



Integral Institute of Advanced Management **PGDM**

"BE THE CHANGE FOR BETTER TOMORROW"

For More Information

@IIAMVizagBusinessSchool

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iiamvizag1@gmail.com



SCAN TO VISIT OUR WEBSITE www.iiamvizag.com

GROOMING BUSINESS LEADERS SINCE 1987 38th BATCH ADMISSIONS OPEN 2024 - 26

@IIAMVizag



PROPOSED ADMIN BLOCK (UNDER RENOVATION)





Our Philosophy and values are in alignment with the quote of Joel Arthur Barker as under: *"Vision without action is merely a dream, Action without vision just passes the time, Vision with action can change the world."*

OVERVIEW

Integral Institute of Advanced Management (IAM) established in 1987 is the first autonomous PGDM Business School approved by AICTE in combined Andhra Pradesh to promote an Application-oriented Curriculum enabling every student to understand the concepts of Management Education and to implement the same. Having an objective to produce Thought leaders and effective managers the curriculum is updated by having Workshops inviting Academicians, Executives, and Entrepreneurs. Inputs provided in the Workshops are forwarded to the IIAM Advisory Board to scrutinise the curriculum and recommendations are forwarded to the Board of Governors for approval. The BoG is headed by the Chairman Prof. M.R. Rao, former Dean of ISB and other members consisting of senior Bureaucrats, Academicians, Executives, Entrepreneurs, Alumni of IIMs, XLRI etc. After going through the rigorous process of developing the curriculum, the Board of Governors approves it for execution by the Director. In addition to the recommended curriculum, all the dimensions to mould them into Managers are taken into consideration to make the students Industry ready.



CHAIRMAN'S MESSAGE

Prof.M. Rammohan Rao Chairman - IIAM

Integral Institute of Advanced Management (IIAM) established in 1987, was promoted by Former Education Minister of Government of Andhra Pradesh Late Sri S. Alwardas who had the dream of creating good educational institutions in Visakhapatnam to cater to the requirements of the citizens of India as well as other countries. Having a dream to establish a good autonomous management institution, Late Sri Alwardas had invited Late Dr K.K. Das, Prof. Emeritus from the USA to head the Institute. Having known the founder's dream and the strong determination of the family as a group to make the dream a reality, I am pleased to have agreed to be the Chairman of IIAM at the request of Dr S. P. Ravindra, Secretary and Dean.

The Institute is committed to providing an excellent education to the students by creating a strong academic environment with good faculty and state-of-the-art infrastructure. The Institute's programme is designed to blend theory and practice so that attractive career opportunities are available to the graduating students. Andhra Pradesh still does not have many good Institutes which are nationally and internationally recognised. I have been involved in guiding a few management institutes which have attained national and international reputations. I hope that my involvement with IIAM will propel the institute to greater heights while gaining a national and international reputation within a short period.

MESSAGE FROM DEAN & DIRECTOR



Dr. S.P Ravindra Dean & Director

Greetings and good wishes from IIAM!

IIAM is the first autonomous Institute established in 1987 having

DIRECTOR GENERAL'S MESSAGE



Prof. (Dr) Satish Ailawadi Director General - IIAM

The discipline of Management as an academic and profession has transformed in the last few years. In a digital era, knowledge is expanding at an unprecedented rate and technology has been renovating the entire ecosystem of management education.

Prof. K.K. Das as the founding Director, who established Management education in India in 1957 and also the first Indian to get a doctorate from Harvard Business School and also the first Indian to teach in HBS.

The Curriculum of IIAM was developed by the founder Director Prof.K.K. Das and the same has been updated from time to time with the help of Prof. M.R.Rao, former Dean of ISB, and with his team of faculty from Academia and Industry.

The Curriculum developed is quite effective which consiquently helps students to get good placements. We are proud to present our students to the corporate world as every student of IIAM becomes an asset to the organizations in which they offer their services.

The programme is facilitated with state-of-the-art Infrastructure and eminent faculty members who in turn hone the soft skills of the students ultimately grooming them to be a multidimensional personality.

Come and join an institute that can mould you to the requirement of the industry 4.0.



Integral Institute of Advanced Management, Visakhapatnam (IIAM) has been grooming business leaders since 1987. Our academic credentials, achievements, and legacy of being the first autonomous business school approved by AICTE in united Andhra Pradesh put us among the leading business schools in South India. As an institute focusing on providing quality education, we believe in building management careers on a solid foundation of theoretical concepts and their practical applications through experiential learning. We follow a very simple yet standardized process of training our students where we build logic and skills. We are committed towards our students' development, growth & excellent training to meet the growing demands of new-age professionals from the industry. Our mission is to provide corporate leaders with inputs from the best faculty from the academic and corporate world. We facilitate our students to take a definite number of credit courses from a bouquet of electives while focusing on specialized and emerging areas in management and business with a wide variety of possibilities.

We shall build upon our value-based strategic thrust as envisaged in the Vision and Mission statements of the Institute. We shall keep revisiting the expected graduation outcomes and evaluation rubrics in our programme offerings to provide an updated industry-oriented business management curriculum. Our renewed focus on deeper and engaging corporate connect and leveraging our strong alumni base will continue and explore far deeper avenues of engagement.

As a part of our legacy, our strong alumni base includes top-ranking and highly placed executives all over the world. Highly qualified and experienced faculty members, a serene beautiful green campus and other amenities are the hallmarks of IIAM. Coupled with these differentiators, the business & industry environment of one of the largest cities of South India and the upcoming capital of Andhra Pradesh, makes IIAM a preferred destination for students.

Along with my board members, faculty colleagues, staff, illustrious alumni, and students, I welcome prospective aspirants to realize their business management education at IIAM Visakhapatnam. Thank you, and wish you all the best!

BOARD OF GOVERNORS



Prof. (Dr.) M.R. Rao Chairman Former Dean ISB & Former Director IIM - Bangalore



Dr. S.P. Ravindra Dean & Secretary Chairman - SSVP



Dr. S.V.H. Rajendra Secretary, SSVP



Prof. (Dr.) Satish Ailawadi Director General, IIAM



Dr. K.V. Rao IAS Former Principal Secretary, AP.



Mr. Krish Dhanam CEO - Skylife, Dallas, USA.



Dr. Amarlal Kalro Former Director - IIM Kozhikode Former Provost - Ahmadabad University



Dr. S. Vijaya Ravindra Correspondent, Samata College, Greendale School and Alwardas Public School



Dr. Ashish Bhattacharyya

Former Director - IMT Ghaziabad Distinguished Professor - Shiv Nadar University, Noida



Dr. K.R.S Murthy Former Director - IIM Bangalore



Prof. (Dr.) Virendra Shukla

Adjunct Faculty - Tata institute of Social Sciences, Mumbai.



Dr. Narendra Jadhav

Economist & Public Policy Expert Former Member - Planning Commission



Dr. Vijay Anand Financial Consultant, Detroit, USA



Mr. Debasish Das Partner & Business Head -Ikigrow Consumers LLP.



Mr. Sunirmal Talukdar Former President and CFO, Aditya Birla Group



Mr. CA Sunil Karve Hon. Chairman Governing Board - Kohinoor Education Trust. Mumbai





Ms. Deepika Das Ex-Officio Member

The institution is led by a Board of Governors with extensive experience in Quality Management Education, actively engaging in constructive discussions to consistently enhance the curriculum for producing effective Future Managers. The Chairman, Prof. M.R. Rao, and other Board Members play a pivotal role in shaping the Students and Faculty

Why IIAM?

Established in 1987, we are the first Autonomous **AICTE-approved B-School in combined Andhra** Pradesh.



Dedicated to grooming Business Leaders, we've been producing Middle and Senior-level **Executives for renowned Organizations since** our Inception.

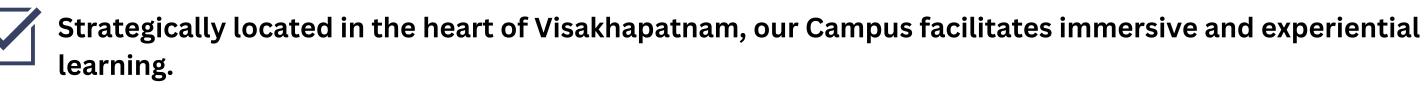
Our Board of Governors comprises highly distinguished Members.



Students benefit from mentoring by senior Alumni starting from the 1st semester.



Our rich Alumni legacy includes successful Entrepreneurs, CXOs, and Business Leaders.





We employ Innovative Pedagogical interventions to enhance the Learning experience.



Our strong Corporate Connect results in Student Internships, Live Projects, Executive Development programs, and Placements.



Student Clubs and Committees ensure engagement beyond the classrooms.



Recognized with the 'National Management Week Award' for three consecutive years by AIMS.



Active participation in Community Outreach events such as Pinnacle, Evoke, and Joy of Giving.



Continuous Internal Assessment of students in line with NEP-2020.



Students undergo sessions in the Personal Growth Lab, ultimately boosting their employability skills.



Entrepreneurship Development Cell in Collaboration with National Entrepreneurship Network

Approaches Employed for student assessment

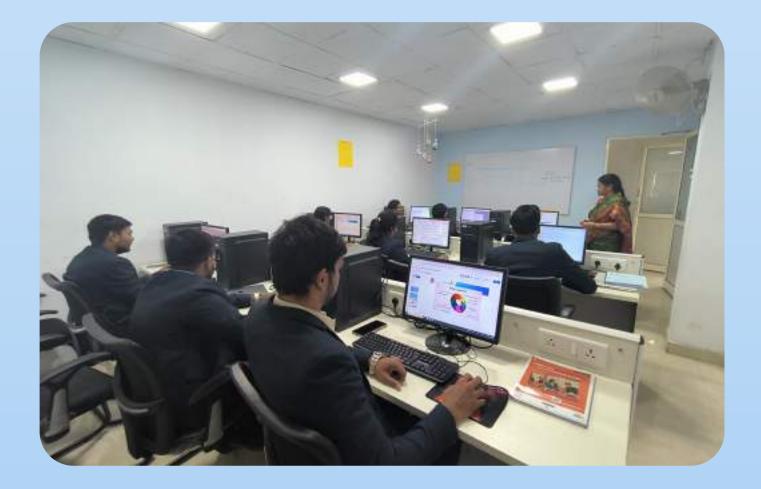
- Experiential learning through activities such as Case studies, Group presentations, Business games, and Simulation exercises.
- Students actively engage in analyzing Business news, participating in Business clubs, and competing in Business plan contests.
- The Institution supports Entrepreneurship Development through the Entrepreneur Development Cell and provides an Incubation Center for Startups.













APPROACHES EMPLOYED FOR FACULTY DEVELOPMENT

- Periodic Faculty Training Programs to continually update their skill sets
- Senior Faculty members facilitate Faculty Development Workshops
- Seminars, Workshops, and Research conferences are organized regularly by and for our Faculty members.













CORPORATE TRAINING

Our Faculty regularly conducts Management Development Programs for Corporate Professionals working in diverse domains, including Finance, Marketing, Analytics, HR, and Operations.



2 Day Workshop on Team Leadership for Bajaj



2 Day Workshop on Team Leadership for Bajaj



One-Day Workshop on Stress Management for Visakhapatnam Port Trust









6 Day workshop on Team Building & Motivation for Larson & Toubro (L&T)

2 Day workshop on Motivation and Team Building for Hindustan Zinc

2 Day workshop on Team Building for Visakhapatnam Port Trust



2 Day workshop on Supply Chain Management for CocoCola & L&T



One Day workshop on Team Leader for Varun Motors



3 Day Workshop on General Management for NTPC Simhadri

PROGRAMS SCHEDULED FOR THE ACADEMIC YEAR 2024 - 25



Training Program in collaboration with FTL Technologies, Florida, USA.



CAMPUS HIGHLIGHTS









SEMINAR HALL











VOLLEYBALL COURT

PLAY GROUND



The Institute has State-of-the-art Infrastructure to groom students to be effective Future Managers of the country. The amenities like Air-Conditioned & Wifi Enabled Campus, Seminar Hall, Auditorium, Amphi-Theatre, Gym, Billiards Room, Canteen and ample sports facilities are provided for the overall development of students.

LIFE @ IIAM

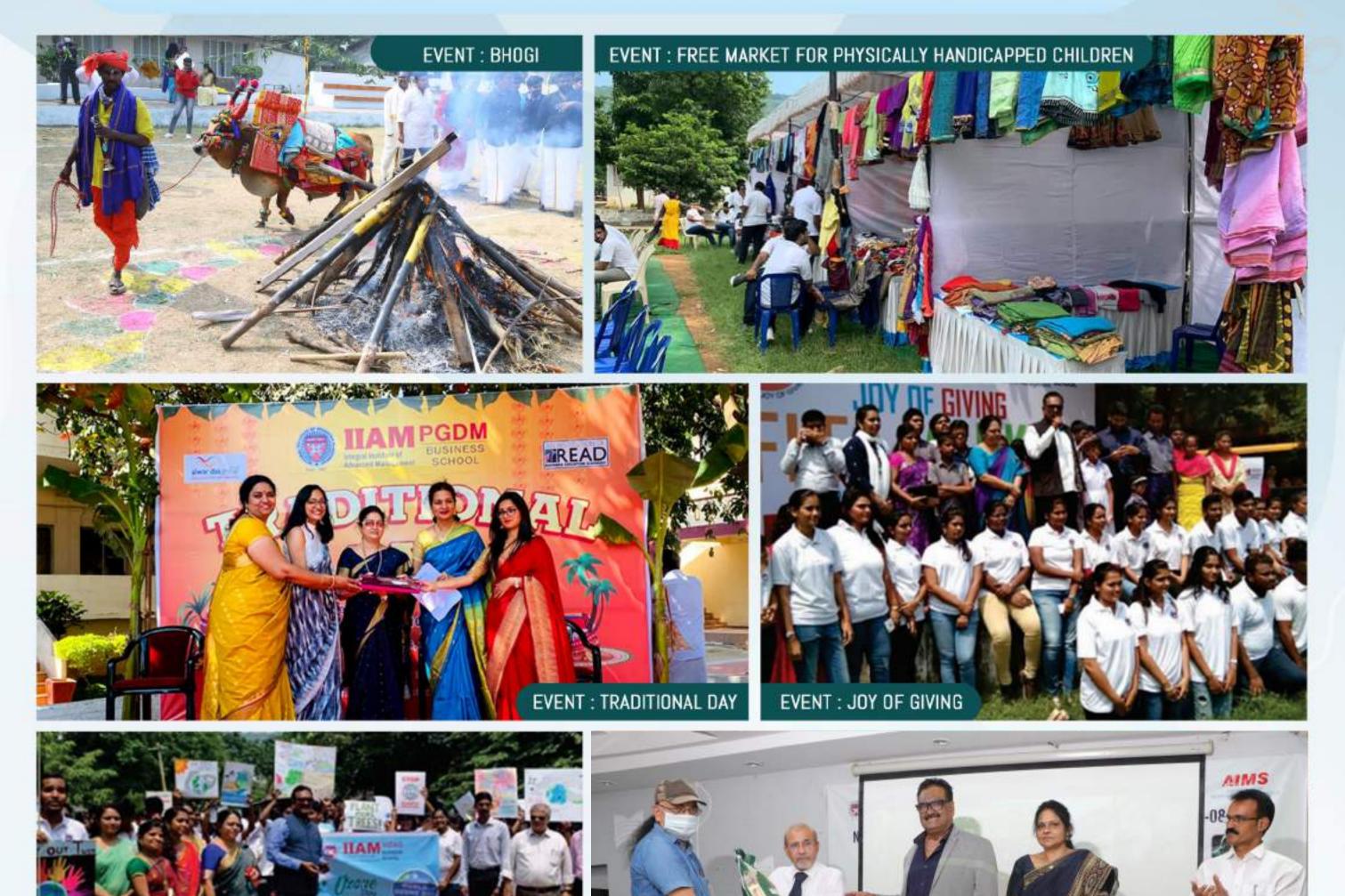












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CORPORATE CONNECT

- Leadership Talks

Senior business leaders and CXO's of corporates are invited to interact with our students thereby helping them to develop strong leadership skills. The talks usually involve the experiences of Business leaders in terms of their Visions, Emotional Intelligence, Decision Making, Building & Managing teams, Leading Change, Ethical Leadership & Self-Development thus making students to understand the dynamics of the industry.



Mr. Krish Dhanam International Motivational Speaker & CEO of Skylife



Mrs. Uma Raju and Mrs Nivedita Prasad Founders of The Chocolate Philosophy



Mr. Kesavan Vice President of Walmart

- Guest Lectures

Guest lectures are an integral part of the pedagogy at IIAM. Industry Practitioners and academicians are invited to share their valuable insights from their rich experience with contemporary business issues, the challenges they have faced and how they dealt with them. These sessions serve as an ideal platform for the students to supplement their theoretical knowledge with first hand perspectives from some of the stalwarts of the industry and appreciate the different dimensions of handling modern day business challenges.



Retired Senior Technologist National Institute for Space Research

Sr HR Manager HPCL Hindustan Petroleum Corporation Limited

EDP Mentor Faculty - Ni -MSME: Govt of Telangana, Hyderabad.

Dr. Saumyajit Choudary Founder, and Director of SkillGym (OPC) Pvt. Ltd

Corporate Exposure Visits

IIAM provides its students regular opportunities to visit manufacturing and service facilities of various industries to understand the intricacies of different businesses. Such visits help students learn the technological advancements & recent trends in the industry. These visits also expose and acquaint the students with various processes involved in manufacturing of products and operations of service industries. Students visit industries to get hands-on experience about the functioning of the corporate sector.



CAMPUS TO CORPORATE CONNECT

The Corporate Relation Cell (CRC) at IIAM plays a pivotal role in facilitating Corporate Relationships and Placements for students enrolled in the PGDM Program. Here's an overview of the key functions and processes carried out by the CRC:

- 1. Leadership and Structure:
 - The CRC is headed by a Corporate Relationship and Placement Coordinator.
 - A Placement Committee comprising senior and junior students assists the Coordinator in executing various activities.
- 2. Objectives:
 - The primary objective is to establish strong relationships with Public and Private sector organizations.
 - Facilitate summer internships and final Placements for students.
 - Coordinate Management Development Programs (MDP) offered by the institute.
- 3. Initiatives for Students:
 - Upon joining the PGDM Program, students participate in various initiatives such as Personal Growth Lab, Mock Interviews, and Soft Skills Workshops.
 - These initiatives aim to enhance students' Managerial Orientation and communication skills using appropriate management terminology.
- 4. Student Categorization:
 - Students are initially categorized into D or C category.
 - The categorization helps in tracking students' progress and ensuring they develop necessary skills for their careers.
- 5. Continuous Improvement:
 - Throughout the two-year PGDM Program, students engage in activities like Group Discussions, Role Plays, Seminars, and Presentations.
 - Based on their Performance, students are elevated to higher categories (B and A).
 - Continuous Training and Grooming are Provided to students in C and B categories to help them reach the A category and become ready for Placements.
- 6. Placement Process:
 - By the third semester, only students in the A category are permitted to attend campus interviews.
 - Those in the C and B categories receive intensive grooming to enhance their skills and prepare them for placement opportunities.

Overall, the CRC's efforts aim to ensure that students receive comprehensive training, development, and support to excel in their careers and secure desirable placements in reputed organizations.

Placement Report of 34th Batch

Highest CTC: Rs. 14 LPA

Average CTC: Rs. 4.8 LPA

Average CTC of Top 10 Recruiters: Rs. 8.6 Lakhs

Average CTC of Top 50 Recruiters: Rs. 6 Lakhs Placement Report of 33rd Batch

Highest CTC: Rs. 12 LPA

Average CTC: Rs. 4.2 LPA

Average CTC of Top 10 Recruiters: Rs. 8.1 Lakhs

Average CTC of Top 50 Recruiters: Rs. 5.7 Lakhs Placement Report of 32nd Batch

Highest CTC: Rs. 10.8 LPA

Average CTC: Rs. 3.8 LPA

Average CTC of Top 10 Recruiters: Rs. 6.7 Lakhs

Average CTC of Top 50 Recruiters: Rs. 4.9 Lakhs



Proud to announce that the students of IIAM have been getting good placements since its inception.

A FEW OF OUR PROUD ALUMNI

IIAM Graduates are shaping the world.



Subramanyam K Chief Operating Officer, Gemini TV, Hyderabad

"As a corporate executive, I feel proud to be an alumnus of the 2nd batch of IIAM. We have been groomed both in academics and personality development in a way required for the present times. The outlook in terms of the curriculum the institute had designed for the career prospects is com-



Sanjay Kesavan Former Chief Sales & Operations, Walmart India Pvt. Ltd, Gurgaon

My message to the young Management Graduates is "Be grounded, be passionate about whatever you do, work along with people, follow your dreams, keep up pace in upgrading your skills and abilities"



S. S.Hussain Madani Former Government Employee (Worked with State Govt for 20 Yrs, Telangana)

Time spent at the Campus was just great. With Inspiring Professors and Aggressive highly career focused friends around you definitely makes you motivated towards building your KRAs strong & achievable"

mendable"



Jasmine Shetty Deputy Vice President Axis Bank Bengaluru



Tapas Banik

Sr. Vice President & Cluster Head HSBC Commercial Banking Bengaluru

"This institute has taught me how to work and organise oneself and stay positive in any situation"



Vijay Kumar Chowdhury

Vice president, Equitas Bank Hyderabad

"Formal education will make you a living, self-education will make you a fortune."

IIAM CONVOCATION

Convocation is celebrated at IIAM followed by a Convocation Ball felicitating the students on completion of the Program



Convocation 1992 Chief Guest : Prof. B. Sareswara Rao Emertus Prof in Economics - Andhra University



Convocation 2005 Chief Guest : Prof. Pritam Singh Management Development Institute (MDI), Gurugram



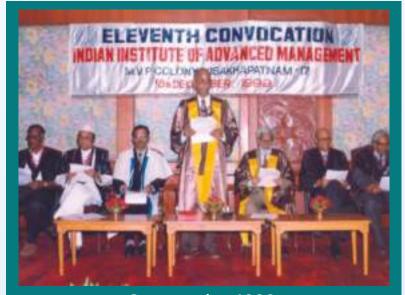


Convocation 1995 Chief Guest : Dr. Gopal Krishna Reddy Former Vice-Chancellor of Andhra University



Convocation 2008 Chief Guest : Prof. M.R. Rao Former Dean of ISB, Hyderabad





Convocation 1999 Chief Guest : Dr Gopal Krishna Reddy Former Vice - Chancellor of Andhra University



Convocation 2011 Chief Guest : Mrs. D. Purandeswari Former Minister of Education, Govt. of India



Convocation 2019 Chief Guest : Mr. Ganta Srinivasa Rao Former HRD Minister, Govt of Andhra Pradesh

Convocation 2023 Chief Guest : Justice D.V.S.S. Somayajulu Former Judge, A.P. High Court.

HONORARY TITLE

Honorary Title is Awarded in Recognition of the Extraordinary Services rendered by Individuals in their Respective Fields



Honorary Title awarded to Fr. E. Abraham Former Director, XLRI at Convocation 2008



Honorary Title awarded to Shri. Ajay Kalam, IAS Chairman, Visakha Port Trust at Convention 2011



Honorary Title awarded to Mr. Ramana Gokula, Music & Vice President, Stanley Black & Daker at Convocation 2014



Honorary Title awarded to Sri. N. Sambasiva rao Former Director General of Police, AP, India at Convocation 2019



Honorary Title awarded to Prof. M.R. Rao Former Dean, ISB at Convocation 2010



Honorary Title awarded to Dr. K.R.S. Murthy Former Director, IIM Bangalore

PGDM PROGRAM

Program Overview

The PGDM program at IIAM is designed to help students develop the knowledge and capabilities needed to meet the challenges of industry 4.0. In addition to developing expertise in a given field, the students are encouraged to take advantage of the opportunities and to become creative, intellectual leaders and problem solvers. The full-time PGDM program is spread over 4 semesters. During the first two semesters, the students learn the complexities of business administration by studying core courses. From the third semester onwards they opt for major and minor specializations depending on their interest and pursue courses in the specialized areas.

One of the highlights of the PGDM program at IIAM is the opportunity for students to interact with industry professionals through Seminars, Leadership Talks, Live Projects, Workshops, Summer Internship Projects and Corporate Exposure Visits.

IIAM - PGDM PROGRAM STRUCTURE : TWO YEARS , FOUR SEMESTERS

The program would start with two weeks of Management Orientation Program (MOP), preparing students for the management coursework in the coming year. The orientation program would include class sessions, and panel discussions by corporate professionals and an outbound activity

| SEMESTER I | | SEMESTER II | | SEMESTER III | | SEMESTER IV | |
|-------------------------------------|---------|--|---------|------------------------------|---------|--|---------|
| Course Title | Credits | Course Title | Credits | Course Title | Credits | Course Title | Credits |
| Principles of Management | 3 | Soft Skills (Enhancing employability skills) | 3 | Business Laws & Regulation | 3 | Corporate Governance and Business Ethics | 3 |
| Business Statistics | 3 | Human Resource Management | 3 | Strategic Management | 3 | International Business | 3 |
| Financial Accounting | 3 | Operations Management | 3 | Entrepreneurship Development | 3 | Social Immersion | 2 |
| Managerial Economics. | 3 | Quantitative Techniques for Decision Making | 3 | Elective 1 | 3 | Elective 6 | 3 |
| Business Communication | 3 | Business Research Methods | 3 | Elective 2 | 3 | Elective 7 | 3 |
| Marketing Management - I | 3 | Marketing Management - II | 3 | Elective 3 | 3 | Elective 8 | 3 |
| Information Technology for Managers | 3 | Organization Behaviour | 3 | Elective 4 | 3 | Elective 9 | 3 |
| Indian Business Environment | 3 | Corporate Finance | 3 | Elective 5 | 3 | | |
| Work Shop 1: Working with Excel | 2 | Cost and Management Accounting | 3 | | | Total Credits | 20 |
| | | Workshop 2: Personal Growth Lab | 2 | Total Credits | 24 | | |
| Total credits | 26 | NEW DAVID SUIT TO AND THE SUIT OF STATES | 0-40 | David Contraction and and | | | |
| | | Total credits | 29 | | | | |

Note: A student has to opt for a major and minor specializations in functional domains during Semester III and Semester IV. Domain

specializations are offered in Marketing Management, Financial Management, Human Resources Management, Operations & Supply Chain Management and Business Analytics. A student has to choose six elective courses between Semester III and Semester IV for acquiring a major specialization and three elective courses for acquiring a minor specialization.

IIAM PGDM PROGRAM - LIST OF ELECTIVES

| MARKETING MANAGEME | NT | FINANCIAL MANAGEI | MENT | HUMAN RESOURCE MANAG | EMENT | OPERATIONS & SUPPLY CHAIN M | ANAGEMI |
|---|--------|---|--|--|--|--|---|
| Course Title Sales and Distribution Management Strategic Brand Management Consumer Behaviour Service Marketing Digital Marketing Integrated Marketing Communication Retail Management Marketing Research Rural Marketing Customer Relationship Management | 3 3 | Course Title Investment Banking Security Analysis Portfolio Management Financial Statement Analysis Project Finance Financial Derivatives Fintech Banking and Financial Services International Finance Risk Analytics | Credits 3 3 3 3 3 3 3 3 3 3 3 3 3 | Course Title - Talent Planning & Acquisition - Managing Organizational Change & Development - Performance Management - Competency Mapping & Profiling - Training & Development - Leadership & Organizational Effectiveness - Compensation & Benefits - Strategic HRM - Special Project/Organization-Based Project in HRM | Credits 3 3 3 3 3 3 3 3 3 3 3 3 3 | Course Title - Service Operations Management - Supply Chain Management - Project Management - Managing Lean Enterprise - Business Process Management - Total Quality Management - Total Quality Management - Procurement Management - International Logistics and SCM - Special Project/Organization-Based Project in Operations Management - Supply Chain Analytics | Credits 3 2 3 3 3 3 3 3 3 3 |

- Human Capital Analytics

BUSINESS ANALYTICS

| Course Title | Credi |
|---|--------|
| - Introduction to Business Analytics | 3 |
| - Data warehouse and Analysis | 3 |
| - Introduction to Machine Learning | 2 |
| - Data Visualization and Descriptive Analytics | 2 3 |
| - Exploratory Data Analysis | 3 |
| - Risk analytics | 3 3 |
| - Artificial Intelligence and Deep Learning | |
| - Big Data Analytics | 333 |
| Advance Machine Learning Algorithm Using Python | 3 |
| - Web Analytics | 3 |



ADMISSIONS

Eligibility Criteria

- Bachelor's Degrees or equivalent with 50 percent aggregate marks in any discipline from a recognised University.
- Candidates appearing for the Final-year Degree examination can also apply.
- Score in any of the National Level Admission Tests viz CAT/XAT/CMAT/MAT/ATMA/ State Level CET, IIAM-CET
- Additional weightage will be given to candidates with Work experience.
- The involvement of candidates in Group Discussions and Interviews will be assessed to gauge their potential to become Future Managers.



| | Fee Structure | | |
|----------|---|------------------------------|--|
| | Admission Processing Fee | Rs. 20,000/- | |
| 1st Year | First Semester Fee Second Semester Fee | Rs. 70,000/- Rs. 70,000/- | |
| 2nd Year | Third Semester Fee Fourth Semester Fee | Rs. 70,000/- Rs. 70,000/- | |
| | TOTAL FEE FOR 2 YEARS | Rs. 3,00,000/- | |

Note: Full Semester fee must be paid at the beginning of the Semester.

SCHOLARSHIP OF 10 % OF FEE TO THOSE WHO SCORE 80 % AND ABOVE IN THEIR GRADUATION

Process







Address : IIAM CAMPUS Plot No : 10, Sector 7, MVP Colony, Visakhapatnam - 530017, A.P. (INDIA)