. The ad- vantages of these approaches far exceed those of teacher-centered methods, leading to long-term bene- fits. Students tend to be more engaged during sessions, knowledge is effectively shared across diverse learning styles, and higher cognitive skills are developed.
Here are some of the methodologies employed to train students at RIIM:

- Discussion-Based Learning
- Case-Based Learning
- Collaborative Learning
- Presentations
- Peer Feedback
- Brainstorming
- Role Playing

These methods foster an interactive and supportive learning environment, enhancing student engagement and understanding.

### Skill Based Certifications

RIIM offers a variety of certificate programs, including:

- Advanced MS Excel
- Digital Marketing
- SAP
- Six Sigma Green Belt
- Business Analytics
- AI (Machine Learning)

### Placements Readiness

Achieving meaningful placements is a primary goal of any management program, and at RIIM, we go above and beyond to help students succeed. Placement preparation is a continuous journey that includes various key compo- nents:

- CV Preparation
- Mock Interviews
- Mock GD's
- Aptitude Preparation
- Domain Input Sessions
- Live Internships

### Soft Skills and Leadership Training

With a focus on boosting student confidence, RIIM dedicates 500 hours to Soft Skills training. We recognize that manage- ment is not only about technical skills but also about mastering interpersonal skills, as our work involves collaborating with people.

Our comprehensive Soft Skills program includes:

- English Language Skills
- Business Communication
- Outbound Trainings
- Presentation Skills and Public Speaking
- Personal Management
- Leadership Lab
- General Awareness
- Emotional Intelligence
- Interview & GD Preparation

This extensive training emphasizes the importance of soft skills in the industry, helping students enhance their capabilities for future success.

# Ramachandran International Institute of Management
# RIIM Pune

## Campus

Mantri Alpine, Bavdhan (Bk.), Above Crystal Honda Showroom, Pune - 411021, Maharashtra.

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+91 77200 60704

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placement@riimpune.com

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**Indore**
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