AUDYOGIK SHIKSHAN MANDAL (ASM) GROUP OF INSTITUTES



ASM's Institute of Professional Studies (IPS)

Affiliated to the Savitribai Phule Pune University & approved by AICTE, Govt. of India

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Cost of Prospectus by Hand Rs. 1200/- and by post Rs. 1250/-

ASM's IPS Prospectus

ASM's Institute of Professional Studies (IPS)

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OPEN THE DOOR TO **KNOWLEDGE**

OUR FOUNDER



Dr. R. R. Pachpande [1947 - 2009]

"Education is the soul of our society"



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Education • Re



FROM THE CHAIRMAN'S DESK

At Audyogik Shikshan Mandal, we believe in ensuring the highest quality of education to each of our students across the disciplines that they choose. Today the business world has become highly competitive and geographical boundaries are disappearing, it has thus become imperative that students have practical experience and they are armed to face these challenges.

We provide enough opportunities to our students wherein they are tested on their caliber to handle challenges and spearhead their team. Our aim is to provide students with a learning experience that amalgamates creativity, perseverance and commitment to achieve their desired

We at Audyogik Shikshan Mandal (ASM) have moved forward with one vision – to provide the best management education to each and every student who joins any of our colleges and to enable our students and faculty to profit from a culture of learning, aligned with our research and development ethos. Started in 1983, ASM has been leading the way in research, education and making path-breaking progress in critical areas of work through consultancy services across industries such as Engineering, IT, FMCG, Communications, etc. For us, when a student joins the institute he is nurtured, taught, groomed and shaped into a professional ready to take on the challenges of the corporate world. To achieve this, we offer every student here excellent infrastructure, a busy calendar of social events, extensive corporate interfacing and a core, high caliber faculty. All in all, IPS is a center for excellence for students who wish to shape careers for a lifetime.

A wide range of co-curricular and extra-curricular activities and events are held round the year where students get ready for challenges of the corporate world. Through these events we help students sharpen their skills and encourage interaction with the industry. This interaction is what helps us groom students through real life situations, thereby providing ASM with a strong foundation for students to lead in the professional world. In addition, activities such as cultural programmes, student festivals, national celebrations and inter-college events make life at IPS truly colorful, enriching and enjoyable.

A complete education package along with strong network, quality friends, alumni, corporate relations, fun, excitement, celebrations, discipline, mentoring, counseling, skill building, personality development, showcasing talent, stimulating creativity, human relationships, ethics, values and much more. Experience all this with 'Life at IPS'.

Dr. Sandeep Pachpande

Chairman, ASM Group of Institutes

FROM THE SECRETARY'S DESK

Modern industries and business organisations don't exist in isolation, they have intense interface with the society, in which they operate and thrive. IPS strives to churn out quality professionals to meet the needs of Indian and International Industry, thus assuring India has the best intellectual capital. Facilitating us in this endeavor is our faculty, consisting of academically qualified people of eminence and expertise from different disciplines.

Our programmes are conducted with an aim to provide our students with the best career prospects in the emerging global market and to equip them with the required skills to become effective professionals.

We are aware of the needs of a modern organisation and subsequently prepare our students to face any challenge. The activities conducted for our students, both in and out the classrooms, are aimed to gear them up to cope with the corporate demands. We look forward to establish a lasting relationship with you & groom you for the corporate challenges of the future.

> Dr. (Mrs) Asha Pachpande Secretary & Managing Trustee ASM Group of Institutes

"Education is the most powerful weapon, which you can use to change the world."



FROM THE DESK OF DIRECTOR AND DEAN



Dr. Sudhakar J. Bokephode Director - ASM's IPS

Today is the age of specialisation and to suit the current market scenario, we at the ASM Group of Institutes aims to provide an army of professionals to take the market by storm.

The ASM's Institute of Professional Studies (IPS) envision a future of a strong, legitimate and notable team of managerial talent that aims to make a difference in reinforcing Indian economy at the global marketplace. To help every student attain success we back them with the continuous support of our well trained faculty, industry cohesive curriculum, infrastructure to suit global standard and excellent placements. Our students are assured of an exciting learning experience throughout their course at IPS.

With a holistic educational system blended with co-curricular and extra-curricular events we welcome you to an experience that grooms your personality in to a complete professional.



Dr. G. B. Patil Dean - ASM's IPS

Today is the age of specialisation and to suit the current market scenario, we at the ASM Group of Institutes aims to provide an army of professionals to take the market by storm.

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1995 INDIA THIRD WORLD COUNTRY

2018 INDIA A GLOBAL POWER

A FEW OF OUR ADVISORS



Dr. Arun Nigvekar Ex Chairman, University Grant Commission, New Delhi



Dr. Vijay Khole Vice Chancellor, Amity University, Panvel, Mumbai



Dr. P.C. Shejwalkar Ex Dean, Savitribai Phule Pune University, Pune





Mr. Arun Firodia Chaiman, Kinetic Engineering Ltd. Chinchwad



Dr. Apurva Chamaria Vice-President & Head - Corporate Marketing, HCL . New Delhi



Dean International Affairs, CETYS. MEXICO

Dr. Scott Venezia



Dr. R. G. Takwale Ex. Vice Chancellor. SPPU, IGNOU And YCMOU

Dr. R. S. Mali

Ex Vice Chancellor,

Jalgaon

North Maharastra University,



Dr. M.G. Takwale Ex Vice Chancellor. Shivaji University, Kolhapur



Mr. Amit Saha Regional Head of Information Services - Asia-Pacific Svngenta Pvt. Ltd.





Dr. S.N. Pathan Former Vice Chairman, ICCR, New Delhi and Former Vice Chancellor Nagpur University

A FEW OF OUR ADVISORS



Alakh Verma

Director of Product Management at Oracle, USA



Mr. Susmit Sen

Board Member and Head of Finance (CFO) Sungard Availability Services India Pvt. Ltd.



Mr. Rajiv Khade

Deputy General Manager Adient India Pvt. Ltd.



Mr. S. M. Katti Assistant Vice President, Aditya Birla Group

35 YEARS OF EXCELLENCE IN EDUCATION



KNOWLEDGE AND RESOURCE PARTNERS



AFFILIATIONS AND APPROVAL







Directorate Of Technical Education Maharashtra, Mumbai, India



ABOUT ASM

Established in 1983, the Audyogik Shikshan Mandal (ASM) Group of Institutes has completed 35 years in the field of education. Through this period, ASM has persistently provided the corporate world with well prepared professionals. This history of excellence has been validated by the fact that ASM has consistently been ranked amongst the top B-Schools in India.

The faculty of ASM comprises of the best in industry and academia The faculty members for the course are a rich blend of academicians, industry practitioners teaching faculty and mentors from industry. ASM has excellent industry-institute interaction for more than 3 decades and tie-ups with leading organisations for cutting edge certifications for enhanced skills leading to employability.

ASM boasts of a strong alumni base of 66000+ graduates in leading corporates, who are very closely associated with the institute for placements & industry interfacing.







A WINNER OF MANY AWARDS, ASM WAS RECENTLY AWARDED

"Acadmia and Industry collaborations for Innovative Curriculum to drive Employability"

> National Excellence Award 2018 ASSOCHAM India

"Best Institute for Innovation in Curriculum" at ASMA 2017

> by Dr. M. P. Poonia, /ice Chairman - AICTE

"Leading Higher Education Group"

by Business Excellence Research Group (BERG) Singapore

THE WINNING WAY

Ranked amongst the top B-Schools by AIMA, Business Barons, Business Standard, DSJ, The Week, Business Chronicle & Silicon India

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35 Years of Excellence in Education

Established in 1983, the Audyogik Shikshan Mandal (ASM) Group has completed 35 glorious years in the field of education. Through this period, ASM has regularly provided the corporate world with well-prepared professionals, and industry leaders. This history of excellence has been validated by the fact that the ASM Group of Institutes has been consistently ranked amongst the top B-Schools in India.

The key factor in ASM's teaching pedagogy is the excellent Industry-Institute-Interface, which provides the students with contemporary industry experience. A loaded calendar of seminars, conferences and events help in providing interactions with corporate stalwarts thereby learning from their insights and experience.

The ASM Group of Institutes provide stateof-the-art infrastructure, which includes Wi-Fi enabled campuses, sporting facilities, well stocked libraries, computer centers, classrooms etc., all equipped with the latest in technology. ASM's placement cell has a track record to reckon with, which includes over 66,000 alumni working with topnotch organisations in India and abroad.

OUR GROUP OF INSTITUTES IBMR | IIBR | IPS | IMCOST | CSIT | GEMS | GJC | EMPROS

ASM FACT FILE

- A 35-year legacy in the field of education from kindergarten to doctorate.
- Strong network of 66,000+ alumni.
- Innovative teaching methodologies that go beyond the classroom.
- A dynamic Institute-Industry-Interface for 'Application-Skill' based learning.
- Regular national & international conferences and seminars attended by industry and academic stalwarts
- Presence in 2 major cities, the educational hub Pune, and financial capital of India Mumbai.
- Institutes affiliated to the Savitribai Phule Pune University / University of Mumbai and approved by AICTE.
- 5 Campuses, with 5000 students spread across 2 cities with state-of-the-art infrastructure to meet global standards
- Prime location surrounded by Asia's well known industrial belts and surrounded by three major IT parks, along with conveniences such as multiplexes, hotels, shopping malls, hospitals, railway station, bus stand etc.
- Well experience faculty that draws from industry and academia from India and the world over.
- A placement team with impeccable track records across the country.
- A history of proven performances at the university examinations. Having produced over 200 university rank holders.
- A full-fledged research cell which engages in joint research programmes and R&D activities for industrysponsored projects, and serves as a research center for the Savitribai Phule Pune University.
- Regular visiting faculty from international universities, industries and research organisations.

NGELLENCA



Vision

To be a world center of learning that excels in Management and Information Technology, education, research, training and consultancy.

Mission

Our mission is to attain excellence in education so as to contribute to the socio-economic transitions in the nation at all levels by presenting unique pedagogical opportunities aimed at developing effective, committed and dedicated, socially responsible global managers and leaders who make valuable contributions to all levels of the corporate world and society.

ABOUT ASM'S IPS

Institute of Professional Studies (IPS) is a Management college affiliated to the Savitribai Phule Pune University under the highly reputed brand of Audyogik Shikshan Mandal (ASM). A brainchild of our late founder, Dr. R. R. Pachpande, established in 2008, was started with the able guidance of our dynamic chairman Dr. Sandeep Pachpande and Hon. Dr. (Mrs.) Asha Pachpande (Secretary ASM) has been thriving tirelessly to create managers with creativity, perseverance and commitment. Our Vision is to be a world center of learning that excels in Management & Information Technology education, research, training and consultancy. Our mission is to strive to attain excellence in education so as to contribute to the Socio-economic transitions in the nation by presenting unique pedagogical opportunities aimed at developing, outstandingly effective, committed & dedicated socially responsible global managers & leaders who make valuable contributions to all levels of the corporate world and society.



OUR OBJECTIVES

1. To educate, train and prepare our students for management careers in the public, private and cooperative sector and also to develop entrepreneurial skills for future entrepreneurs.

2. To impart instructions in various aspects of Business Management and Computer courses, framed as per the Savitribai Phule Pune University and needs of the industry.

3. To create an intellectual and interactive environment as a part of the learning process and to stimulate thinking on problem solving concerning the management of enterprises through seminars, workshops, case study discussions, panel meetings, paper presentations and project work.

4. To undertake research, consultancy and training on issues concerning the management of large, medium and small enterprises in the public, private, co-operative sectors and multinational organisations.

5. To arrange student visits to industries and internship projects in addition to classroom teaching.

6. To enhance the employability of ASM's students, a comprehensive Value added Certification Courses and Certifications in Agribusiness, Retail and Digital arketing has been designed and introduced.

WHY ASM'S IPS?

- for 35 years.
- ASM's IPS is Affiliated to the Savitribai Phule Pune University, which is rated as one of the top 5 universities in the country and MBA Course is approved by AICTE & Ministry of HRD, Govt. of India.
- A learner will find an ambience that gives him an immense pleasure to learn in a conducive environment helpful to his personal growth & satisfaction.
- students.
- Excellent placements records, with students excelling in their respective careers.
- · Holistic development through a range of academic, cultural, sports, team building activities, competitions, soft skills training, industry interfacing, etc.
- WI-FI facility that will enable the student to perform better & that had shown consistent performance & development over the past ten years.
- Interactive sessions through various Guest lectures, seminars, workshops that will enhance the student's personal skills & overall personality.
- Industrial tours to various companies providing a great exposure to the corporate world, giving the student an insight of the corporate sector.
- Sessions on preparing for the new world that goes a long way to develop the intellectual & analytical skills of the students to face interview with great confidence during placement Campus.
- Collaboration with Industry pioneers in Agribusiness, Retail and Digital Marketing.
- A well equipped library with a National / International Book & Journal that will help to satisfy the hunger for knowledge.
- A well equipped Hostel facility that will give the student a homely feeling when he/she is far away from home.
- Located in the heart of Asia's largest industrial belt (PCMC), surrounded by three major software parks.
- One of the few institutes in India to adopt the case study methodology of teaching and also into developing case studies and conducting case study resolution competitions for industries in India and abroad.





• IPS belongs to ASM's Group of Institutes who have been pioneers in the field of Management & IT education in PCMC

• Faculty drawn from industry, academia with excellent experience to take care of the overall development of the





COMPANIES FOR

PLACEMENTS

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INFRASTRUCTURE







STATE-OF-THE-ART SEMINAR HALL, HI-TECH COMPUTER LABS, VARIOUS INDOOR/OUTDOOR SPORTS FACILITIES, COMPREHENSIVE WELL EQUIPPED LIBRARY, MULTI-CUISINE CANTEEN, SEPARATE BOYS AND GIRLS HOSTELS, FAN-SHAPED STEPPED CLASSROOMS WITH ULTRA-MODERN TEACHING AIDS













FACULTY

The faculty pool consists of the best of industry and academia, thereby providing students an opportunity of hearing and learning straight from the 'Horse's Mouth', the intricacies and relevance of theoretical aspects in application. By following unique teaching methodologies, wherein mainstream teaching is supported by industry interaction, the faculty brings to the classroom contemporary information and a realistic view of alobal business. The main focus of the faculty lies in the holistic development of each student, enhancing their business skills, technical skills and soft skills, as well as the overall personality development of students.

ASM's IPS FACULTY

FACULTY MEMBERS INCLUDE EXPERTS FROM INDUSTRY, ACADEMIA & GOVERNMENT BODIES.

EXPERTS FROM THE INDUSTRY ACT AS PART TIME FACULTY MEMBERS.

GLOBAL EXPOSURE THROUGH REGULARLY VISITING FOREIGN FACULTY.

HOLISTIC DEVELOPMENT OF STUDENTS THROUGH VARIOUS EDUCATIONAL, SOCIAL AND CULTURAL ACTIVITIES.



CONTEMPORARY TEACHING METHODS.

TEACHING SYSTEM

- Co-curricular activities
- Interactive business games
- Presentations
- Inter-collegiate competitions
- Mentoring & counselling
- Case studies
- Industry-Institute-Interfacing
- Study tours
- Extra-curricular activities
- Workshops
- Outdoor team building exercises
- Seminars
- Intra-collegiate competitions
- Industry visits

FEACHING PEDAGOGY AND RESEARCH

ASM believes in the case study methodology of injecting corporate flavor to the syllabus of its managements students. Case studies are developed by the in-house faculty and live case studies are jointly developed in collaboration with CETYS University, Mexico (WASC accredited) and Vistula University, Warsaw, Poland. The ASM faculty members so far have developed more than 100 case studies on Indian businesses and on current economic affairs in the Indian economy, and also have developed a few live case studies on industries in Mexico. Some of the efforts taken by ASM as an initiative to promote case study methodology culture in the institute are as mentioned below:



ASM's faculty have authored a book titled 'Case Studies in Management' published by M/S Pearson Education Ltd. in March 2011 on a pan-India publication. This book has received a very good response from its readers and is now available as an e-book also.



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PEARSON

ASM continues to push its students to achieve excellence in academics through its case study competition PERCEPT.



ASM regularly conducts a case study development competition called EVOLVE for its faculty.





ASM organises a unique national level case study competition MINDSCAPE where the institute offers business case studies to industry giants such as Tata Mahindra, Whirlpool, Siemens and Bajaj Group etc. for presentation of their resolution of case studies for the ASM students and faculty.

FEW OF OUR INTERNATIONAL FACULTY **MEMBERS OVER THE LAST TWO YEARS**

Roman Mentlik

Financial services leader

IBM, Prague, Czech Republic

Manager - S & D

Anna Opalka

Ulises Lopez

Administrative Director

Conservation, University of Applied Sciences in Nvsa, Poland

Teacher at CETYS University

Margherita Mori

Professor University of

L'Aquila Italy

of the Research and Development Centre of Renovation and



Petr Castka International Recruitment Manager, The University of Finance and Administration. Prague, Czech Republic



Sergio García Velázquez Teacher at **CETYS University**



Myriam Ross Teacher at CETYS University



Kurt Kirstein Associate Provost of City University of Seattle

Dr. Scott Venezia

Dean, Academics, CETYS University. Mexico







Dr. David M. Williams University of Surrey



Prof. lan Wakeman University of Sussex



Diana Woolfolk

Dean of Business and

Management School, CETYS University, Mexico

Eduardo Durazo Watanabe

Professor at the Business and

Management School,

Jennifer Muskett

University of Southampton Solent

CETYS University







CIO. Bilcare Ltd.

Amit Shukla **CIO**. Kirloskar brothers

Dr. K. K. Jain

IIM. Indore

Dr. Sharad Joshi **Professor & Dean Corporate Relations** Vishwakarma Institute of Management, Pune

Imtiyaz Peerzade

Principal architect

SYNTEL

Dr. S G Bapat

Tilak Maharashtra Vidvapeeth

















FEW FACULTY FROM INDUSTRY / ACADEMIA





Vinay Nair CEO Aaria Biolife Sciences Pvt. Ltd. (Harvard Business School alumni)



Jay Kumar Shah Associate VP Tata Capital Financial Services (Harvard Business School alumni)



Commander V. K. Jaitelv



Dr. C. M. Chitale HOD Dept. of Management Science PUMBAP



Parimal Vadhar Director Rupam Group of Companies (Harvard Business School alumni)



Dr. Pratik Surana **Chief Mentor & Founder** Bodhisattva Learning Pvt. Ltd.



Dr. Narendra Barate **CEO.** Seed Infotech



Apurva Chamaria Vice President. HCL



M. D. Mallya CMD, Bank of Maharashtra; Madhur Bajaj, Vice Chairman, Bajaj Auto; Priti Rao, Sr. VP & Location Head, Infosys





Dr. Deepak Shikarpur, Individual Social Responsibility for spreading literacy in masses

Pramod Chaudhary Chairman, Praj Industries

ASM recognises the contribution and achievements of individuals in the corporate world by honoring them with achievers award. This also provide a platform where ASM's students get the opportunity to learn and interact with these corporate super achievers providing the students with their invaluable insights. To help our students realise the importance of social responsibility, we present CSR Awards to luminaries who work towards building a better society and world. ASM salutes excellence!



Mukesh Malhotra MD, Weikfield Products Ltd.

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Vasant Shetty VP & Country Head, Saama Technologies



Lila Poonawalla

Sulakshana Patankar COO, WNS Global Services







Rajan Dutta, President Corporate HR, Reliance Communications Ltd.













ASM SUPER ACHIEVERS



Padma Bhushan Shobhana Ranade, Social Activist for Woman Empowerment





Abraham Chako, ED, The Federal Bank Ltd

PREPARING FOR THE REAL WORLD



Dr. Deepak Shikarpur IT Evangelist



Bal Subramaniyam CEO, Zensar Technologies





Arun Firodia Chairman, Kinetic Engg.



Dr. Patricia Valdes Dean, CETYS, Mexico



Philip Kotler

Marketing Guru



Sudheer Gokte Executive Director, Kehin 5



Sudhir Gurtoo Managing Director, Voith Industrial Services

Jitendra Joshi MD, Abhi Impact Logistics



Shyam Kambayenda Head, South East Asia Pacific, Eton



Rajesh Nair India Head, DBS



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Venkat Raman CEO, Knorr Bermase

Pratap Rao Pawar Chairman, Sakal Group





Shantanu Sen Sharma MD, Ozone Group

J.L.S. Kutty Sr. General Manager, Tata Motors



Courses of the Savitribai Phule Pune University

Ranked amongst the top 3 universities of India Largest university in the region

Rated 5-star university

FLERISE KEEP CRIMPLY, CLERIN & BEAUTIFUL

MASTER'S DEGREE IN BUSINESS ADMINISTRATION (MBA)

(A Two Years Full Time Course of The Savtribai Phule Pune University & Approved by AICTE, Govt. of India) DTE Code: 6166

OBJECTIVE

- 1. The MBA programme (as per the Savtribai Phule Pune University syllabus which is approved by DTE, Mumbai) at ASM's IPS is one of the coveted course for achieving proficiency in all areas of Business Management & Administration credentials.
- 2. The MBA programme prepares a student for domestic and global careers in diverse sectors of the industry.
- 3. To equip the students with the requisite knowledge, skills and right attitude necessary to provide effective leadership in a global environment.
- 4. To develop competent management professionals with strong ethical values, capable of national priorities.
- 5. To develop proactive thinking so as to perform effectively in the dynamic socio-economic and business eco-system.
- 6. To study the fundamental issues of the business management aspect, the student's personality undergoes a metamorphosis in their capabilities to be industry-ready and excel in their career objectives.

ADMISSION PROCEDURE

Student may apply directly for institute level admission by mailing their testimonials on admission@asmedu.org. The remaining seats will be filled through the Centralised Admission Process conducted by Directorate of Technical Education of Maharashtra. Students desirous of taking admission must appear for the MH-MBA-CET 2018 or CAT or XAT or ATMA or MAT (Feb) or CET or CMAT or conducted by the Association of MBA institute of Maharashtra (AMMI).

ELIGIBILITY

Graduates in any discipline from a statutory University with an aggregate score of 50% (45% for SC/ST, DTNT, OBC).

SPECIALISATIONS

The following specialisations shall be offered as per the Savtribai Phule Pune University:

D1.	Marketing Management (MKT)	11.
02.	Financial Management (FIN)	12.
03.	Information Technology Management (IT)	13.
04.	Operations Management (OPE)	14.
05.	Human Resource Management (HR)	15.
06.	International Business Management (IB)	16.
07.	Supply Chain Management (SCM)	17.
08.	Rural & Agribusiness Management (RABM)	18.
09.	Family Business Management (FBM)	
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0. Technology Management (TM)

INTERNSHIP

Students of MBA have to undertake an industrial project of two months duration in the area of their specialisation i.e. Finance, Systems, Marketing etc. The project may be taken up during summer vacation after Semester II. On completion, the student will have to submit a Project Report based on the Savitribai Phule Pune University Guidelines.

JOB OPPORTUNITIES

Students with MBA degree can aspire to join organisations as Trainee Managers in their choice of area like marketing, finance, HR etc. and climb up to reach the posts of senior managers in their respective departments. Students with a flair for entrepreneurship can start their own business concern.

- . Banking and Insurance Management (BIM)
- . Healthcare Management (HM)
- E. Entrepreneurship Development (ED)
- . Services Management (SM)
- . Retail Management (RM)
- Digital Media & Communication Marketing (MC)
- 7. Tourism and Hospitality Management (THM)
- B. Defence Management (DM)

MBA11th Batch
Two years full time, AICTE approved,
Affiliated to Savitribai Phule Pune University

PROGRAM STRUCTURE

1st Semester

Generic Core Courses

101 Accounting for Business Decisions
102 Eco Analysis for Business Decisions
103 Legal Aspects of Business
104 Business Research Methods
105 Organizational Behavior
106 Basics of Marketing

Generic Elective Courses

108 Business Communication Lab
109 MS Excel & Advanced Excel Lab
110 Selling & Negotiation Skills Lab
112 Leadership Lab
115 Enterprise Analysis - Desk Research

2nd Semester

Generic Core Courses

201 Marketing Management
202 Financial Management
203 HRM
204 Decision Science
205 Operations & Supply Chain
206 Management Information Systems

Generic Elective Courses

210 Life Skills Lab
211 Geo Politics & economic systems
212 Business systems & Procedures
213 Computer Aided Personal Productivity Tools Lab
215 Industry Analysis - Desk Research

Pune University ranked amongst top 10 universities in India

3^{ed} Semester

Generic Core Courses

301 Strategic Management302 Enterprise Performance Management303 Startup and New Venture Management

4th Semester

Generic Core Courses

401 Managing Sustainability 402 Dissertation

Specialisations

1 Marketing Management (MKT)

- 2 Financial Management (FIN)
- 3 Information Technology Management (IT)
- 4 Operations Management (OPE)
- 5 Human Resources Management (HR)
- 6 International Business Management (IB)
- 7 Supply Chain Management (SCM)
- 8 Rural & Agribusiness Management (RABM)
- 9 Family Business Management (FBM)
- **10** Technology Management (TM)
- 11 Banking and Insurance Management (BIM)
- 12 Healthcare Management (HM)
- 13 Entrepreneurship Development (ED)
- 14 Services Management (SM)
- 15 Retail Management (RM)
- 16 Digital Media & Communication Marketing (MC)
- 17 Tourism and Hospitality Management (THM)
- 18 Defence Management (DM)



OPTIONAL INTEGRATED INDUSTRY ORIENTED SPECIALISATION (VALUE ADDITION CERTIFICATIONS)



The Agribusiness Management major is designed to meet the needs of students who are interested in careers with agricultural input supply, agricultural production, commodity assembly and processing, and agricultural marketing organizations. The program focuses on the managerial functions performed by organizations throughout the agribusiness sector and provides a system-wide perspective of managerial problems confronting such organizations. Faculty members associated with the program maintain close relationships with agribusiness companies.



Digital Marketing is of the most demanding job roles of the marketing mix nowadays. It has grown rapidly in the past few years as more and more businesses are realizing the importance of a good online presence. ASM's IPS give the complete digital marketing training to the candidates and develop the strategy in their mind so they can add more value to the company. On completion, ASM will award Digital Marketing Certifications like Google Certifications, Inbound Certification, Microsoft Bing Certification, YouTube Certification.

Highlights of the Optional Value Added Courses

Certification Course in Agribusiness Management/Digital Marketing

Rigorous Field Training

Contemporary Inputs from Practicing Experts of Industry

Unparalled Career Opportunities

*Disclaimer: Students will have to give additional time and efforts for the value added courses

DIGITAL MARKETING (OPTIONAL)

Course Objectives

- ◆ Understand the conceptual framework of Digital Marketing
- ◆ Understand How Customers behave in digital space
- ◆ Understand the concepts of Value Creation, delivery and communication in digital space
- ◆ Legal and Ethical Issues in Internet Marketing
- Understand the workings of paid advertisement and search engine optimized advertisements on popular search engine.
- ◆ Understand how to use web analytics and the concept of ROI in Digital space
- ◆ Understand the usage of Social Media
- ◆ This course helps the companies to Increase brand awareness, drive sales and/or leads

Scope

- ◆ Today, no marketing plan or strategy is complete without digital strategy. Almost all industries have been using digital marketing to build brand, generate leads or sell.
- As the world is getting more and more digitized in every respect, Digital Marketing is a booming career option today. With striking features like cost-effectiveness, instant response, flexibility, convenience, effectiveness, Digital Marketing is making a strong impact in the world of Marketing and Advertising.

Course Duration

Training Process

◆ 100 Hrs, 3 Hours a week

- ◆ Theory Practical
 - ♦ Case study ♦ Certificate
 - ◆ Internet Marketer
- Assignment

Content overview

- Digital Marketing vs. Traditional Marketing
- ◆ Affiliate Marketing
- Analytics Marketing
- Blog Marketing

- Content Marketing
- Email Marketing
- Inbound Marketing
- Mobile Marketing
- Search Engine Marketing (SEM)
- ◆ Search Engine Optimization (SEO)

Evaluation

- Social Media Marketing (SMM)
- Social Media Optimization (SMO)
- Email Marketing
- Mobile Marketing

ADVANTAGES OF ADVANCED CERTIFICATION IN DIGITAL MARKETING

- ◆ 3 Years UG degree approved & specialized in Digital Marketing
- ◆ Certificate from Digital Vidya on SEM
- ◆ Certificate from Edx
- ◆ Certificate on Google analytics from Google
- ◆ Certificate on Facebook ads and Marketing
- ♦ Guaranteed placement

Career opportunities

- Course Leaning
- Outcomes/lob Role
- Digital Marketing Expert
- Digital Marketing Manager
- ♦ Lead Generator
- Digital Content Writer
- Web analytics

◆ SEO Specialist



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- Opportunity to handle marketing campaigns independently ◆ Industry-recognized curriculum
- ◆ Chance to learn from practical exercises and live projects
- Chance to attend sessions with industry experts
- ◆ Free Internship
- Chance to build a strong professional network
- Digital Sales Executive Digital Marketing Specialist Social Media Specialist
- ♦ Entrepreneur
- Digital Marketing Trainer
- Digital Marketing Consultant
- ◆ Freelancer

AGRIBUSINESS MANAGEMENT (OPTIONAL)

COURSE OBJECTIVES

- The programme will build sensitivity to domestic and international market needs and span the entire agricultural value chain. The objective of the programme is to:
- 1. To help to take policy decisions in the field of agricultural marketing.
- 2. To understand various appraisal techniques in project with reference to agricultural products, agricultural credit management, financial risk management.
- 3. Agricultural inputs like seed, biopesticide, bio fertilizer and organic farming management.
- 4. To orient towards agricultural entrepreneurship.
- 5. To study & analysis of agro-based industries.
- 6. To upgrade with the current and upcoming trends in agro business segments eg., Indoor Farming Management : Vertical Farming, Biofortification. Microclimates-Green Houses, Hydroponics, Aeroponics, Aquaponics, Aquaculture, Micro Greens-Sprouts, LED Grow Lights and AeroFarms.

CONTENT OVERVIEW

AGRI MARKETING MANAGEMENT

Open Competitive Marketing Market Intelligence Export management for Agri products E-commerce for Aari products Super Market Management Multinational Cooperatives

AGRI OPERATIONS MANAGEMENT

Indoor Farming Management -Microclimates, Hydroponics, Aeroponics **Tissue Culture Management** Organic Farming Warehousing and cold storage Management Means of Irrigation Collective Farming Agri Tourism and ATDC

CAREER OPPORTUNITIES

Some of the specific roles which are very niche and are aptly filled by an Agribusiness management professional are as below

- Commodity Trading-Physicals and Futures. 1.
- 2. Agri Input production and marketing
- З. Agri Output marketing
- 4. Agri & allied sector research
- 5. Agri & allied sector finance
- 6. Agri & allied sectors supply chain management
- 7. Marketing manager – Agribusiness
- 8. Research Analyst – Agricultural commodities
- 9. Meat marketing manager
- 10. Flour mill manager
- 11. Agricultural loan officer
- 12. Grain Merchandiser

AGRI FINANCE MANAGEMENT

Commodity Derivative market Credit society Management Rural Banking Forward, Future and options market Financing through MANAREGA Agri Stock Working Capital Management

GENERAL MANAGEMENT (COMMON SUBJECTS)

Dairy Farm Management Goat Farm Management Agri research methodology Poultry Farming Fisheries Management Role of WTO in Globalization





Microsoft







aarialife



FEW FACULTY AND ADVISORY BOARD MEMBERS



DR. V. N. PAWAR Dean. MIT ADT University



MR. VINAY NAI CEO. Aaria Biolife Sciences Pvt. Ltd. (Harvard Business School Alumni)



CDR RUPAK BERRY (RETD) Director Berrys Roses & Petals



RICHA NAIR Director. Aaria Biolife Sciences Pvt. Ltd.



DR. SUBHASH SONAWANE Prof. ASM Group



DR. S.P.KALYANKAR Prof. ASM Group



DR. SUBHASH DEVKULE Prof. ASM Group

JOB OPPORTUNITIES

Placements





At ASM, what we really count as special is the fact that we look at grooming students to making them corporate savvy professionals from day one. Our exhaustive events, workshops, seminars, foreign faculty visits, ensure that our students have a curriculum packed with both academic and practical exposure.

The launch pad for grooming begins on Day One when students come to our campus, through an intensive induction schedule, by the end of which a student has designed a road map for the following years with the institute. Our Industry-Academia-Interface & activities are designed with a lot of consideration to make a student desirable to the industries, and they act as milestones on their journey towards their placements.

EVERY YEAR, THE ASM GROUP OF INSTITUTES PROVIDES WELL-GROOMED, **INDUSTRY-READY PROFESSIONALS TO 200+COMPANIES** WHO VISIT OUR CAMPUS **FOR RECRUITMENT**

TRAINED FOR INDUSTRY DEMANDS

GLOBAL OULOOK

VALUE BASED LEARNING

ENHANCED PERSONALITY DEVELOPMENT

HIGH IMPACT LEADERSHIP SKILLS

SOLUTION BASED INDIVIDUAL

STRONG COMMUNICATION SKILLS

GROOMING FOR SUCCESS

ASM's IPS has an excellent track record of placements, with over 30,000 alumni placed across the country in various sectors, functions and levels. These alumni provide networking strengths and enable continuous industry-academic interface. The alumni inputs along with the institute's myriad activities play an integral role in making our students the choicest pick by the various organisations that come for placements. The evolvement of a dedicated Corporate Relation cell is with a view to conduct important career planning.

The launch pad for grooming begins on day one when the students come to our campus through very intensive induction schedule by the end of which a student has designed a road map for the following years with the institute. Industry Academia Interface & Activities are designed with a lot of consideration to make a student desirable to the industries and they act as milestones on their journey towards their placements.

IPS attracts a wide range of students from various backgrounds and potential, this necessitates a SWOT Analysis that helps to profile them according to their skills and abilities. Few of the activities that are carried out as an intensive preparation for placements are :-

- Student counseling and workshop on self assessment
- Resume building, interview techniques, group discussion and negotiation skills
- Psychometric and aptitude tests
- Email/Mobile etiquette
- Panel discussion for functional areas
- Student club participation
- Facilitating summer internship
- Student Analysis Profiling
- Job Analysis Market Assessment

A well planned placement process by matching the above thus reducing response time to company requirements, gives ASM the cutting edge.

GROOMING FOR SUCCESS @ ASM



A Qualified Professional Well Rounded Abilities Strong Application Skills



SOME OF OUR PREMIUM RECRUITERS aspiringminds calsoft













































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Mr. Ravi Pandit, Chairman & Group CEO **KPIT** Cummins Infosystems



Mr. Farhad Forbes, Director Forbes Marshall



Mr. R.T. Goel, Chief Financial Officer & Company Secretary, Premium Transmission Ltd

All-round grooming of students Seminars, Conferences & Workshops at ASM's IPS

- National conference on Micro Small Medium Enterprises (MSMES) in joint collaboration with MEDC (Maharashtra Economic Development Council).
- PANACEA SOLUTION TO ALL THE PROBLEMS, witnessed excellent industry participation & management students, getting ready to be future managers was organised by the ASM Group of Institutes, Chinchwad, Pune, at their campus.
- Various workshops were carried out by visiting dignitaries & stalwarts on various topics such as 'Campus to Corporate', 'Job Search Strategies', 'Economics as a Subject & its Relevance', 'Management Control System'.



eating Sustainable Business all Innovative Marketias"



BIZZ

management, technology, etc.

INCON

The International Conference (INCON) with the theme "Ongoing Research and Emerging Perspectives in the fields of Management Studies and IT", organised by the ASM Group of Institutes, in association with CETYS University, Mexico, Vistula University, Poland, is a step towards giving students a first hand experience of the latest trends in business. INCON provides a platform to academia and professionals from the industry with the flair for research to exchange knowledge and views on the current events, trends and management styles. Research Papers are invited from academicians, research scholars, industrial persons and students relevant to the theme of the conference.



NATIONAL LEVEL CONFERENCE ON FINANCE









The annual academic event, BIZZ is held to aive students a chance to put their learning into practice in guizzes related to fields like finance,



Mindscape

The ASM Group of Institutes conducts a unique case study competition - Mindscape. Developed exclusively in-house, the contest brings together faculty, industry professionals and students to discuss and resolve case studies thereby enhancing every student's perspective.



To appreciate individuals for their excellent efforts and to motivate others to follow their foot steps, IPS has initiated an award ceremony to felicitate prominent achievers, every year. The first in the series was inaugurated and presided by Dr. Sandeep Pachpande, Chairman - ASM Group of Institutes, and Dr. Asha Pachpande, Secretary - ASM Group of Institutes.

MAKING THE MOST OF OUR TALENTS



PRESENTATIONS AT INCON



PANCEA-HR MEET

ASM'S IPS ANNUAL PRIZE DISTRIBUTION CEREMONY



INDIAN SOCIETY FOR TRAINING AND DEVELOPMENT



The international symposium on "Training in Turbulent Times" saw a rich intellectual exchange of thoughts and experiences with the delegates and audience. HR professionals from various industries participated in this event and gave their perspective on training in these turbulent times.

PUNE EXPO



Every year, our students actively participate in the Pune-Expo organised by the MCCIA. This increases their interaction with corporates and also end consumers to give them a complete picture of the business scenario.



WORKING HAND IN HAND WITH THE INDUSTRY









All work and no play.....not at IPS

Year round celebration of life is what it is all about at ASM's IPS. In the preceding year an overwhelming 60 events were held at the ASM's various campuses, making that an average of more than one per week.

Opportunities for learning, growing and achieving exists everywhere at ASM's IPS. Life at ASM's IPS is a blend of academics, extra-curricular and leisure activities. Strong student clubs activities give students opportunity to pursue hobbies of their interest. In addition, activities such as cultural programmes, student programmes, festivals, cultural celebrations and intercollege events makes life at ASM's IPS very colorful, enriching and enjoyable. Insignia is an annual endeavour of the ASM Group of Institutes to promote overall development of students. It is an inter-collegiate event in which more than 60 colleges participate. Over 2-days, events like Antakshari, Mad Ads, Fashion Show, Singing, Dance, and Street Play are organised with almost 3000 students as participants.







EVENTS











INSIGNIA-SPARKS, AN ANNUAL EVENT





WITH STUDENTS

BLOOD DONATION CAMP

VISIT TO AN ECO-FRIENDLY VILLAG

LEARNING THROUGH FUN OVER 54 EVENTS HELD THROUGHOUT THE YEAR

INTERACTION WITH MEXICAN STUDENTS



INTERNATIONAL YOGA DAY

TESTIMONIALS



Mrunal Gadge

Sr. QA Engg at Calsoft

"ASM's IPS provided the best

preparation for my career, the

industry visits were a great way o

explaining the actual functions in

the corporate world."

Ganthade Mahesh Hyster-Yale Lift Truks India Pvt Ltd (SQE)

IPS provided the right blend of academics, research and industry interface activities to cater to every student's need."



Sushil Mohite Mánager at Bajaj Auto Ltd

"It was a life changing moment, getting to interact with the leaders from the corporate world, whose names were only read in the newspapers and magazines."

the key reasons for me being selected in the interview.

Mohite abhijit

CHIEF OFFICER at MTM

Ship Management The global exposure I had during my study at ASM's IPS was one of

Vijay Waqh Senior Design Engineer, Faurecia Technology Center India Pvt Ltd

"I am proud to be an alumnus of ASM's IPS; I acquired tremendous managerial knowledge and insights."



TESTIMONIALS



Vinayak Dhondi Ram Hupare NSDL eGov. Infrastructure Ltd

(Database Manager)

"ASM provided the best

preparation for my career, I feel

that I have received full value-

added learning from IPS."

Anup Nair

Senior Manager -Commodity Lead -Proprietary Parts at Wirtgen India Private Limited

"IPS provided the right blend of academics and practical approach, it has provided me with valuable information that helps me every day. "



Sharanya Pillai HR Team Tata Motors Limited

has helped me gain an

Prasanna Dangui **Financial Analyst Cummins** Technologies India Limited

"The IPS professors link theory and practice by illustrating their courses with examples from their own professional experience. This learning method prepared me for my professional life as soon as I completed my education. "

The education I received at IPS orientation of what I would like to do in my professional career."





Senior Lead at Tata Technologies Ltd.

"My learning experiences at ASM's IPS have been very enriching thanks to our fantastic teachers. "

Milind Kale



"Year round activities at ASM's IPS have helped me to make effective use of time. Today I thank my Alma Mater for imbibing this quality in me."



Pranav Pund **Business Development** Manager at Austere Systems Private Limited

"I am proud to be an alumnus of ASM's IPS; I owe my success to them."



Kale Ketan Suhas KROHNE Marshall Pvt.Ltd. (Manager, Supply and Quality)

"I have an excellent memory of the two years that I spent at IPS. I was motivated because of the courses and the teachers who made learning interesting."

Somanath Kolekar Technical Support Specialist at SAS

"ASM provided us with an array of wonderful curricular and extracurricular activities that enhanced our capabilities as team players as well as leaders."





Shruti Dive Senior Business Associate @ Tech Mahindra Ltd

The IPS MBA program was the nost valuable learning experience of my career. Best of all, I came to learn some strong insights that I could incorporate immediately into my job."

Tanaji Pise Finolex

"I believe in a prosperous future. because IPS has given me the opportunity to do so."



Life at IPS

LEARNING FROM LEADERS





PUNE EXPO



INDUSTRY VISITS



CREATING WINNERS









CONCERTS



OUTDOOR **TEAM BUILDING** TRIPS





INDUCTION PROGRAMMES

CONFERENCES





SPECIAL CELEBRATIONS





RULES AND REGULATIONS

- 1. Ragging in any form inside and outside the institute is strictly prohibited as per decision of the Apex Court and directives from the AICTE, Government of India and Maharashtra respectively.
- 2. In case if any student is found indulged in ragging activity he/she will have to face the consequences being it stands as a criminal offence.
- 3. Smoking, consumption of alcohol, tobacco gum etc. is strictly prohibited in the premises of institute as well as hostel.
- 4. Spitting, throwing any kind of waste within the institute and hostels premises other than the designated place is strictly prohibited. Violation of these will be viewed seriously.
- 5. Writing, sketching pictures, affixing stickers etc. on walls, furniture drawing tables, bathroom, washroom, buses of the institution is strictly prohibited; violation of this will be viewed seriously.
- 6. Every student is responsible for his/her conduct and image building within and outside the institute. Any objectionable conduct or activity will be viewed seriously.
- 7. It is the duty of the every student to maintain the campus as well as hostel premises neat and clean.
- $8. \qquad \text{As per university rules minimum 75\% attendance in every subject is compulsory.}$
- $9. \qquad \text{Attendance below 75\% without prior permission may result in appropriate disciplinary action.}$
- 10. Students participation and attendance in seminars, workshops, induction, guest lectures and other programs conducted within or outside the institution is compulsory. Violations of these may warrant for appropriate disciplinary action.
- 11. Internal assessment / team work assessment will be given exclusively on the basis of student performance in mid semester, test assignment, tutorial marks and participation/attendance during seminars, workshops, lectures etc.
- 12. Every student shall always carry an identity card with him/her and shall produce on demand.
- 13. No student without identity and admission card (hall ticket) will be permitted to appear for internal / university examination and in that event concerned student will be solely responsible for the consequences.
- 14. It is binding on every student to submit an application minimum one week in advance to the concerned authority/committee in case if he/she needs any certificate like bona fide, scholarship, concession in fees etc.
- 15. Every related information and deadlines for each activity will be displayed on the notice board hence no student shall ignore the watching of notice board or message through SMS, as no excuse will be heard later on.
- 16. Every student is bound to utilise the institutions property carefully, any damage will result in proportionate fine as a recovery against damage so caused.
- 17. It is compulsory for every student to pay fees, submit eligibility, examination form or any other information voluntary or as per demand within the prescribed time limit. Tuition fees should be paid before the commencement of academic period. However in case of violation of these rules and late payment of fees will attract suitable fine, as may be decided by the concerned committee and decision of the committee will be final and binding.
- 18. Any student who desires to grab an opportunity of higher and valuable education by opting on line course in collaboration with Harvard Business School or certification course of analytics in collaboration with IBM, SAP, ASM's EDGE or two or more of the above will have to pay extra fees as may be decided by the committee.
- 19. Every student shall have to pay extra charges against the formal uniform and thereafter have to attend the classes as well as programs in formal uniform only.
- 20. Any student who desires to avail the facility of advance learning in the areas like analytics, soft skill, interview skill, personality development will have to pay extra fees, as may be decided by the committee.
- 21. Every student is expected to follow strictly the schedule of classes and the programs as mentioned in the academic calendar for the year 2018-19.
- 22. It is compulsory for every student to maintain the library card and handle the books, journals and notes issued from the library carefully and shall return the same in the original condition as it was at the time of issue and co-operate the institution for preserving its validity.
- 23. Delay in returning the books, journals or notes back to the library will attract for suitable fine on per day basis as may be decided by the committee.
- 24. Every student will have to compulsorily participate in all the academic activities and related events.
- 25. As every activity is just for the students and their development, every student shall attend and participate into wholeheartedly at 100% level.
- 26. To save the electricity students has to ensure to put off the light & other appliances before leaving the classroom/labs.
- 27. Every student is expected to behave ethically in computer lab/class room/hostel/canteen and campus.
- 28. Every month's attendance will be submitted to student's home address.
- 29. For eligibility of placement minimum 75% attendance is compulsory.
- 30. Documents verification shall be completed strictly before 10th August 2018.
- 31. The students are bound by the rules and regulations made by the AICTE / DTE / University / UGC / institute from time to time. Any violation can attract disciplinary action as per the concerned authority. Any matter not expressly provided for in these rules shall rest at the absolute discretion of the Director who also reserves the right of modifying these rules if and when felt necessary.
- 32. Refund of fees will be as per rules of concerned authority.
- 33. The library deposit shall be refunded within the month after the last examination on submission of no due certificate from the office of IPS and NOC from the librarian.
- 34. The institute reserves the right to change the name or cancel a course as per Govt. guidelines and regulations.
- 35. Students will have to comply with all the relevant rules and regulations failing which admission will not be finalised.
- 36. Fees will be extra for additional courses under the ASM's EDGE Program.
- 37. Minimum 85% attendance in academic and extracurricular activities along with acceptable performance is required to be eligible for placements.
- 38. Course curriculum is subject to change as per guidelines from AICTE or Savitribai Phule Pune University.
- 39. All disputes are subject to Pune city jurisdiction.
- 40. Fees and other costs mentioned are excluding GST, and will be applicable.

Disclaimer: Images used for representative purposes only. Rules and regulations are subject to change as per the Savitribai Phule Pune University / DTE / AICTE (whichever applies). All litigations subject to Pune jurisdiction.

WHY PUNE?

Rightly called as the Oxford of the East, Pune invites many aspiring students from across the country and the globe. The city is noted to have the largest number of Schools and Universities around the globe. Pune boasts of a heterogeneous mix of the highest number of domestic and foreign students. In recent times, the city has emerged as a famous IT hub of India.

Over the years, Pune has been known as a plethora of sobriquets. The most popular amongst them are 'Queen of the Deccan', 'Cultural Capital of Maharashtra' and 'Pensioner's Paradise'. Pune is one of the historical cities of India with a glorious past, an innovative present and a promising future.

Deep rooted with its culture, the city culture lays deep emphasis on education, art, music and theatre. The city reflects a blend of culture with modernity.

The city also offers a good quality of life, as compared to other emerging metros of the country. With temperate weather conditions a holistic ecosystem and well connected transportation within the city and across the country, the city provides a dynamic and safe environment for young students to live in.

