



# MBA *iCONNECT* Fee Schedule 2025-27

WHERE  
YOU LEARN  
THROUGH  
EXPERIENCE

## I. Program Fee

Fee Components	MBA	
	Year 1	Year 2
Program Fee (Part 1)	₹ 25,000	
Program Fee (Part 2)	₹ 5,95,000	₹ 6,25,000
<b>Year Fee</b>	<b>₹ 6,20,000</b>	<b>₹ 6,25,000</b>
<b>Total Program Fee</b>	<b>₹ 12,45,000</b>	

Note:

- The program fee includes prescribed educational resources, uniforms, co-curricular activities, and medical insurance.
- Students are required to have a laptop computer with licensed Operating System and software. This is not included in the program fee.

Due Dates	
Components	Timeline
Program Fee (Part 1)	To be paid immediately on receiving Provisional Offer Letter
Program Fee (Part 2)	To be paid within 30 days of receiving Confirmed Offer Letter
Program Fee (Year 2)	To be paid on or before 15 March, 2026

## II. Global Immersion Program Fee (Optional, except for MBA – International Business)

### For MBA International Business Students

- Global Immersion Program (GIP) is mandatory in the MBA-International Business program.
- GIP Fee for MBA-IB is ₹ 3,50,000 and is to be paid along with the Program Fee.
- Additional costs for international air travel, local travel, visa charges, meals are to be borne by the students.

### For all other Specializations

GIP is OPTIONAL for students of all other specializations. Indicative Fees (as below) are to be paid in advance of the trip.

Dubai : ₹ 88,000/- (All Inclusive)

Singapore : ₹ 1,10,000/- (All inclusive)

Malaysia : ₹ 65,000/- (All Inclusive)

### III. Hostel Accommodation Fee (Optional)

We offer deluxe hostel accommodation at ITM's hostel, which includes well-furnished twin-sharing rooms, housekeeping facilities, a cafeteria, water coolers, electronic security, power backup, gym, and internet access. Male and female students are housed in separate wings. Hostel accommodation is optional and valid for 11 months from the program commencement date, with the option to renew in the second year.

Hostel is located close to the campus (approximately less than a kilometer). Bus service is provided between the campus and the hostel for convenience. Hostel allocation is done on a first-come, first-served basis due to limited seats availability. To reserve your seat at the hostel, you must pay full fees as early as possible.

Hostel Fee: Non AC - Rs.1,20,000 per year / With Air Conditioning - Rs. 1,45,000 per year.

*Note: Short term and Annual Meal Plans are available separately. Mess charges are based on actuals and can be paid directly to the vendor upon joining the hostel.*

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### Important Instructions for Fee Payment

- Fee payments need to be made on time to avoid admission cancellation.
- A late payment fee of Rs. 5000/- is applicable after the due date.
- For payment of fee via Demand Draft/ Cheque, it should be made payable to **"Institute for Technology and Management Trust"** and be payable in Mumbai.

#### Bank Details for Online Payment of Fee

Beneficiary Name	: Institute for Technology and Management Trust
Bank Name	: IndusInd Bank
Branch Name	: Barakhamba Road, New Delhi -110 001
Account No	: 201002256888
RTGS/IFSC Code	: INDB0000005
Account Type	: Current Account

- The institute reserves the right to make changes to the program fee and/or other fee components, at its sole discretion.
- We have a strict no donation policy. For any discrepancies or irregularities, you can write to us confidentially at **applicant.support@itm.edu**

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### Student Loan

#### Financing your education

The ITM Student Financial Services (SFS) Team is your financial partner throughout your education journey. Our team will send you reminders for timely fees payment, and if desired, will also provide you complete support for financing your education through our Education Loan partners.

We have collaborations with multiple education loan providers including SBI Bank, ICICI Bank, Axis Bank, IDFC First Bank, HDFC Credila, Bank of Baroda, Saraswat Bank, Grayquest, Jodo, Liquiloans and L&T. The rate of interest varies from one bank to another and is also dependent on you and your co-borrowers CIBIL score. We will assist and guide you through the entire process.

For more information or queries regarding student education loan, please write on **loandesk@itm.edu** or contact: **9136694958 / 8433551081**

**To apply for student education loan, visit: <https://itm.edu/loandesk>**



**ITM** Business  
School  
ITM SKILLS UNIVERSITY



**MBA *iCONNECT***  
**2025-27**

**WHERE  
YOU LEARN  
THROUGH  
EXPERIENCE**

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*“Learning is experience.  
Everything else is  
just information.”  
- Albert Einstein*



The world has changed. Employers no longer prioritize what graduates know or how well they perform on tests. Today, they seek individuals with human skills and adaptability—people who not only have good grades but also possess real-life experiences. They want people who can deal with the changes that artificial intelligence brings to the workplace.

Traditional business education wasn't built for today's reality.

***That's why ITM Business School is different.***

We are constantly innovating. In 2024, 35+ Professional Certifications have been added to our MBA *iConnect* program. Combined with a 5-month paid internship and optional Global Immersion Programs, ITM MBA *iConnect* pushes you beyond classroom learning into the real world. We ensure that when you step into a company for an interview, you are ready and your resume stands out. You will spend the next two years building that competitive edge.

The best learning comes from actual experience and through practice and consistency. We ensure that you enjoy extraordinary experiences while studying with us. Our approach combines the expertise of our faculty with insights from industry professionals. You'll benefit from a comprehensive 5-month internship, engage in meaningful NGO projects, tackle live case studies, and complete a capstone project designed to enhance your learning journey. The campus is always buzzing with industry experts, senior alums, and business leaders, providing you with an opportunity to network, seek guidance and support. For those aspiring to become entrepreneurs, we have an On-Campus Start-Up Incubator with a seed fund to support good ideas.

We understand that the next two years of your life will be about more than work. Students can immerse themselves in various clubs, events, and activities.

At ITM, our programs are designed for holistic growth. You won't be working by yourself. You'll be part of a larger community and learn to work together in teams. Alongside your growth, you will learn to make an impact that matters. Our lush, green campus, adorned with picturesque surroundings, provides the perfect backdrop for a thriving student community.

Here, students not only gain knowledge but also create lasting memories and build friendships that extend beyond their academic journey.

Welcome to ITM Business School - a place where you learn through experience.



# RANKINGS

BECAUSE  
QUALITY IS  
CONSISTENT

**Diamond Band  
with A+ Grade**

by OBE Ranking Survey 2023.

**Ranked 7<sup>th</sup>  
in Mumbai**

by The Week Best  
B-Schools Ranking 2023.

**Ranked 8<sup>th</sup>  
in Maharashtra**

in the Top Eminent B-Schools  
of Super Excellence,  
by GHRDC CSR 2023.

**Ranked 8<sup>th</sup>  
in Mumbai**

by Fortune B-Schools Ranking &  
OPEN Magazine 2023.

**Ranked 19<sup>th</sup>**

by Times Annual B School  
Ranking Survey 2024.

**Ranked 22<sup>nd</sup>  
in Mumbai**

by OPEN Magazine 2023.



# MBA *iCONNECT*

## 2025-2027

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## WHERE YOU LEARN THROUGH EXPERIENCE

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Get ready to transform your career with the ITM MBA *iConnect*! This innovative, 2-year, full-time program breaks away from the traditional classroom setup, offering an immersive, hands-on experience that brings learning to life.

Unlike conventional MBAs, which often focus on theory, the MBA *iConnect* program emphasizes industry connections and experiential learning. You'll dive into real-world scenarios through long internships, live projects, case study analysis, professional certifications, and more. You'll gain invaluable insights and skills directly from the field.

Forget boring exams! Your progress will be assessed through your performance over the two years - internships, a capstone project, engaging industrial visits to destinations like the UAE, Malaysia, Singapore, and Europe, and practical case studies. Every step prepares you for the real world, ensuring you're not just learning but living your future career.

### **Industry Benchmarked Specializations** THAT ARE BACKED BY PROFESSIONAL CERTIFICATIONS

With the ITM MBA *iConnect*, you can choose from one of ten industry-preferred specializations. Each comes with Professional Certifications to enhance work readiness.

#### **New-Age Specializations**

- 1) Financial Services
- 2) Financial Technologies (FinTech)
- 3) Digital Marketing and Media Management
- 4) Business Analytics
- 5) Retail Management and E-Commerce

#### **Mainstream Specializations**

- 1) Marketing Management
- 2) International Business
- 3) Human Resource Management
- 4) Operations and Supply Chain Management
- 5) Finance

# PROGRAM HIGHLIGHTS

## 35+ Professional Certifications

The ITM MBA *iConnect* offers 35+ professional certifications in advanced courses that are highly demanded in the industry. These certifications are provided across program specializations and are a mandatory part of the curriculum, giving students a distinct advantage during placements.

## 4 Global Immersions to Choose From

ITM MBA *iConnect* offers 4 Global Immersion Programs (GIP) in UAE, Malaysia, Singapore, and Europe. Depending on the program one opts for, these are either mandatory or optional.

## 10 Specializations

Students can specialize in one of ten fields tailored to industry demand and future job prospects. Mainstream Specializations include Marketing Management, International Business, Human Resource Management, Operations & Supply Chain Management, and Finance. ITM also offers New-Age Specializations such as Financial Services, FinTech, Digital Marketing & Media Management, Business Analytics, and Retail Management & E-Commerce.

## 100% Placement Assurance

34 years of ITM Business School legacy, a strong alumni network, and deep industry involvement in all aspects of the program ensure that every student at ITM is supported with placement opportunities.

Our 2024 placement statistics:

400+ Company Visits

Highest CTC Offered : 21 LPA

Average CTC Offered : 8.65 LPA

## On-Campus Start-Up Incubator With 1 Cr. Seed Funding

The On-Campus Start-Up Incubator provides students with resources to develop their start-up ideas. Events such as hackathons, industry masterclasses, participation in industry conferences and events, mentorship boot camps, etc., ensure that ideas grow beyond a business plan and feasibility study to an actual start-up. The institute offers up to INR 10,000,000 annually of financial support to promising start-ups.

## 5-Month Industry Internship

All students undergo a mandatory 5-month paid internship and a 2-week NGO internship. This real-world work experience and networking with industry is invaluable at the time of final placement.

## Personal Professional Development

As an integral part of the program, students participate in 300+ hours of soft skills training to prepare them for real-world situations in Presentation Skills, Corporate Communication, Public Speaking, Technical Proficiency in MS Office, Personal Interview Skills, etc.

## Student Festivals and Campus Events

ITM Business School students host various events throughout the year - one of the most popular is the U-Fest. Several clubs are entirely student-driven. In 2024, new annual events like a Hackathon and Saturday Meet-Ups have been introduced to enrich the academic calendar further.

# GLOBAL IMMERSION PROGRAMS

In collaboration with international universities and corporate houses, ITM offers the Global Immersion Programs (GIP) at four locations for this program: UAE, Malaysia, Singapore, and Europe. Students are encouraged to participate because the experience provides an opportunity to interact with global industry leaders and exposure to multicultural environments.



## Hosted by University of Dubai

Enhance your knowledge with sessions at the University of Dubai. Learn from top faculty and industry professionals, explore innovative labs, and join interactive workshops to gain practical insights into current industry trends in a dynamic academic setting.

### Industry Visits:



**Nasdaq Dubai:** Dive into the dynamic world of finance with an exclusive visit to Nasdaq Dubai, the leading international stock exchange in the Middle East, offering insights into global trading and market operations.



**Apple Inc.:** Explore the forefront of innovation at Apple Dubai, where cutting-edge technology and sleek design converge. Witness firsthand how Apple revolutionizes the tech industry from the heart of this vibrant city.

### Excursion:

- **Visit to Palm Jumeirah:** Discover the architectural marvel of Palm Jumeirah, an iconic man-made island that epitomizes luxury and innovation in Dubai.
- **Dubai City Immersion Tour:** Immerse yourself in the vibrant culture and futuristic skyline of Dubai with our comprehensive city tour, showcasing the best of this dynamic metropolis.
- **Cultural Exploration featuring Bur Dubai, Dhow Cruise, and Desert Safari:** Experience the rich heritage of Dubai with a cultural tour that includes the historic Bur Dubai, a scenic Dhow Cruise, and an adventurous Desert Safari.
- **Palm Atlantis & Burj Al Arab:** Marvel at the opulence of Dubai with visits to Palm Atlantis and Burj Al Arab, two of the most luxurious and iconic landmarks in the world.
- **Burj Khalifa:** Stand in awe of the Burj Khalifa, the tallest building in the world, and enjoy breathtaking views of Dubai's stunning skyline from its observation decks.



## Hosted by James Cook University

Experience an inspiring academic journey at James Cook University in Singapore. Learn from renowned professors, tour state-of-the-art facilities, and participate in immersive activities that offer a unique perspective on various fields of study.

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### Sessions:

- **Global HR Practice:** Explore international human resource strategies and best practices in this insightful session.
- **Diversity, Equity & Inclusion and Social Psychology:** Understand the principles of diversity, equity, and inclusion through the lens of social psychology in this engaging session.

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### Excursion:

- **Aquaculture Lab:** Discover the innovative world of sustainable fish farming at the cutting-edge Aquaculture Lab.
- **Universal Studios:** Enjoy an action-packed day with thrilling rides and attractions at Universal Studios Singapore.
- **Sky Park, Sentosa:** Experience breathtaking views and exciting activities at the iconic Sky Park on Sentosa Island.



# MALAYSIA (4 Days)



## Hosted by UCSI University, Kuala Lumpur, Malaysia

Enhance your educational experience with interactive sessions at UCSI University in Malaysia. Engage with expert faculty, explore state-of-the-art facilities, and participate in hands-on learning activities designed to broaden your academic horizons and provide real-world insights into various industries.

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### Industry Visits:



**Toyota Center Malaysia:** Gain valuable insights into automotive excellence at the Toyota Center in Malaysia, where innovation and cutting-edge technology drive the future of transportation.



**Yakult Malaysia:** Discover the science of health and wellness with a visit to Yakult Malaysia, where students will learn about the production of this globally renowned probiotic drink and its benefits.

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### Excursion:

- **Sultan Abdul Samad Building:** Explore the historic and architecturally stunning Sultan Abdul Samad Building.
- **Petronas Twin Towers:** Visit the iconic Petronas Twin Towers and enjoy breathtaking views from the sky bridge.
- **Genting Highlands:** Experience the thrill and beauty of Genting Highlands, a vibrant hill resort.
- **Batu Caves & Chinese Temple:** Discover the cultural significance of Batu Caves and the serene beauty of a Chinese temple.
- **Federal Territory Mosque:** Admire the grandeur and architectural elegance of the Federal Territory Mosque.
- **Berjaya Times Square:** Enjoy shopping and entertainment at Berjaya Times Square, one of Malaysia's largest malls.



# EUROPE (8-10 Weeks)

**Exclusively for MBA in International Business Students.**



**Hosted by ESSCA School of Management, Budapest**

ESSCA, founded in 1909, offers top-tier programs in finance, marketing, and management. Located in central Budapest, the campus combines high-quality education with a rich cultural experience.



**Hosted by IESEG School of Management, Lille**

Established in 1964, IESEG is a leading French business school with triple accreditation (EQUIS, AACSB, AMBA). It provides an international learning environment, focusing on innovative teaching and global business leadership.

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## Industry Visits and Interactions:



- Visit to Hada Supermarkets, Hungary's largest retail chain operator.
- Visit to Decathlon France, a global vertically integrated sporting goods company.



- Networking and Interactive sessions with Industry Experts.
- Meetups and social interactions with European students.

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## Excursion:

- **Budapest:** Students will explore Budapest, visiting historic sites like Buda Castle, Fisherman's Bastion, and St. Stephen's Basilica. The tour includes the iconic Parliament building and a cruise on the Danube River. The excursion extends to the picturesque town of Szentendre, known for its charming streets and art galleries. It offers a perfect mix of history, culture, and scenic beauty.
- **Lille and Paris Excursion:** In Lille, students will explore the Grand Place, the historic Old Stock Exchange, and the impressive Citadel of Lille. The visit continues to Paris, where they'll see iconic landmarks like the Eiffel Tower, Notre-Dame Cathedral, and the Louvre Museum.

# PROGRAM STRUCTURE

	2025-2026		2026-2027			
	TERM 1	TERM 2	TERM 3	TERM 4 INTERNSHIP	TERM 5	TERM 6
<b>Timeline</b>	June 2025 to September 2025	September 2025 to January 2026	January 2026 to April 2026	April 2026 to August 2026	September 2026 to December 2026	January 2027 to April 2027
<b>Experience</b>	<ul style="list-style-type: none"> <li>• Program Initialization</li> <li>• Core Courses</li> </ul>	<ul style="list-style-type: none"> <li>• Developing Basic Competencies</li> <li>• Specialization Core Knowledge</li> </ul>	<ul style="list-style-type: none"> <li>• Developing Domain Competencies</li> <li>• Core Business and Management Skills</li> <li>• Pre-Internship Training and Placement</li> </ul>	5-month Industry Internship Program	<ul style="list-style-type: none"> <li>• Master Your Specialization Through Advanced Coursework</li> <li>• Intensive Pre-Placement Training</li> <li>• Final Placement Process Commences</li> </ul>	<ul style="list-style-type: none"> <li>• Combine Academics, Work Experience and Research into a Master's Level Project</li> <li>• Final Placement Process Concludes</li> </ul>
<b>Academics</b>	<ul style="list-style-type: none"> <li>• Induction Program</li> <li>• Foundation Courses</li> </ul>	<ul style="list-style-type: none"> <li>• Core Courses</li> <li>• Specialization Courses</li> </ul>	Specialization Courses	-	Advanced Domain Courses	Project Research and Preparation
<b>ITM <i>iConnect</i> Signature Experiences</b>	<b>Outbound Experiential Program</b>	<b>NGO Internship</b>	<b>Capstone Project Phase 1</b>	<b>ITM <i>iConnect</i> Industry Internship Program</b>	<b>Capstone Project Phase 2</b>	<b>Final Capstone Project</b>
<b>Soft Skills + Value Add Training</b>	4 Courses (120) Hrs	2 Courses (105) Hrs. Internship Preparation	3 Courses (90) Hrs. Internship Preparation	-	2 Courses (90) Hrs. Intense Placement Prep	1 Course





*“One learns from books and example only that certain things can be done. Actual learning requires that you do those things.”*

*- Frank Herbert*

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*Tell me and I forget,  
teach me and  
I may remember,  
involve me and I learn.*  
- Benjamin Franklin





# SPECIALIZATIONS

Students can specialize in one of ten fields tailored to industry demand and future job prospects.

35+ Professional Certifications, typically taken by industry professionals for career advancement, are offered within each specialization to ensure students are ready to hit the ground running when they join the industry. These high-value professional certifications are offered based on the chosen specialization and come at no extra cost to the students.

**01**

New-Age Specialization

# FINANCIAL SERVICES

Global Immersion Options:  
Dubai, Singapore, Kuala Lumpur

An MBA in Financial Services at the ITM Business School is designed to prepare students for careers in the dynamic and complex financial services industry. The program emphasizes the importance of ethical financial management, compliance with industry regulations, and instilling responsible financial practices. Students learn to design and manage investment portfolios, optimizing returns while managing risks. The program encourages innovative thinking and entrepreneurship within the financial services sector.

## Value-Added Professional Certifications

- NISM-Series-V-A: Mutual Fund Distributors Certification
- NISM-Series-VIII: Equity Derivatives Certification
- NISM-Series-X-A: Investment Adviser (Level 1) Certification
- NISM-Series-XV: Research Analyst Certification
- NISM-Series-XXI-A: Portfolio Management Services (PMS) Distributors Certification
- Certification Exam in Anti-Money Laundering & Know Your Customer- by Indian Institute of Banking & Finance (IIBF)

## Indicative Job Roles on Program Completion

- Research Analyst
- Financial & Risk Analyst
- Anti-Money Laundering & Compliance Expert
- Rating & Credit Risk Analyst
- Investment Banking Associate

**02**

New-Age Specialization

# FINANCIAL TECHNOLOGIES (FINTECH)

Global Immersion Options:  
Dubai, Singapore, Kuala Lumpur

An MBA in Financial Technologies (FinTech) at the ITM Business School is designed to equip students with the skills and knowledge to navigate the rapidly evolving financial landscape. This program blends traditional business education with cutting-edge technological training, covering areas like blockchain, digital payments, big data analytics, and cybersecurity. Students will learn to innovate and implement new financial technologies, preparing them for leadership roles in fintech startups, financial institutions, and tech companies. Through a combination of theoretical studies and practical applications, graduates will be poised to drive the future of finance.

## Value-Added Professional Certifications

- Affiliated Membership of CISI (Chartered Institute for Securities & Management, UK)
- Diploma in Banking Technology
- Certificate Course in Digital Banking - by IIBF (Indian Institute of Banking & Finance)
- Certificate in Prevention of Cyber Crimes and Fraud Management - by IIBF (Indian Institute of Banking & Finance)

## Indicative Job Roles on Program Completion

- FinTech Analyst
- Blockchain Analyst
- Digital Payment Specialist
- Risk and Compliance Analyst
- Data Analyst
- Product Manager
- Cybersecurity Specialist
- Financial Services Consultant
- Business Analyst

**03**

New-Age Specialization

# DIGITAL MARKETING & MEDIA MANAGEMENT

Global Immersion Options:  
Dubai, Singapore, Kuala Lumpur

An MBA in Digital Marketing and Media Management at the ITM Business School prepares students for leadership roles in the digital marketing field. The program covers essential tools and technologies like Google Analytics, SEO, SEM, CRM, and content management systems (CMS). Students will gain expertise in performance-based marketing, lead nurturing, and social media platforms. This comprehensive training enables graduates to manage digital campaigns, drive brand engagement, and analyze consumer data effectively.

## Value-Added Professional Certifications

- Google Ads Search Professional
- Google Campaign Manager
- Google Ads Display Professional
- YouTube Asset Monetization
- Google My Business
- Google Analytics
- Meta Certified Digital Marketing Associate
- Meta Certified Community Manager
- Meta Certified Media Planning Professional
- Inbound Marketing
- Tableau Desktop Qualified Associate Certification

## Indicative Job Roles on Program Completion

- SEO Analyst
- Growth Manager
- Paid Media Specialist
- Digital Marketing Analyst
- Digital Strategist

**04**

New-Age Specialization

# BUSINESS ANALYTICS

Global Immersion Options:  
Dubai, Singapore, Kuala Lumpur

An MBA in Business Analytics at the ITM Business School prepares students to leverage data for strategic decision-making. The program covers key tools and technologies like SQL, Python, R, Tableau, and PowerBI. Students will learn advanced data visualization, predictive modeling, and statistical analysis skills. This comprehensive curriculum equips graduates to analyze complex business problems, interpret data insights, and drive innovation, positioning them for leadership roles in a data-driven business environment.

## Value-Added Professional Certifications

- SAS-Certified Advanced Analytics Professional
- Statistical Business Analyst
- Enterprise-Scale Analytics Solutions with Microsoft Azure and Power BI
- Building Modern Python App on AWS
- Tableau Desktop Qualified Associate Certification
- Google Analytics 4

## Indicative Job Roles on Program Completion

- Data Analyst
- Data Scientist
- Market Research Analyst
- Financial Analyst
- Risk Analyst
- Healthcare Analyst
- E-Commerce Analyst



**05**

New-Age Specialization

# RETAIL MANAGEMENT AND E-COMMERCE

Global Immersion Options:  
Dubai, Singapore, Kuala Lumpur

An MBA in Retail Management and E-Commerce at the ITM Business School is designed to equip students with the skills to excel in the dynamic retail and online commerce sectors. The program covers essential topics such as supply chain management, consumer behavior, digital marketing, and e-commerce strategies. Students will gain proficiency in tools and technologies like ERP systems, CRM software, and e-commerce platforms. Through practical case studies and hands-on projects, graduates will be prepared to lead retail operations, manage online sales channels, and drive business growth in a competitive market.

## Value-Added Professional Certifications

- Certification of Demand Forecasting and Inventory Management
- SAP Retail Training Course
- Creation of E-Commerce Store
- Retail Sales Simulation
- Flipkart Seller Course
- Operations & Supply Chain Management

## Indicative Job Roles on Program Completion

- Store Operations Manager
- Category Manager
- Business Development Manager
- Merchandising Manager
- E-Commerce Manager
- E-Commerce Product Manager

**06**

Mainstream Specialization

# MARKETING MANAGEMENT

Global Immersion Options:  
Dubai, Singapore, Kuala Lumpur

An MBA in Marketing Management at the ITM Business School is designed to provide students with a comprehensive understanding of marketing principles, strategies, and practices. Graduating from ITM Business School can lead to diverse and promising career opportunities, as marketing is crucial in every industry. To ensure continuous growth in your marketing career, it's essential to stay updated with industry trends, adapt to the evolving digital landscape, and cultivate strong networking relationships.

## Value-Added Professional Certifications

- Blockchain Council: Metaverse Marketing
- HubSpot Academy: Inbound Marketing
- LEARNBIZ: Sales Simulation
- IIDE: Copywriting

## Indicative Job Roles on Program Completion

- Brand Development Executive
- Sales Executive / Sales Manager
- Marketing Manager
- Marketing Research Analyst
- Brand Manager



**07**

Mainstream Specialization

# INTERNATIONAL BUSINESS

Global Immersion (Mandatory):  
Budapest, Hungary and Lille, France

An MBA in International Business at the ITM Business School is designed to provide students with a comprehensive understanding of the global business environment and equip them with the skills and knowledge necessary to thrive in international markets. Graduating from ITM Business School can lead to significant personal and professional growth. Students develop sensitivity to different cultures, which is crucial when conducting business on a global scale.

## Value-Added Professional Certifications

- Certificate Course in Foreign Exchange  
- by Indian Institute of Banking & Finance
- Theory of Constraints - by Theory of Constraints International Certification Organization (TOCICO)
- Lean Six Sigma Green Belt - by KPMG
- Diploma in Export and Import Business  
- by World Trade Center

## Indicative Job Roles on Program Completion

- Global Brand & Logistics Manager
- International Marketing & Finance Manager
- International Trade Specialist
- International Sales Manager

**08**

Mainstream Specialization

# HUMAN RESOURCE MANAGEMENT

Global Immersion Options:  
Dubai, Singapore, Kuala Lumpur

An MBA in Human Resource Management at the ITM Business School is designed to prepare students for leadership roles in HR and related fields. Graduating with an MBA in HR from ITM enhances employability, making students highly desirable for HR roles. The program fosters leadership and management abilities necessary for effectively leading HR teams. It significantly boosts career prospects, develops leadership skills, facilitates personal growth, and expands industry networks.

## Value-Added Professional Certifications

- HR Analytics - by E&Y
- SAP HR & Payroll - by Technoria
- OD Intervention - by HR & IR Academy
- Skill Matrix & Competency Mapping - by HR & IR Academy
- POSH Training - by HR & IR Academy
- CTC Designing & Organizational Structure Designing  
- by HR & IR Academy

## Indicative Job Roles on Program Completion

- HR Manager
- HR Generalist
- HR Business Partner
- L&D Manager
- Compensation Expert
- Onboarding Specialist
- Corporate Wellness Specialist



**09**

Mainstream Specialization

# OPERATIONS & SUPPLY CHAIN MANAGEMENT

Global Immersion Options:  
Dubai, Singapore, Kuala Lumpur

An MBA in Operations and Supply Chain Management at the ITM Business School aims to prepare students for leadership roles in managing and optimizing organizational processes and resources. Operations management is critical in ensuring businesses run efficiently, effectively, and competitively. As students progress through the program, they develop a deep understanding of operations management concepts, tools, and strategies. They become proficient in Supply Chain Management, Project Management, and Quality Control.

## Value-Added Professional Certifications

- CAPM (Certified Associate in Project Management)
- Lean Six Sigma Green Belt - by KPMG
- Operations & Supply Chain Management - by GATI Intellect

## Indicative Job Roles on Program Completion

- Global Product Manager
- Assistant Manager - Supply Chain
- Analyst (Supply Chain)
- System Engineer (SAP, PP, QM, Consultant)
- Team Manager (ML-Data Operations)

**10**

Mainstream Specialization

# FINANCE

Global Immersion Options:  
Dubai, Singapore, Kuala Lumpur

An MBA in Finance at the ITM Business School is designed to equip students with the knowledge, skills, and expertise required to excel in the dynamic and competitive world of finance. Moreover, networking opportunities provided by ITM Business School, access to industry professionals, and internships can greatly contribute to the student's career advancement. Additionally, the finance industry constantly evolves, providing opportunities for in Corporate Finance, Investment Banking, and Tax Associate.

## Value-Added Professional Certifications

- Certified BFSI Professional Course
  - by Indian Institute of Banking & Finance (IIBF)
- Certificate in AML & KYC
  - by Indian Institute of Banking & Finance (IIBF)
- Investment Banking and Operations Project Financing
- NISM Series VA (Mutual Funds)
  - National Institute of Securities Markets (NISM)
- Project Financing

## Indicative Job Roles on Program Completion

- Branch Sales Manager
- Wealth Manager / Portfolio Manager
- Financial Analyst
- Credit Manager / Risk Advisory
- Market & Credit Risk Analyst
- Business Research Analyst



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*“All genuine learning  
comes through  
experience.”*

*- John Dewey*



# COMPREHENSIVE JOB PLACEMENT PROGRAM

With a 34-year legacy, ITM Business School combines robust alumni networking and extensive industry engagement to ensure every student benefits from exceptional placement opportunities. This powerful synergy supports students throughout their academic journey, providing them with valuable connections and insights into the professional world. Annually, over 400+ companies actively recruit from our campus, seeking the talent and skills honed through our rigorous programs and comprehensive career development initiatives.

## Our 2024 Placement Statistics:

400+ Company Visits

Highest CTC Offered: 21 LPA

Average CTC Offered: 8.65 LPA

## iConnect Internships

Every student at ITM Business School undergoes a rigorous experiential learning journey, including a mandatory 5-month internship, a 2-week NGO internship, and a 3-month capstone project. Additionally, they immerse themselves in 10 live projects and case studies, gaining invaluable hands-on experience that is pivotal for their career readiness. This real-world exposure and extensive industry networking are critical during final placements, significantly enhancing their employability and practical skills.

## Extensive Personal and Professional Development Training

Students immerse themselves in over 300 hours of training, equipping them for real-world challenges in presentation skills, corporate communication, public speaking, technical proficiency in MS Office, and mastering personal interview techniques. This extensive training ensures they are fully prepared to excel in professional environments.

## 35+ Professional Certifications

ITM Business School has included advanced professional certifications in all programs to accompany degrees. These certifications are recognized by industry and provide practical knowledge that helps students secure jobs more easily.

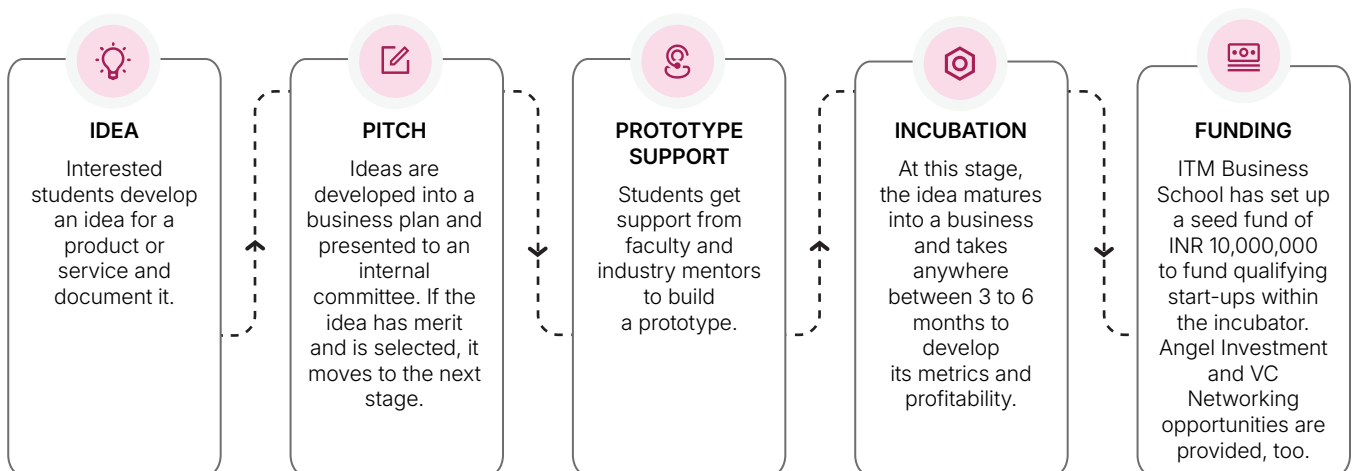
# ENTREPRENEURSHIP AS A CAREER OPTION

## ON-CAMPUS START-UP INCUBATOR

Not everyone wants to take up a job at the end of the program. Some want to build their start-up! The On-Campus Start-Up Incubator provides students with access to resources to develop their start-up ideas. Students may opt to work on their start-up idea instead of taking up the 5-month internship. ITM has a vast array of talent in Tech, Design, Finance, and Supply Chain, among others, and Incubatees will have access to their time and knowledge.

Events such as hackathons, industry masterclasses, business conferences, start-up boot camps and yatras ensure that ideas grow beyond a business plan and feasibility study, into an actual start-up.

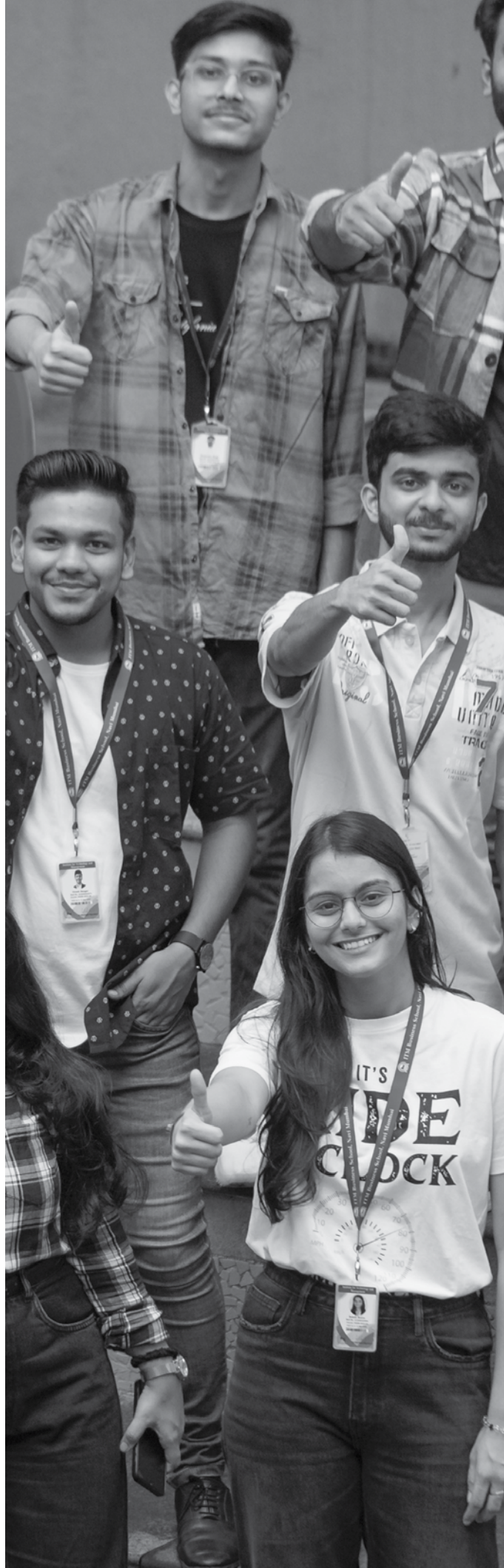
## Here's How It Works:



# GET YOUR DREAM JOB!

We focus on acquiring the best brands and high-demand job profiles, giving our students interesting opportunities in various industries.

## Some of Our Esteemed Recruiters



# ELIGIBILITY AND HOW TO APPLY

## ELIGIBILITY

To apply for the MBA *iConnect* program, candidates need a bachelor's degree from any UGC-recognized University and at least 50% marks in the qualifying examination (Graduation). Final-year students are also eligible to apply.

## ENTRANCE TEST SCORE

ITM accepts its iSET score in addition to the following entrance tests: CAT, XAT, NMAT, CMAT, MAT, ATMA, or State CET tests.

## SCHOLARSHIPS

ITM offers scholarships to candidates who have shown exceptional academic, social, cultural, or personal achievements and whose financial circumstances are insufficient to cover the costs of the MBA *iConnect* program. These scholarships may include full or partial waivers of academic fees and other expenses, decided solely by the Scholarship Committee.

Candidates must have secured a minimum of 60% in their 10th, 12th, and undergraduate studies. Students who have completed their first and second years of graduation with an overall 60% are also eligible to apply.

## Scholarship Entrance Exam

ITM Business School conducts the iSET scholarship test, which will be held in December 2024/January 2025. The iSET test assesses students on Aptitude, Logical Reasoning, Verbal Skills, and Data Interpretation. The list of meritorious students eligible for scholarships will be announced one week after the test is successfully completed. Selected students must complete the admission process, which includes participating in the Case Analysis round and the Personal Interview, before being awarded the scholarship.

With over 2000 students participating each year, the test offers scholarships totalling Rs. 2 Crore (subject to students fulfilling terms of merit).

- 100% Scholarship for ITM MBA *iConnect* (10 Scholarships)
- 50% Scholarship for ITM MBA *iConnect* (15 Scholarships)
- 25% Scholarship for ITM MBA *iConnect* (30 Scholarships)
- 10% Scholarship for ITM MBA *iConnect* (100 Scholarships)

*Note: Scholarships awarded are applicable only for the first year fees.*

## APPLICATION PROCESS

### STEP-1

Go to [www.itm.edu/mba](http://www.itm.edu/mba) to fill out the application form.

*Note: Application Fee of INR 1500/- needs to be paid online to be able to apply to the program.*

### STEP-2

You must complete and submit the application form before the Application Deadline.

*Note: Early applications are encouraged. Due to the high volume of applications, there are multiple selection rounds. Students applying early have a higher chance of procuring admission to the program.*

### STEP-3

On successful completion, you will be provided with an Application ID. Save this for all future correspondence.

### STEP-4

You will be invited for a Case Study Evaluation and a Personal interview. The venue and date for the above will be shared with you via email.

## SELECTION PROCESS

**Students are evaluated based on multiple factors:**

- Past Academic Performance
- Entrance Test Scores
- Case Analysis & Personal Interview Performance
- Work Experience (if any) after Completion of your Graduation
- Extra-Curricular Activities, Other Interests and Accomplishments

*No one factor is more important than the other. Results are determined based on the student's overall performance. A high Entrance Test Score does not guarantee a call for a Selection Process or Admission Offer.*

## RESULT

Students who complete the Selection Process will receive a provisional Offer of Admission to the MBA *iConnect* program. You must submit INR 25,000/- through a Demand Draft or Cheque to confirm your admission and secure your seat. This fee is Part 1 of Program Fees and is refundable, subject to University and UGC terms and conditions.

# WHY CHOOSE THE MBA *iCONNECT* ?

There must be more than old-school textbook learning to prepare you for the real world! You, as a student, should spend the next two years earning a degree, having fun, and honing your practical skills to be all you want. So you can get your dream job or start-up on your own. And that's what the MBA *iConnect* is all about. It ensures that every aspect of the program has an industry connection, so that you are ready to leap into the real world!

Features	Old-School MBA	MBA <i>iConnect</i> at ITM Business School
Internship	2-3 Months	5 Months + 2 Weeks NGO Internship
Placement	Limited Placement Assistance Provided	100% Placement Assurance
Start-Up Incubator	No Funding Support	On-Campus Incubator With Up To 1 Cr. Seed Fund and Tech Support
Industry Certifications	Not Included	35+ Professional Certifications at No Additional Cost
Specializations	Only Mainstream Specialization Options Are Available	Offers 10 Specializations, Including New-Age Ones
Personal Professional Development	No Support Offered	Program integrated 300+ Hours of Soft Skills & Placement Preparation
Hands-On Learning	Textbook Learning	Case Studies, Live Projects, Simulations, Industrial Visits & Conferences
Instructor	Less Industry Experience	Top Professional Faculties with Industry Experience
Curriculum	Outdated	Modern World Curriculum Crafted by Industry
Industry Connect	Limited	1-1 Mentorship, Monthly CEO Talks, Meet-Ups & More
Global Immersion	-	Optional 4 Global Immersion Programs (UAE, Singapore, Malaysia and Europe)
Batch Size	100+ Students	Only 60 Students



# LIFE ON CAMPUS



SCAN THE QR CODE  
TO KNOW ABOUT  
CAMPUS LIFE



# ITM Business School

ITM SKILLS UNIVERSITY

ITM Business School, Plot 25 & 26,  
Institutional Area, Sector 4, Kharghar (E),  
Navi Mumbai 410210. Maharashtra. India

**Toll Free 1800 209 9727**

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Apply Now





# ITM Scholarship Entrance Test

Hello,  
**Greetings from ITM B-School!**

We're thrilled to announce the return of our annual ITM Scholarship Entrance Test - iSET at ITM!

At ITM, we believe that every passionate individual deserves the chance to stand out and prosper. This is a unique opportunity for aspiring leaders to embark on an exciting journey in their chosen field with the support of our exclusive scholarship offers. With financial assistance tailored for bright minds like yours, we aim to help students unlock their true potential and move closer to their career dreams. Don't let financial constraints hold back your ambitions—seize this chance to elevate your future with ITM!

## **Scholarship Details and Financial Benefits**

We are offering scholarships ranging from **10% to 100%** in tuition fee waivers, with a **total scholarship pool of nearly Rs. 2 Crore!**

Over **2,000 students participate annually** for a chance to secure a scholarship, making this a valuable opportunity to significantly reduce MBA tuition costs.

## **Awarded Compensation:**

**100% Tuition Fee Scholarship** – 10 Scholarships

**50% Tuition Fee Scholarship** – 15 Scholarships

**25% Tuition Fee Scholarship** – 30 Scholarships

**10% Tuition Fee Scholarship** – 100 Scholarships

*Note: Scholarships apply only to the first-year tuition fees.*

## **Eligibility Requirements**

Minimum of 60% in 10th, 12th, and undergraduate studies.

Final-year students with an overall 60% in their first and second years are also eligible.

## **Scholarship Process Overview:**

To apply for iSET, apply on the link - <https://www.itm.edu/lp/mba/>

The iSET test will be conducted on specific dates and locations. Candidates will be evaluated in the exam round upon Aptitude, Logical Reasoning, Verbal Skills, and Data Interpretation, followed by a Personal Interview.

Post result declaration, selected students can secure their scholarships on the same day by paying the registration fee of Rs. 25,000/- through Demand Draft.



Date	City
14-12-2024 & 15-12-2024	Navi Mumbai- Kharghar
14-12-2024 & 15-12-2024	Mumbai - Andheri
14-12-2024	Indore
14-12-2024	New Delhi
21-12-2024	Jaipur
21-12-2024	Patna
21-12-2024	Pune
21-12-2024	Raipur
21-12-2024	Lucknow
21-12-2024	Ahmedabad
21-12-2024	Hyderabad
21-12-2024	Kolkata

### Itinerary for the Day

09:00 am to 10:00 am	Attendance and Registrations
10:00 am to 10:30 am	"What is ITM?" Introductory Session
10:30 am to 11:00 am	Q&A Session
11:00 am to 12:00 pm	Scholarship Exam
12:00 pm to 02:00 pm	Personal Interview
02:00 pm to 02:30 pm	Result Declaration
02:30 pm to 03:00 pm	Conclusion and Congratulations

### What to Carry

1. Valid ID
2. Hall ticket
3. Demand Draft (DD) for securing your scholarship and admission

This is your opportunity to showcase your passion for learning and leadership. Come equipped with your vision and determination, and seize the opportunity to unlock the maximum scholarship you deserve.

Don't miss out on this transformative opportunity to launch your career with ITM!