

Centre

Management

Studies



# MBA

## PLACEMENT BROCHURE



Jamia Millia Islamia  
New Delhi

2013

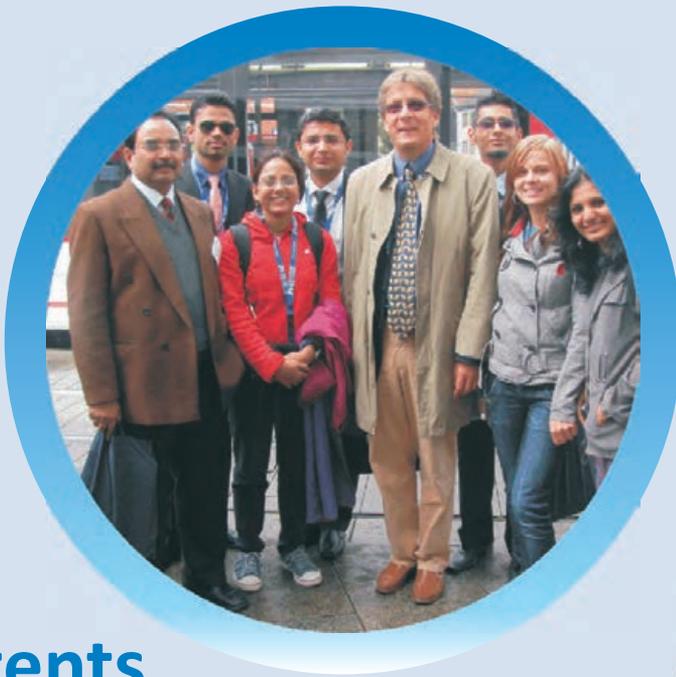


# *Our Vision..*

*To be a global centre of  
excellence in management  
education and research*

# *Our Mission..*

*To provide a value based platform for  
imparting quality management education  
to equip future corporate leaders.*



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*About*

# JAMIA MILLIA ISLAMIA



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Jamia Millia Islamia was made a Central University by an act Of Parliament

1988

Jamia continues to be a heaven for bright minds in the 21<sup>st</sup> century

University Grants Commission declared Jamia a Deemed University

1962

The Foundation stone for a school building was laid at Okhla

1935

Jamia shifted from Aligarh to Karol Bagh New Delhi.

1925

Foundation stone of Jamia Millia Islamia laid at Aligarh.

1920



# Message from the

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## Vice-Chancellor



**J**amia Millia Islamia, a leading central university, is an institution which is more than 90 years old. With a glorious past and a bright future, the university continuously strives to achieve excellence in all its endeavours. Currently, the university has more than 18,000 students and 750 faculty members on its roll. It has 9 Faculties with 36 Departments and 27 Centres of excellence and research and offers a wide variety of courses. The Master of Business Administration (MBA) offered by the Centre for Management Studies is one of the most sought after programme of the university.

The Centre for Management Studies seeks to provide the best possible opportunities to its students and it disseminates all the pertinent skills and the right attitude required to produce a successful postgraduate in business administration. The Centre upgrades its syllabi frequently in order to keep pace with the changing need of the global business scenario.

Moreover, the MBA programme at the Centre is guided by the board of management, which includes the best minds in management education and the corporate world.

The current batch of MBA students have not only gone through a rigorous academic training programme at the Centre but have also undergone summer internship at leading firms. They are now ready in all respects to enter the corporate arena and contribute to the growth of the institutions they are to join. As the head of the institution, I invite your company executives to the university to interact with my students and assess them as also to provide them with an opportunity to work in your organization. I am sure they will prove to be an asset to your firm.

I thank you for your sustained support to the university and I am sure our relations will grow stronger and deeper with each passing year.

**Najeeb Jung**

Vice-Chancellor

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# Message from the

## Director



**C**entre for Management Studies (CMS), Jamia Millia Islamia is at the threshold of completing a decade of its existence. It was in the year 2003 that the university decided to launch its flagship MBA (FT) programme. The journey thus far has evolved to impart value based management education to our students. The programme based on UGC curriculum is designed to equip our students with modern management concepts, competencies, techniques, practices and skills to meet the ever changing challenges of modern businesses. The curriculum at CMS has been dynamically aligned and continuously updated to the needs and aspirations of the industry to ensure that students not just imbibe academic concepts but develop the analytical and decision-making skills to be the leaders in the ever changing world of business.

A unique feature of MBA (FT) programme is emphasis on personal and value based social development. This will enable our students to be innovative, creative and competent leaders in times to come.

The Centre admits a batch size of 60 students selected from a large number of students through a rigorous process comprising of its own entrance examination followed by group discussion and personal interview. The passing out batch in the current academic session comprises of students who are talented and highly motivated. Their diverse backgrounds will provide you with varied options as you seek bright young men and women to join your organization. This diversity has resulted in experimental learning and appreciation of varied cultures and tastes. At CMS, we have developed an environment that ensures rigor, encourages teamwork and expects excellence.

I welcome you to Centre for Management Studies. I feel privileged to invite you to participate in the placement process this year. I am confident that your organization will benefit immensely from your choice of graduates from our centre. I assure you that your expectations will not only be met, but will far exceed what you had set out for. We look forward to building long-term sustainable and mutually beneficial relationship with your esteemed organization..

**Prof. U.M. Amin**

Director

# Message from the

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## University Placement Cell



**Rihan Khan Suri**  
Placement officer

The technological revolution and the forces of globalization have changed functionality of organizations in the recent years. We at Jamia Millia Islamia endeavor to enable our students to move forward confidently; to embrace change rather than follow; to innovate rather than remain stagnant and to initiate rather than respond and thereby to become competent managers and dynamic entrepreneurs in a rapidly changing economic and industrial environment.

We solicit your cooperation in our attempt to create a knowledge society that fortifies the intellectual, physical, mental and spiritual dimensions of individuals for holistic development.

You are cordially invited to our campus to interact with our new age professional managers and assess their skills to assist helping your organization grow perpetually.

## Corporate Placement Cell



**Dr. Rahela Farooqi**  
Placement Advisor

The present business scenario is going through turbulent times. What the industry needs today is managers who are capable as well as adaptable, competent as well as diligent and creative as well as stable. At CMS, our students are well grounded and ready to take the challenges, head on. Their unique cultural orientations and diverse regional affiliations make them develop distinctive managerial solutions with a thrust on ethics and values which is much needed in the present times.

I would take this opportunity to thank the industry who have given their constant support to us and would like to invite you for campus for summer and final placement.

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*"What separates the winners from the losers is how a person reacts to each new twist of fate."*

## Centre for Management Studies

A panoramic view of the Business environment in the country highlights many prospects. The coming age of management education has been indispensable. Steady Growth in the numbers of qualified and well trained management professionals is a requisite. Jamia Millia Islamia, an institution of sustained legacy could not stay back. The university in order to respond to the ever-increasing demand for Full-Time quality MBA programme established an autonomous Centre for Management Studies approved by the Executive Council of the University. The University has constituted an Advisory Committee under the chairmanship of the Vice-Chancellor with prominent academicians and professionals in management and business education as members to oversee and guide the programme of the Centre. The Centre for Management Studies presently offers various courses of study viz. MBA (Full Time), Ph.D, Masters of International Business & Working Managers Programme. Each degree course offered at CMS has been carefully designed to achieve set targets- that include educating the student as regards the market updates along with the trends that have for long been followed.

### Ph.D

The Centre has started Ph.D programme in management from the academic session 2006-07. The Centre endeavors to produce quality research in analytical and applied areas of strategic and various functional areas of management. The Centre also aims to work in various areas of importance to the country including infrastructural development, Information technology, poverty alleviation, social and cultural issues with active support and coordination of the government and non-profit organizations.

### MBA (Working Managers Program)

The WMP is a uniquely designed programme for working executives, entrepreneurs and professionals, who desire to enhance their managerial knowledge and skills through formal management education, while continuing to work full time in their ongoing professions / businesses. It aims at developing strong conceptual fundamentals and skills required to manage businesses of the future. The WMP aims to inculcate leadership and teamwork amongst participants, and foster the development of change agents to take leadership roles in the global area.



*"The best way to have a good idea is to have a lot of ideas."*

## MBA (Full-Time)

The MBA (Full-Time) Programme, started in the academic session 2003-04, is aimed at preparing management professionals for the global business needs. The course contents, duration and methodology of the programme are largely based on latest UGC Model Curriculum for MBA. Besides, the programme is designed to be unique in the sense that it seeks to emphasize global business perspectives.

This excellence emanates from the underneath privileges.

### Focus on Global Business Management

Eminent in house faculty supplemented by visiting faculty from industry/business/foreign university.

Strong university industry interface to facilitate industry interaction and hands on training for students.

Extensive Information Technology application.

Curriculum is continuously updated to meet the changing requirements of the industry along with new economic realities.

Up-to-date curriculum to meet the changing requirements of the industry along with new economic realities.

Participatory Learning Approach making use of out of the box techniques.

Students are groomed in an Interactive learning environment.

CMS does not confine itself to a management degree but avenues into the domain of Comprehensive education. The infrastructural facilities, together with well qualified faculty, excellent teaching methodology and target oriented teaching sessions provide an ambience for students to be able to reach the pinnacle of excellence and success. CMS is where students are entrusted with resources and responsibilities early on sculpturing their future as well as ours. A CMS manager is equipped to lead, no matter where he goes. At CMS we create cognizant, competent and confident business leaders.

The two-year programme aims to provide knowledge and skills, which develop confidence in the students to work on problems in varied organizational frameworks. The modular design of the curriculum stimulates conceptual and perpetual skills. The content is such that after a strong foundation has been built in basic disciplines, advanced work in particular areas are a natural extension. Following training in core subjects, students choose electives, which along with project work and other assignments complete the degree requirements. Besides, centre also organizes Faculty Development Programs (refresher courses), and Management Development Programs (MDPs) to facilitate the spread of views on education and industry among the larger groups.

*"The difference between the impossible and the possible lies in a man's determination".*



# Board of Management

## EXTERNAL EXPERTS:

1. **Prof Abad Ahmad**, Pro-Vice Chancellor and former Dean, FMS, University of Delhi.
2. **Mr. Peter Toghrihle Hassan**, Advisor, Federation of Indian industries and Commerce, New Delhi
3. **Prof. S. Neelamegham**, Former Dean, Faculty of Management Studies, University of Delhi

## INTERNAL MEMBERS:

1. **Prof. Khalid Moin**, Dean F/o Engineering and Technology
2. **Prof. Khan Masood**, Dean, F/o Social Sciences, JMI
3. **Prof. Inayat Ali Zaidi**, D/o Tourism Hotel, Hospitality and Heritage Studies, JMI
4. **Hony. Director Prof. U.M. Amin**

## Members of Committee of Studies

### CMS

1. Professor S.M. Sajid, Department of Social Work, JMI.
2. Professor M.S. Bhatt, Department of Economics, JMI.
3. Professor R.M. Joshi, Indian Institute of Foreign Trade, New Delhi.
4. Professor Kamal Yadav, School of Management Studies, IGNOU, New Delhi.
5. All the internal Faculty Members of CMS.

*"A good plan implemented today is better than a perfect plan implemented tomorrow."*

# FACULTY

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## Prof. Abad Ahmad

*Hony. Chair Professor*

Ph.D, MBA (University of Western Ontario, Canada), ITP (Harvard) former Pro-Vice-Chancellor and, Director South Campus. Dean FMS University of Delhi Executive Director of the Management Development Institute, Gurgaon. Visiting Professor at the Indiana University USA, University of California, Los Angeles Area: Applied Behavioural Science, Organizational Change, and Strategic Management.

## Prof. U.M. Amin

*Hony. Director & Professor*

B.E. (Hons.) Chemical Engineering from B.I.T.S. Pilani, M.Tech Chemical Engineering from I.I.T., New Delhi, MBA (Marketing) from FMS, University of Delhi. Area: Strategic Management, Marketing Management, Consumer Behavior



## Prof. Furqan Qamar (On deputation as V.C., Central university of Himachal Pradesh)

*Professor*

Ph.D. in Financial Control from the University of Lucknow, AMP from the Clare College, Cambridge on Commonwealth Fellowship. Area: Finance, Research Methodology

## Dr. Amirul Hasan Ansari

*Associate Professor*

M.A., M.Phil & Ph.D from Aligarh Muslim University, Aligarh, P.G. Diploma in Training & Development from Indian Society for Training & Development, Delhi. Area: Organizational behavior, International/Strategic Human Resource Management



## Dr. P.K. Gupta

*Associate Professor*

M.Com, NET and JRF, Ph.D (Finance), FICWA, FCS, CFA, F-III Area: Finance and Risk Management

## Dr. Kavita Chauhan

*Associate Professor*

Ph.D (E-Commerce) from Guru Jambheshwar University, Hisar, MBA (E-Commerce) from Guru Gobind Singh Indraprastha University Area: Marketing



## Dr. Rahela Farooqi

*Associate Professor*

Ph.D (Human Resource), MBA from FMS and Research, AMU Aligarh Area: Marketing

## Dr. Saif Siddiqui

*Assistant Professor*

Ph.D, M.Com, PGDFM, UGC-NET Area: Finance, Entrepreneurship



## Mr. Saiyed Wajid Ali

*Assistant Professor*

MBA, B.Sc. (Computer Science), Pursuing Ph.D. Area: Product and Brand Management, Management Science, Entrepreneurship. Area of research: Entrepreneurship and Intrepreneurship.

## Ms. Rachna Gedam

*Assistant Professor*

B.Sc, MBA (Human Resource) from Nagpur University. Diploma ISTD, Delhi. Area: Human Resource Management and Organization Behavior.



## Dr. Tafueeqe Ahmad Siddiqui

*Assistant Professor*

M.Com, MBA, Ph.D from A.M.U Aligarh. Area: Finance and Accounts He has qualified UGC NET

## Ms. Sunayana

*Assistant Professor*

B.sc (Bio), MBA (HR) from FMS, MDSU, Ajmer, Pursuing Ph.D. Area: Human Resource Management and Strategic Management.



## Mr. S.Veeramani

*Assistant Professor*

B.Sc Industrial Chemistry, Madras University, IMM (IB) - International Management, Pondicherry University, MA(Pol.Sc) Gold Medal, Madurai Kama raj University, M.Phil- International Organization, JNU, Ph.D- Political Economy, JNU. Area: International Business, Export Import Management, Globalization, Business Environment and Political Economy.

## MBA (Full Time)

### Programme Curriculum

The MBA programme is spread over four semesters. The first two semesters provide an insight into the fundamentals of various disciplines of management and has a generalist approach. This is followed by an eight week summer training programme to provide proactive interaction with industry and also to provide a first-hand experience of the corporate world. The third and the fourth semester focus on chosen specialized areas. The curriculum offers a wide choice to the students with specialization ranging from Finance, Marketing, Human Resource, Operations, International Business and International Marketing.

The programme envisages providing state-of-the-art infrastructure in terms of the campus, well-equipped library and competing IT integration. The MBA programme has full time faculty, which is highly qualified, competent and committed to fulfill the vision of making the MBA programme of Jamia Millia Islamia - a class apart, rendering quality education and transforming the candidates from mere students to value-added professionals.

The programme also seeks to lay special emphasis on improving the language proficiency and communication skills of students. It emphasizes on the teaching methodology and pedagogy by incorporating more of case discussions, presentations and role playing which make classrooms more interactive so that they are more learning oriented.

### Scheme of Papers and Marks

Details	Semester I	Semester II	Semester III	Semester IV	Total
Compulsory Papers	8	8	3	1	20
Optional Papers			6	3	09
Summer Training Report			1		01
Final Project Report				2	02
Total Papers	8	8	10	6	32
<b>Maximum Marks</b>	<b>800</b>	<b>800</b>	<b>1000</b>	<b>600</b>	<b>3200</b>



# Course Structure

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## Core Courses

### Semester-I

- Management Concepts and Organizational Behaviors
- Quantitative Methods
- Managerial Economics
- Human Resource Management
- Business Communication
- Financial Accounting
- Marketing Management
- IT Applications in Management

### Semester-III

- Business Policy and Strategic Management
- Methodology of Business Research
- International Business Environment
- Summer Training Project I-VI
- Electives I-V

### Semester-II

- Organization Structure, Dynamics and Change
- Management Science
- Economic Environment of Business
- Financial Management
- Marketing Research
- Operations Management
- Information Systems for Management
- Accounting for Managerial Decision Making

### Semester-IV

- Business Ethics and Corporate Governance
- Legal Environment of Business
- Project Study
- Optional I-IV

## Specialization & Electives

Finance	Marketing	International Business
<ul style="list-style-type: none"> <li>⊗ Quantitative Analysis for Financial Decisions</li> <li>⊗ Security and Portfolio Management</li> <li>⊗ Financial Modelling</li> <li>⊗ International Financial Management</li> <li>⊗ Management of Financial Services</li> <li>⊗ Private Equity and Venture Capital</li> <li>⊗ Corporate Taxation</li> <li>⊗ Financial Engineering</li> <li>⊗ Project Planning, Analysis and Management</li> <li>⊗ Financial Markets and Institutions</li> <li>⊗ Infrastructure Financing</li> <li>⊗ Enterprise Risk Management</li> <li>⊗ Insurance and Risk Management</li>   <li>⊗ Merger, Acquisition and Corporate Restructuring</li> <li>⊗ Fixed Income Markets</li> <li>⊗ IT Applications in Finance</li> </ul>	<ul style="list-style-type: none"> <li>⊗ Advanced Consumer Behaviour</li> <li>⊗ Advertising Management</li> <li>⊗ International Marketing</li>   <li>⊗ Sales and Distribution Management</li> <li>⊗ Subject Detail</li>   <li>⊗ Industrial and Business Marketing</li> <li>⊗ Marketing of Services</li> <li>⊗ Product and Brand Management</li> <li>⊗ Planning and Managing Retail Business</li> <li>⊗ Internet Marketing and E-Commerce</li>   <li>⊗ Customer Relationship Management</li> <li>⊗ Rural and Social Marketing</li> </ul>	<ul style="list-style-type: none"> <li>⊗ International Financial Management</li> <li>⊗ International Financial Markets</li> <li>⊗ Foreign Exchange Management</li> <li>⊗ International Marketing</li>   <li>⊗ Export-Import Procedures, Documentation and Logistics</li> <li>⊗ International Trade Blocks and Agreements</li> <li>⊗ International Economic Organizations</li> <li>⊗ Foreign Trade Policy</li> <li>⊗ Global Human Resource Management</li> <li>⊗ International Business Laws and Taxation</li> <li>⊗ Global Competitiveness and Strategic Alliances</li> </ul>
Human Resource	Operations	Information Technology Management
<ul style="list-style-type: none"> <li>⊗ Industrial Relations and labour law</li> <li>⊗ Compensation Management</li> <li>⊗ Human Resource Development</li> <li>⊗ Leadership, Interpersonal and Group Dynamics</li> <li>⊗ Organizational Development</li> <li>⊗ Counselling Skills for Managers</li> <li>⊗ Strategic Human Resource Management</li> <li>⊗ Cross Cultural and Global Human Resource Management</li> <li>⊗ Performance Management Systems</li> <li>⊗ Human Resource Information Systems</li> <li>⊗ Mentoring and Coaching</li> <li>⊗ Learning Organization and Knowledge Management</li> </ul>	<ul style="list-style-type: none"> <li>⊗ Procurement and Inventory Management</li> <li>⊗ Quality Management</li> <li>⊗ Production Planning and Control</li> <li>⊗ Logistics and Supply Chain Management</li> <li>⊗ Service Operations Management</li> <li>⊗ World Class Manufacturing</li> </ul>	<ul style="list-style-type: none"> <li>⊗ Business Process Re-engineering</li> <li>⊗ System Analysis and Design</li> <li>⊗ Strategic Management of Information Technology</li> <li>⊗ Data Base Management Systems</li> <li>⊗ Enterprise Resource Planning (ERP)</li> <li>⊗ Internet Programming for E-Commerce</li> <li>⊗ Software Project Management</li> <li>⊗ Artificial Intelligence and Neural Networks</li> </ul>
	Entrepreneurship Management	
	<ul style="list-style-type: none"> <li>⊗ Entrepreneurship, Theory and Practice</li> <li>⊗ Creativity and Innovation for Entrepreneurial Excellence</li> <li>⊗ Project Identification, Formulation, Appraisal and Implementation</li> <li>⊗ Information Technology for Entrepreneurship</li> <li>⊗ E-Commerce</li> <li>⊗ Entrepreneurial Finance</li> <li>⊗ Management of Family Business</li> </ul>	

## PEDAGOGY

A variety of teaching / learning techniques including lectures, case analysis, simulation management games and exercises are employed to impart knowledge and skills to the students. Syndicates and Small Group Discussion and practical project work are frequently used to develop analytical and decision making abilities needed to face the challenges of the complex business and organizational environment. At CMS, both students and faculty work together to facilitate and accomplish its major objective, which is to help the students experience the realistic approaches to decision-making.



The approach includes the following steps

**Classroom Teaching:** The state-of-the-art theoretical inputs are provided by the faculty of the institute.

**Self Study:** To get the feel of changing business environment, the future managers are required to visit industries and call out information from newspapers, magazines, journals and reference books.

**Case Method:** To expose the budding managers to (i) Real Life Situation (ii) Develop analytical abilities and (ii) Improve Communication Skills, the case method is extensively used in the pedagogy.

**Research Project:** The curriculum requires the student to undertake comprehensive projects. These projects required the students to deal with specific topics by intensive discussion with industry personnel supplemented by library work so as to collect and analyze primary data. On completion the faculty and external examiner evaluate the projects.

**Summer Training:**

Though classroom learning is given emphasis, students are required to take up a number of practical projects in different courses of the programme in which information gathered from the business / industry are analyzed and presented in the form of reports. While exposing the students to the theories and concepts of modern management, no efforts are spared to develop practical orientation in them. After completing the first two semesters of instruction during the first year, all students are required to undergo practical training in an organization for a period of eight to ten weeks during the summer months. Each student is selected by a reputed company and given a practical assignment. The student works under the guidance of a senior manager in the organization and submits a report to the organization. The performance of the student is also evaluated by the organization and communicated to the University in confidence.

**Evaluation:**

Students' performance is assessed through a continuous system of tests, quizzes, class participation, midterm evaluation and semester-end examination to ensure highest academic standards as well as practical orientation.

*"Change your thoughts and you change the world."*

# Infrastructure

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## THE LIBRARY

The students of MBA have full-fledged access to one of the best managed libraries in the country. The library is fully equipped with various types of facilities like OPAC (On-Line Public Access Catalogue) with wide range of network access across the campus wide LAN. It stocks as well as garners the best books and has a collection of more than 3.5 lac volumes, more than 500 subscriptions of journals including foreign journals.



Most of the core journals in the field of Marketing, Finance, Human Resource Management, and Strategic Management are available in the library. Popular business newspapers and magazines including Financial Times (London) Harvard Business Review (HBR), the Economist and many reputed online journals are subscribed by the library. Besides this, the department has its own library with good collection of text and

reference books and reputed journals in the various areas of management.

## COMPUTING FACILITIES

Students have access to the most modern state-of-the-art computer centre with high computer to student ratio. The centre has switch-based local area network operating under Windows NT. The students can work on various platforms such as Windows Vista, XP and Linux, and software like SPSS, Lotus Smart Suite, etc. The systems are supported by a variety of peripherals such as high speed network laser printer, high resolution color scanners, ink jet printers, laser printers, etc., DVD drives, etc. Internet connectivity has been provided in all the computers for the lab.



## ANSARIAUDITORIUM

The central auditorium has a seating capacity for more than 600 attendees. It has world class acoustic arrangements complete with seating and lighting arrangements. It hosts various national and international level events.



### SEMINAR HALL

The institute has a well-equipped Seminar Hall for conducting various academic activities like Guest Lectures, Workshops and Seminars. It also serves as the venue for holding Corporate Interaction programs.



### HOSTEL FACILITIES

The institute has 7 hostels for boys and 4 hostels for girls where students from different cultures and ethnic backgrounds reside, thus giving a true cosmopolitan look to the hostel. The hostel provides various facilities such as a 24 hour internet facility, library cum reading room, common room, recreation room, playground, RO purifier, hygienic dining hall, 24 hours power backup, telephone facilities, etc.



### CAFETERIA

The Cafeteria is a popular point for the students and serves a variety of snacks and drinks, which are provided at subsidized rates. Apart from the departmental canteens, a new Wi-Fi enabled 'Uth Café' has emerged as popular junction in the campus.

### SPORTS FACILITIES

Jamia Millia Islamia has been a top destination for learners from across the country. Students at the university not only excel in academics but also stand out in sportsmanship. Students easily access the world class sporting facilities at the university. The university boasts the Bhopal cricket ground which has been the centre stage of several events like the Women Cricket World Cup and has produced stalwarts like Bishen Singh Bedi and Virender Sehwag.



*"The More goals You Set - the more goals you get."*

## M.F. HUSSAIN ART GALLERY

Jamia's inherent love for art is quite evident from the infrastructure of the University campus. M.F. Hussain Art Gallery beautifully depicts this.



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## Subject Association

CMS has a very active subject association, which helps the students take initiative and provide leadership in organization of events, exhibitions and management games. It coordinates and provides administrative support to various student activities and events taking place at CMS besides taking decisions regarding student affairs in consultation with the Director. The diverse range of activities that the students undertake outside their classrooms complements the inputs through the curriculum. Students are encouraged to voluntarily associate themselves and participate in both co-curricular and extracurricular activities.

### Vive Rue

Towards a bright future: The purpose of Viva Rue-the training and placement club is to ensure good final and summer placements for the students of CMS. It makes representations to the Human

Resource departments of various organizations, and arranges pre placement talks, interviews, group discussions or any other selection activities of companies for CMS.



### Hume'lan

The HR confidence: The HR club focuses on keeping the students up to date with the happening in the field of HR. The activities including seminars, conferences, debates, etc are regularly organized to enhance the relevant skills required to make a successful HR professional in the corporate world.

### Finopsis

The crux of finance: The finance club aims at educating students about all aspects of modern day finance and financial institutions which helps the students to develop practical knowledge.

### Mark Gusto

Marketing with zest: The objective of the marketing club is to bring an understanding in the students of the ever evolving field of marketing. From time to time the club organizes various stimulation exercises, guest lectures and tries to provide information to the students, so that their professional development is enriched.

### Falcon

Your energy, our enthusiasm (cultural): the cultural club not only focuses on management as a subject but also integrates the various fields. It endeavours to build team work and coordination through various events like educational tours, cultural functions and management festivals.

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## International Relations

The Centre has MOU with University of Applied Sciences, Erfurt, Germany. In 2004, German students visited our campus and since September 2005 our students attended the Summer School organized by the Management Department of the University of Applied Sciences, Erfurt, Germany. This year also our students have participated in two-week summer school in Germany.



*8th International Summer School, 2012*



*7th International Summer School, 2011*



*2010*



*2009*

*"It doesn't matter where you are coming from. All that matters is where you are going"*

## Seminars and Workshops

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The Centre organizes Seminars, Conferences, Workshops, Panel discussions on a regular basis on various topics of management and socio-economic issues. A selected list of some prominent ones includes:

- **Knowledge management : Issues and Challenges Ahead.**
- **National Seminar on Future of Financial Markets.**
- **Supply Chain Management Workshop.**
- **Globalization and the limits of Redistributivism.**
- **Global Convergence of Financial Reporting.**
- **Open dialogue - “Corporate Meet”.**
- **Seminar on Union Budget jointly with PHD Chamber of Commerce & Industry.**
- **Workshop on Consumer awareness jointly with Consumer’s Forum.**
- **Marketing of Services-Strategies for success.**

### Upcoming Events :

- National Conference on **Emerging Paradigms in Marketing** scheduled in October 2012.
- **Annual Convention** scheduled in January 2013.
- National Conference on **Entrepreneurship & Innovation : An Indian Experience** scheduled in February 2013.

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*"It is not enough to have great qualities; We should also have the management of them."*



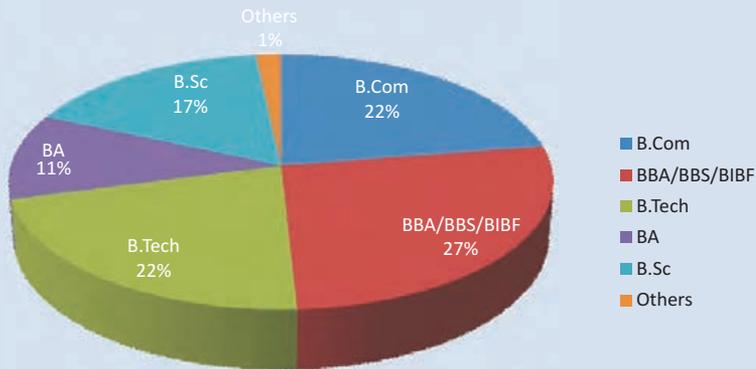
CMS has established a Corporate Relations Cell for enhancing the exposure of the students and to act as an interface between the Institution and the Corporate world. It has been set up with the objective of bringing industry and academia close to each other. Various activities like industry visits, guest lectures, quizzes, personality workshop are being conducted on regular basis, it actively involve students to develop personal and professional skills.

Corporate Relations Cell also help students by counseling them to choose an appropriate career depending on their aptitude and interest. It help the students to find appropriate summer projects and final placements.

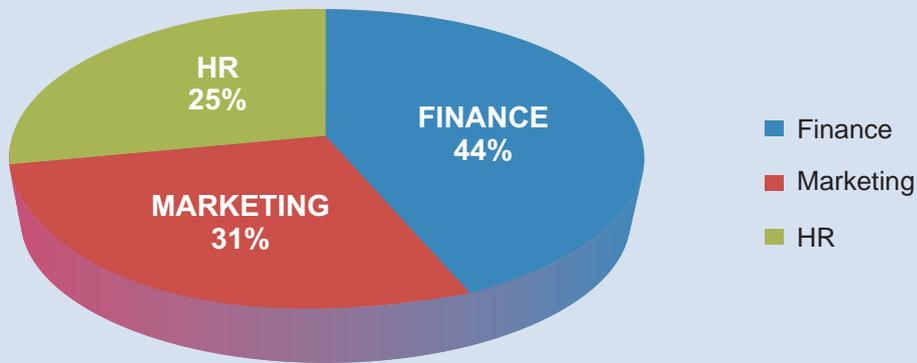


# STUDENT PROFILE

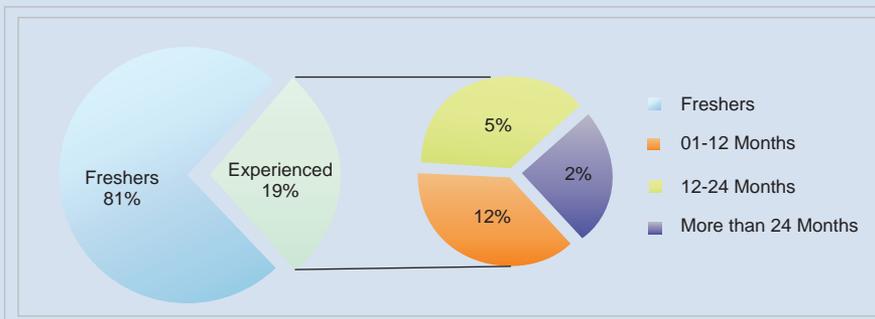
## Background Profile



## Major specialisation area



## Work Experience Profile



## Major-Minor Breakup

Major	Minor				
	Finance	Marketing	HR	Int. Business	Operations
Finance		25		3	
Marketing	8		5	11	6
HR		13			



**Ajay Chaudhary**  
 Qualification : BBA  
 Minor: Marketing  
 Project Title: Market mapping of godrej interio office furniture  
 Company Name: Godrej and boyce mfg. co. ltd.  
 Work Exp. : 12 months



**Ajay Kumar Sah**  
 Qualification : BBA  
 Minor: Marketing  
 Project Title: General banking operation  
 Company Name: Janata Bank Nepal Ltd



**Aleem Ansari**  
 Qualification : B.Com  
 Minor: Marketing  
 Project Title: To find out the factors that can affect to choose Sharekhan as a depository participant  
 Company Name: Sharekhan Pvt Ltd



**Anas Aftab**  
 Qualification : B.Tech  
 Minor: Marketing  
 Project Title: Study of Wind Energy in India & Financial Analysis of 1.25 MW Wind Energy Power Plant  
 Company Name: Tata Power Trading Company Ltd.  
 Work Exp.: 3.5 Year



**Anwar Siddiqui**  
 Qualification : B.Pharma  
 Minor: Marketing  
 Project Title: Impact of recession on Capital Market  
 Company Name: India Infoline Pvt. Ltd.



**Asrar Ahmed**  
 Qualification : B.Tech  
 Minor: Marketing  
 Project Title: Ulips and financial planning for Tata AIA  
 Company Name: Tata AIA



**Asif Mohd**  
 Qualification : B.Com  
 Minor: Marketing  
 Project Title: Currency derivatives and Impact of Macro Economic Factors on Currency  
 Company Name: Raghunandan Money  
 Work Exp. 14 Months



**Atif Masood**  
 Qualification: B.Sc. (H)  
 Minor: Marketing  
 Project Title: Project Financing analysis wrt HUDA & HSIIDC  
 Company Name: HDFC Bank(Corporate Banking)



**Danish Mohmmmed**  
 Qualification : BBA  
 Minor: Marketing  
 Project Title: working capital for SME's  
 Company Name: HDFC Bank



**Hassan Parvez**  
 Qualification : BBS  
 Minor: Marketing  
 Project Title: Broking Industry in economic slowdown  
 Company Name: India Infoline Pvt. Ltd.



**Mayank Gupta**

Qualification : B.Sc(H)  
 Minor: Marketing  
 Project Title: Export  
 Import Procedure &  
 Documentation  
 Company Name: Teck  
 Link Sales & Marketing  
 Pvt. Ltd.



**Md SAMIR RAIN**

Qualification : BBA  
 Minor: Marketing  
 Project Title: Financial  
 Analysis  
 Company Name:  
 Sanima Bank Ltd. ,Nepa  
 Work Exp. : 12 Monthsl



**Mohammad Mujahid**

Qualification : BBS  
 Minor: Marketing  
 Project Title: Comparative  
 study of the SME  
 exchange in India with  
 existing models in other  
 countries.  
 Company Name: Dion  
 Global Solutions Ltd.



**Mohammed Adnan**

Qualification : B.Com(H)  
 Minor: Marketing  
 Project Title: Currency  
 Derivatives Threats and  
 Opportunities  
 Company Name: India  
 Infoline Pvt. Ltd.



**MOHD. NAWAZ KHAN**

Qualification : B.Com(H)  
 PGDBF  
 Minor: Marketing  
 Project Title: To Study The  
 Operation Of Hedge Funds  
 And Understanding Their  
 Investment Strategies  
 Company Name: JKAs  
 Management Consulting  
 Group



**NAUMA RAFIQUE**

Qualification : B.Sc  
 Minor: Marketing  
 Project Title: Analysis of  
 Import Payments and  
 remittances through letter  
 of credit  
 Company Name: Maruti  
 Suzuki India Limited



**Nirendra Kumar Sharma**

Qualification: BBA  
 Minor: IB  
 Project Title:  
 Deposit Analysis  
 Company Name: Rashtriya  
 Vandijya Bank  
 Work Exp. : 1 Year



**Sameer Ali Mir**

Qualification : B.Com  
 Minor: IB  
 Project Title:  
 Implementation of New  
 Staffing Platform  
 Company Name: Pyramid  
 Consulting, Noida  
 Work Exp. 44 Month



**Sana Zehra**

Qualification :  
 BA (Math & CS)  
 Minor: Marketing  
 Project Title:  
 Assessment of Private  
 Power promoters'  
 Equity Funding  
 Potential  
 Company Name: Power  
 Finance Corporation



**Shazia Parveen**

Qualification: BA(Eng)  
 Minor: Marketing  
 Project Title: Working  
 Capital Management  
 Company Name:Contitech  
 India Pvt. Ltd.

**Shoab Shakir**

Qualification : BBA  
 Minor: Marketing  
 Project Title: study the performance of HDFC Mutual Funds  
 Company Name: HDFC Bank

**Sumbul Azhar**

Qualification : M.Sc  
 Minor: Marketing  
 Project Title: Study contract management and accounting there off  
 Company Name: BSNL

**Tarique Saleem**

Qualification : B.Com  
 Minor: Marketing  
 Project Title: Perception And Attitude Of Retail Outlets Towards Its Customers  
 Company Name: Ozone Networks Pvt Ltd

**Tony Pious**

Qualification : B.Com  
 Minor: IB  
 Project Title: Portfolio and Risk-Return analysis of Hdfc Equity and Hdfc Prudence Fund  
 Company Name: HDFC AMC

**Umme Kulsoom Zaidi**

Qualification : B.Com(H)  
 Minor: Marketing  
 Project Title: Study of sectoral funds of SBI MF  
 Company Name: SBI Mutual Fund

**Yatharth Dubey**

Qualification : B.Com  
 Minor: Marketing  
 Project Title: Financial Statement Analysis of IOC  
 Company Name: IOC  
 Work Exp. : 12 Months

**Yusuf Abdullah**

Qualification : BA  
 Minor: Marketing  
 Project Title: A comparative analysis of the products of TATA AIA  
 Company Name: TATA AIA

**Zameer Ahmed**

Qualification : B.Tech  
 Minor: Marketing  
 Project Title: Comparative study of capital market  
 Company Name: India Infoline Pvt. Ltd.



**Abhishek Singhal**  
 Qualification : B.Sc  
 Minor: Finance  
 Project Title: Market potential Analysis of Tata AIA Life  
 Company Name: Tata AIA  
 Work Exp. : 5 year



**Arif Anwar**  
 Qualification : B.Tech  
 Minor- operations  
 Project title- post privatization era- efficiency analysis based on regulatory commissions  
 Company Name: BSES



**Himanshu Harbola**  
 Qualification : B.Sc  
 Minor: Finance  
 Project Title: Calculating the potential of air conditioning in HCV 's  
 Company Name: Spheros Motherson Thermal Systems Ltd.  
 Work Exp. : 6 Months



**Jyoti Pundir**  
 Qualification : B.Tech  
 Minor: HR  
 Project Title: To understand consumer preferences and behavior of residents in primary catchment area of DLF, Noida  
 Company Name: DLF Limited



**KHALID ASAD**  
 Qualification : B.Sc  
 Minor: Operations  
 Project Title: Research on "The Current Retail Dynamics"  
 Company Name: DLF Limited



**Khurram Kamal Khan**  
 Qualification : B.Tech  
 Minor: Finance  
 Project Title: In-Depth Analysis of Sales Process  
 Company Name: Matrix Cellular International  
 Work Exp. : 42 Month



**Kishore Kumar**  
 Qualification : BA  
 Material Management  
 Minor: Operations  
 Project Title: Purchasing Operation In Retail  
 Company Name: Rupy Fashions  
 Work Exp. : 6 Months



**Lalthasangi**  
 Qualification: BBA  
 Minor: HR  
 Project Title: Study of Performance Appraisal & Training & Development  
 Company Name: Mizoram Co-operative Apex Bank Ltd



**Md. Naqib Rahman**  
 Qualification : BBA  
 Minor: Finance  
 Project Title: Marketing of Secondary and By-Product- A study on Bokaro Steel Plant  
 Company Name: SAIL  
 Work Exp. : 17 months



**Md.Taimoor**  
 Qualification : B.Com(H)  
 Minor: HR  
 Project Title: Segmentation of HDFC Bank Customers and Their Relation Management  
 Company Name: HDFC Bank Ltd

**Mohammad Rameez**

Qualification : B.Sc  
Minor: Operations  
Project Title: To study the scope of branded sugar in the market  
Company Name: Bajaj Hindusthan Ltd  
Work Exp.: 18 Months

**Moneef Qahtan Salem Binbreak**

Qualification : BIT  
Minor: Operations  
Project Title: A study in upgrading PACS  
Company Name: Apollo Hospital, Delhi

**Pratik Ojha**

Qualification : B.Tech  
Minor: Finance  
Project Title: Study of brand positioning in the AC industry  
Company Name: Voltas Ltd.

**Rajesh Kumar**

Qualification :  
Minor: Finance  
Project Title: Portfolio Management  
Company Name: IIFL Ltd

**Sahil Goel**

Qualification : B.Sc  
Minor: HR  
Project Title: Analyzing the viability of opening an exclusive showroom for institutional retail of office furniture products in Delhi/NCR region  
Company Name: Godrej & Boyce Mfg. Co. Ltd.  
Work Exp. : 2 Years -Laabh Jewellers (REL)

**Shagun Suhail**

Qualification : B.Sc(H)  
Minor: HR  
Project Title: Ascertainment of Customer Satisfaction Level Regarding Maruti N2N Services  
Company Name: Maruti Suzuki India Limited

**Sumaira Jan**

Qualification : BBA  
Minor: Finance  
Project Title: Financial inclusion-scope and limitations  
Company Name: J & K bank Ltd.

**Yemien Mohee**

Qualification: B.Sc  
Minor: Finance  
Project Title: Customer Awareness about Product And Services of J&K Bank (Mehndi Deposit & DRI)  
Company Name: J&K Bank

**Zaki Ahmed Khisal**

Qualification : B.Sc, PGDCA  
Minor: Operations  
Project Title: Research on " Changing Organized Retail Sector"  
Company Name: DLF Ltd.  
Work Exp. :  
17 Months-IBM Global  
12 Months -Vision India



**Amit Kapoor**  
 Qualification : BAMS  
 Minor: Operations  
 Project Title:  
 Assessment of  
 Employee Satisfaction  
 at Sharda Hospital  
 Company Name:  
 Sharda Hospital



**Falak Muzaffar Basu**  
 Qualification : BBA  
 Minor: Operations  
 Project Title:  
 Compensation of  
 employees  
 Company Name:  
 J & K bank Ltd.



**Hanaa Zakawat Husain**  
 Qualification : B.Com  
 Minor: Marketing  
 Project Title: Job  
 Satisfaction  
 Company Name: Silver  
 Reed Exports,  
 Mordadabad  
 Work Exp. : 3 Year



**Iram Khan**  
 Qualification : B.Sc  
 Minor: Marketing  
 Project Title: Performance  
 Appraisal  
 Company Name: Vadilal  
 Industries Ltd



**Kanchan Rastogi**  
 Qualification : BA(HR)  
 Minor: Marketing  
 Project Title: HR Service  
 Satisfaction Survey  
 Company Name: Talbros  
 Automotive Components  
 Ltd.



**Lipika Bhatia**  
 Qualification : B.Com  
 Minor: Marketing  
 Project Title:  
 Benchmarking of  
 Recruitment Process  
 Company Name: NTPC Ltd.



**Mahvish Fatima**  
 Qualification : B.Tech  
 Minor: Operations  
 Project Title: Succession  
 Planning Review  
 Company Name: Lurgi  
 India Company Pvt. Ltd.



**Mahvish Khan**  
 Qualification : BA  
 (Geography)  
 Minor: Marketing  
 Project Title:  
 Performance Appraisal  
 Company Name: HDFC  
 Life



**Mohit Kumar**  
 Qualification : B.Tech  
 Minor: Operations  
 Project Title: HR planning  
 Recruitment & Selection  
 at Moserbaer Project  
 Company Name:  
 Moserbaer Project



**Muniza Hussain**  
 Qualification : BBA  
 Minor: Marketing  
 Project Title:  
 Performance  
 Management System  
 Company Name:  
 Union bank of India,  
 Lucknow

**Palak Singh**

Qualification : B.Tech  
 Minor: Marketing  
 Project Title: Analysis of Recruitment, Selection & Induction Practices at CHD Developers  
 Company Name: CHD Developers

**Rubina Anjum**

Qualification : B.Sc  
 Minor: Operations  
 Project Title: Factors affecting job satisfaction  
 Company Name: ONGC

**Sana Ali**

Qualification : B.Sc  
 Minor: Marketing  
 Project Title: Talent Management  
 Company Name: Rostfrei Steels Private Limited

**Shireen Naz**

Qualification : BA (Eco)  
 Minor: Marketing  
 Project Title: Recruitment of Financial Consultants  
 Company Name: HDFC Standard Life Insurance

**Srishti Goyal**

Qualification : BBA  
 Minor: Marketing  
 Project Title: To assess the effectiveness of training by global HR services  
 Company Name: Global HR services

**Sumbul Khan**

Qualification : M.Sc  
 Minor: Operations  
 Project Title: E-Commerce at Agriculture Today  
 Company Name: Agriculture Today

**Syeda Moonmee Islam**

Qualification : B.Sc (H)  
 Minor: Marketing  
 Project Title: Performance Appraisal  
 Company Name: I.O.C.L. (AOD), Digboi, Assam

**Tanu Mehta**

Qualification : BBA  
 Minor: Marketing  
 Project Title: Comparative analysis of effectiveness of recruitment process at NTPC  
 Company Name: NTPC

**Umme Aiman**

Qualification : B.Sc  
 Minor: Marketing  
 Project Title: Effectiveness of employee engagement  
 Company Name: Reliance communication



**A Visalakshi**  
Proposed Major :  
Finance  
Qualification : B.Com(Hons)



**Aashu Aggarwal**  
Education: B.Com(Hons)  
Proposed Major: Finance



**Abdul Wahid**  
Education: B.Com  
Proposed Major: Finance



**Adil Siddiqui**  
Education: B.Com  
Proposed Major: Finance



**Afia Adil**  
Education: B.A.  
Proposed Major: HR



**Ahmed Bilal**  
Education: BBS  
Proposed Major: HR



**Aijaz Ahmad Ganai**  
Education: BBA  
Proposed Major: Finance



**Ammar Hafeez**  
Education: **B.Com(Hons)**  
Proposed Major: Finance



**Amol Arun Bhave**  
Education: B.Sc  
Proposed Major: Marketing



**Anam Ali Khan**  
Education: B.Sc  
Proposed Major: HR



**Avi Shandilya**  
Education: B.Tech  
Proposed Major: Finance



**Bharti Mittal**  
Education: B.Com(Hons),  
PGDBF  
Proposed Major: Finance



**Faisal Nazeer Zargar**  
Education: BBA  
Proposed Major: Finance



**Faezeh Shahhosseini**  
Education: BA  
(Microbiology)  
BA (Library and  
Information System)  
Proposed Major: HR  
Work Experience:  
3 Years



**Gautan Dubey**  
Education: BBA  
Proposed Major:  
Marketing  
Work Experience: 3 Months  
Mozzaic Media Ventures Pvt. Ltd



**Harish Sharma**  
Education: B.Tech  
Proposed Major: Marketing  
Work Experience: 26 Months  
S.H. Enterprise



**Iqra**  
Education: BBA  
Proposed Major: HR



**Iram Zaidi**  
Education: B.Tech(CS)  
Proposed Major: Marketing



**Ishaq Ahmed Bhatt**  
Education: BBA  
Proposed Major: Finance



**Jamid Ul Islam**  
Education: BBA  
Proposed Major: Marketing  
Work Exp. : 6 Month  
Iyogi Technical Services



**Jay Prakash Shah**  
Education: BBA  
Proposed Major: Finance



**Juned Ahmad**  
Education: B.Tech  
Proposed Major: Marketing



**Khyati Mehndiratta**  
Education: BBE  
Proposed Major: Finance



**Kirti Sharma**  
Education: B-Tech  
Proposed Major: Finance



**Md. Zaif Nawaz Khan**  
Education: B.Tech  
Proposed Major: Marketing



**Manas Dhaundhyal**  
Education: BBA  
Proposed Major: Finance



**Mannan Javed**  
Education: B.Com  
Proposed Major: Finance



**Mariyam Zaidi**  
Education: B.Com  
Proposed Major: Finance



**Md. Niyaz Aslam**  
Education: BA(Economics)  
Proposed Major: Finance



**Mohammad Amin**  
Education: B.Sc  
Proposed Major: Marketing



**Mohammad Shahzeb**  
Education: BBA  
Proposed Major: Marketing



**Mohammad Tarique Aslam**  
Education: BA  
Proposed Major: Finance  
Work Experience: 2.1 Years



**Mohd Adnan**  
Education: BBS  
Proposed Major: Finance



**Mohd Noman Siddiqui**  
Education: B.Tech  
Proposed Major: Finance  
Work Experience: 2.3 Years



**Mohd Shoeb Khan**  
Education: B.Tech  
Proposed Major: Marketing



**Musthafa Rahmath Ilahi**  
Education: B.Com  
Proposed Major: Marketing



**Nahid Darakhshan**  
Education: BIBF  
Proposed Major: Finance



**Naveed Fayaz**  
Education: BBA  
Proposed Major: Finance



**Nazim Hashmi**  
Education: BA(Economics)  
Proposed Major: Marketing



**Rahul Srivastava**  
Education: B.Com  
Proposed Major: Finance



**Sabreen Khan Rao**  
Education: B.Sc.  
Proposed Major: Finance



**Sadan Arshi**  
Education: BHM  
Proposed Major: Marketing  
Work Experience: 3 Years  
Microsoft Orange



**Saif Ahmed**  
Education: B.Tech  
Proposed Major: HR



**Saman Khan**  
Education: B.Com(Hons)  
Proposed Major: HR



**Samar Obaid**  
Education: B.Com(Hons)  
Proposed Major: Finance



**Sameen Khan**  
Education: B.Sc. & M.Sc.  
Proposed Major: HR  
Work Exp. 8 Month



**Samareen Khoshboo**  
Education: BBA  
Proposed Major: HR



**Shahbaz Iqbal**  
Education:  
Proposed Major: Marketing



**Shamaail Hassan Zaidi**  
Education: B.Tech  
Proposed Major: Marketing



**Shazia Rehman**  
Education: BA  
Proposed Major: Finance



**Sheikh Aamir Ali**  
Education: B.Com  
Proposed Major: Marketing  
Work Experience: 1 Year  
Reliance General Insurance



**Sohail Ahmad**  
Education: BBS  
Proposed Major: Finance



**Sparsh Rawat**  
Education: BBS  
Proposed Major: Finance



**Shuaib Aftab**  
Education: B.Sc.(IT)  
Proposed Major: Marketing



**Suhail Qasim Mir**  
Education: BBA  
Proposed Major: Finance



**Vikram Sharma**  
Education: B.Tech(CS)  
Proposed Major: Marketing



**Yusairah Ahmad**  
Education: B.Tech(IT)  
Proposed Major: Marketing



**Zenab Khan**  
Education: B.Tech  
Proposed Major: Finance

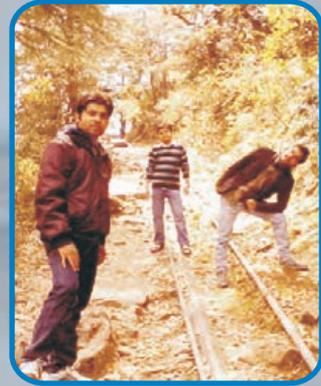
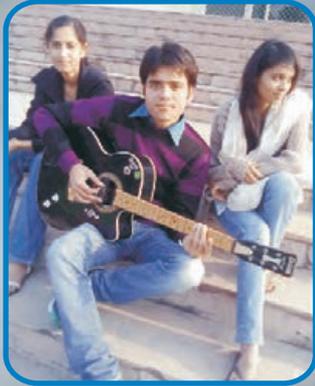


**Zoya Iqbal**  
Education: B.Com  
Proposed Major: Finance

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PLACEMENT 2013



# Administration



**Prof. U.M. Amin**  
Hony. Director

**Dr. Amirul H. Ansari**  
Coordinator (Research)

**Dr. P.K. Gupta**  
Academic Coordinator

**Dr. Kavita Chauhan**  
Student's Advisor

**Dr. Rahela Farooqi**  
Placement Advisor

**Dr. Saif Siddiqui**  
Student's Coordinator

**Mrs. Rachna Gedam**  
Academic Coordinator

**Mr. Saiyed Wajid Ali**  
Placement Coordinator



**Student Association**  
**Vice President**  
Yatharth Dubey

**General Secretary**  
Zaki Ahmed Khisal

**Joint Secretary**  
Yusairah Ahmad

**Class Representative:**

Shazia Rehman

MBA Ist Yr.

**Vive Rue The Training & Placement Club::**

**IInd Year**

Naqib Rehman  
Mohammad Asif  
Md Nawaz Khan  
Md Adnan

**Ist year**

Mariyam Zaidi  
Iram Zaidi  
Vikram Sharma  
M Zaif Nawaz Khan  
Harish Sharma  
Sheikh Aamir Ali  
Ammar Hafeez

**Office Staff**

Dr. Nasihs Muneeb  
Mr. Minhajul Hasan  
Mr. Mohammad Iqbal  
Mr. Kamal Kishor  
Mr. Abdul Hai  
Mr. Akash



**Número Uno The Sports Club:**

**IInd Year**  
Sidhant Khurana  
Tony Pious

**Ist Year**  
Ajay Bartwal  
Kirti Sharma

**The Strategic and co-ordination Club:**

**IInd Year**  
Khalid Asad  
Khurram Kamal Khan  
Md. Taimoor  
Md. Mujahid

**Ist Year**  
Khyati Mendiratta  
Md. Shahzeb  
Nahid Darakhshan

**Finopsis The Finance Club:**



**IInd Year**  
Umme Kulsoom Zaidi  
Md. Samir Rain  
Hassan Parvez  
Anas Aftab

**Ist Year**  
Md Ezazuddin Ansari  
Bharti Mittal  
Abdul Wahid  
Md Amin

**Mark Gusto The Marketing Club**



**IInd Year**  
Pratik Ojha  
Kishore Kumar  
Shagun Sohail  
Sumaira Jan

**Ist Year**  
Shamail Hasan Zaidi  
Jamid Ul Islam  
Sadan Arshi  
Rahul Srivastava

**Hume'lan The HR Club:**

**IInd Year**  
Mahvish Fatima  
Sumbul Khan

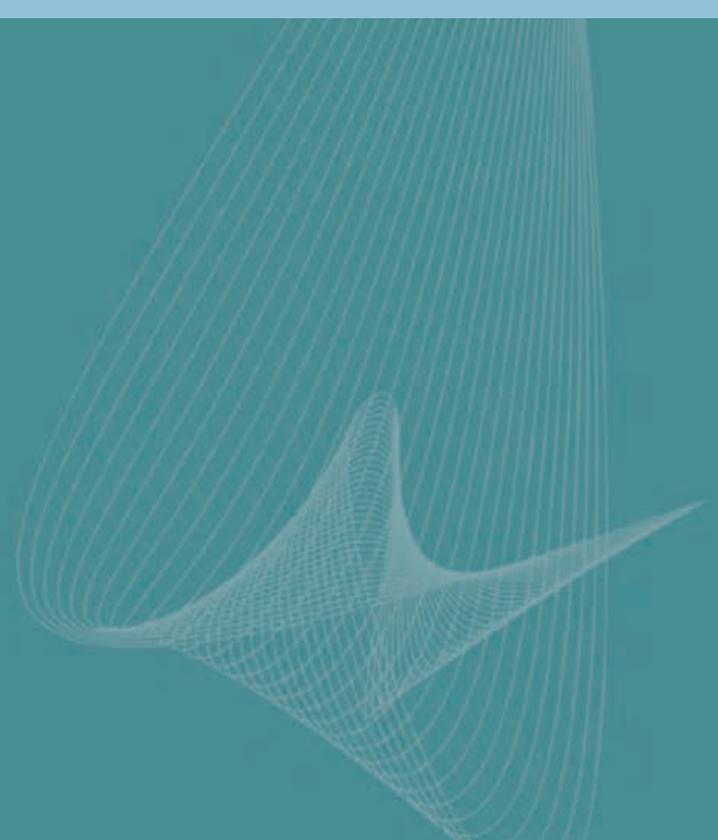
**Ist Year**  
Saif Ahmed  
Saman Khan  
Afia Adil

**Cultural Culb**



**IInd Year**  
Mayank Gupta  
Tarique Saleem  
Yemein Mohee

**Ist Year**  
A Visalakshi  
Aashu Aggarwal



## **CENTRE FOR MANAGEMENT STUDIES Jamia Millia Islamia (A Central University)**

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