

काशी हिन्दू
विश्वविद्यालय



BANARAS HINDU
UNIVERSITY

FACULTY OF MANAGEMENT STUDIES



FMS BHU

सत्येन ब्रह्मचर्येण व्यायामेनाथ विद्यया ।
देशभक्त्याऽत्मत्यागेन सम्मानार्हः सदा भव ।



Vision

The Faculty aspires to be one of the most admired Global Centers of Excellence committed to redefining the domain of Management Knowledge and developing socially sensitive leaders-managers.

Mission

The mission of the Faculty of Management Studies is to cater to the need of business, industry and other vital sectors through quality education, research, consultancy & other professional services.

Objectives

To impart need based education to promising young talent aspiring to carve their careers in management.

To enrich the field of management through research - both applied and conceptual, and quality publication.

To enhance the decision making skills and the administrative competence of practicing managers through MDPs and solve their specific problems through consultancy services.

To enrich the knowledge and skills of teachers of various Management Institutes through Quality Improvement Programmes.

To collaborate with corporate and world class academic institutions for the furtherance of management education and research and also for bridging the line of divide.

CONTENTS



The cover design entails a pillar-bed, accentuated spokes and the wheel of time, the nourishing tree holding the soul within an activated kundilini to serenely communicate the ideals of being rooted to one's values while embracing the much required agility of this century in a gesture of forward thinking to achieve holistic growth and prosperity.

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Prof. Rajeev Sangal
Vice-Chancellor
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VICE CHANCELLOR'S MESSAGE

I am delighted to know that Faculty of Management Studies, Banaras Hindu University is bringing out the brochure of the faculty for the session 2014-15.

Management-Prabhandhan is an art that gives one the ability to dream high and empowers the practitioner to realise these dreams. It is about knowing one's potential, experimenting with the alternatives and exploring the future. It is the key to achieve goals in any human enterprise. Various success stories of the corporate world have proven this fact.

It is heartening to know that the faculty with a distinct academic profile and rich intellectual heritage is working zealously and relentlessly in the pursuit of putting it on a global platform by not only imparting management education but also grooming the personality of its students by integrating the education with human values. The success of this model can be gauged by the presence of more than 4500 alumni of the faculty as business leader in different enterprises across the globe.

The faculty with a vast pool of talent is a desired destination of the corporate world for its requirements. I extend a hearty invitation to the corporate world to come to the faculty and strengthen its relationship with it.



Rajeev Sangal

DEAN'S MESSAGE



Dr. R.K. Pandey,
Professor and Dean,
FMS, BHU.

It is highly satisfying to take a look at the Faculty of Management Studies of the Banaras Hindu University -an institution that stands apart on the laudable edifice of Mahamana Pt. Madan Mohan Malviya ji's value orientations. Nourished in the serenity of its founder's ideology, this almost a half-a century old institution candidly spells its academic grandeur. With the passing times, I feel, nuances have been enriching the traditions of industry, character and integrity that the FMS BHU beholds. Holding steadfastly to its roots that the trying times call for, I am confident that FMS BHU would seldom have its parallels.

The hallmarks of creativity, value inculcations, research, and industry-academia interactions nourish the pass outs who unmistakably ensure their consonance to the calls of the industry. A special mention deserves to be made of the ingraining of behavioural sensitivity which the budding managers receive at the hands of deft trainers. The rigour of their curriculum and schedule, I trust, always keeps their alacrity in good shape. It's pleasing to share the activities of 'Kalpavriksha' – the students' initiative that hones their personality with matured decision making skills under a worthy tutelage.

Further, one would hold in high esteem the seasoned mentoring of such managers -in -being at the hands of a committed teaching fraternity that is second to none. Accolades to their side speak the rest. The pedagogy employed by them, carefully grooms the industry relevant traits in the students. An eagerness to set an acceptable tone in the students that matches the moulds of the industry is ever to be seen in my able colleagues. Corroborating this match is a recent survey of 2014 by the leading national daily 'The Economic Times' which testifies our placement credentials.

I express my gratitude to our alumni who rein the top echelons of the industry both of the country and worldwide. They setting the benchmarks for others to follow suit is enough to boast of their unmatched caliber.

The FMS BHU looks forward towards a mutually beneficial linkage with the industry and invites your esteemed organization to visit our campus.

I draw the lines with a solemn trust that the graduates of the FMS BHU, given an opportunity, would ever make their indelible mark.

With warm regards,

R.K.Pandey

ABOUT BHU



Banaras Hindu University is one of the largest residential universities in Asia. It was established in the year 1916, by the great intellectual and visionary Pt. Madan Mohan Malviya. Situated in the city of Varanasi which has been a centre of learning since time immemorial, Banaras Hindu University provides an appropriate environment as well as the best possible facilities needed for the holistic development of students.

The University strives to produce prodigies who are not only well versed in their subjects but also intellectually evolved and socially conscious. The alumni and students of Banaras Hindu University have been making noteworthy contributions in the field of Science, Literature, Management, Technology and Art, amongst others, both at national and international forums.

Banaras Hindu University has two Campuses, four Institutes, sixteen Faculties and over a hundred and sixty Teaching Departments, with over thirty five thousand students pursuing courses in various disciplines, from science to literature, foreign language to philosophy and physical education to photography. BHU is also home to over 600 foreign national students who are pursuing different academic programs here. There is an assembly of over two thousand teaching and five thousand non-teaching staff in the University. The campus has well maintained roads, extensive greenery, an airstrip, a temple, smart classes, swimming pools, a big stadium and architecturally delightful buildings which provide the necessary infrastructure and environment for the overall growth of the students.

The contributions of Banaras Hindu University in the fields of education, research and innovation have been recognized from time to time through various awards and honours bestowed upon it. Banaras Hindu University was adjudged the "Best University in India" for the year 2013 as per a survey conducted by India Today - Neilsen.



Prabandh Bhawan

ABOUT FMS

Faculty of Management Studies is one of the pioneers of management education in the country and has a profound and thorough insight of how this field has evolved and transformed over the decades. The Faculty upholds the responsibility to groom future business leaders and make them adept for the corporate world with a perfect blend of knowledge, right attitude and aptitude. The intent is to encourage intellectual curiosity, open their minds to the adventure of ideas and simulate creativity of thoughts.

Faculty of Management Studies is situated in the holy city of the Ganges, the city of clinging temple bells, the city where since time unknown people have come in search of truth and knowledge and which is known for all its leaders in different spheres.

Established in 1968, Faculty of Management Studies is a part of one of the premier universities in the world – Banaras Hindu University, founded by one of the greatest visionaries of all time, Pandit Madan Mohan Malviya. The institution realizes the increasing need for imparting quality management education and not just the knowledge of business management. Efforts are made to reward initiative, novelty and creative thinking of the young minds. The institution thrives to create a talent pool that is corporate ready under the dynamic leadership of people in the field of management education and eminent personalities from the corporate world of both national and international repute. Every year the faculty churns out around 130 management graduates.

Programmes Offered:

- Doctoral Program in Management Studies (Ph.D)
- Two-year full time Master's Program in Business Administration (MBA)
- Two-year full time Master's Program in Business Administration (International Business) MBA (IB)
- Two-year full time Master's Program in Agri-Business Administration MBA (Agri Business)
- One-Year part time P.G. Diploma in Business Administration (PGDBA)
- One-Year part time Diploma in Microfinance & Entrepreneurship
- One-Year part time Diploma in Leisure & Hospital Management
- Six-Month part time Certificate Program in Health Care Management

Since its inception, the institution has empowered around 4500 minds with management education and thus produced bright and dynamic managers and entrepreneurs who are in prestigious positions in various organizations around the world. This strong alumni base gives the students of the Faculty unmatched access to information and guidance.

Faculty of Management Studies has been recognized beyond just an institution imparting management education. It has been sanctioned Special Assistance Programme of DRS Level 1 by the University Grants Commission. The thrust area of the programme is Social Entrepreneurship in India. It is likely to be upgraded to DRS Level II soon. It also has been recognized as one of the Quality Improvement Program centres by the AICTE. An Industry-Institute Partnership (IIP) Cell is set up in the Faculty of Management Studies, IIP Scheme of AICTE in order to cater to the needs of Industries, Government and non-Government Organizations.

The Faculty aspires to be one of the most admired Global Centres of Excellence committed to redefining the domain of Management Knowledge and developing socially sensitive leader-managers. The mission of the Faculty of Management Studies is to cater to the needs of the business, industry and other vital sectors through quality education, research, consultancy and other professional services. Moving forward on the trajectory of growth and success, the Faculty of Management Studies has one of its objectives to collaborate with the corporate and world class academic institutions for the furtherance of management education and research and also for bridging the line of divide.

Recognitions:

- Allahabad Bank Chair Professor in Management
- DRS Level 1 Special Assistance Programme (UGC) (Likely to be upgraded to Level II)
- Training Institute for imparting National Franchisee Training Programme for RECL, Ministry of Power.
- Quality Improvement Programmes (AICTE sponsored) for teachers of AICTE approved B-Schools
- Host Institution for National Doctoral Fellowship in Management (AICTE)
- Industry Institute Partnership Cell (AICTE)
- Entrepreneurship Development Cell (AICTE)

OUR INTELLECTUAL CAPITAL



Prof. H. C. Chaudhary

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Prof. H.C. Chaudhary, a passionate academician, has a long innings at Banaras Hindu University, with rich experience of more than 35 years in research, coaching, teaching and consulting. Prof. H.C. Chaudhary has authored two books viz. "Management Education in India" and "Knowledge Management for Competitive Advantage" and has published/presented more than 50 research papers in nationally reputed journal/conferences. His current areas of research are Knowledge Management and Social Entrepreneurship. Previously, Prof. Chaudhary has conducted several management development programmes in areas of Marketing, Human Resource Development and Knowledge Management. Prof. Chaudhary as a Dean of Faculty of Management Studies, BHU (2004-2006) had transformed the Faculty, as a result of his innovative and dynamic leadership; FMS-BHU was ranked as the 4th best B-schools among university departments in the B-school survey conducted by C Fore – Outlook in the year 2006. Under his coordinator ship, University is soon going to establish "Social Enterprise Development Cell", "Social Business Lab"; and "University Knowledge Forum". Currently, Prof. Chaudhary is working on a research project "Social Innovation Development in India".



Prof. Deepak Barman

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Prof. Deepak Barman obtained M.Sc. and Ph.D. degrees from Banaras Hindu University; and M.Com. from Gorakhpur University. His areas of specialization are Quantitative Techniques, Computer Science and Operations Research. He has published 33 National, 8 International Research Papers and two books. Professor Barman conducted project sponsored by the Population Council (New York), ICSSR and SBI. He has also coordinated and acted as resource person in a number of Quality Improvement Programs of AICTE, FDPs, MDPs and training programs conducted for NTPC, Indian Railway Academic Staff College, Kendriya Vidyalaya Sangathan, Indian Postal Service, Power Grid Corporation etc. Professor Barman is having rich experience in academic administration. He has been Nodal Officer for conducting several All India Entrance Tests for Professional Programs, including CAT conducted by IIMs. He has been the Chairman of the Training Cell of the Faculty for the last three decades. As Head and Dean of the Faculty (Jan. 2007 to Dec. 2009) Professor Barman initiated several developmental activities. Both physical and intellectual infrastructure got strengthened during this period. Besides renovation of the existing building, Lecture theaters and Faculty chambers, construction of new floor in the Faculty and Management Hostel was completed. Construction of new block Library cum Faculty Chambers in the premises was started. New teaching posts were added. Several Quality Improvement Programs of AICTE were organized. International and National Conferences, Seminars, Executive Development Programs and Management Development programs were also organized. More than a hundred guest speakers visited the Faculty to deliver lectures in various academic events organized during the period. Prominent persons visited the Faculty during the period include Mr. K.V. Kamath, the then CMD of ICICI Bank and Mr. Yogesh Agrawal, the then CMD, IDBI Bank. As Chairman of BHU Management Alumni Association, took strong initiative in organizing various activities including Annual Meets of the BHUMAA. Presently Professor Barman is a member in the Academic Council of the University. He has also acted as Coordinator of PGDBA (Post Graduate Diploma in Business Administration) during 2010-13 and Dy. Coordinator of SAP (UGC).



Prof. S. K. Singh

[on Deputation as Visiting Professor
(ICCR Chair Professor in Management Studies)
Pokhara University, Nepal]
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Prof. S.K. Singh, MBA and Ph.D. (Management Studies) degree from B.H.U. He started his academic career in 1973 and since then he has made seminal contribution to the areas of human resource management, organization behaviour and general management by publishing more than 50 research papers in national and international journals of repute and six research based books. Prof. Singh attended and chaired a number of technical sessions in national and international conferences and seminars besides presenting research papers. He had supervised five PHD Dissertations. Prof. Singh also supervised over 100 Master Dissertations and completed 5 research projects funded by various external agencies. He is a member in different professional bodies such as AIMA and Advancement of Modeling and Simulation in Enterprises (AMSE), France. Prof. Singh held key administrative positions in the University and is serving as Expert Member in various Panels of AICTE and UGC and also as member of Board of Studies and Governing Councils of many Universities and Management Institutes. Prof. Singh is playing key role in policy formulation in the University at various capacity viz., Chairman (Core Group, RGSC), Chairman (HRD Cell), Chairman (Reengagement Committee) and different other bodies. During his tenure as Head and Dean of the Faculty (1st January 2010 – 31 December 2012), Prof. Singh took initiative for various developmental activities and organized four high profile academic conclaves and Conducted several FDPs (NIMAT, DST, Gol), QIPs (AICTE) and Seminars. Curriculum of MBA, MBA IB and MBA AB was revised. Signed MoUs with foreign Universities for academic collaborations and with RECL and PVVNL for holding National Training Programs of Ministry of Power, GoI. Took serious effort in properly showcasing the achievements of the Faculty, which reflected well in the reputed b-school surveys conducted by prestigious media recently. Faculty won the prestigious Innovation Leadership Award (Feb 2011) by DNA and Starts of Industry Group and 19th Dewang Mehta B-School Award 2011 for Best Academic Input (Syllabus) in International Business. Professor Singh is also honored with Asia Pacific International Award of the Global Achievers Foundation for remarkable achievements towards the progress and development of management education in the year 2012 (Tashkant on 18th May 2012); Bharat Vidya Shiromani Award and a Certificate of Education Excellence by Indian Solidarity Council (March 2012); International Institute of Education and Management, New Delhi honored Professor Singh with Rashtriya Vidya Gaurav Gold Medal Award (March 2012). Professor Singh also got deputation as ICCR Chair Professor (Management) of Ministry of External Affairs (August 2012). This is the only Professorial Chair of ICCR (Indian council for cultural Relations) for Management discipline.



Prof. R. K. Pandey

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Prof. R. K. Pandey is M.Sc. (Maths), MBA and Ph.D., with consistent meritorious academic records from Banaras Hindu University. His areas of specializations are Organizational Behavior, Human Values in Management and Vedic Management concepts. He has authored two books "Case Method of Imparting Instructions" and "Manpower Planning in Nationalized Banks". A good number of papers on different management concepts are published to his credit both in national and international journals. Before joining the faculty he had served Punjab National Bank in different managerial positions for a decade. His current interests are Modern Management Thinking and Vedic Wisdom. He had been the Chairperson of the 1st International Conference of Agri-prenuership and Rural Development (ICARD). He is also an expert trainer of "Values in Organizational Systems" in NTPC and Power Grid since last 15 years. Prof. R.K. Pandey took charge as the Head & Dean of the Faculty on 1 January 2013.



Prof. Raj Kumar

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Prof. Raj Kumar is D.Litt., Ph.D, MBA and M.Com, having 30+ years of teaching and research experience in area of Insurance, Capital Market and Management of Microfinance Institutions. His special interest arena is contemporary issues like Human Values & Ethics, CSR and Corporate Governance. He has authored four books and completed three research projects. He has contributed many research papers to National and International seminars, conferences and workshops. He has also coordinated one Refresher course, one Entrepreneurial Development program and 4 QIP's. He has been organizing Faculty Development Programme on Entrepreneurship Development which is an initiative under NIMAT Project, Department of Science and Technology, Government of India from 2008-09 & till date. The programme has trained about 200+ faculties from different domains of knowledge pertaining to entrepreneurship development. Prof. Raj Kumar was executive member of LIC Policy Holder Council and All India Commerce Association. He was Coordinator, Technical Cell, V.C's office, BHU. He is Chief Coordinator of Industry Institute Partnership Cell (AICTE sponsored) at Faculty of Management Studies.



Prof. P.S. Tripathi

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Prof. P.S. Tripathi is M.A. (Eco.), MMS and Ph.D. from BHU, specializes in the field of Entrepreneurship and Finance. He is the recipient of AICTE Career Award in Management. Dr. Tripathi has contributed extensively in national and international conferences, journals and has convened several national/International seminars and workshops on the contemporary issues in Management. He has successfully completed many research projects funded by UGC and AICTE and has a book (ed.) jointly with other colleagues. He has been chief coordinator, entrepreneurship development cell (AICTE) at FMS, BHU. Before joining the academics, he has worked with Rajasthan Financial Corporation in the capacity of Assistant Manager (Finance). The research areas currently engaging the attention of Dr. Tripathi are entrepreneurship in developing societies and oriental perspectives in management. Dr. Tripathi is also associated with Malviya Centre for Ethics and Human Values, BHU.



Prof. Usha Kiran Rai

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Besides being a Professor of Marketing at FMS-BHU, Dr. Rai is an Independent Director in ITDC (India tourism and Development Corporation), Govt of India. She also is an Independent Director in MRPL (Mangalore Refineries and Petrochemicals Ltd., a subsidiary of ONGC), Govt of India.

She was awarded Devang Mehta Business School Award 2013, for Best Professor in Marketing Management. She was awarded Associateship of Indian Institute of Advanced Study, Shimla for the period 2005-2008. She also was awarded Prateek Vidya Bhushan Alankaran by Prateek Sansthan, Varanasi in 2004. Dr. Rai was felicitated by The Sunbeam Group of Educational Institutions, Varanasi as a Woman of Substance in 2006 and 2007.

She completed SSCE from the Poona Board and her graduation from St. Xavier's College, Mumbai. Thereafter she successfully pursued her Masters in Economics and then Management, and Ph.D. in Marketing from Banaras Hindu University. After a stint in the Industry, she joined the Faculty of Management Studies - Banaras Hindu University in 1987. She has five Ph.D. degrees awarded under her supervision. She has six books to her credit, one of which is published by Prentice Hall of India, one by Macmillan India, one by Himalaya Publishing House, another published by the Ministry of Small Scale Industries, Government of India, two are by VDM Verlag Dr Muller Aktiengesellschaft & Co. KG, Germany. She has over 40 of her research papers published in National and International publications. She has been abroad as guest faculty in New Orleans, USA.

Prof. Rai is a trainer in the UGC Program of Capacity Building of Women Managers in Higher Education. She has convened several National Seminars and Conferences in Women's Studies, besides chairing several sessions in others. She is a life member of several National organizations like Country Women's Association of India, Indian Economic Association, Institute of Marketing and Management, World Women's Awakening Organization (WWAO) and Forum for Integrated National Security (FINS). She also is a regular badminton player.



Prof. Rekha Prasad

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Prof. Rekha Prasad has done her B.Sc. (Hons) from IIT (Kharagpur) and M.Sc. and Ph.D. in Mathematics from BHU. She has published works both in the field of Mathematics & Management Studies and has presented papers and attended conferences both Nationally and Internationally. She has completed a project entitled "Scope & Implementation of Computers in Small, Village and Cottage Industries in Varanasi". Present area of research is Enterprise Resource Planning (ERP) in India and role of Information System in Relationship Marketing. She is a life member of Indian Association of Teacher Educators. She is editorial board member of Serbian Journal of Management and BHU Management Journal. Presently she is Deputy coordinator, National Franchisees Training Programme, which is an initiative under Tripartite MOU signed between BHU, REC, PUVNL and Ministry of Power, Govt. of India.

"It is my earnest hope and prayer, that this centre of life and light, which is coming into existence, will produce students who will not only be intellectually equal to the best of their fellow students in other parts of the world, but will also live a noble life, love their country and be loyal to the Supreme Ruler".

-Pt. Madan Mohan Malaviya

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Prof. H.P. Mathur

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Dr. Himendu P. Mathur, presently, Allahabad Bank Chair Professor at FMS, BHU, is B. Tech. in Electrical Engg. from I.T., BHU, Master of Management Studies (Gold Medalist) and Ph.D. from Faculty of Management Studies (BHU), CAIIB from IIBF and Diploma in German. Prior to joining FMS, BHU in 1992, he worked as Asst. Engineer at Hindustan Aeronautics Ltd., involved in designing, planning, fabricating and testing test equipment for aircrafts. He also worked for over ten years in Allahabad Bank and was also Branch Head. His major involvement was in project formulation, evaluation, credit management, consultancy, etc. Dr. Mathur is having rich experience in academic administration, research and teaching. Dr. Mathur organized a large number of EDPs / MDPs / Conferences / Conclaves / Quality Improvement Programs of AICTE. He has also chaired sessions, delivered key note addresses and presented research papers in several international and national level academic events. He also conducts corporate training and personality development programs. He has published a number of articles / papers in reputed Foreign/Indian Journals. He has also authored 12 books besides having several edited volumes. He has completed/working on many research projects. His areas of interest are Banking, Strategic Management, Finance, etc. He acts as expert member at different committees and academic bodies.

Presently Dr. Mathur is the Coordinator of BHU Placement Coordination Cell, Convener, HRD Cell, BHU; Dy. Coordinator International Student Affairs Collaboration and Coordinator, MBA Agribusiness Program. He is also the Coordinator of Placement Cell, FMS-BHU and Treasurer, BHU Management Alumni Association (BHUMAA).

Special achievement of Dr. Mathur, as Placement Coordinator of the Faculty of Management Studies, BHU and BHU Placement Coordination Cell was his initiative to make the students conscious about their employability so as to improve their caliber to match with the aspirations of the prospective employers. At various capacities, Dr. Mathur has taken keen interest in grooming students with this perspective. Dr. Mathur has always been very keen to nurture, groom and enrich his students, research scholars and junior faculty members with high professional ethics and values. He also acted as Students' Advisor of the Faculty and Administrative Warden of the Management Hostel for several years.

Very active in social network sites, Dr. Mathur is keeping strong linkages with his 1000plus students who are employed across the globe.

For his outstanding contributions as an academican and Placement Coordinator, he was honoured with two Global Awards viz., Best Placement Officer and Nurturer of Talent in the World Educational Congress Global Awards 2012 held at Mumbai on 29th June 2012.



Prof. S. C. Singh

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Prof. S. C. Singh is Bachelor of Technology in Mechanical Engineering and Master of Technology in Mechanical Engineering with specialization in Design and Production. He obtained his Ph.D. in Mechanical Engineering in Operations Management area. Prof. Singh has authored a book on Travel, Tourism and Management. Prior to joining academics in October 1987, he worked with Modi Alkalies and Chemicals Ltd., Rajasthan and UP Cooperative Sugar Factories Federation Ltd., Lucknow, holding responsible positions and gathered rich experience. His areas of specialization are Operations Management, Materials Management, Manufacturing Management, Work System Design and Analysis, Production Planning and Control and Human Values in Management. Prof. Singh had been intimately associated with teaching,

research and administration during 1987-2006 at G.B. Pant University of Ag. & Technology, Pantnagar. He has published several research papers at national and international levels. Besides attending a number of seminars, conferences, workshops and summer schools, Prof. Singh has also chaired many reputed international conferences. He has also coordinated half a dozen Quality Improvement Programmes and attended refresher courses. Prof. Singh, along with teaching and research, has also served as Chief Warden and Central Public Information Officer of University Guest House Complex, BHU for four years. The period was marked with the visits of the President, the Vice-President and the Prime Minister of India. He is presently the member of Promoting/Fostering Innovation Committee of BHU. He is also the Life time member of Society of Operations Management, IIM Bangalore and the Indian Society for Technical Education (ISTE). He also has authored a book on Travel Tourism and Hospitality.



Prof. Ashish Bajpai

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Prof. Ashish Bajpai has graduated with Bachelor of Commerce from Banaras Hindu University and did his Masters in Business Administration (MBA) from Saugor University. He was conferred the Jawahar Lal Memorial Fund Award and the University Gold Medal for standing first in merit at the M.B.A. examinations. He is a UGC-JRF awardee and has done his doctoral work on "Operational Problems of the Indian Foreign Trade". He carries a rich blend of the industry as well as administrative stints at the university level. Specializing in the stream of General Management and Marketing, he pursues his interest in the area of Services Marketing. He has to his credit a rich list of publications and has been invited as speaker at various management institutions and government bodies. Dr. Bajpai is currently pursuing a UGC –sponsored Major Research Project in the area of Public Systems Management and has been associated with NTPC as a consultant in its value inculcation programme. He is presently the Faculty Students' Advisor looking after specially the personality development programmes for the budding managers.



Prof. Sujit Kumar Dubey

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Prof. Sujit Kumar Dubey is B.Com (Hons.), MBA, Ph.D. with specialization in Marketing. Dr. Dubey, Professor in the Faculty has contributed several research papers/articles in national and international journals and attended a number of national and international workshops and conferences. He has organized several national and international conferences; MDP and QIP's. He has worked as Associate Professor in Pokhara University, Nepal and possesses rich experience of academic administrations. Dr. Dubey has worked on a project entitled, "Child Labour in Carpet Industry" funded by AICTE, New Delhi. He is a life member of AIMA, ISTE, IAMA and AIMS International. Dr. Dubey is actively involved in training of corporate executives. His current areas of research are Advertizing, Retailing and Rural marketing.

"We believe religion to be the surest foundation of character and the truest source of human happiness. We believe patriotism to be a powerful elevating influence which inspires men to high-minded unselfish action."

-Pt. Madan Mohan Malaviya



Prof. Alok Kumar Rai

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Prof. Alok Kumar Rai is Professor in Marketing Area in Faculty of Management Studies, Banaras Hindu University, Varanasi. He has authored 7 books and edited 4 books in the area of Marketing, Customer Relationship Management, Customer Loyalty, Customer Satisfaction and Entrepreneurship published from leading publishers like McGraw Hills, PHI, Macmillan, Vikas, Excel, VDM etc. He has authored over 51 papers published in leading referred International Journals published from US, UK, Europe and Asia and also in leading referred National Journals including journals of IIM Calcutta, IIM Lucknow, IMT, FORE, Symbiosis, NMIMS, ICFAI etc. His researches in the area of Customer Relationship Management, Customer Satisfaction, Customer Loyalty and Service Quality are widely cited in marketing literature. He is also trainer and consultant for government and corporate MoD, DoT, NTPC, ECGC, UPPCL, REC, CSB to name a few. He has been lecturing as key note speaker, subject expert and resource person in conferences, seminars, workshops in different parts of the country on contemporary issues of business and management. He has completed projects funded by AICTE and UGC. He also organised 3 International conferences, 6 National conferences and 5 National level FDPs. He is an expert member of NAAC, committees for affiliation inspection, faculty selection, board of studies, curriculum development etc for various universities. He also holds several administrative positions in the faculty and university including Coordinator of PGDBA program of FMS and member of Alumni cell, media cell, central purchase committee etc of BHU.



Dr. R. K. Lodhwal

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Dr. Lodhwal is an MBA from Jai Narain Vyas University Jodhpur, Rajasthan. He is a UGCNET qualified and Ph.D. in the area of Corporate Governance (Corporate Citizenship). His areas of interest include Marketing and HRM. He has 11 years of teaching experience and has presented many papers in national and international conferences and seminars and has got a number of papers published in reputed journals. Presently Dr. Lodhwal is guiding 6 Doctoral Dissertations. He has also published study material for IGNOU in the area of Business Ethics and Entrepreneurship. Dr. Lodhwal is presently guiding three researches in CSR and one in Consumer Behaviour. He has also conducted QIPs and FDPs.



Dr. Abhijeet Singh

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Dr. Abhijeet Singh has an academic background of Bachelor of Technology in Mechanical Engineering, and Master of Technology in Industrial System Engineering. He is also an MBA, with specialization in Marketing. He obtained Ph.D. in the area of Supply Chain Management. In an academic career spanning over ten years, he has contributed to the areas of Operations & Production Management and Marketing through over 20 publications in research journals and books of national and international repute. He is also a reviewer to Elsevier group of journals. Dr. Singh has organized and chaired sessions in various national and international conferences, seminars, workshops and AICTE sponsored Quality Improvement Programme. He is also a visiting and guest faculty to various institutions and has organized training and development programmes for organizations like NTPC, UPPCL, Hindustan Zinc and Coal India, for their middle and senior managerial cadre employees. Presently, he is involved in research in the area of

Production Management, Organizational Transformation and Supply Chain Management. He is also actively engaged in research projects funded by agencies like UGC and MHRD.



Dr. P. V. Rajeev

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Dr. P. V. Rajeev is a Ph.D. from FMS, BHU and MBA from Manonmaniam Sundaranar University, Tirunelveli, Tamilnadu. He is also a PG Diploma holder in international business and computer applications. He is a recipient of Career Award for Young Teachers by AICTE. Dr. Rajeev has more than 30 research papers published in reputed national and international journals and has written two books. He has presented a number of papers in international and national conferences and seminars. He has also acted as resource person for training programmes conducted by various governmental organizations and other institutes. Dr. Rajeev is also on the editorial board of many reputed journals. His areas of research include econometrics, commodity and financial derivatives, micro finance and impact of human physiology on managerial performance.



Dr. Madan Lal

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Dr. MadanLal has been serving at FMS-BHU since 2002. He has done his M.A. Economics and Masters in International Business (MIB) from PunjabUniversity, Chandigarh. After qualifying UGC Junior Research Fellowship (JRF) in both economics and management subjects he worked as Senior Research Fellow (SRF) and earned his Ph.D. in Marketing Management from Institute of Management Studies, HP University Shimla. He has published a number of papers in national and international journals/ magazines and conferences. Dr. MadanLal has coordinated conferences and Quality Improvement Programs (AICTE) on different themes of contemporary relevance organized in the Faculty. He is also Coordinator of 'Industry Institute Partnership Cell' (IIPC) sponsored by AICTE in the FMSBHU. He has completed a major research project of UGC on the theory of planned behaviour for food products. Dr. Lal is invited as resource person in FDP's, QIP, and other academic and corporate training programs. He is also member of different committees at the Faculty and University level. He handles papers in areas of Managerial Economics, International Business/ Economics, and Global Environment Management. His research interest includes Food Retailing, CRM, and Consumer Behavior.



Dr. Shashi Srivastava

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Dr. Shashi Srivastava has done her MBA from FMS, BHU in 1993 and obtained Ph.D. degree in the area of Financial Management. She has also qualified NET (UGC) in 1994. Prior to joining FMS, BHU she was associated as Faculty with Department of Business Management, Purvanchal University, Jaunpur and various other university departments and management institutes. Her area of interests includes Financial Management, Organizational Behaviour and Strategic Management. She has organized and chaired sessions in various national and international conferences, seminars and QIPs.

OUR INTELLECTUAL CAPITAL



Dr. Ashutosh Mohan

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Dr. Ashutosh Mohan did his Masters in Business Administration from Faculty of Management Studies (FMS), Banaras Hindu University, Varanasi in 2000 with top honors. He worked as Senior Research Fellow at Faculty of Management Studies (FMS), University of Delhi, for three years after clearing the UGC-JRF examination and received Doctorate Degree. He is a recipient of AICTE's Career Award for Young Teachers (CAYT). He completed a major project of ICSSR, New Delhi and is working on a major project funded by UGC. He has published more than 12 papers in referred journals and presented more than 30 papers at various international and national forums including the paper presentation in prestigious IPSERA conference at University of San Diego, USA, 7th SMEs Conference at Kuching, Malaysia. He is also a recipient of CAPS Fellowship, University of Arizona, USA. He is serving as member of Editorial Board from India (one out of two members from India) of esteemed journal titled as Journal of Supply Chain Management, USA and Associated Editor of BHU Management Review. He provided guidance to three doctoral research candidates and more than 50 master's dissertations. He widely traveled throughout the world for his academic endeavors covering USA, European Union, UAE, Russia and East Asian countries. He conducted and / or served as resource person at various forums such as MDP of GAIL & Apollo Hospital, AICTE – QIP Programmes, TSM, FMS-DU, IIT-D, UGC Refresher and Orientation Courses etc. He coordinated two National Conference, three Executive Development Programmes (EDP) and three Quality Improvement Programmes sponsored by AICTE. He worked as faculty at Centre for Management Studies, Jamia Millia Islamia, New Delhi for two years. Presently, he has been in teaching, research and consultancy as Asstt. Professor at Faculty of Management Studies (FMS), Banaras Hindu University (BHU), Varanasi, and is currently focusing on the Supply Chain Management (SCM) practices and its collaboration with Customer Relationship Management (CRM) in Retailing and SMEs.



Dr. Amit Gautam

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Dr. Amit Gautam is having a rich experience of more than twelve years in teaching, research and training. He did his PG Diploma in Financial Management and MBA (IB) from FMS, BHU and Ph.D. in Management from MNNIT, Allahabad. His areas of interest in teaching and research are International Business and Finance. He has widely travelled across the globe (USA, EU, Uzbekistan, Singapore, Nepal etc.) under various international academic collaborations, chair of conference sessions and international paper presentations and has contributed more than thirty research papers and articles in reputed national and international publications. He has completed a minor research project funded by BHU as well as a major research project funded by UGC which is presently going on in government run hospitals. Apart from organizing scores of conferences, seminars, workshop, FDP etc. for industry and academia, he has also published five edited books from Excel Publishers and ABC Publishing House, New Delhi. Prior to taking up his present assignment, Dr. Amit has worked with School of Management Sciences Varanasi, RSMT, U.P. College & Jaiprakash Industries Limited, Rewa. Presently, he is working as an Assistant Professor in Faculty of Management Studies, Banaras Hindu University.



Dr. Rajkiran Prabhakar

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Dr. Rajkiran Prabhakar, is Ph.D. from Faculty of Management Studies B.H.U. and obtained his M.B.A. Degree from Institute of Engineering and Technology, Lucknow with specialization in Marketing and IT. Dr. Prabhakar has qualified UGC NET in Management (2004 & 2006). He has been awarded Rajeev Gandhi National Fellowship by UGC in 2008 for his research work. He started his career as Programmer in Techbooks International for three years (1999-2002). His academic career started in 2005 as Assistant Professor in Institute of Cooperative and Corporate Management Research and Training (ICCMRT), Lucknow. He has completed one minor research project funded by BHU and one ongoing major research project funded by University Grant Commission, New Delhi. He is also serving as an Associate Editor of esteemed journal known as Pezzottaite Journals. He has two edited books to his credit and has published several research papers and articles in reputed journals and magazines. He also participated and presented papers in National and International Conferences, Seminars and Workshops. He has served as resource person in different academic programs. His area of interest are Marketing with emphasis on Retail, Rural Development and MIS.



Dr. Anindita Chakraborty

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Dr. Anindita Chakraborty has done her MBA (with scholarship) from Jiwaji University, Gwalior (M.P) and obtained her Ph.D. degree in the area of international finance from Jiwaji University. She has also qualified UGC-NET in June 2004. Prior to joining FMS, BHU she was associated with Prestige Institute of Management, Gwalior. Her areas of interest are financial services, capital market and international finance. She has published over twenty research papers in various national and international journals and her case studies were published by European Case Clearing House. She has also presented her papers in various academic and professional conferences. She was awarded with gold medal for best research paper at National Seminar held by University Maharani's College, Jaipur. She has conducted various training and orientation program with MSME, and ICAI Chapter, Gwalior. She is an active member of Accounting Association of India, Gwalior Chapter. She is co-author of two volumes of edited book published by Cresnet Publishers, Allahabad.



Dr. Anurag Singh

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Dr. Anurag Singh has done M.B.A., specializing in Marketing Management from Institute of Management Studies, Bundelkhand University Jhansi. He was awarded Ph.D. on topic "Effectiveness of TV Advertising: A Case Study of Tooth Paste" from FMS Gurukul Kangri University, Haridwar, Uttarakhand in the year 2007. Dr. Singh has been involved in teaching for more than 11 years including his experience at FMS Gurukul Kangri University, Haridwar, Vishveshwarya Institute of Engineering and Technology, Greater Noida, Department of Business Administration, Assam University, Silchar, and F. M. S. Banaras Hindu University, Varanasi. He has to his credit a number of research papers published in the areas of consumerism, e-tailing, application of IT in Marketing and Behavioural Marketing. He has participated in several National and International conferences in India.



Dr. N.B. Singh

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Dr. N.B.Singh has obtained M.A. (Psychology) and Ph.D. from Banaras Hindu University. Dr. Singh has been actively involved in the research and teaching in the area of Organizational Behavior for more than 30 years. He has made significant contributions to the OB area by publishing more than 30 research papers in the national and international journals of repute and also two books based on the findings of the empirical studies. Dr. Singh has also completed UGC sponsored research projects. Besides attending a fine large number of national conferences/seminars, Dr. Singh has attended many international conferences in Netherland, Sweden, Austria, England and Malaysia. Dr. Singh is also the life members of AMSE.



Dr. Ashish Singh

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Dr. Ashish Singh is Ph.D. in Management, MBA and has additional advantage of being an engineering graduate in Mechanical Engg. He has got a very wide experience which includes three years of experience in an industry and about fourteen years in academics. He was also closely associated with the UGC project on "Entrepreneurship Development in UP" under the guidance of Prof. M. B. Shukla, Dean Commerce Department, Mahatma Gandhi Kashi Vidyapeeth, Varanasi. His teaching abilities include all the general paper, marketing subjects and some specific subject like operations management, operations research, quantitative techniques etc. His latest passion includes the subject of Project Management and Entrepreneurship Development and Internet Marketing. He has also completed a short project on "Performance of Carpet Industries in Bhadhoi".



Dr. Subhash Pratap Singh

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Dr. Subhash Pratap Singh did MBA in 1999 and obtained Ph.D. degree in the area of Marketing Management in 2004 from V.B.S Purvanchal University, Jaunpur. Prior to joining Rajeev Gandhi South Campus as Assistant Professor in MBA Agribusiness, BHU he was associated as Head and Assistant Professor with Department of Business Management, BSACET, Mathura and various other Management institutes. His area of interest includes Retail Management, Customer Relationship Management, Services Marketing and Strategic Management. He is a life member of AIMA, New Delhi. He has broad experience of Teaching and Research. Dr Singh has published research papers and articles in national and international Journals and has made presentations in several national and international seminars and conferences.



Drigvindu Mani Singh

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Mr. Drigvindu Mani Singh holds PGDBM (Marketing and IT) from Institute of Rural Management - Jaipur, Rajasthan. A Science graduate from Purvanchal University – Jaunpur, Mr. Singh started his career in the corporate world. He has worked as a Corporate Trainer in several reputed training institutes and has attended training programmes at various prestigious training centers. Mr. Singh has published

research papers, articles in national journals and has made presentations in several national and international seminars and conferences. Mr. Singh has also edited a book "Agribusiness and Rural development". Currently, he is an Assistant Professor in MBA (Agribusiness) at Faculty of Management Studies, R.G.S.C - BHU and is an active participant in various social endeavors.



Irfan Ahmed Khan

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Mr. Irfan Ahmed Khan has completed B.Com.(Hons) and MBA (International Business) from Banaras Hindu University. After four years of corporate experience, He has started his academic career as Assistant Professor at Faculty of Management Studies, Banaras Hindu University. He is pursuing Ph.D. in the area of "Islamic Finance". He has presented papers in several national & international conferences and has 5 paper publications to his credit. He has been a part of the organising teams of several conferences, workshops etc. His area of interest is Microfinance & Islamic Finance, Entrepreneurship and Rural Development and Human Resource Management.

Mr. Khan is also member, Press Publication & Publicity Coordination Committee, Rajiv Gandhi South Campus and the Coordinator, Placement Cell, Rajiv Gandhi South Campus, Banaras Hindu University.



Sweta Singh

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She has done MBA from IMS, Varanasi with specialization in Marketing and IT. She started her career with ING VYSYA Life Insurance as Sales Manager and then after joined IMS SHEPA as Lecturer in Management department. Presently She is working as Assistant Professor in FMS BHU, MBA (AB). She has published and presented various National papers in different journals, conferences and, seminars. She is also the Member of Examination Coordination Committee, RGSC, BHU.



Vivek Ranjan Singh

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Mr. Vivek Ranjan Singh completed MBA (AB) with specialization in Marketing from Chandra Shekhar Azad Agriculture University; Kanpur .He started his career with Sinochem Pvt. Ltd. as Sales Officer. Thereafter, he joined MBA (AB) as Assistant Professor in the Faculty of Management Studies, RGSC, BHU in year 2012. He has attended and presented papers in various national conferences and seminars.

"A teaching university would but half perform it's function, if it does not seek to develop the heart power of it's scholars with the same solicitude with which it develops their brain power. Hence, this University has placed formation of character in youth as one of its principal objects. It will seek not merely to turn out men as Engineers, Scientists, Doctors, Theologists, Merchants, but also as men of high character, probity and honor, whose conduct through life would show that they bear the hallmark of a great university."

-Pt. Madan Mohan Malaviya

COURSE CURRICULUM



MBA

I Semester

Principles and Practices of Management
Managerial Economics
Environment and Management
Statistical Methods for Decision Making
Accounting and Financial Analysis
Marketing Management
Human Resource Management
Business Communication

II Semester

Organizational Behaviour
Business Research Methods
Operations Research
Management Accounting and Control
Financial Management
Operations Management
Management Information Systems
Corporate Social Responsibility
Minor Project
Term End Viva –Voce

III Semester

Entrepreneurship Development and Project Management
Strategic Management
Legal Aspects of Business
Managing Innovation
Summer Internship

Elective I (Finance)

Corporate Financial Decisions
International Financial Management
Security Analysis and Portfolio Management
Corporate Tax Planning and Management
Financial Inclusion
Behavioural Finance

Elective II (Marketing)

Consumer Behaviour
Integrated Marketing Communication
Customer Relationship Management
Services Marketing
International Marketing Management
Rural Marketing

Elective III (Human Resource Management)

Labour and Employment Laws in India
Industrial Relations
Organization Development
Employee Welfare and Compensation Management
Performance Management
Human Resource Information Management System (HRIMS)

Elective IV (Operations Management)

Logistics and Supply Chain Management
Operations Planning
Material Management
Computer Aided Design and Manufacturing
Enterprise Resource Planning
Managing Technology and Innovation

Elective V (Information Technology)

Data Base Management System
Business Intelligence and Data Mining
Enterprise Resource Planning
Software Project Management
E-Governance
Digital Inclusion for Development

IV Semester

Business Policy
Dissertation
Comprehensive Viva-Voce

Elective I (Finance)

Banking and Financial Services
Capital Markets and Regulatory Framework
International Accounting and Financial Reporting
Financial Derivatives
Insurance and Risk Management
Corporate Valuation and Mergers

Elective II (Marketing)

Sales and Distribution Management
Product and Brand Management
e- Marketing
Retail Management
Strategic Marketing
Advanced Marketing Research

Elective III (Human Resource Management)

Management of Change
Stress Management
Cross Cultural Management
Group Dynamics
Social Audit
International Labour Organization and International Labour Laws

Elective IV (Operations Management)

Total Quality Management
Inventory Management and Control
Business Process Reengineering
Advanced Operations Research
Work System Analysis and Design
Maintenance Management

Elective V (Information Technology)

Information Security and Cyber Laws in Business
Artificial Intelligence for Business Applications
e-Business
IT Infrastructure Management
Information Systems Analysis and Design
Managing IT-Enabled Services

MBA (International Business)

I Semester

Principles and Practice of Management
International Economics
Global Business Environment
Statistical Methods for Decision Making
Accounting and Financial Analysis
Marketing Management
Human Resource management
Foreign Language

II Semester

Organizational Behaviour and Ethos
Business Research Methods
Operations Research
Management Accounting and Control
Financial Management
Operations Management
Management Information Systems
Export Procedure and Documentation
Minor Project
Term End Viva –Voce

III Semester

Comparative International Management
International Business Law
Transnational Strategic Management
World Trade Organization
Summer Internship

Elective I (Finance)

Corporate Financial Decisions
International Financial Management
Security Analysis and Portfolio Management
International Business Taxation
International Accounting and Financial Reporting
International Banking and Financial Services

Elective II (Marketing)

International Marketing Management

Integrated Marketing Communication
Overseas Buyer Behaviour
Services Marketing
Customer Relationship Management
International Marketing Logistics

Elective III (Human Resource Management)

International Labour Organization and International Labour Laws
Cross Cultural Management
International Human Resource Management
Employee Welfare and Compensation Management
Performance Management
Human Resource Information Management System (HRIMS)

Elective IV (Operations Management)

International Logistics and Supply Chain Management
Operations Planning
Material Management

Computer Aided Design and Manufacturing
Productivity Management
Managing Technology and Innovation

Elective V (Information Technology)

Data Base Management System
Business Intelligence and Data Mining
Enterprise Resource Planning
Software Project Management
e-Governance
Digital Inclusion for Development

Elective V (Global Business Operations)

International Marketing Management
International Financial Management
International Trade Laws
International Marketing Logistics
International Financial Institutions and Instruments
International Banking and Financial Services

IV Semester

Transnational Business Policy
Dissertation
Comprehensive Viva-Voce

Elective I (Finance)

Financial Inclusion
International Capital Markets and Regulations
Behavioural Finance
Financial Derivatives
Insurance and Risk Management
Corporate Valuation and Mergers

Elective II (Marketing)

Sales and Distribution Management
International Brand Management

e-Marketing
International Retail Management
Strategic Marketing
International Marketing Research

Elective III (Human Resource Management)

Management of Change
Stress Management
Knowledge Management
Group Dynamics
Organization Development
Industrial Relations

Elective IV (Operations Management)

Total Quality Management
Inventory Management
Business Process Reengineering
Advanced Operations Research

Work System Analysis and Design
Maintenance Management

Elective V (Information Technology)

Information Security and Cyber Laws in Business
Artificial Intelligence for Business Applications
e-Business
IT Infrastructure Management
Information Systems Analysis and Design
Managing IT-Enabled Services

Elective V (Global Business Operations)

Foreign Trade Policies and Management
Geopolitics and World Trading System
International Shipping and Trade Operations
e-Business
Entrepreneurship Development and Project Management
Globalization and Sustainable Development

MBA (Agri Business)

I Semester

Principles & Practices of Management
Managerial Economics
Environment & Management
Statistical Methods for Decision Making
Accounting & Financial Analysis
Marketing Management
Human Resource Management
Business Communication

II Semester

Organization Behaviour & Ethos
Business Research Methods
Operations Research
Management Accounting & Control
Financial Management
Operations Management
Management Information System
Corporate Social Responsibility
Minor Project
Term End Viva –Voce

III Semester

Entrepreneurship Development & Project Management
Strategic Management
Legal Aspects of Business
Agricultural Input Marketing
Summer Internship

Elective I (Finance)

Corporate Financial Decisions
International Financial Management
Security Analysis & Portfolio Management
Corporate Tax Planning & Management

Financial Inclusion
Behavioural Finance

Elective II (Marketing)

Consumer Behaviour
Integrated Marketing Communication
Customer Relationship Management
Services Marketing
International Marketing Management
Rural Marketing

Elective III (Human Resource Management)

Labour and Employment Laws in India

Industrial Relations

Organizational Development
Employee Welfare & Compensation Management
Performance Management
Human Resource Information Management System(HRIMS)

Elective IV (Operations Management)

Logistics and Supply Chain Management
Operations Planning
Materials Management
Project Management
Enterprise Resource Planning
Managing Technology & Innovation

III Semester

Agribusiness & Rural Development
Dissertation
Comprehensive Viva-Voce

Elective I (Finance)

Banking & Financial Services(including money markets)
Capital Markets & Regulatory Systems
Agricultural Finance
Financial Derivatives
Principles of Insurance & Risk Management
Corporate Valuation & Mergers

Elective II (Marketing)

Agri. Retail Management
Product & Brand Management
e-Marketing
Retail Management
Strategic Marketing
Advanced Marketing Research

Elective III (Human Resource Management)

Management of Change
Stress Management
Cross-Cultural Management

Group Dynamics
Social Audit
Leadership and Team Building

Elective IV (Operations Management)

Total Quality Management
Inventory Management & Control
Business Process Reengineering
Advanced Operations Research
Work System Analysis & Design
Maintenance Management

PEDAGOGY



At FMS it is believed that Management education is an amalgamation of concepts and application. Hence the pedagogy is designed to help students understand the concepts of managerial decision making and apply them on a real time basis. The institution has rigorous classroom teaching hours, supplemented by modern technology (both audio & video) & presentation slots where students have mandatory and active participation. The students are provided with an opportunity to look into both real and hypothetical cases in great detail and understand the gravity of decision making situations. Regular assignments, projects and dissertations help the students foray deeper into some of the crucial topics relevant in the present context. Frequent guest lectures by personalities of national and international repute give them a taste of diversity and provide them with a platform to interact and learn from their experiences.



The Faculty also organizes industrial visits that help the students get acquainted with the corporate system of work. The management club, Kalpavriksha promotes brain-storming sessions, quizzes and other management games which make gaining of knowledge a fun. This results in an all-round development and a broad-based training of the budding managers, crafts them to be dexterous in a vast ambit of theoretical knowledge capital, adept in making practical decisions, witty enough to tackle eleventh-hour changes/last minute rushes and innovative enough to deal with new responsibilities and opportunities of entrepreneurship.



- Academic Rigour
- Assignments
- Panel Discussions
- Case Studies
- Industrial Visits
- Quizzing
- Theatre Technique
- Industry Mentorship
- Management Games

- Guest Lecture
- Classroom Learning
- Presentations
- Research Projects
- Business Simulations
- Field Research
- Team Assignments
- Role Plays
- HR Summits



FACILITIES AT A GLANCE

Central & Departmental libraries
State-of-the-art Computer Labs
24x7 Internet with Wi-Fi
Table Tennis & Tennis Courts
Guest House Complex
Foreign Language Classes
Student Health Complex
National Social Scheme
Seminal Halls
Canteens
Hostels
Stadiums
Health complex
Hobby Center
Swimming Pool
Athletics Tracks
Flying Club
Yoga Classes



CONFERENCES & SEMINAR



2013 Workshop on Grooming the GenNext Leaders



BBC Campus Hangout held in May 2014



Faculty Development Program



The Industry Academia Summit held in Oct 2012



International Conference on Marketing Paradigms in Emerging Economies held in Dec 2012



Faculty Development Programme held in Feb & Mar 2013



Workshop on Union Budget 2013 held in Mar 2013



Workshop on Grooming the GenNext Leaders held in Mar 2013



Workshop on Soft skills held in Mar 2013

DISTINGUISHED SPEAKERS

Prof. A. K. Srivastava
Former Chief University Employment and Guidance Bureau
Banaras Hindu University

Dr. Abhaynath Mishra
CEO & Principal Consultant, Vidur HR Consultant

Sri Abhay Kumar Thakur
Finance Officer, Banaras Hindu University

Shri Alok Misra
Executive Director, Indian Oil Corporation Ltd.

Prof. Anand Mohan
Director, NIT, Kurukshetra

Mr. Anand Tilak
Regional Head, Agency Relations & Sales Development,
Google Inc., South East Asia

Mr. Animesh Saxena
Managing Director, Nitee Clothing Pvt Ltd.

Shri Aniruddha Khekale
Group Director (HR), Emerson Process Mgmt. India

Mr. Aroop Gupta
Sr. Vice President – Corporate HR, Reliance Communications Limited, Mumbai

Shri Arun Kumar
President & HR Head, Hindalco

Shri Arvind Gupta
Director, Basmati Export Development Foundation, APEDA, ND

Shri Ashok Gupta
Sr. VP, Corporate Advisory Group, IDBI Capital

Dr. Atul Parvatiyar
President & CEO, iCRM (Malaysia/USA)

His Excellency Sri Balmiki Prasad Singh
Governor of Sikkim

Prof. B. P. Singh,
Chairman, DPSIR

Dr. B.R. Singh
Chairman, Strategic Management Consultants, Mumbai

Shri Bejon Misra
Founder, Consumer Online Foundation

Dr C M Dwivedi
(President & Global Head - Corp. HR & CSR,
Datamatics Global Services Group)

Shri E. Jnana Dev
CEO, Dev Industrial Coatings

Dr. K. Kesavaswamy
Global Head, Academic Interface Program, TCS

Mr. Kishore Chakraborty
Vice President, McCann India

Dr. Omkar Rai
Director General, Software Technology Parks of India

Shri P. Dwarkanath
Director (Group Human Capital), Max India Ltd.

Shri P.G. Deshpande
Executive Director, RCF Ltd.

Prof. P.P. Mathur
Vice Chancellor, KIIT University

Shri Praveen Kumar
Sr. General Manager (HR), Jindal Steel & Power Ltd.

Mr Rajeev Bhadauriya
(Director, Group HR, Jindal Steel & Power Ltd, Delhi)



Mr. Rajeev Gupta
Managing Director, Resource Development International India Pvt. Ltd. &
Council Member European Business Group, Gurgaon

Ms. Rana Usman
Asst. Vice President (NR), National Stock Exchange of India Ltd.

Shri N. Shankar
Chairman & Managing Director,
Export Credit Guarantee Corporation (ECGC)

Mr. C.K. Poddar,
Executive Director, HR & IR, Neelanchal Ispat Nigam Ltd.

Prof. Rajeev Sangal
Director, IIT, B.H.U.

Shri R.G. Rajan
Chairman & Managing Director, RCF, Mumbai

Dr. Raj Agrawal
Director, All India Management Association (AIMA)

Ms. Ranjita Saran
Head of Tech. Excellence for the Asia Pacific Operations of TCS

Mr. Samit Sinha
Director (Marketing), Lava International

Dr. S. S. Mantha
Chairman, All India Council for Technical Education

Dr. S.W. Akhtar
VC, Integral University, Lucknow

Dr. Shalini Gupta
Vice Chancellor, Desh Bhagat University

Prof. Srinivasan
IIM, Bengaluru

Prof. Surendra N. Singh
Professor of Marketing, University of Kansas

Prof. Syed Masud Husain
Vice Chancellor, BGMEA, University of Fashion & Technology, (BUFT),
Bangladesh

Shri T.R. Chawla
Executive Director, Allahabad Bank

Sri Udai Upendra
CEO, The HR Company; & Director, Human Resource Leadership
Council (South Asia)

Shri Vijay Rai
President & CEO, Powercon, Gurgaon

Shri Vinod Verma
Chairman, European Business Group, India

Dr. Virendra P Singh
Executive Director, Human Resource & Chief Pupil,
RJ Corp/ Devyani International Limited/ Devyani Food Street Limited

Mr. Y.R. Reddy
Director Personal, Vizag Steels, Rashtriya Ispat Nigam Ltd.

CONVOCATION



ACCOLADES AND GLORIES



Indian Management Conclave Award (8-9 August 2014; New Delhi)	FMS BHU has won Silver Award in the Indian Management Conclave 2014 held in New Delhi on 8-9 August 2014 for presentation on SoIL (Social Innovation Leadership)
Lokmat National Education Leadership Awards (13 February 2014; Mumbai)	FMS BHU has been awarded with the Lokmat National Education Leadership Award (for B-School with Industry Related Curriculum in International Business).
Dainik Bhaskar National Education Leadership Awards 2013 (23 October 2013; Mumbai)	FMS BHU has been awarded with the Dainik Bhaskar National Education Leadership Award 2013 (for B-School with Industry Related Curriculum in International Business) (23 October 2013 at Mumbai)
ABP News National B-School Awards 2013 (29 June 2013; Mumbai)	B-School Leadership Award was presented to in a glittering function by the ABP News National B-School Award 2013 on 29th June 2013 at Mumbai.
DNA and Stars of the Industry Group Awards 2013 (17 February 2013; Mumbai)	DNA & Stars of the Industry Group conferred Innovative Business School Award on Innovation in Building Academic & Industry Interface to the Faculty of Management Studies, Banaras Hindu University. The award is in recognition of leadership, development, innovation and industry interface of Business school.
AMAR UJALA B-School Excellence Awards 2012 (23 November 2012; Mumbai)	The Faculty won Best B School (Industry related Curriculum in International Business) The award is in recognition of leadership, development and industry interface.
World Educational Congress Global Awards 2012	FMS BHU won three prestigious awards in the World Educational Congress 2012 (institutional and individual category). The Faculty won B-School Leadership Award at TajLands End (Bandra) Mumbai on 29 & 30, 2012.
Economic Times (13/14 June 2012)	FMS BHU appeared among top 16 institutions in a recent survey conducted by Economic Times on recruiter's perspective. The survey was based on information collection earlier. The maximum salary offered during 2012-13 was 14 lakhs.
Dewang Mehta B-School Award 2011 (November 2011)	For best Academic input (Syllabus) in International Business
Economic Times 9th July 2011	FMS BHU among the 16 B--Schools on Biggest Recruiters of the Year survey conducted by the Economic Times, released on 9th July 2011.
Business World-Synovate B-School Survey 2011	The Faculty of Management Studies, Banaras Hindu University, again proving its mettle, through dedicated efforts and meaningful contributions, was able to achieve galloping advancement by making its Overall Ranking to 14th during 2011 surpassing many reputed b-schools of the Country, as per the Survey Results released in the Business World (June 27, 2011 issue).

Awards on Individual Excellence

1	Prof. H.C. Chaudhary	Best Professor in Human Resource Management	Dainik Bhaskar National Education Leadership Awards	23 Oct 2013
2	Prof. Usha K. Rai	Best Professor in Marketing Business School Awards	21st Dewang Mehta Business School Awards 2013	23 Oct 2013
3	Prof. S.K. Singh	Indo-Nepal Co-operation Award	Kathmandu, Nepal	19 Oct 2013
4	Dr. Sujeet Kumar Dubey	Best Teacher in Retail Management Award	20th Dewang Mehta Business School Awards 2012	24 Nov 12
5	Prof. H.C. Chaudhary	Best Teacher in Marketing Management	AMAR UJALA B-School Excellence Awards 2012	23-Nov-12
6	Prof. H.C. Chaudhary	Indian Achievers' Award 2012	Indian Achievers Forum	2012
7	Prof. H.C. Chaudhary	Best Citizens of India Award	Best Citizens of India International Publishing House	2012
8	Prof. S.K. Singh	Deputation as ICCR Chair Professor (Management)	Ministry of External Affairs, GOI	2012
9	Prof. H.P. Mathur	Nurturer of Talent Award	World Educational Congress	2012
10	Prof. H.P. Mathur	Best Placement Officer Awards	World Educational Congress	2012
11	Prof. S.K. Singh	Gold Star Asia International Award	Economic Growth Society of India	2012
12	Prof. S.K. Singh	Asia Pacific International Award	Global Achievers Foundation	18-May-12
13	Prof. S.K. Singh	Bharat Vidya Shiromani Award and a Certificate of Education Excellence	Indian Solidarity Council	Mar-12
14	Prof. S.K. Singh	Rashtriya Vidya Gaurav Gold Medal Award	International Institute of Education and Management, New Delhi	Mar-12



BEYOND ACADEMICS

With the largest University Library System in the country, there would rarely be any subject that would remain unattainable to the palate of a voracious reader. Yet even the mild ones find their curiosity grow on themselves when they visit the amazing Sayaji Rao Gaekwad Library. But of course it's the 24x7 Cyber Library and the always available internet provisions in the hostels that fuel the preparations before an examination or that 'tug-of-words' discussion or debate initiated by the Students' Clubs of the Faculty. Initiatives of philanthropy are encouraged in the social club "Sevaarth". The students take up activities promoting social goodwill and welfare. Discussions, debates and quizzes under the canopy of 'Kalpavriksha' are a part of the lifestyle here. The environment is set for the students to have a clash of opinions; though some opinion might supersede, at the end of the day, everyone leaves knowing and learning a little more.

Yet it is not all with books and intellectual gospels all the time. There is the rush of cheering for their cricket and soccer team at the Intra-Faculty Fest Unnayan or rooting for the faculty in the University-wide cultural extravaganza of Spandan. With the colours of entertainment spread across departments and dorms during Spandan and Unnayan, the environment of entire BHU is similar to a carnival celebrating life. And so are the 'Janmasthan' celebrations at BHU; observed in every hostel of every department of this huge university it has a unique disposition, one of grandeur and majesty! Such opportunities hone the students in the spirits of teamwork and talent management.

With the huge Amphitheatre and a number of sports fields, tennis courts, basket-ball courts and swimming pool in the campus, it's the ideal set for students to embrace the fitter way of life. And if not, there's the well-equipped BHU gymkhana along with the gym in the management hostel that every guy would at least visit once in his two years' stay here, just to curb the sudden impulse to 'pump iron' one fine morning.

An additional advantage of staying in BHU is the opportunity to interact with a wide variety of students from different streams and the scope of germination of new ideas based on different perspectives of individuals with different backgrounds. There is always that once-in-a-while evening at fruit centre where a chance interaction with some students from IIT BHU social science, science or the LAW faculty may spring casual conversations that drift to opinions on legal systems or arguments about the political machinery of the nation. And then as the night sets in, every student heads back to the hostel with some food for thought.

A discourse in the mornings and evenings over tea in the hostel canteen is customary. Discussions range from preferable brands of Philip Morris to brand management lessons of Philip Kotler. Then there are always a few market enthusiasts who would review the morning edition of Economic Times and rub some concepts from Harvard Business Review into it.

Varanasi also has the added privilege of being the oldest standing city of the world having deep-seated pillars of culture and ethics. The spiritual offerings of the city are famous world over and coupled with the serenity of the ghats they are the most appropriate rejuvenators. There's nothing that calms one's nerves better than the tranquility of the sun-rise viewed on a boat ride in the wee hours. The end result being the holistic all round development of the students that is truly unparalleled in B-schools across the country.



Sevaarth :

Social Club Sevaarth is a social voluntary movement started by the students of FMS BHU under the DRS level 1-Special Assistance Programme (SAP) of UGS. Sevaarth encourages goodwill towards the needy and works for the betterment of the society.

The Faculty offers a wide scope of extracurricular activities for the students. The students' body organizes various extracurricular activities that not only make the campus life vibrant but also as a window to reach out to management students across the country.



Kalpavriksha :

Kalpavriksha is the canopy under which students gather, minds clash, ideas churn and concepts revolutionize. Kalpavriksha is the students' club. Rooted deep in the lifestyle of FMS BHU, Kalpavriksha provides a platform to develop personality, widen perspective, deepen understanding and broaden outlook. Students seek enlightenment under 'Kalpavriksha'.



OUR ALUMNI



A.N. Bhattacharya
Prof. of Marketing & Chairman of MLP, School of Inspired Leadership

Adnaan Zaheer
VP, Global Sales, Himatsingka Seide Ltd.

Ajay Kapoor
Head of NRI, Private Bank, NBAD



Achintya Bharat
Dy Associate Publisher, Maxim Magazine

Ajay K Shad
Director, Value Education.

Alok Misra
Executive Director, Indian Oil Corporation, New Delhi



Alok Singh
VP, Transact Services Ltd, Mumbai

Anil Kumar Srivastava
Head - Business Development, DSM Anti Infeatives India Lmt, Gurgaon

Aninda Banerjee
Senior HR Business Partner SAP



Anand Jauhari
Associate VP, GTL Ltd.

Anil Singh
Director, SAL Technologies & Solutions Ltd.

Anuj Tiwari
Sr. Advisor, BSDMA Govt. of Bihar



Anuttam Sen
Business Head Integrated Marketing Solutions Amar Ujala Publications Ltd.

Atul Prasad
Addl. General Manager (Power Management Institute) , NTPC

Avinash Chaubey
Founder & CEO, Business Resources & Solutions, Noida



Ashutosh Mishra
Business Head-Commodities & Currency at RM, Ltd, Mumbai.

Avikshit Aneja
CEO, Azimuth International, New Delhi

Brijesh Koshal
Advisor, Daiwa Capital Market



C. P. Ganesh
VP, Business Development, SB International, Inc.

Dinkar Singh
Head-Regulatory Affairs, DHL Express Pvt. Ltd.

Harish Gala
Sr. VP & Head(Oracle & CSAP), Zenser Technologies, Hyderabad



Cherian George
Professor, Jagan Institute of Management Studies, New Delhi

Gouri Shankar Boddepalli
Product Manager, Equity Derivatives, NSE of India Ltd, Mumbai.

Harish P Iyer
Director , FFT, Singapore

Indroneil Roy
Head Talent Acquisition, Wipro

Krishna Chandra Mishra
Vice President SWARNASAI Real State Services

Loknath Mishra
GM - Wholesale Banking Group, ICICI Bank Ltd, Mumbai



Jay S Siddhu
Chairman & CEO, Customers Bank.

K. Kannappan
Managing Oil Palm Plantation

Madhvesh Kumar
MD-South Asia, Coutinho & Ferrostall India Liaison Office, New Delhi



Mandeep Singh
National Sales Head, Edutopia Educational Services Pvt. Ltd.

Munish Bhargava
Director Govt. Affairs, Airbus Group

Piyush Garg
Director, Utkarsh Placement Pvt. Ltd.

Mohd Mateen
VP, British Paints India Ltd, New Delhi

Pawan Bansal
COO, Jagran Engage, Noida

Pradeep Pandey
Chief Marketing Officer Future Generali Life Insurance



Pradeep Pandya
Asst. Markets Editor, CNBC Awaaz, Mumbai

Praveen Kalugotla
Product Marketing NetApp

Purushottam Kaushik
Director Sales, Growth Vertical Cisco - India & SAARC

Pramod Bhat
Sr. Sales Director- India & ASEAN Oracle

Puneet Jetli
President & CEO, Happiest Minds Technology, Bengaluru

Raj Kapoor
Chief Manager, Dena Bank, Mumbai



Raj Kumar Singh
Associate Professor & Coordinator SMS, Varanasi

Rajendra Goyal
MD & C.E.O. PD Life Science Pvt. Ltd, Delhi

Rajiv Bhatia
Managing Director, Mera Logistics Pvt. Ltd.

Rahul Misra
Sr. VP, Sumitomo Mitsui Banking Corp., New Delhi.

Rajesh Kumar Julka
VP, Export, S R Foils & Tissue Ltd, New Delhi

Rajiv Sirohi
Home Fashion, Hand Craft-Creation Production & Marketing, Noida



OUR ALUMNI

Ramendra Dwivedi
Head HR
Yes Bank

Rohit Chaukiyal
Dy. GM (Mrktg) Flex Middle East
FZE, UAE

Rohit Modwel
MD, WSASIA Pvt. Ltd, New Delhi

Sandeep Bidani
Vice President,
Head-People and Culture,
Edifecs India

Sanjay Aggarwal
Business Head-Mobile,
Zee Entertainment Enterprises Ltd.

Sanjay Kumar
Refrigeration Head,
Walmart India, New Delhi



Sanjay Negi
Dy GM, HCL Technologies

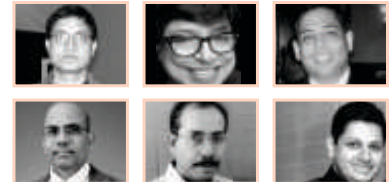
Surendra N Singh
Professor, Southwestern Bell Chair,
Business University of Kansas.

Sanjeeva Shukla
TCG Hamilton India Ltd.
Associate President

Shyam Sunder Gupta
Managing Partner, Bhisham's
Kachhwa Carpets, Varanasi

Sujeet Mitra
ADSS Marketing, United Arab Emirates,
International Trade and Development

Sunil Shukla
Lockit Enterprise
General Manager



Swetank Gupta,
Founder and CEO,
NSP Futuretech Pvt. Ltd

Vijay Kachroo,
Sr Executive VP, Business Development,
Reliance Power Ltd.

Tarak Nath Gorai,
SD & CD, A Progressive Software
Services Company.

Umang Bhardwaja,
GM, Operations, TATA Group,
Casa Decor Pvt. Ltd.

Vijay Sati,
MD, Seller Safety Controls
Pvt Ltd, Lucknow

Vivek Mehra,
MD, Aloe Private Equity, Mumbai



ALUMNI AWARDEE

Abhaynath Mishra
CEO, Principal Consultant,
Vidur HR Consultance.

Ajay Sharma
CEO, JP Rewa Cement

Amresh Gupta ,
Owner, Hotels Clarks Avadh,
Lucknow

Animesh Saxena
Managing Director,
Nitee Clothing Pvt Ltd.

Arun Kumar
HR Head, Hindalco,
Aditya Birla Group, Renukut

Arun Sehgal
VP(HR), GlaxoSmithKline



Arvind Gupta,
APEDA, New Dehli

Ashok Kapoor,
MD, R.K. (P) Impex Ltd.

Ashwini Kumar Jain,
Owner, Time Trading Corporation,
New Dehli

Atul Parvatiyar,
Prof., Reseacher, Consultant, Intellectual
Property Developer, Entrepreneur,
ICRM, Atlanta.

Bejon Mishra
Founder,
Partnership for Safe Medicines, India

B. R. Singh ,
MD, Strategic India Consultant Ltd.,
Thane, Maharashtra



B. Kiron Shenoy,
Jt. Managing Director,
Excel Global Holdings

B.S Nagesh ,
Founder, TRRAIN

D.K. Mehrotra,
Former Chairman, LIC

Emani Jnana Dev,
CEO, Dev Industrial Coating

Girish Rao,
CEO, Steel Retail,
ESSAR STEEL, Mumbai

J. P. Rai,
Executive Director, PM's National
Council on Skill Development, Mumbai



Kamal-Prakash,
Director, Jwanram Sheoduttrai,
Kolkata

Kapil Kaul,
Former Director, Air India

N K Banerjee
VP, Group Head, Corporate Affairs,
Arya Communication and Electronic
Services Pvt Ltd, Mumbai

Onkar Nath Singh,
Former Controller, JIIT

PBK Charan,
Sr. VP, JPL Dumka, Jharkhand



ALUMNI AWARDEE

P. Shivanand
Managing Director,
Accord Consultants Pvt. Ltd.

Pradeep Chowdhary
Educator & Sustainability Entrepreneur,
Eastern Michigan University

Ranjan Mukerjee
Retail Marketing,
VP, Reliance Industries Ltd.



Pradeep Agarwal
Group CFO,
NTL Electronics India Ltd.

R.C Surana
MD, Novex Oversease Pvt Ltd.

Ranjita Saran
Head, Technology Excellence,
Asia Pacific Tata Consultancy Services



Raj Kapur
COO, JCT Electricals Ltd,
New Dehli

Rajiv Gujral
MD, IHMS Hotel Ltd

Dr. R C.Rai
IRAS, Indian Railways



Raj Kumar Khanna,
ED at Hudco

Rakesh Kohli,
Owner, Stag International,
Meerut

Sameer Kapoor,
Print and Television Broadcast
Media Professional, New Dehli



Sanjeev Beutra
Entrepreneur

S. P. Sharma
Nominee Director, Board of M/S Ind
Swift Laboratories Ltd.

Swarup Choudhury
Managing Director,
First Data Corporation



Sarvesh Goohra,
Corporate Director, IYogi,
SOPS Group, Cals Limited, New Dehli

Sunil Srivastava,
CGM, Bengal Circle of SBI

Dr. Syed Masud Hussain
Vice Chancellor, BGMEA University
of Fashion and Technology



Tapaas Chakravarti
Founder Chairmen,
CEO, DQ Entertainment Ltd.

Umendra Kr. Gupta
Chairman & MD,
Holostik India Ltd.

Vinod Kumar
Group GM,
ONGC , New Dehli



Udai Upendra
Founder & CEO,
The HR Company

V K Nangia
Prof. & Co-ordinator, Dept. of
Management Studies, IIT, Roorkee

Vivek Jetley
CEO & MD,
Urban Health, Singapore



YOUNG ACHIEVER AWARDEE

Ashutosh Bajpai
Vice President - Operations,
DHL Express

Sanjeev Kumar
Director, Knowledge First Financial
Services Private Ltd., Mumbai

Sudip Ghosh
National Manager-Sales Service,
Du Pont Pioneer



Himanshu Shekhar
MD at Mindshare, Indonesia

Sharad Mehra
CEO,
Pearl Academy of Fashion



BHUMAA NATIONAL

Faculty of Management Studies, BHU and its alumni, share a feeling of great affection and admiration towards each other. It is for this reason that every year annual alumni meet of FMS BHU, BHUMAA (BHU Management Alumni Association) receives overwhelming response from our alumni who join us from India and abroad for the same. FMS-BHU has a strong alumni network of about 4500 successful professionals who have achieved great heights in their careers. The yearly BHUMAA meets allow our alumni to visit their Alma Mater, meet their teachers, batch mates and walk down the memory lane. It also lets budding managers to gain valuable industry insights and teachings on life from their own beloved alumni, thus strengthening the bond between all the FMSians.

Keeping up with the tradition, BHUMAA-2012 was organized on 14th October 2012 in FMS-BHU premises. On this occasion Faculty honored alumni who are doing remarkable work in the field of management and entrepreneurship with "Young Achiever Award" and "Distinguished Alumni Award". The Alumni batch of 2007 organized a Business Plan presentation contest to develop the skills of entrepreneurship in budding managers. The alumni association also awarded meritorious students in the field of academics, sports and cultural activities with scholarships for encouraging them to keep up the good work. Besides the annual BHUMAA meet at Faculty, several regional meets were also organized at Mumbai, Delhi, Bangalore, Hyderabad and Pune to strengthen the faculty alumni association.



BHUMAA REGIONAL



Bangalore Chapter



Delhi Chapter



Hyderabad Chapter



Kolkata Chapter



Lucknow Chapter



Mumbai Chapter



Pune Chapter

27 June 2013



India Inc Woos Millennials

A few aggressive companies are going all out to attract talent even in a slowdown, as data from 21 top B-schools shows. There were quite a few surprises this year, and new entrants upstaged older players in this war

IIM RANCHI

COMPANY NAME	OFFERS
Dubai petrochemical firm	5
France Sports Retail Firm	4
HT Media	3
Hero Motocorp	3
ICICI Bank	3
ING Vysya	3
IOCL	3
ICRM	3

ICICI Bank 2
Infosys BPO 2
Yes Bank 2
RITES 2

DMS IIT, DELHI

COMPANY NAME	OFFERS
GE	6
Wipro	6
HP	6
Deloitte	5
IBM	4
Cognizant	4

MDI, GURGAON

COMPANY NAME	OFFERS
TCS	17
KPMG	13
Wipro	12
Deloitte	11
ICICI Bank	11
Goldman Sachs	10
Accenture	10

IIT BOMBAY SJSOM

COMPANY NAME	OFFERS
Wipro	9
Accenture	7
Amazon	5
JPMC	5
Idea	4
Procter & Gamble	4

XIMB

COMPANY NAME	OFFERS
Deloitte US & Human Capital	21
TCS	17
Cognizant	12
Wipro	11
Exilant	10
Indian Oil	7

IIM, KASHIPUR

COMPANY NAME	OFFERS
ICICI Bank	3
BPCL	3
ICICI Prudential	2
Hero Motocorp	2
KD Logistics	2
Nippon Electric Co India	2

FMS BHU

COMPANY NAME	OFFERS
ICICI Bank	8
UCO Bank	7
Ansal API	7
LIC HFL	5
Matrix Fertilizers	4

Data collated by Sreeradha D Basu, Rica Bhattacharyya, Anumeha Chaturvedi, Devina Sengupta, and Shreya Biswas

The War for Talent at the top 3 IIMs

COMPANY NAME	HIRES FROM IIM A, B, C
BCG	34
Bharti Airtel	28
Amazon	25
McKinsey & Co	20
HSBC	18

FMS RANKING

THE ECONOMIC TIMES

Special Feature India's Top Recruiters

The War for Talent

Big ticket hiring returned to leading business schools for the newly-minted managers of the Class of 2014. E-commerce players gave a tough fight to the traditional biggies to recruit the best

The Top Guys
Fresh off the Block
Smooth Transition
Maintaining Status Quo
Diverse Role Play
Taking Baby Steps
Overseas Call

ET reached out to the country's top 21 B-schools and compiled hiring data from nearly a 100 companies to put together the fourth edition of India's top Recruiters List. These included IIM Ahmedabad, IIM Bangalore, IIM Calcutta, IIM Indore, IIM Kozhikode, IIM Shillong, XLRI (Xavier School of Management), XIM Bhubaneswar (Xavier Institute of Management, Bhubaneswar), MDI (Management Development Institute), SPJIMR (SP Jain Institute of Management & Research), NMIMS (Narsee Monjee Institute of Management Studies), IIFT (Indian Institute of Foreign Trade), FMS (Faculty of Management Studies), IMI (International Management Institute), IIM Udaipur, IIM Raipur, IIM Kashipur, IIM Ranchi, IIM Tiruchirappalli, **FMS-BHU (Faculty of Management Studies, Banaras Hindu University) and JBIMS (Jainlal Bajaj Institute of Management Studies)**

FMS BHU

COMPANY NAME	OFFERS
ICICI Bank	8
UCO Bank	7
Ansal API	7
LIC HFL	5
Matrix Fertilizers	4

Data collated by Sreeradha D Basu, Rica Bhattacharyya, Anumeha Chaturvedi, Devina Sengupta, and Shreya Biswas



INDIA TODAY
University Ranking
May 2010 edition

THE BEST 10

NAME	RANKING
BANARAS HINDU UNIVERSITY	1
JAWAHARLAL NEHRU UNIVERSITY	2
UNIVERSITY OF DELHI	3
UNIVERSITY OF CALCUTTA	4
UNIVERSITY OF MADRAS	5
UNIVERSITY OF MUMBAI	6
UNIVERSITY OF HYDERABAD	7
INDIAN INSTITUTE OF SCIENCE	8
JADAVPUR UNIVERSITY	9
OSMANIA UNIVERSITY	10

INDIA TODAY

CHRIS

INDIA TODAY

MAY 18, 2012

TOP 10 UNIVERSITIES

Aligarh Muslim University is the surprise climber in the top 10, as is the University of Allahabad

- 1 Delhi University, Delhi
- 2 **Banaras Hindu University, Varanasi**
- 3 University of Calcutta, Kolkata
- 4 Jawaharlal Nehru University, Delhi
- 5 Aligarh Muslim University, Aligarh
- 6 Osmania University, Hyderabad
- 7 University of Madras, Chennai
- 8 University of Allahabad, Allahabad
- 9 University of Hyderabad, Hyderabad
- 10 Jamia Millia Islamia, Delhi

The overall ranking is based on the overall scores in the top 10 universities, not on individual universities. Therefore, the overall ranking of universities may be different from individual university rankings.

Faculty of Management Studies, BHU

Company	Students Hired
Coal India	15
ICICI	13
ICICI / Infosys	12
Union Bank of India	10
Bank of India / FINO	9
Canara Bank	7
Dena Bank	6
Postal bank / ICRM	4
Bank of Baroda Axis Bank	3
RBI/Visa/Shell/Ansal API	2

THE ECONOMIC TIMES



Faculty of Mgmt Studies, BHU

Infosys	26
Coal India	15
ICICI Bank	10
UCO Bank	7
FINO	6
LIC Housing Finance	6
IDBI Bank	6
JVL Agro Industries	5
iCRM Malaysia/USA	4
DHL Express	2

The highest domestic salary came down to Rs 9.5 lakh from Rs 10.5 lakh offered by RBI last year

ABOUT VARANASI

Varanasi also known as Benares or Kashi, a city on the banks of Ganges, is one of the oldest continuously inhabited cities in the world and the oldest in India. It is the metropolis of Hinduism, the spiritual capital of India. Hindus nurture a secret desire to die in Kashi as it is believed that it enables the soul to cross the ocean of samsara and attain liberation or 'moksha'. The holy water of Ganges is believed to wash the sins of mortals. Mark Twain has captured the sanctity and expressed the divine city in his quote – "Varanasi is older than history, older than tradition, older even than legend and looks twice as old as all of them put together." The spirit of people, the belief of inhabitants in religion and the thirst for truth and knowledge gives the ultimate wisdom and is the source of robust energy which prevents the city from dying and it keeps on growing as the oldest living city in the world.

In the Rigveda, the city has been referred to as Kashi – "the luminous one" an allusion to the city's evergreen status as a centre of learning, literature, art and culture. Abode to Lord Shiva and Parvati, it is believed that Shiva in one verse said "The three worlds form one city of mine and Kashi is my royal place therein." The city lies in the north shores of Ganges and derives its name Varanasi from two tributaries of the river Varuna and Assi. Through the ages, Varanasi has been variously known as Avimuktaka, Anandakanana, Mahasmasana, Surandhana, Brahma Vardha, Sudarsana, Ramya, and Kasi.

On the left bank of the north-flowing Ganga, is a panoramic sight of over 2-km stretch of stairs around the ghats leading up as openings to the city of Banaras. On the other side of the bank, stands tall the majestic fort of Ramnagar – the seat of the erstwhile maharajas of Kashi. Varanasi's labyrinthine Old City is rich with culture and has innumerable temples and thus the city can be truly referred as the city of tinkling bells.

Varanasi is glorified with its classical culture, myth, legend and sanctified by its faith in religion. Varanasi has attracted tourists, worshippers and people in search of truth since time immemorial. According to Hindu mythology, the heroes of the epic Mahabharata, the Pandavas are also stated to have visited the city in search of Shiva to atone their sins. It is this city where Gautam Buddha gave his first sermon. The city is also home to Parsavanath, the 23rd Jain Tirthankara and thus the pilgrimage place for Jains as well.

The city of temples is also the centre of learning and this holy land was chosen by great visionary Pandit Madan Mohan Malviya for establishing his dream institution, the temple of learning, Banaras Hindu University in the year 1916. Mrs. Annie Besant worked in Varanasi to promote theosophy. Sushruta, the great surgeon and author of Sushruta Samhita is among the gems of the city. Varanasi is famous for its fine silk and Banarsi Sarees, brocades with gold and silver work. It is also famous for its wooden toys, handicrafts, metal crafts and the very famous Banarsi Paan made known to the world through the Bollywood blockbusters. Varanasi has its own culture of fine art and literature. Great Indian writers have lived in this city from Kabir, Ravidas, Tulsidas, Kulluka Bhatt who wrote the best known commentary of Manusmriti here in 15th century and Bharatendu Harishchandra, later writers have been Jaishankar Prasad, Acharya Shukla, Munshi Premchand, Jagannath Prasad Ratnakar, Devaki Nandan Khatri to name a few. The holy land has given birth to Lal Bahadur Shastri, the Prime Minister of India and the freedom fighter, Ustad Bismillah Khan, the famous Shehnai player and Ravi Shankar, the internationally renowned Sitar maestro who won Bharat Ratna and several others who were honoured with Padma Vibhushan, Padma Bhushan and Padma Shri.

To every person, Varanasi offers a unique experience which can be found nowhere in the world. The holy dip in the wee hours, the rays of rising sun which illuminates the dome of temples and raises a golden aura that wakes the city from deep slumber and prepares it for the hectic day, the tinkling of bells, the evening aarti of Ganges, the hustle and bustle of the labyrinthine city makes it truly divine. Shiva and Ganga – the sacred combination of the two – is the secret of the magic that is Kashi. It is the land where experience, search for knowledge and discovery reach an ultimate bliss.

Varanasi is easily accessible from all parts of the country. Very well connected by road, rail and air, the city offers convenient and comfortable travelling options to and from other cities of India.



✈️ TO VARANASI

From	Duration	Airlines
Bangalore	4h 45m	Indigo (6E 125)
Kathmandu, Nepal	1h 0m	Buddha Air, Air India
Khajuraho	0h 50m	Air India
Kolkata	1h 45m	Jet Airways (S2 2893), Indigo (6E 226)
Mumbai	2h 45m	Air India (AI 695), Indigo (6E 579)
New Delhi	1h 18m	SpiceJet (SG114,116,127), Air India (AI406), Jet Airways (S2 2423), Indigo (6E 118)
Sharjah, United Arab Emirates	3h 40m	SpiceJet

✈️ FROM VARANASI

To	Duration	Airlines
Agra	4h 45m	Air India
Bangalore	3h 40m	Indigo (6E 125)
Kathmandu, Nepal	0h 45m	Buddha Air, Air India
Kolkata	1h 45m	Jet Airways (S2 2893), Indigo (6E 226)
Mumbai	2h 30m	Air India (AI 695), Indigo (6E 579)
New Delhi	1h 18m	SpiceJet (SG114,116,127), Air India (AI406), Jet Airways (S2 2423), Indigo (6E 118)
Sharjah, United Arab Emirates	4h 35m	SpiceJet

Note: Some important flight names have been mentioned for your convenience.

Air: Nearest airport is the Lal Bahadur Shastri Airport, Babatpur, 32 km from BHU.

Rail: Varanasi & Mughal Sarai (one of the main railway stations of Varanasi) are the important rail junctions, with trains connecting to all major cities of India.

Road: Varanasi, on NH 2 Calcutta to Delhi, NH 7 Varanasi to KanyaKumari and NH 29 Varanasi to Gorakhpur, is well connected to the rest of the country by good roads.



Faculty of Management Studies

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