

YOU AREN'T
THINKING
YOUR THOUGHTS

SWIPE

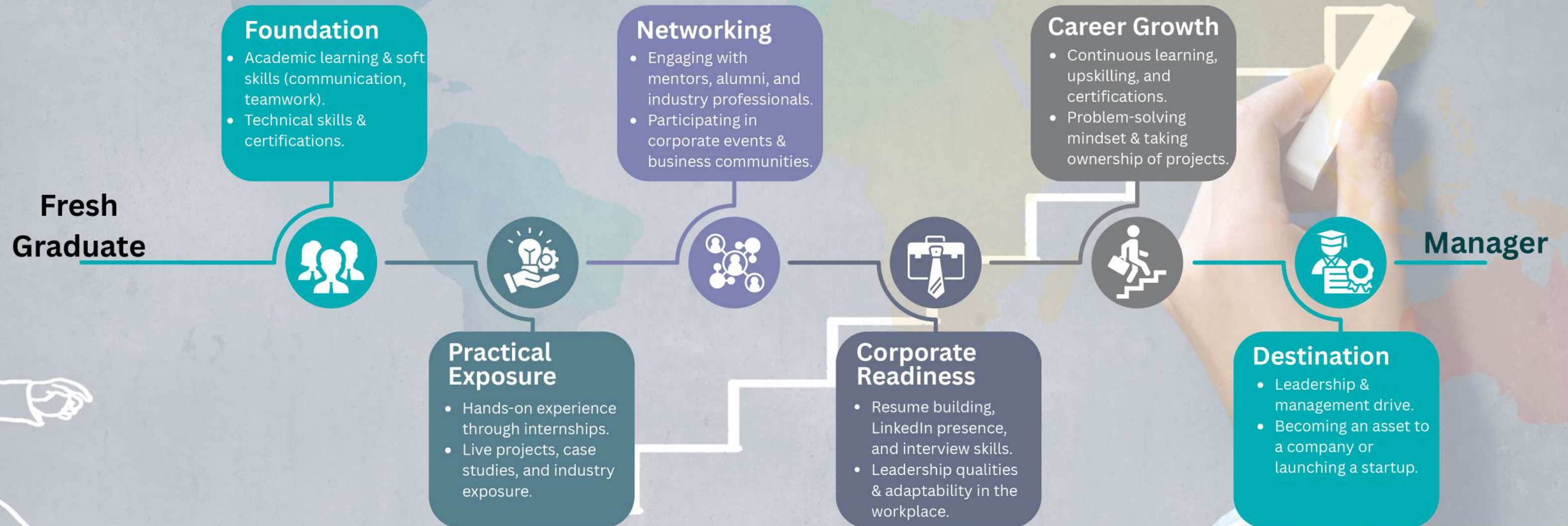


GROOMING THOUGHT LEADERS SINCE 1987

IIAM - Grooming Thought Leaders since 1987

From Graduate to Manager

02



IIAM ADMISSION TEST 2025



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IIAM Admission Test**

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call: 970100 8001/8007**



IIAM VIZAG
Integral Institute of
Advanced Management **BUSINESS
SCHOOL**

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ABOUT IIAM

IIAM, approved by AICTE as an autonomous institute, offers a PGDM program. Leveraging its autonomous status, the institution continually updates its curriculum to meet industry demands, ensuring students are well-prepared for excellent placement opportunities.

The management firmly believes in building the institution with a strong faculty and board to guide the delivery of quality education. Established with the vision of offering an effective curriculum, IIAM was founded by Dr. K.K. Das, who, with his 28 years of experience in the U.S., designed the curriculum. Prof. M. R. Rao, Former Dean of ISB, now serves as the Chairman of the IIAM Board, contributing his expertise to regularly update the curriculum.

Committed to providing a cutting-edge education, IIAM integrates programs like the Toastmasters Club, Incubation Board Room, Entrepreneurship Cell, and Start-up Cell. These initiatives help students hone essential communication skills, develop business ideas, and present proposals to angel investors, preparing them for success in the corporate world and entrepreneurship.

In essence, the institute takes comprehensive initiatives to ensure that every student is well-trained for holistic development, equipping them to become effective executives and entrepreneurs.

VISION

- To integrate world-class education and mould the student to adapt in any vertical of Business Practice and application.

MISSION

- To facilitate students with holistic management education.
- To keep the students abreast with the Regional, National and Global corporate requirements.
- To create awareness among students about ethical business practices.
- To train the students on adaptability to head respective departments and organization.



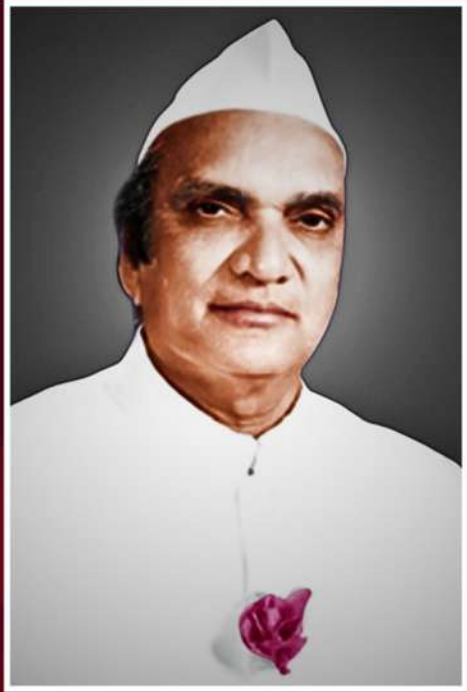
Our Philosophy and values are in alignment with the quote of Joel Arthur Barker as under:

“Vision without action is merely a dream, Action without vision just passes the time, Vision with action can change the world.”

SWIPE



THE FOUNDER



Late Sri Sunkari Alwardas The Founder

Late Shri S. Alwar Das, former Minister for combined Andhra Pradesh. He was a distinguished and an eminent social worker, dedicated politician, and a key contributor for the city of Visakhapatnam. As a Minister he served as Education Minister , Municipal Administration and Urban Development Authority. He served during 1980s and he initiated in lot of projects like slum improvement, laying roads & street lighting, etc. As a minster for education as he found they are only three colleges in Visakhapatnam and he was unable to help children to pursue the education due to lack of education institution in Visakhapatnam shaped the face of the city as we know it today. Starting from Perspective Planning of the city, to its implementation, his contribution was immense. Equally illustrious was his presence in the education sector, where he started initiatives to promote Private Educational Institutions,

FOUNDER DIRECTOR

Late Dr. K. K. Das Founder Director

Dr. K. K. Das, Prof Emeritus, Founder Director of Integral Institute of Advanced Management (IIAM) had offered his services in USA for 28 yrs for Universities like Georgia Tech, Atlanta, Howard and Harvard Business School. He was also one of the first few Indians to get doctorate from Harvard Business School and to teach in Harvard Business School. The First MBA program was promoted by Dr. K. K. Das in India at Andhra University in 1957. On invitation of our founder Late. Sri S. Alwar Das, Dr. K. K. Das accepted to be the Founder Director IIAM which was promoted in 1987 with an ambition to establish a good Business Management institute in combined Andhra Pradesh. The founder Director had developed the Curriculum with his rich experience abroad which had helped the students of IIAM to get good placements. The Management, Faculty and Students are thankful to Dr. K. K. Das for his unmeasurable contribution for Visakhapatnam, Andhra Pradesh and India.



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

Dear Students
Greetings and Good wishes!

IIAM is an autonomous institute approved by AICTE, offering a PGDM program. Leveraging its autonomy, the management ensures the curriculum is updated to meet industry requirements, resulting in excellent placements for students.

The institution's success is attributed to its strong faculty and board, comprising experienced professionals in management. Dr. K.K. Das, with 28 years of experience in the USA, designed the curriculum for IIAM. Prof. M.R. Rao, former Dean of ISB, chairs the IIAM Board and regularly updates the curriculum.

To equip students with effective communication skills and corporate requirements, IIAM has introduced various initiatives:

- The Toast Masters Club
- Incubation Board Room
- Entrepreneurship Cell
- Start Up Cell



**SCAN TO WATCH
DEAN & DIRECTORS
MESSAGE**

These initiatives enable students to develop business ideas, transform them into proposals, and present them to angel investors. IIAM's goal is to train students to become effective executives and entrepreneurs, focusing on overall development.

SWIPE



DIRECTOR GENERAL'S MESSAGE



Prof. V. Krishna Mohan
Director General - IIAM

The field of management—both as an academic discipline and a profession—has undergone a profound transformation in recent years. In today's digital era, knowledge is expanding at an unprecedented pace, and technology is reshaping the entire ecosystem of management education. At Integral Institute of Advanced Management, Visakhapatnam (IIAM), we have been at the forefront of grooming business leaders since 1987. As the first autonomous business school approved by AICTE in united Andhra Pradesh, IIAM stands

among the top business schools in South India, recognized for our academic excellence, industry-aligned curriculum, and commitment to holistic development. We believe in building strong management careers by blending rigorous theoretical learning with hands-on experiential training, ensuring our students develop critical thinking, problem-solving abilities, and leadership skills.

Our mission is to nurture future corporate leaders by bringing together top-tier faculty from academia and industry. Our students benefit from a carefully curated curriculum that includes core courses and a diverse range of electives, allowing them to specialize in emerging and high-impact areas of business and management.

At IIAM, we continuously evolve our curriculum, enhance corporate engagement, and strengthen our alumni network to keep pace with the dynamic business landscape. With a serene green campus, world-class faculty, and state-of-the-art facilities, we offer an ideal environment for aspiring professionals.

Situated in one of South India's largest business hubs and the upcoming financial capital of Andhra Pradesh, IIAM provides a vibrant and immersive learning experience, equipping students with the knowledge, skills, and mind-set to excel in the global business arena.

On behalf of our Board members, esteemed faculty, dedicated staff, distinguished alumni, and dynamic student community, I warmly invite you to embark on your management education journey at IIAM Visakhapatnam to build your successful careers in the domain of professional management arena.

Wishing you success and a bright future!

JOINT DIRECTOR'S MESSAGE



Dr. P. Shiv Kumar
Joint Director - IIAM

IIAM provides exciting educational opportunities for aspiring management students. With a legacy of excellence since 1987, our institute is known for fostering innovative thinkers and producing thought leaders. We take pride in our distinguished faculty, strong alumni network and cutting-edge learning environment. We are committed to equip our students with contemporary business knowledge, and make them corporate ready.

In addition, IIAM provides ample of opportunities for experiential learning. Student-managed events which enhances their business skills and expose talents are organized on a continuous basis. Business clubs, career orientation programs, workshops, incubation rooms, toastmaster activities and many more to enhance your comprehension and communication skills.

I welcome all the prospective students to IIAM and be a part of transformative journey towards greener pastures in fulfilling your career aspirations to fruition. If you are interested in preparing a career in business, wish for an excellent education, you have found it. Wish you all the best.

IIAM - BOARD OF GOVERNORS



Prof. (Dr.) M.R. Rao
Chairman Board of Governors, IIAM
Former Dean ISB & Former Director
IIM - Bangalore



Dr. S.P. Ravindra
Dean & Director
IIAM B-School, Vizag
Chairman - Alwardas Group



Prof. V. Krishna Mohan
Director General - IIAM
Former Registrar A.U. & O.S.D. - A.U.



Dr. P. Shiva Kumar
Joint Director - IIAM



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



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



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



Prof. Virendra Shukla
Adjunct Faculty - Tata Institute of
Social Sciences, Mumbai



Sri. Krish Dhannam
CEO, SkylifeDallas, USA.



Dr. Satish Ailawadi
Former Director IMT Hyderabad &
Professor Emeritus IMT Ghaziabad



Dr. K.V. Rao IAS
Former Principal Secretary, A.P.



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



Dr. Ashish Bhattacharyya
Former Director - IMT Ghaziabad
Distinguished Professor -
Shiv Nadar University, Noida



Dr. Vijay Anand
Financial Consultant,
Detroit, USA



Dr. Narendra Jadhav
Economist & Public Policy Expert
Former Member - Planning
Commission



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



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



Mr. Surya Teja Mutyam
Executive Director - IIAM



Ms. Deepika Das
Ex-Officio Member



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

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WHY IIAM?

IIAM follows an engaging pedagogy model that introduces students to the competitive corporate world, and equips them with a highly competent skill set that allows them to think critically, and empowers them to take decisions that are holistic from the Technical, Managerial, Social and Environmental standpoint.

At the end of the first semester, the students are required to work closely with a chosen business enterprise and come up with practical solutions to its inherent problems. In this project, the student navigates through the dynamics of an organizational structure, and learns about the trickle-down impact of effective decision-making.

At the end of the second semester, the students take up an 8-week Summer Internship in an industry of their choice. Here, they are assigned tasks that are to be met not only with an out-of-the-box approach, but also with an unfailing commitment and discipline.

The students are thus exposed to challenging real time projects that require critical thinking, based on the foundation courses they have been imparted in the semester 1 and 2.

- ✓ 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.
- ✓ Strategically located in the heart of Visakhapatnam, our Campus facilitates immersive and experiential learning.
- ✓ 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

PGDM PROGRAM

The post graduate program at IIAM is designed to help students develop the knowledge and capabilities needed to meet the challenges of modern society. 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 whose passion for learning continues lifelong. The full time PGDM program is spread over 4 semesters. During the first two semesters the students base their studies on core of subjects in business administration. From the third semester, they opt for dual specialization depending on their interest, and pursue courses in the specialized areas. One of the most exciting features of PGDM program at IIAM is the opportunity for students to interact with the industry on a regular basis by way of seminars, mini projects, viva voce sessions, assignments and summer internship.

PGDM program at IIAM starts with a two week Orientation Program, 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.

SPECIALIZATIONS OFFERED

Marketing | Finance | Human Resource | Operations & Supply Chain | Business Analytics

IIAM - PGDM PROGRAM STRUCTURE: TWO YEARS, FOUR SEMESTERS

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SEMESTER - 1

Name of the Subject
Principles of Management
Business Statistics
Accounting for Managers
Managerial Economics
Business Communication
Marketing Management – 1
Information Technology for Managers
Indian Business Environment
Workshop 1 : Working with Excel

SEMESTER - 2

Name of the Subject
Human Resource Management
Operations Management
Quantitative Techniques
Business Research Methods
Marketing Management-II
Corporate Finance
Organizational Behaviour
Cost & Management Accounting
Business Communication - II

SEMESTER - 3

Subject Code	Core Subjects
GM301	Business Policy & Strategic Management
GM302	Entrepreneurship Development
GM303	Business Laws & Regulation
HR	
HR302	Managing Organization Change and Development
HR304	Training & Development
HR305	Compensation & Welfare Management

SEMESTER - 4

Subject Code	Core Subjects
GM401	Corporate Governance & Business Ethics
GM402	International Business
GM403	Social Immersion
GM404	Business Communication
OPERATIONS	
OM401	Project Management
OM402	TQM
OM403	Business Process Management

FINANCE	
FM 303	Banking And Financial Services
FM 304	International Financial Management
FM 305	Fintech
MARKETING	
MM301	Sales And Distribution Management
MM304	Digital Marketing 1
MM305	Retail Management

FINANCE	
FM401	Project Finance
FM402	Security Analysis & Portfolio Management
FM403	Financial Derivatives
MARKETING	
MM401	Consumer Behaviour
MM402	Digital Marketing-II
MM403	Advertising & Brand Management

OPERATIONS	
OM301	Service Operations Management
OM302	Supply Chain Management
OM305	Procurement Management
BUSINESS ANALYTICS	
BA301	Introduction To Business Analytics
BA304	Data Visualization & Descriptive Analytics
BA305	Financial Data Modelling

Human Resources	
HR401	Industrial Relations
HR402	Human Capital Analytics
HR403	Leadership & Organizational Effectiveness
BUSINESS ANALYTICS	
BA401	Data Warehouse & Analysis
BA402	Data Visualization with Power BI
BA403	AI & ML



MANAGEMENT DEVELOPMENT PROGRAMS

IIAM - The Business School, the epicentre of management research and innovation has given a special focus on Management Development Programmes (MDPs) and continuous-learning since the inception of the Institute in 1987. Over the years, the Institute has already positioned itself as an interface between the academia and the industrial environment through its number of programmes for different takers across the nation. The objective of the MDP at IIAM is to specially design and deliver short-duration quality programmes for the working executives of Indian industry, education, and government sectors, in order to equip them with the advanced knowledge and skills in the evolving realities of business and management practices and applications; and also in facilitating their personal contribution to the future success of their organizations. These MDPs furnish the executives a chance to refresh and rejuvenate their knowledge and to reacquaint themselves with present-day thinking and to gain insights and self-enrichment.



2 Day workshop on Supply Chain Management for NTPC, Coca-Cola & L&T



1 Day Workshop on Team Leader for Varun Motors



2 Day Workshop on Team Leaders for Bajaj



One Day Workshop on Aptitudinal Excellence for NTPC Simhadri



One day workshop on Stress Management for Visakhapatnam Port Trust



2 Day workshop on Team Building for Visakhapatnam Port Trust



3 Day Workshop on General Management for NTPC Simhadri



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



2 Day workshop on Motivation and Team Building for Hindustan Zinc



2 Day workshop on Stress Management for Hindustan Zinc

PROMINENT FULL-TIME FACULTY



Dr. S.P. Ravindra
Dean & Director



Prof. V. Krishna Mohan
Director General



Prof. P. Shiva Kumar
Joint Director



Prof. Ch Sai Kumar
Asst. Professor



Prof. Ashok Shukla
Professor



Prof. V. Madhusudana Rao
Professor



Prof. B.S.P. Narayana
Professor



Mr. Sai Baba Rao
Asst. Professor



Prof. P. Chandra Sekhar
Professor



Mr. Surya Teja Mutyam
Executive Director



Mr. P. Vishnu Vardhan
Asst. Professor



Dr. Uma Sundari
Asst. Professor



Dr. T. Hymavathi
Associate Professor



Dr. Varalaxmi
Seeram
Associate Professor



Mrs. M. Bhavani Sri
Ramya
Asst. Professor



Dr. Kosaraju Sireesha
Asst. Professor

FACULTY ARE OUR FINEST ASSET

Faculty at IIAM are a dynamic blend of experienced full-time faculty, distinguished visiting faculty, and renowned guest faculty, all dedicated to delivering a rich, diverse learning experience. With their broad expertise spanning various industries and global business practices, our faculty bring fresh perspectives and real-world insights into the classroom. This unique combination ensures that students receive both deep academic knowledge and practical guidance, preparing them to lead in a fast-paced and ever-evolving global marketplace.

VISITING AND GUEST FACULTY

- Shri. Yogi Srinivasulu
Founder, HSP Brain Yoga
- Mrs. Jitha
General Manager, HR, VCTPL
- Prof. V. Satyanarayana
Retired Vice Chancellor, DSKVU
- Shri. Srikanth Kundimiya
Vice President, MCX
- Mr. B.Naga Trinadh Dean
National University of Singapore
- Mr. Sai Prasad
CEO, Venture Capital firm, based in Dubai
- Mr. Khaja Muniwar Sheikh
Manager Sourcing & Onboarding, SMYLE
- Mr. Ravi Eeswarapu
MD & CEO, Penna & Tech
- Mr. D.S.J Murthy
Retd. Addl. Manager, Hindustan Shipyard Ltd.

- Dr. J.V. Mohan
Superintendent, Central Board of Indirect Taxes & Customs
- Ram Kumar Varma
CEO, Corporate Learning
- Mr. Nagi Reddy
Asst. Vice President, Global Capital Markets Ltd.
- Mr. Prasad Lokam
Chairman & Founder, Miracle Software
- Mr. Durga Prasad
State Head-HR, Reliance Jio
- Mr. Kishen Kanti
HR Manager, Indian Oil Corporation Ltd.
- Mr. Goutham Polisetti
HR & Consultant, USA
- Mrs. Lakshitaisha
Global Talent Strategist, IIM B Alumni

- Dr. S.V. Praveen
Former Director, LG Polymers
- Mr. Narasimha Murty
John-Deere Financials
- Mr. Saraswathi Rao
Head, HR, Mylan Labs
- Prof. S Prasad Rao
Director (DCSTY), GITAM University
- Mr. Chandra Mouli
CEO, NRI Hospitals
- Ms. Sarojini Devi
Director, Delhi Public Schools
- Mr. Krishna Mohan
Director, Inspire Edge
- Mr. Vamsi Krishna
Founder, Globe Edge



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.

A Session on
Facilitating Learning Outcomes

Shri. Nanduri Samba Siva Rao, IPS
Former D.G.P, Andhra Pradesh



Training Session On
Problem-Solving
Mr. Gotham Polisetty
Chief Technical Officer - FTL Technologies
Florida, United States



A Session on
Cyber Crime & Cyber Security

Dr. Shankhabrat Bagchi, IPS

Commissioner of Police
Addl. District Magistrate, Visakhapatnam City



Mr. Krish Dhanam
International Motivational
Speaker & CEO of Skylife



FDP on **Excellence in Teaching Learning & Research**

Prof. (Dr) M.R. Rao

Former Director IIM, Bangalore & Former Dean,
Indian School of Business, Hyderabad

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.

Session on **HR an Overview**

Dr. Hema Yadavalli

CEO, HYTALEN Learning and
Development Solutions



A Session on
Financial Literacy - Taking a Step closer to Financial Freedom.

Mr. Naveen Perla

Former National Head, Satco
Founder & Director,
Frmm Ecosystem Pvt. Ltd.



Session on **ENERGY - Current global Environment Scenarios.**

Mr. Sudharshan Swamy

Managing Director - SM Renergy Pvt. Ltd.



Session on **ART OF SELLING.**

Ms. Anita Nuttaki

Former Marketing Consultant &
Supervising Producer,
Managing Partner, Sharuya Constructions



A Session on
Outcome Based Education

Prof. Dr. Svetlana Tatuskar

Director, Kohinoor Business School
Mumbai.

INDUSTRIAL 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 to learn the technological advancements in manufacturing, funding, and other business aspects and acquaint them with the latest practices being followed in manufacturing of products and operations of service industries. Students visit industries to get hands-on experience about the functioning of the corporate sector.





Admin Block

Admin block of IIAM is designed to support the efficient and seamless functioning of the college, ensuring smooth operations for both faculty and students. Equipped with modern facilities and a professional, welcoming environment, the Admin Block serves as the central hub for all administrative activities. It houses various departments, including Admissions, Student Services, Accounts, and Examination cell, providing easy access to vital resources. The spacious layout, along with well-equipped meeting rooms, board room & comfortable working spaces, promotes a collaborative atmosphere for both staff and visitors. Our commitment to creating a conducive working environment reflects our dedication to enhancing the overall educational experience for every student and staff member.

Academic Block

Academic Block of IIAM is a state-of-the-art facility designed to foster an environment of learning, collaboration, and intellectual growth. With best infrastructure like OHPs, Smart Boards, audio-visual equipment, AC class-rooms and lecture theatres, library with digital resources and an overall high speed WiFi enabled campus, each space is designed to enhance student engagement through interactive learning.

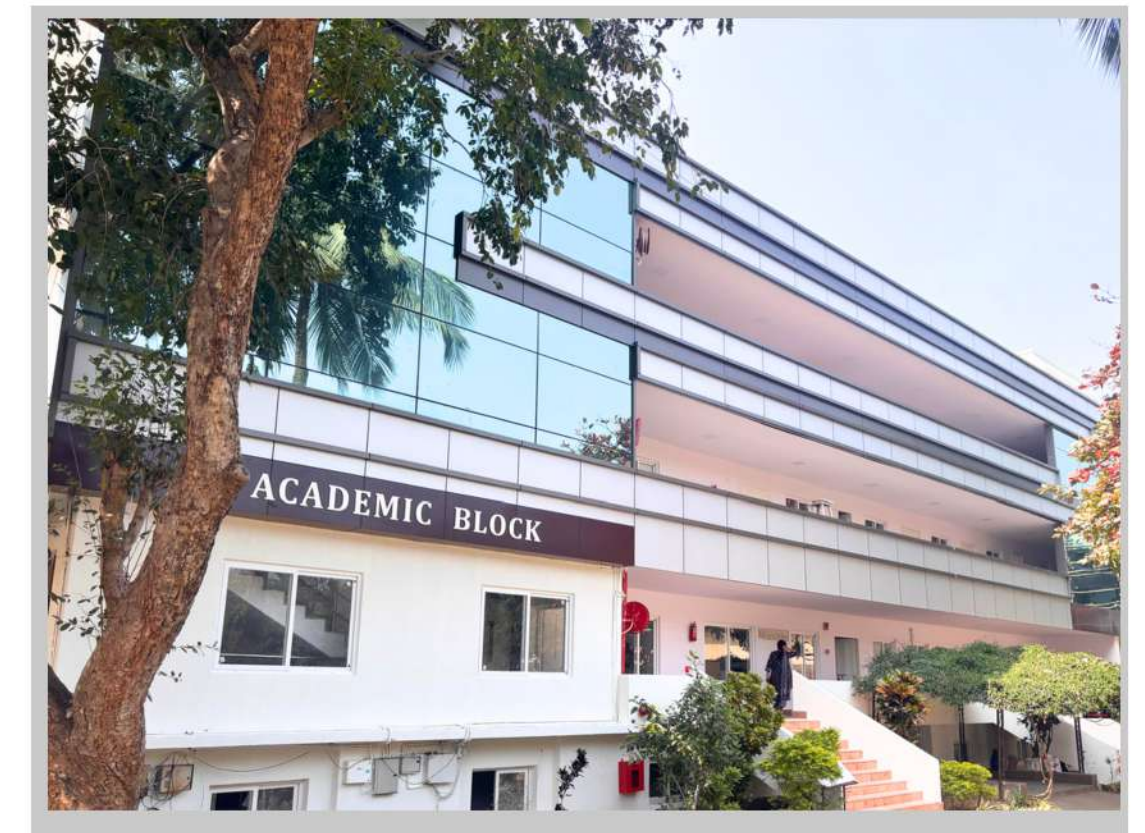
The Academic Block also houses dedicated faculty cubicles, Library, IT Labs and collaborative spaces, promoting a culture of academic excellence and innovation. With ample natural lighting, ergonomic furniture, and a clean, comfortable atmosphere, our infrastructure provides an ideal setting for students and faculty to thrive in their educational journey.



Classrooms



Library



IT Lab 1



IT Lab 2





Auditorium



Event at Auditorium



Class Rooms



Ratan Tata Hall of Wisdom



Ratan Tata Hall (Inside)



Library



Sports Facilities



Toastmasters

IIAM Toastmasters Club:- Toast Masters club was established in 1924 at Colorado, USA which had established several Toastmasters clubs in USA, UK, Japan, India etc., and we are proud to present IIAM Vizag was also given an opportunity to establish toastmasters club in IIAM Campus in the name of **IIAM Toastmasters Club of District 126**. The basic objective of Toastmasters Club is to focus on developing communication, leadership, public speaking skills etc. for any segment of people who would like to improve the above skills. The toastmasters club is a non-profit organisation where people interested in improving their skills and helping people to improve their skills can be the members of Toastmasters. It provides a supportive and constructive environment where every individual can practice and enhance their personality so that they can be an asset for any organisation with the skills they adapt by being part of Toastmasters Club.



Incubation Board Room

The Incubation Board Room is designed to foster the development of business ideas. IIAM students are encouraged to share and discuss their individual business ideas in this space. The final proposal, shaped through collaborative discussions and supported by all participating students, will be considered as a business proposal.



Entrepreneurship Cell

The business proposals recommended by the students will be reviewed by the Entrepreneurship Cell group, who will discuss and add value if necessary. These proposals will then be presented to the faculty, fellow students, and invited guests. If the attendees of the presentation are convinced by the proposal, the recommendations will be considered and forwarded to the Start-Up Cell.

Start-Up Cell Angel Investors / Shark Tank

The Start-Up Cell will review the business proposals once again. If the members are convinced, the proposals will be presented to potential **Angel Investors**. The members present may choose to adopt the entire business proposal or invest individually in the mentioned proposal.

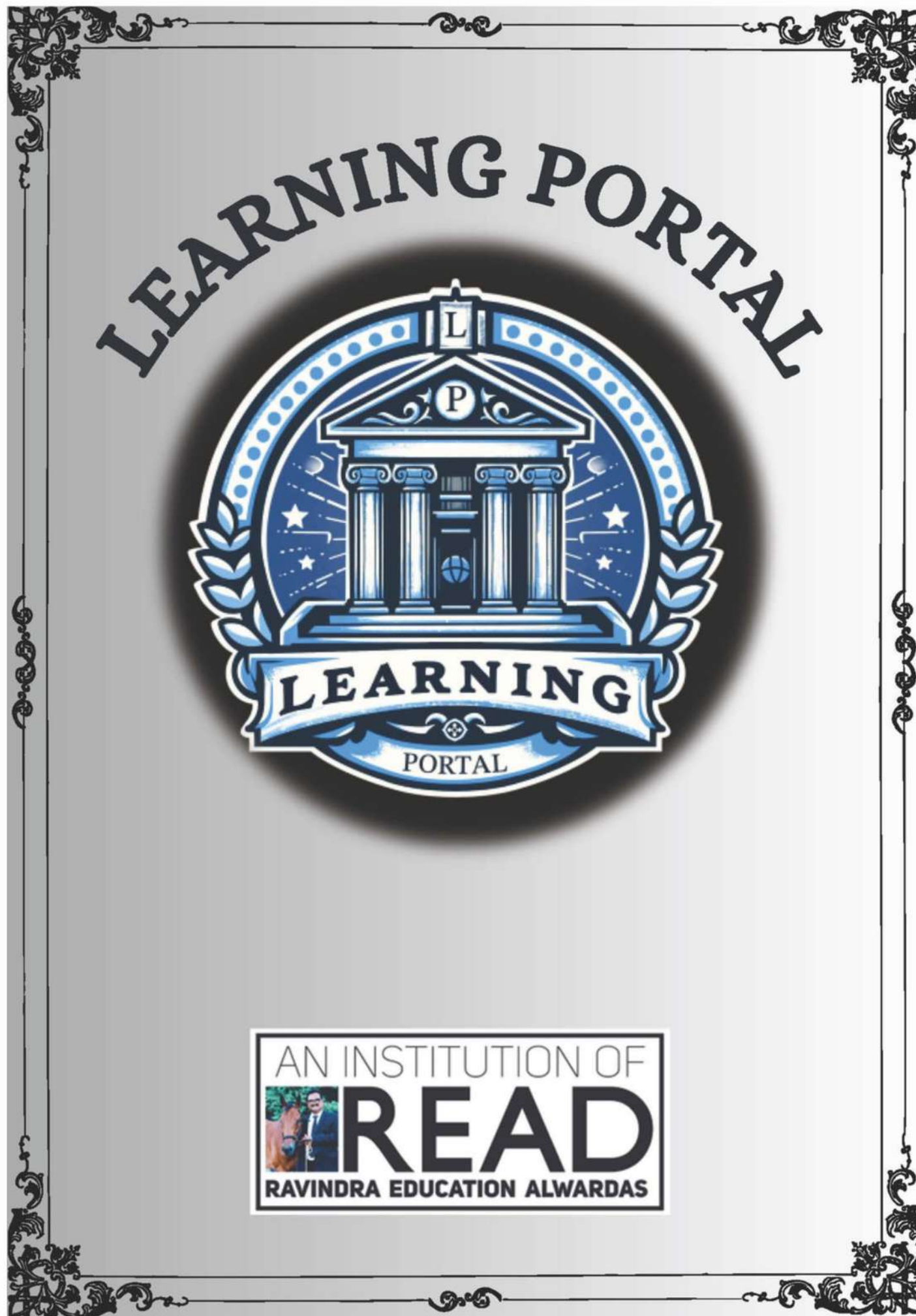
Shark Tank: In addition to the above, existing business owners are also invited to present their businesses and proposals for expansion. If investors are interested, they may choose to invest.



Rewind Room



Rewind Room is a facility designed to offer students a quiet and resourceful environment for revising coursework, reviewing lectures, and for faculty to discuss particular topics for a group of students outside classroom. This space is thoughtfully created to support focused study sessions, allowing students to revisit key concepts and reinforce their learning in a productive and comfortable setting.



IMPORTANCE OF LEARNING PORTAL

IIAM, established in 1987 as the first autonomous institution in combined Andhra Pradesh, has always been known for fostering innovative ideas. The institution is committed to ensuring that every IIAM student is trained to become a valuable asset to any organization.

While management institutions commonly offer specializations like Marketing, Finance, Human Resource Management, Operations, Digital Marketing, and Business Analytics, this approach has become somewhat monotonous. It often falls short in preparing students to meet organizational needs, as it's challenging for companies to assess how these students can contribute to their growth and development.

Recognizing this gap, IIAM took the initiative to establish the LEARNING PORTAL in collaboration with FTL Technologies, Florida, USA, led by Mr. Gowtham Polisetty. With extensive experience in training employees in the USA to meet industry demands, Mr. Polisetty brings valuable insights to this partnership.

Understanding the current organizational demand for value-added programs such as Agile, Six Sigma, Supply Chain Management, Project Management etc., the Learning Portal aims to equip students with practical exposure and skills. This enables them to showcase their capabilities effectively, demonstrating how they can be valuable assets to potential employers.

WHO ARE WE

LEARNING PORTAL IS AN INNOVATIVE EDTECH PLATFORM COMMITTED TO REVOLUTIONIZING ONLINE EDUCATION BY PROVIDING ACCESSIBLE, ENGAGING, AND TRANSFORMATIVE LEARNING EXPERIENCES WORLDWIDE.

OUR MISSION IS TO EMPOWER LEARNERS OF ALL AGES TO REACH THEIR FULL POTENTIAL THROUGH PERSONALIZED, FLEXIBLE, AND HIGH-QUALITY E-LEARNING SOLUTIONS.

CERTIFICATIONS

MANAGEMENT LEADERSHIP

PROBLEM-SOLVING

DESIGN THINKING

SUPPLY CHAIN MANAGEMENT

OPERATIONS RESEARCH

LOGISTICS MANAGEMENT

ENTREPRENEURSHIP & INNOVATION

BUSINESS STRATEGIES &

BUSINESS PLAN

PROJECT MANAGEMENT

AGILE

SIX SIGMA

UNLOCK YOUR POTENTIAL IN LEADERSHIP & MANAGEMENT

JOIN US AT THE LEARNING PORTAL CENTER, WHERE WE EMPOWER YOU WITH THE SKILLS TO EXCEL IN YOUR CAREER

CONNECT TO US

[HTTPS://LEARNINGPORTAL.CENTER](https://learningportal.center)



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. Student Categorization:

- Students are categorized into A,B,C, D or E category based on their performance in Mock Interviews.
- The categorization helps in tracking students' progress and ensuring they develop necessary skills for their careers.

4. 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.

5. 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.



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



LIFE @ IIAM

At **IIAM**, life is an exciting blend of academic excellence, personal growth, and vibrant campus activities. Our institution fosters a dynamic environment where students engage in challenging coursework while also having the opportunity to develop leadership skills, build a professional network, and explore their interests.

From interactive case studies to hands-on internships, we emphasize practical learning, ensuring that our students are prepared to tackle real-world challenges. The campus is a hub of innovation, collaboration, and cultural diversity, offering a wide range of student clubs, events, and extracurricular activities to enrich the student experience.

Life here is about more than just academics – it's about becoming a well-rounded leader ready to succeed in today's fast-paced business world





Traditional Day

Traditional Day is being celebrated annually as IIAM students represent various states of India. Students dress themselves representing their state tradition and also present their respective traditions to the fellow students. The above event is being celebrated in order to create awareness about various traditions of the country.



Joy of Giving

Joy of Giving Program empowers future managers to make a difference by touching the lives of young kids and underprivileged communities. It teaches them the importance of empathy, responsibility, and social impact. They not only grow as leaders but also develop the skills to inspire and uplift others—traits essential for success in today's global business landscape.

National Management Week

Association of Indian Management Schools (AIMS), encourages all management institutes to conduct National Management Week in the first week of August with a concept of "Come together, Work Together, Achieve together". IIAM has been recognized by AIMS as the Best Participating Institute in NMW for two consecutive years, standing out among 800 participating institutes for its innovative and sustainable social initiatives.



Ozone Day Celebrations

Ozone Day is celebrated to encourage students to adopt eco-friendly practices and become advocates for a healthier, more sustainable world. Through engaging activities, workshops, and discussions, students explore the impact of ozone depletion and the critical role it plays in safeguarding life on Earth.



SWIPE

EVOKE SPORTS MEET

Evoked Sports Meet :- Evoked Sport Meet is being celebrated giving message to the students of IIAM to wake up and be active by participating in the above mentioned sports meet. Students of IIAM co-ordinate in organising the sports meet by participating and inviting students of various colleges to participate and develop the concept of Team work which ultimately helps every students to fit in well into the corporate world.



A.P. SPORTS MEET FOR DEGREE & PG COLLEGES



PINNACLE NATIONAL MANAGEMENT MEET

ALL INDIA MANAGEMENT MEET FOR DEGREE & PG COLLEGES

PINNACLE - National Management Meet, which is organized by the students of IIAM. Students are responsible from planning to execution including raising funds through sponsorships, which helps students in organizing events in their future endeavours. Participants from all over the country are invited to participate in PINNACLE. thereby giving an opportunity to students to interact with each other for which various management events, cultural events are being conducted. Inorder to update the students, I.T. Fest is also organised having various companies educating the students with the updated technology having stalls like A.I., A-Hub, Incubation, Entrepreneurship, StartUp, Digital & Social Media.



IT fest is being organised by inviting various companies representing incubation centers, entrepreneurs cell, start-up cell.



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
Emeritus Prof in Economics - Andhra University



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



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



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



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



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 2021
Chief Guest : Mr. Srinivas Seramaneni
Serial Entrepreneur, Co Owner - Telugu Titans



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

HONORARY TITLE

IIAM Awards Honorary Title 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 Prof. M.R. Rao
Former Dean, ISB at Convocation 2010



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 Dr. K.R.S. Murthy
Former Director, IIM Bangalore
Convocation 2022

IIAM - ALUMNI

At IIAM, we take immense pride in our alumni, who have gone on to create meaningful impact across industries and geographies. Equipped with a strong foundation in management education, ethical leadership, and innovative thinking, IIAM graduates have excelled as entrepreneurs, corporate leaders, change-makers, and industry experts.

Our alumni network is a testament to the institute's commitment to excellence. They drive progress in diverse fields such as finance, marketing, business analytics, entrepreneurship, and social impact. Many have also pursued higher education at prestigious global institutions, strengthening IIAM's reputation worldwide.

Shaping the World, Leading the Future

The IIAM Alumni Association fosters lifelong connections, mentorship opportunities, and professional networking, ensuring that every graduate remains part of our vibrant and supportive community.

Be a part of this legacy. Shape the world with IIAM.



Vijay Kumar Chowdhury
Banker Equitas bank
Vice president
Nacharam, Hyderabad

Formal education will make you a living; self-education will make you a fortune.



Shantha Kumar Bijai
Service
Open Financial Technologies
Vice President - Channel Sales & Partnerships, Bangalore

Building OPEN, Asia's first and world's growing NeoBanking Platform



Pramod Kumar Chegu
Information Technology
Infrastructure Concentrix IT Service
Delivery Manager, Krishna Nagar

A wonderful place where I learnt the the art of management, professionalism, and what it takes to be to achieve one's goals in life.. A schematic approach to fun filled and practical learning experiences were instilled in us.. Which we carry and exhibit today in our professional and personal lives.. Very fondly remember the warmth of all the staff and friends and the great times we had. A truly amazing and cherished time I had... Thanks IIAM for what you have given us...



Tapas Banik
Senior Vice President
and Cluster Head,
HSBC Commercial Banking
The HSBC Ltd

Senior Vice President
Mumbai

Fortunate to get the best
Professors for our batch



Abhishek Kumar
Working in mortgage sector
wells fargo
Team leader Hyderabad

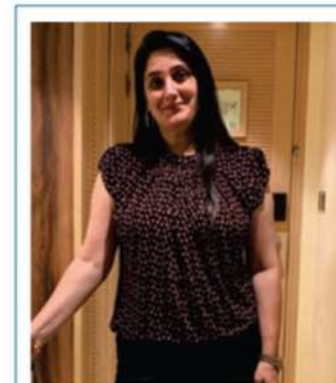


The place where i learned to fight
in competitive world.



Chaman Baid
CEO/MD at ACN Infotech
Visakhapatnam, AP

"ACN Infotech is a leading provider of IT and BPM services to clients globally employing over 1600 personal at locations across, North America Europe and India. I was fortunate to have received guidance and wisdom from the faculty of IIAM, which set me on a path of business growth. The Jt. Director at that time, Mr. Anjaneyulu always said that if you can work for your-self, why work for others. That statement has played a major role in my decision making and i now feel proud to be an alumni of IIAM."



Jasmine Shetty
Banker
Axis Bank
Deputy Vice President
Bangalore

SWIPE

ADMISSIONS

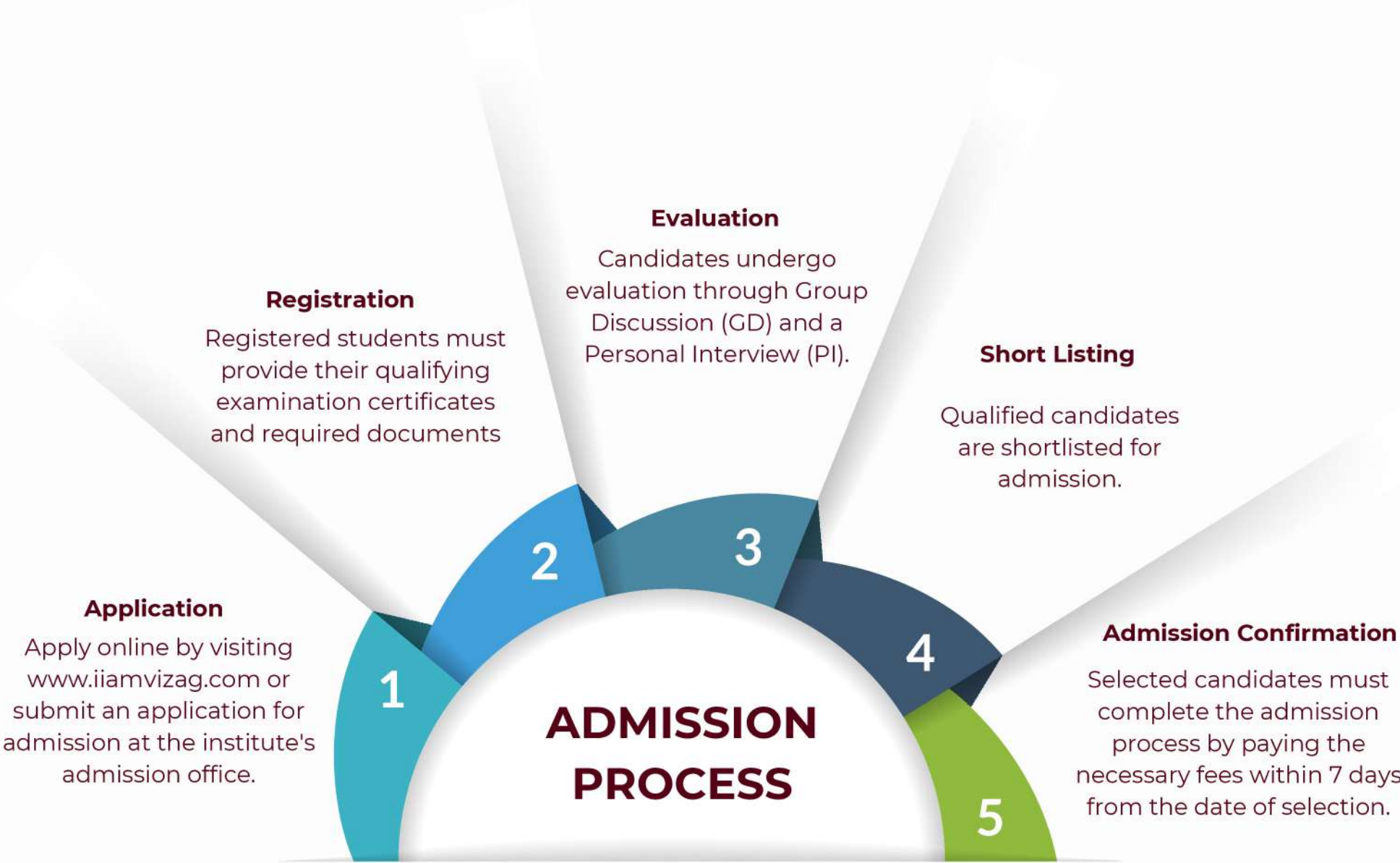
Eligibility Criteria

- Bachelor's Degree 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% & ABOVE IN
THEIR GRADUATION



☎ 970100 8001 / 8007

🌐 www.iiamvizag.com

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📷 @iiamvizag



SCAN TO REGISTER
FOR ADMISSIONS

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