



{ Prepare for the grind. Prepare for the shine. }

The Sacred Pact

This is an agreement between FIIB, the #NoHypeMBA institute and you, who desire long term career success. You are hereby required to deliver to us your determination and zeal to learn. We, in turn, shall deliver the means, tools, expertise and know-how that you'll need to build a successful career in Management.

You | FIIB

[#NoHypeMBA™]

At FIIB, we don't believe in creating needless hype.

Instead, we believe in creating Management Graduates who are **Smart, Spirited, Purposeful, Dynamic** and **Focused**. Our PGDM is one of the most rigorous management programs in the country, designed to develop tough, practical and ethical Management Graduates who are

also adept in emergent disciplines such as Business Analytics, as well as emergent skills such as Visual Storytelling and Collaborative IT Tools & Techniques.

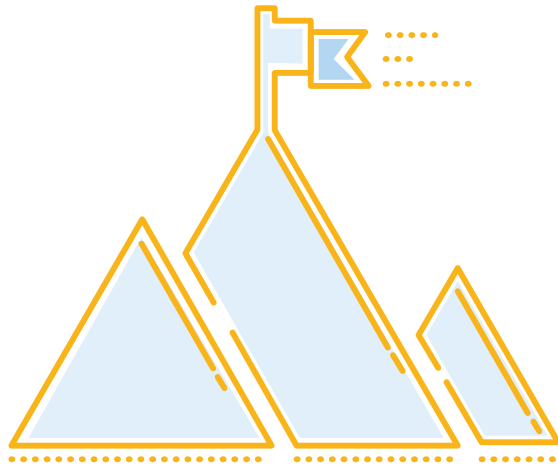
So that when you step out of the college you are ready to take on any challenge the corporate world throws at you.



You bring the strength, we'll bring the polish.



To us, you are a rough log of Mahogany.
Strong, but rather formless. Give us two years and we'd carve the needless away so you may become your finest version. The world will surely notice, we promise.



[Our Mission]

To advance the practice of management, and produce leader-managers of business and social relevance

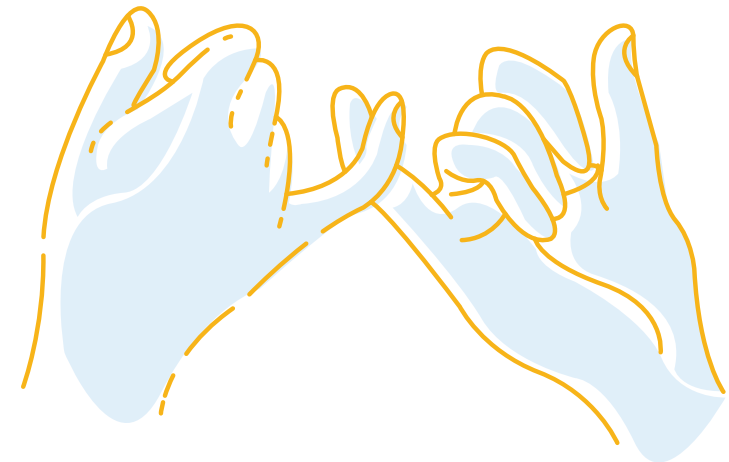
Why we exist: To develop **success-ready** leader-managers who **drive growth** in their **communities** and **professions**

What we offer: An exemplary **individual-focused** and **career-oriented** education that challenges every student to develop the **right attitude**, **problem-solving abilities** and **management skills** for their **long-term** career success

How we make it happen: By providing a **strong knowledge foundation**, **rigorous experiential training** and a **career-empowering community**

[Our Promise to you]

*This place will **challenge you** to achieve your potential, and **create opportunities** for your future success with the **support** of committed mentors and lifelong friends you'll make here.*





A TRULY UNIQUE MBA EXPERIENCE

It is said that success rides on time. FIIB has achieved a 25-year tradition in delivering a learning experience that is rigorous, relevant and rewarding. Our role is to challenge and inspire students, and ultimately enabling them to achieve their potential for both personal and professional growth. Today, we continue to attract a great diversity of students who have the drive, confidence, a strong record of achievement and a burning desire to advance the progress of business and society.

At FIIB, you will find the ideal environment to realize your full potential and become a business leader for the 21st century. You will build your competencies in an energizing, collaborative community, that has only one focus – Your Success!

A perfect equation between our class size and an individualized approach to development means that your interests and aspirations are valued.

Excellent professors keeping themselves current and relevant through their research will build upon your unique talents and shape your learning experience. Our faculty infuse a rare combination of broad experience, personal insights and advanced management thinking into their classes.

Armed with the latest knowledge of today, you will be well-prepared to solve the business problems of tomorrow. During our 2-year program, you will develop the core management skills needed to excel in today's competitive business world. You will also go much deeper with your analytic skills, a most required skill of the 21st century using the power of data to drive smart decisions.

At FIIB, you will experience an entirely different approach to leadership. We believe that you must know yourself and your strengths to truly lead. After learning the theories of leadership, you will face your fears, develop critical thinking skills and challenge conventional wisdom in complex situations specifically designed to put those theories to the test.

One-on-one meetings with our Career Center offer you unparalleled advice about achieving your goals. Fuel your career transformation with regular campus visits by top recruiters from some of the most sought-after companies, and by regularly scheduled events with our prestigious network of over 2500+ alumni.

If you are a high achiever who dreams big, with the courage and passion to turn that dream into a reality, the FIIB MBA is for you.

With Warmest Wishes,

Radhika Shrivastava
Executive Director

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[The Institution]

To inculcate a flourishing culture of zero hype and maximum excellence, FIIB has excellent credentials to offer, along with a rich mix of the right associations, competent faculty, committed students, accomplished alumni and most importantly, discerning recruiters that come back year after year.





OPERATE
of the Financial Regulator
NEW WEBSITE
WWW.FIB.ORG

FIB

WWW.FIB.ORG



You bring the consistency, we'll bring the mould.



You are the shapeless lump of clay. But the vase too.

Your future is yet unformed. The next two years will decide whether you can withstand the fire of FIB rigor. And if you do, the result would be marvellous, worthy of the highest shelves.

[Rankings & Awards]



Rankings

Ranked **4th** in
Top Pvt. B-Schools
of Delhi by
Business Today 2020



Ranked **6th** in
Top Pvt. B-Schools of
Delhi & NCR by
Business India 2019



Ranked **13th** in
Top B-Schools of
North India by
The Week 2020



Ranked **29th** among
Top Pvt. B-Schools of
India by
CSR-GHRDC 2020



Other reputed bodies that ranked FIIB highly are:



Awards

Best Institute for Business
Recruitment in Delhi NCR Adfocus Media -
Global Leadership Awards 2020



Top Institutes of India for the year 2020
Competition Success Review



Best Education Institute that encourages leadership
as a part of Curriculum Dewang Mehta –
B-school Affaire National Education Award – 2019



Educational Institutions putting substantial
effort on industry based teaching and learning
pedagogy Federation for World Academics (FWA)-
Industry Anchored Brands Award 2019



Other Academies that have awarded FIIB are:





Accreditations & Associations

AICTE Accredited AIU Approved NBA Approved AACSB Business Education Alliance Member

Domestic Collaborations

WADHWANI FOUNDATION | NATIONAL ENTREPRENEURSHIP NETWORK (NEN) | IBM | PHD CHAMBER | EPSI | CLL language centres | AMISA

Global Collaborations

UNIVERSITY OF ARKANSAS SAM M. WALTON COLLEGE OF BUSINESS | SOLBRIDGE INTERNATIONAL SCHOOL OF BUSINESS University of Salerno, Italy | BURGUNDY SCHOOL OF BUSINESS DIJON - LYON - PARIS - BEAUNE | UNIGLOBE COLLEGE | GENTIA SCHOOL OF DIPLOMACY & INTERNATIONAL RELATIONS University of Salerno, Italy

All that we read and researched about India was nothing compared to experiencing it live. We understood how different factors affect business and life in India. Thank you FIIB, not only did we learn about Business and Management in India, but we also created lasting experiences different and better than we anticipated.

Kathryn, Student, Sam M. Walton College of Business



Board of Advisors

The FIBB Board of Advisors focus especially on providing counsel and stimulating advances in areas of strategic importance to FIBB. The Board features accomplished and distinguished members, covering an array of businesses and industries. They meet once every quarter to provide recommendations on new initiatives and offer feedback on matters related to the Institute.

- 1. Maj. Gen. D.N.Khurana, AVSM,**
Former Director, All India Management Association (AIMA)
Chairman of the FIBB's AAC
- 2. Prof. Rajen K Gupta,**
Ex Professor – MDI Gurgaon & IIM Lucknow
- 3. Mr Rajat Jain,**
Founder Director PadUp Ventures and Non- Executive Director in Times Innovative Media Ltd., Delhi Apt., Neva Garments Ltd., Securenow Tech Services, Intelligent Resource Group.
- 4. Ms Ritu Jain,**
Managing Director,
EOS Capital Advisors Pvt Ltd.
- 5. Mr Amitabh Jhingan,**
Co-Chair FICCI K12 Committee
- 6. Mr Manish Kheterpal,**
Managing Partner,
WaterBridge Ventures
- 7. Mr Saurabh Mittal,**
Executive Coach
Adviser to Start-ups
- 8. Mr. Vinay Mittal,**
Chief Financial Strategist
HT Media
- 9. Prof. Anadi Pande,**
Professor, IIM Lucknow
- 10. Maj (Dr) KPS Sandhu,**
Principal Consultant,
Infosecure Consulting Pvt Ltd.
- 11. Ms Radhika Shrivastava,**
Executive Director, FIBB
- 12. Dr. Sangeeta Chopra,**
Associate Professor
Faculty Representative, FIBB
- 13. Mr. Sanjay Tiwari,**
Professor
Faculty Representative, FIBB



Members of the FIBB Governing Board

Along with the board of advisors, a board of industry experts help us reinvent business education time and again, so that it stays relevant to the current and future needs of business and society. Our Board of Studies 2018 includes:

- 1. Mr V K Shrivastava,** President
- 2. Mr Nivedan Bharadwaj,** Managing Director Fortune
- 3. Mrs. Meenu Kaushik,** Head QA - Fortcaps Healthcare Ltd
- 4. Mr Manish Kheterpal,** Founder Partner Waterbridge
- 5. Ms Anu Malhotra,** Managing Director, Kangaroo Kids, Delhi
- 6. Ms Radhika Shrivastava,** Executive Director, FIBB
- 7. Mrs Rekha Shrivastava,** Director Winterwear India Pvt Ltd



[Faculty]

FIIB is known for its excellent faculty and high quality intellectual capital. The faculty members are actively involved in teaching-training, mentoring, research, consulting, and solving the intricate problems typical to global business environment. They are the role models whom our budding managers look up

to, and build lifelong student-mentor relationships with. Their commitment towards fostering knowledge and turning it into applicable real-world concepts helps the students emerge as leaders and keep prepared for the arduous trials of corporate life.



Dr. Sudhir Rana
Associate Professor
Marketing



Arpan Anand
Assistant Professor
Marketing



Vibhor Kataria
Assistant Professor (Adjunct)
Business Communication



Arun Sangwan
Assistant Professor
Strategy and Entrepreneurship (S&E)



Sanjay Tiwari
Adjunct Faculty
Marketing



Bhajneet Kaur
Assistant Professor
Operations / Business Analytics



Dr. Ekta Singhal
Assistant Professor
Marketing & Entrepreneurship



Rajni Joshi
Assistant Professor
Finance



Dr. Sangeeta Chopra
Associate Professor, HR
OB & Communication



Manpreet Kaur Uppal
Assistant Professor
Strategy and Entrepreneurship (S&E)



Shuchi Dikshit
Assistant Professor
O.B. & H.R.M.



Piyush Gupta
Assistant Professor
Operations Management area at FIIB



Dr. Purnima Rao
Associate Professor
Finance and Accounts (F&A)



Prashant Verma
Assistant Professor
Business Analytics



Dr Harsh Pratap Singh
Assistant Professor
Finance

[Mentoring beyond Pedagogy]

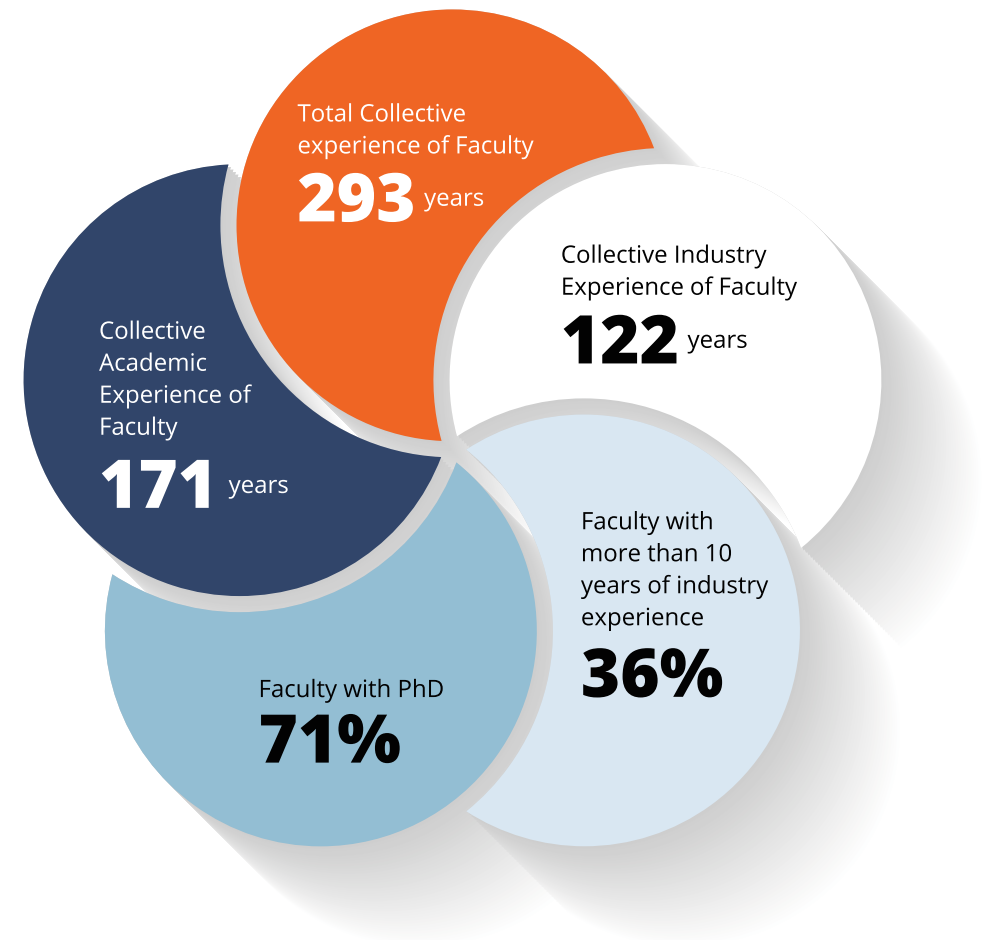
Every faculty member fulfills multiple responsibilities in paving a successful career path for their students. Their job doesn't end there. As critical thinkers, they take up research to solve the complex management challenges that arise globally; they contribute to the training of industry leaders and other faculties through



The most important thing for faculty is to put learning first. The students spend most of their time at college with us. That puts a huge responsibility on our shoulders to mold them into success-ready individuals. Of course, it's not easy. But knowing that these people, who're listening intently to each and every word we utter in the classroom, possess the potential to become game-changers of the marketplace and economy, keeps us on our toes to stay updated and make learning impactful.

Dr Sudhir Rana , Associate Professor, FIIB

Management Development Programs (MDPs) and Faculty Development Programs (FDPs): Stepping beyond the role of conventional pedagogues, they learn as well as mentor and inspire our young managers.





[Executive Development Programs and Research]

FIB EDPs are designed with the right balance between theoretical inputs, practical insights and the latest research findings with the aim to further enhance the reputation of FIB as a B-School and bridge the gap between academia and industry, to train on personal as well as organizational fronts and develop competencies with new and finer skills, knowledge and attitude.

We equip participants with strategic tools in the field of Strategic Planning, Finance, Marketing, Operations, International Business, Organizational Behavior, HRM, Communications and Soft Skills like Time Management, Yoga and Meditation, Holistic Wellbeing, Sensitization, Interpersonal Skills, Selling Skills, Presentation Skills, Leadership, Etiquettes and Grooming, Motivational Skills etc.

The organizations where our faculty regularly delivers training sessions are:

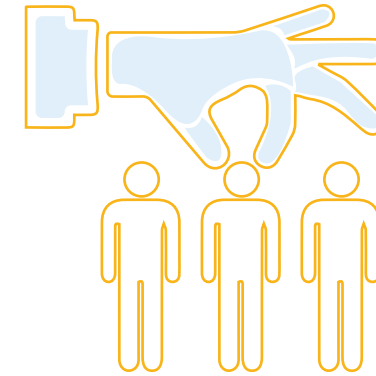


[Cutting edge Executive Development Programs for Industry]

- Design Thinking Bootcamp
- ELP - Emerging Leadership Program
- Negotiation for high yield Business Activity
- Managing change and conflicts at the Workplace
- Visual Analytics: Insights from Data for Clear Thinking
- Developing an entrepreneurial mindset
- Cross-cultural Communication
- Emotional Intelligence
- Gender sensitization, and sexual harassment at the workplace
- Mindfulness for Leader-Managers
- Financing and Valuation Of Start-ups and New Ventures
- Mental Health and Emotional Wellbeing
- Financial Analysis And Valuation For Strategic Decision Making
- Predictive Analytics in Marketing
- Selling Value: Moving Beyond Features and Benefits
- Data Analytics for Expanding Markets
- Managing Expectations for Sales Professionals
- Social Media Analytics for Business Intelligence
- Predictive Analytics in HR

[Regular Recruiters]

FIIIB has been privileged to have many renowned recruiters visiting for campus placement regularly, which speaks volumes about their continued faith in our ways. This faith can be credited to the exemplary performance exhibited by our alumni working with various organisations at different levels & locations.



The following are select regular recruiters of FIIIB:





[Recruiters Speak]

The recruiters have often spoken highly of FIIB at different forums, the highlighting point being its students, curriculum and experiential learning opportunities. Here are a few bites in their own words:

“
Enthusiastic group of students which we met with, they were well trained to meet the recruiter expectations. The process was very well managed
- **Ms. Amreen Shahid**,
Naukri.com
”

“
Met with a very engaging group of students, found them extremely passionate having big dreams & clarity of thought to pursue the same.
- **Deepika Chawla**,
American Express
”

“
Well done FIIB! Enterprising session, I found that all students came well prepared. Such activities of interaction with industry experts would surely enhance employability of students. Wish you all very best!
- **Mr. M A Mateen**,
British Paints
”

“
Love the fact that the institute is focussing on making the students “Real World Ready”
- **Manan Joshi**,
SilverPush
”

“
It was a pleasure to be here at FIIB and meet faculty members & students. Environment of the institute is something which each student yearns for. Would love to come back again in the future.
- **Mr. Sitanshu Tiwari**,
ICICI Bank Ltd.
”



[Infrastructure]

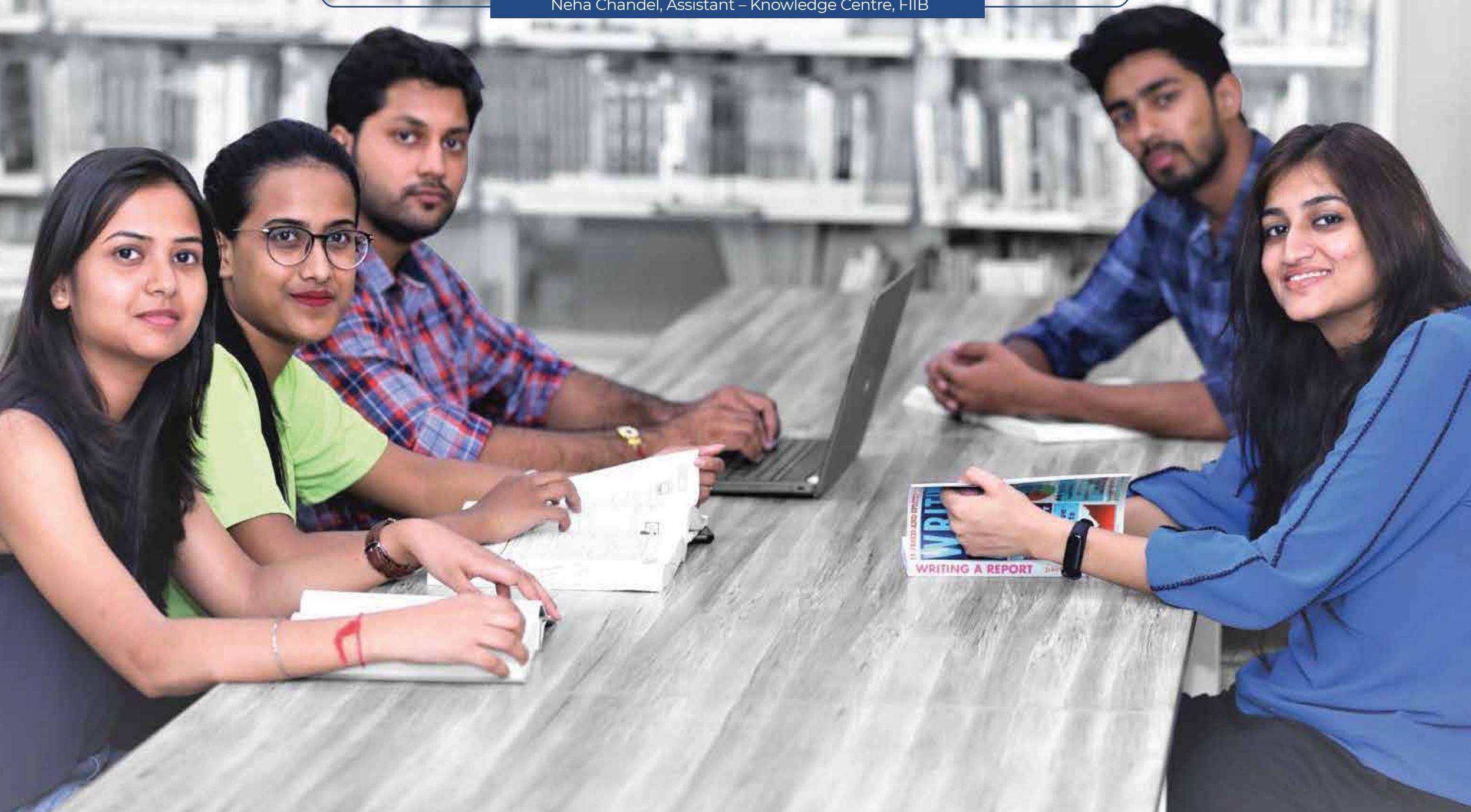
Located in prime South Delhi, infrastructure at FIIB has state-of-the-art facilities that equip the students with the right tools and technology to excel. With hi-tech classrooms supporting student learning, library that houses the most up-to-date resources, and student recreation centres that support a friendly learning environment, FIIB nurtures exploration, invites cross-cultural engagement and inspires dynamic interactions.

FIIB campus is also well-connected to major hotspots of entertainment, shopping, gastronomy and culture in Delhi-NCR, offering our vibrant and diverse student network with memorable experiences and the opportunity to bond with FIIB community for life-time.



"To facilitate more room for reading, a main reading hall separates the stack room. Library spaces at FIB are more inviting, more personal. That's really important. It becomes a home away from home for the students who are lost in the books, devouring the knowledge hungrily trying to find answers of some of the most challenging business problems of today."

Neha Chandel, Assistant – Knowledge Centre, FIB



[The Student]

The hallmark of a good MBA institution is the quality of its Management Graduates. FIIB students have consistently gone out into the world and blazed trails. These are some of the reasons why.







You bring the dream, we'll bring the chisel.



A slab of rock that needs to be chipped over and over.

Through the next two years, we'd chip away at you, till we reveal the perfection within you. Until you become worthy of a pedestal.



Student Clubs

At FIIB, students play a pivotal role in planning, organizing, curating and monitoring all intra and inter college events at the campus. With a view to promote a student-driven culture at the Institute, a number of Student Clubs have been formed. These clubs serve as excellent forums to strengthen entrepreneurial and managerial capabilities through the practical application of live projects outside the classroom.





[Year-round Events]

The annual calendar at FIIB is home to some of the most high-spirited and thought provoking events that contribute to the comprehensive development of the students.

TEDx

TEDxFIIB discusses ideas worth spreading through renowned speakers who have built a stage for themselves through their remarkable achievements.

International Management Conference (IMC)

IMC is the flagship event of FIIB. The conference facilitates deliberations on key National and International issues by eminent researchers, Industry practitioners and Academicians.

International Symposium on Economic Development (ISED)

ISED is attended by world's leading researchers, economists, corporate members and students. The symposium deliberate on the impact of globalizations and policy decisions.

HR Conclave

Human Resource Conclave offer an interactive platform for meaningful discussion on the latest Trends in HR and its impact in the corporate workforce.

Katastasi

Katastasi is an annual Internship based case writing competition to enhance skill sets of students. The initiative is in pursuit of excellence in Management education and research.

Marketing Conclave

The National Marketing Conclave is an interactive forum to deliberate on contemporary Management practices and discuss the roadmap for future.

OPex Conclave

OPex Conclave is an initiative of FIIB Operation domain. The conclave deliberate on operational excellence and strategy for a sustainable Business.



Finance Conclave

Finance Conclave is an initiative of the FIIB finance domain. Eminent speakers deliberate on key issues related to the finance and Banking sector during the conclave.

Samavesh

Samavesh is an annual cultural fest at FIIB. The fest is a harmony of talent and hard work where students learn about management through fun and cultural activities.

Meraki

Meraki is an annual Business Plan competition for students to show case their talent for industry preparedness.

Founder's Day

Founder's day is organized to commemorate the Founding Father of FIIB and celebrating the history and accomplishments of the Institute and its various stakeholders.

Sustainability Summit

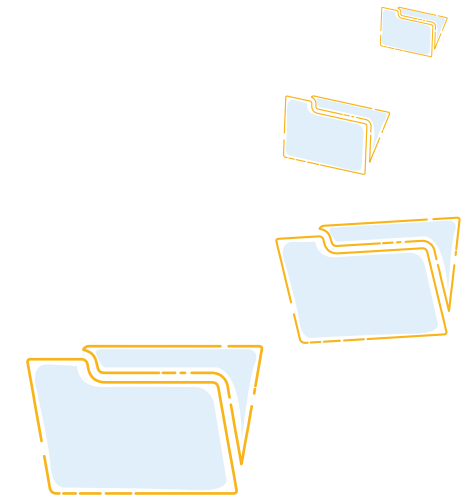
The Sustainability summit provides a forum to deliberate on key issues to create Sustainability across all walks of life.

Ranbhoomi

Ranbhoomi is an annual sports event at FIIB. The students enthusiastically participate in the games and fun activities with spirit and pride.

[Live Projects]

Our students do not limit themselves to theoretical learning. In the quest to provide experiential learning opportunities to all students and to bridge the impending gaps between classroom learning and practical application of knowledge, students at FIIB are offered Virtual, Research and Work-from-home projects that they may pursue in the after-hours. To ensure that the Projects' objectives are met, Faculty Mentors support and guide the students.



Organization

FarEye

Project

The selected candidate will be working with the Talent Acquisition team of Fareye.

Organization

ITC Ltd.

Project

Practical and Realistic learning of strategies such as Promotions, Sales, Consumer behavior, Retail management, Brand equity etc.

Organization

Marico Ltd.

Project

Modern Trade Team for the Big Day Promotions

Organization

PayU Money

Project

Partnership Strategies for Markets of Indonesia, Bangladesh and Thailand

Organization

Modi Naturals

Project

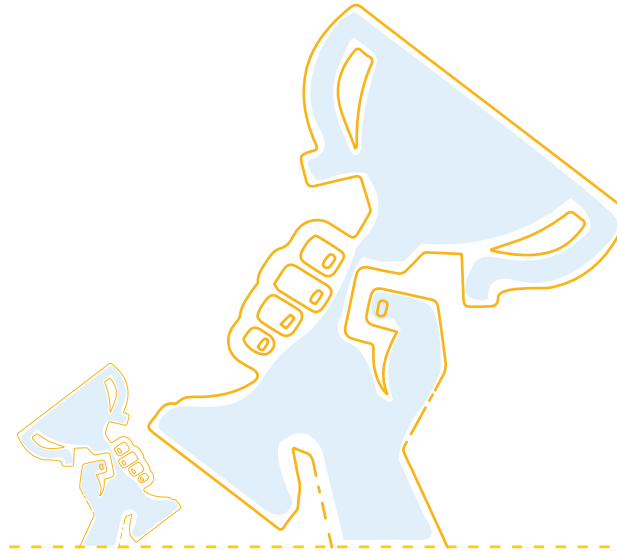
A Study on Modern Retail Management

The following companies have offered live projects to our students in 2019-20



Alumni High Achievers

Our acclaimed alumni are spread globally and have not left any sector untouched by their brilliance. We feel proud to be a part of their triumphant journeys while they are busy transforming the business and social landscape with their unparalleled talent.



 mothercare Tapan Bansal Country Manager	 PEPSICO Arghya Mukherjee Associate Director	 Deloitte. Siddhartha Priyadarshi Vice President	 Tetra Pak® PROTECTS WHAT'S GOOD Navdeep Singh Mehram Director Public Affairs, South Asia
 THE BODY SHOP Satabdee Borah Das AVP - HR & Admin	 policybazaar.com Abhishek Bansal Regional Head	 KPMG Suresh Srinivasan Digital Consulting Services	 AXIS TRUSTEE SUBHASH KUMAR JHA Assistant General Manager
 Nestle Good food, Good life Darpan Khurana Demand Planning Specialist	 Anthill Prasad Vanga Founder & CEO	 db group Satish Chinnadurai Director	 WNS Yogendra Goyal Chief Growth Officer
 hp Rajat Kundu Program Manager	 amazon.in Anuj Kaura Site Lead	 SBI Pritiman Sarkar Sr. Vice President	 DELHI DUTY FREE Abhijit Das Head of Marketing

[Methodology]

Improve the quality of every single component, make every single process airtight, and the resultant overall excellence is all but inevitable. Here are some of the methods and process we've employed to become who we are.







You bring the moral fibre, we'll bring the sheen.



Plucked fresh, that's how we see you.

During the next two years, FIIB will pull you and twist you, give you a pattern and a texture, a sheen and a fall. By the time you leave, you'd have been tailored to perfection.



[Industry Focused Curriculum]

The FIIB Curriculum has been developed through vigorous debate and deliberations among the industry frontrunners. The FIIB Faculty lends it the extra edge needed to transform students into success-ready managers. One of the reasons why FIIB has been ranked 26th by Business World is our curriculum and pedagogy. The amalgamation of rich industry experience, proven leadership potential and academic rigour produces talent that is ready to hit the ground running from the very first day in complex business environment.

FIIB has always been quick on updating its curriculum in response to the changing needs of employers like yourself. A panel of experts from various industries has helped us pick the right courses such as Business Analytics, Collaborative IT Tools and Visual Storytelling that are required to solve contemporary and emergent business problems. As a result, our batches have been hailed by recruiters in need of management talent at the entry level.



[Industry Speak]

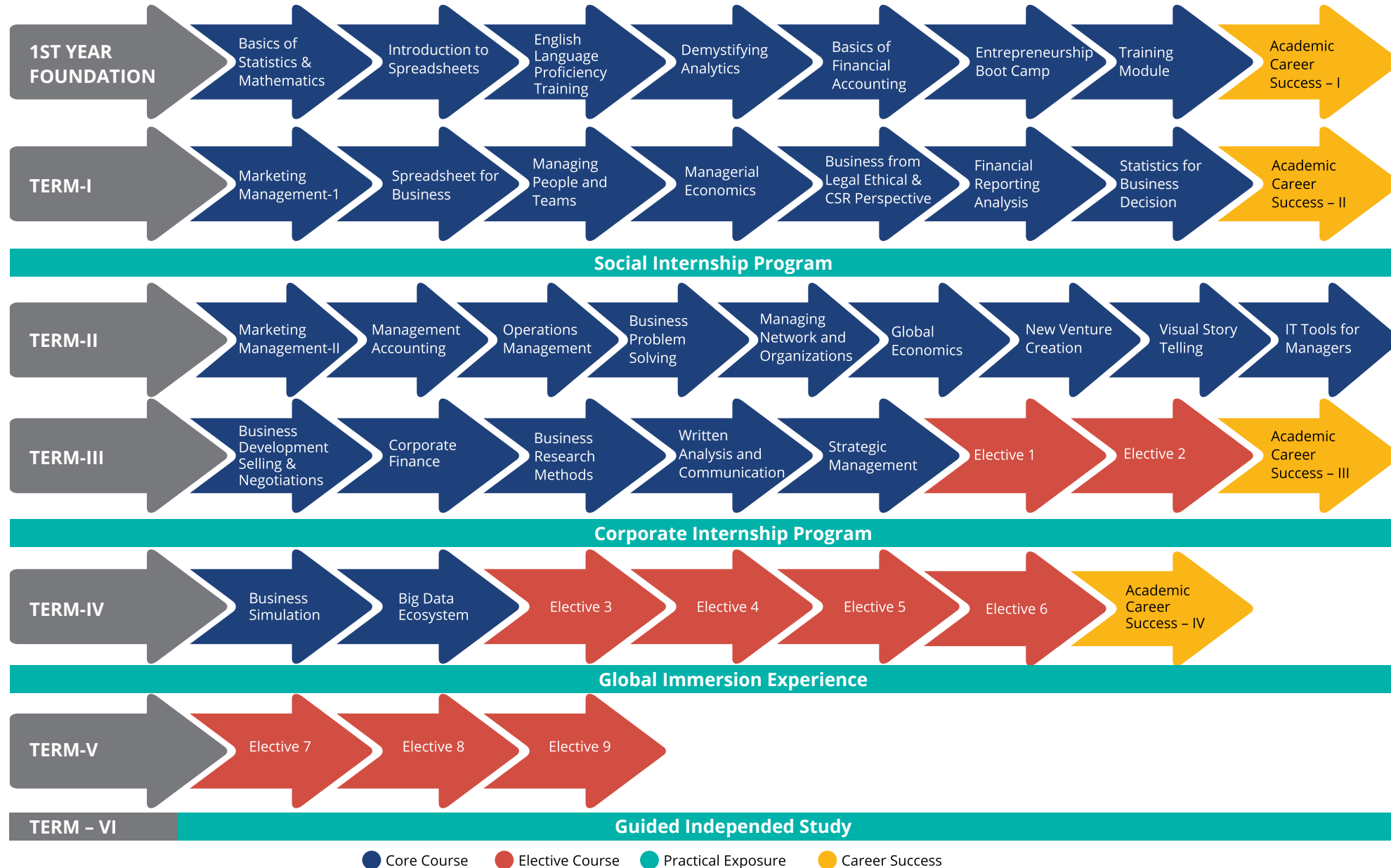
“Analytics is everywhere. whether you are aware of it or not, it is embedded in every part of the business transaction. Fresh MBA graduates should concentrate on learning analytical skills and be quick to solve statistical problems. These skills would attract a recruiter as they're looking for someone who can understand and solve problems from day one. I really am fascinated by the FIIB community for

being open to industry opinions to accommodate changes in the curriculum. The discussion was fruitful and with analytics being woven into regular courses, the students would be equipped with real-time analytics and decision making that can set them apart from others.

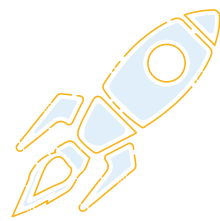
Mr. Suhas Handa, Manager- Workforce Analytics, Ericsson

Curriculum Diagram

With a harmony of core management studies, thought leadership and practical experience, our curriculum provides hands-on experience, knowledge and skills to excel. Designed with the right blend of courses, electives and experiential learning opportunities, this curriculum serves as a road map to success.

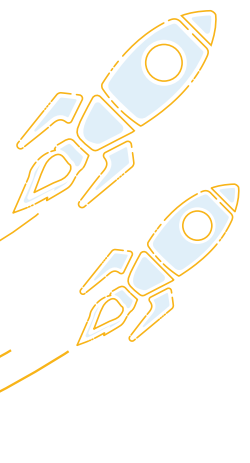
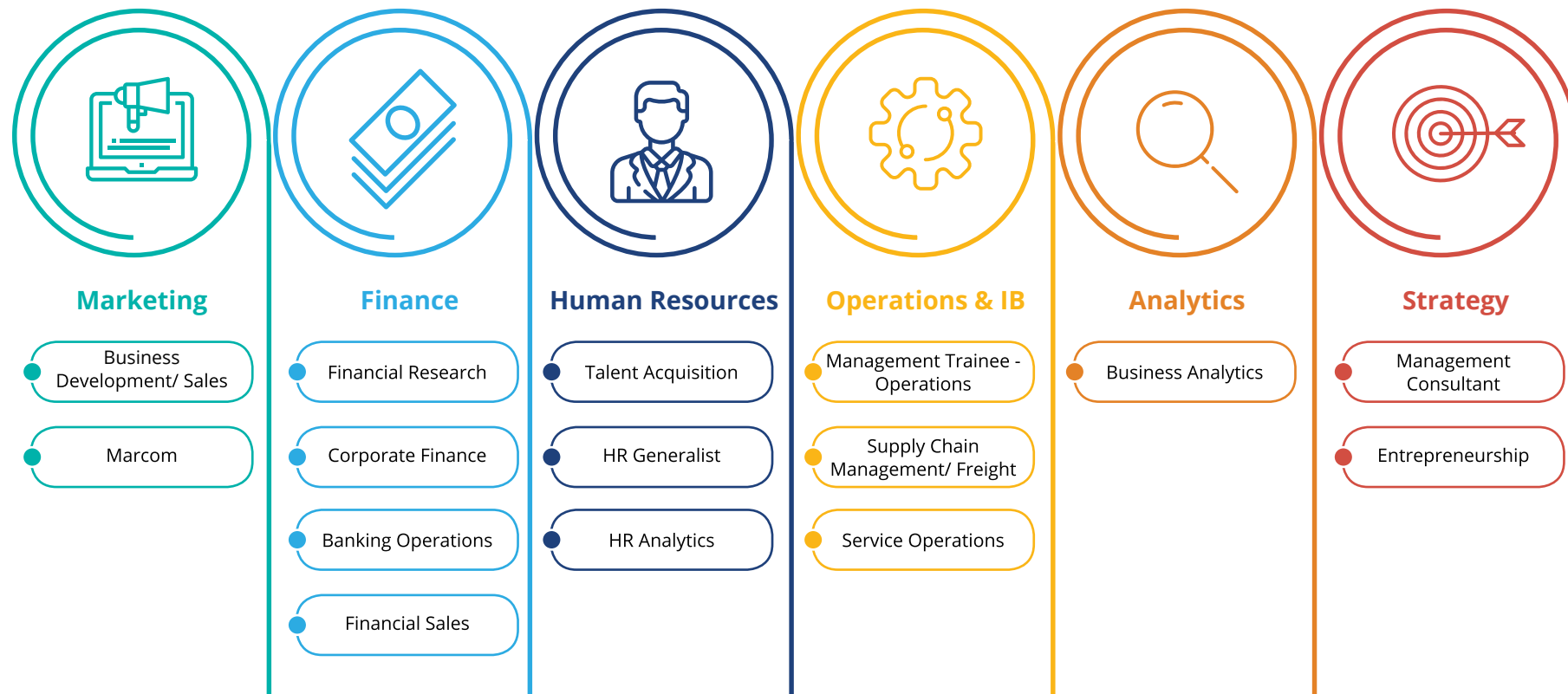


[Career Tracks]



These are specialised frameworks enabled to define job titles consistently within each specialization. The objectives of FIIB Career Tracks is to provide clearer definition of responsibilities, requirement of knowledge, skills & abilities and career paths, to develop a professional development plan for FIIBians. Through these Career Tracks, our students' development plans are linked to common job requirements within their areas in a systematic way.

Career Tracks make it easier for students to identify their interests and enhance their skills through various career enhancement and employability sessions during their tenure at FIIB.



[Marketing]



Marketing is a demanding career that requires a wide range of skills to succeed in. Students at FIIB are brought up to be great storytellers to be able to convince a client and possess technology skills that are essential for success in research. They believe in testing everything and assuming nothing, using data evidence to make decisions. FIIB creates industry-ready marketing professionals equipped with selling, marketing communication, relationship building, digital marketing, research and reporting skills. Our curriculum offers a perfect launch-pad for Business Development & Sales & Marcom career-tracks

Business Development & Sales

As a Business Development & Sales professional, our students have been trained on how to research and pursue new and prospective business leads for business growth. As per the requirement of the role, our students have the ability to manage self, learn and adapt to new situations. They possess exceptional inter-personal skills and are made ready to apply Sales Pitch using FAB analysis, Negotiate using BATNA & ZOPA.

Marcom

The product & brand management, marketing communication, digital marketing, market research and analytical interpretation of consumer behaviour broadly helps in creating a "pull factor" around a company or a brand. With the way marketing function is advancing with technology, our students are made aware of the nuances of marketing in the digital space as well as OOH and the ways & means through which a product is made a brand. The hands-on exposure they get on Marketing Plan- Formulation, Implementation & Control with hands-on experience of SEO/ SEM/ SMM/ PPC and community engagement. They are also skilled on the tools supporting the function such as Google Adwords, Google Analytics etc.

[Marketing Tools We Teach]

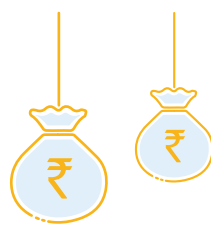
Awareness of softwares and tools related to Lead Squared, Salesforce, DSR Excel, SPSS, Tableau, Cognos, Google Adwords, Google Analytics.

[List of Electives]

- Consumer Behaviour
- Digital Marketing
- Sales and Distribution Management
- Integrated Marketing Communication
- Marketing Research
- Business to Business Marketing
- Strategic Marketing
- Marketing of Luxury Products
- Services Marketing
- International Marketing
- Retail Marketing
- Brand Management
- Customer Relationship Management



[Finance]



The field of finance carries a strong ethical responsibility and requires dedication to protect professional standards of practice. The competitive nature of the industry entails a preference for those who have relevant qualifications. Our students are adept to analyze all data to develop strategies and ensure achievement of all financial objectives for clients with special focus upon the following four roles.

Financial Research

The financial industry is beaming with career options for young budding managers with analytical bent of mind and understanding of data. Our students are great with numbers and have an analytical bent of mind with problem-solving skills. They possess the ability to use financial data to spot trends and extrapolate the same, helping their employers and clients make informed decisions.

Corporate Finance

This is a fast growing area which is present in almost all the industries. The Finance department in all organisations nowadays require a person who can understand, interpret complex data and present the same in visually appealing form through Data Visualization tools & techniques. Our students have been trained well into the financial aspects, as well as the technology of presenting the data in visual form.

Banking Operations

Our students are good at holistic capturing of operational and systemic nuances of Banks and Financial Institutions. FIIBians are trained to practice a perfect blend of analysis of financial statements, routine & digital banking operations and carry-out sales transactions simultaneously within a branch banking environment.

Financial Sales

A combination of Finance and marketing skill sets the right tone for preparing the student to be a good fitment for the financial sales profile with any organization. This is a highly-skilled role as well as one of the most rewarding sales careers within this constantly changing and evolving industry. We train our students to have strong interpersonal skills in addition to their quantitative and analytical skills that are of utmost importance in today's world for a successful career.

[List of Electives for Finance]

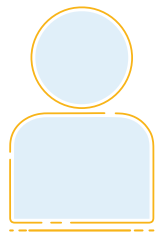
- Financial Statement Analysis
- Financial Services
- Management of Banks and Financial Institutions
- Investment Banking
- Security Analysis and Valuation
- Financial Derivatives and Risk Management
- Portfolio Management
- Financial Modelling
- Risk Analytics

[Finance Tools We Teach]

Advanced Excel, Learning through Data Analysis from stock and derivatives market, Risk Analytics, Financial Models, Financial apps, Tools, Finnacle, Capital Line Plus, R-Software and Tableau.



[Human Resource]



Our HR specialization students have acquired skills in Recruitment, HR Analytics and Employee Relations, while imbibing an integrative view of Human Resource function and business goals. Our courses set up the students for career openings in Talent Acquisition, HR Generalist and HR Analytics profiles.

Talent Acquisition

Our course-Talent Acquisition and Competency Mapping (TACM) broadly caters to Talent Acquisition career track. The course contents cater to strategic and operational dimensions of organizational Talent Acquisition process with focus on competency mapping, recruitment process, assessment centre. Our pedagogy is a blend of conceptual and experiential learning; and provides the students a firm footing to accomplish practical expectations in the industry.

HR Generalist

Our bouquet of courses develop a student from multiple dimensions to ensure holistic preparedness for a long and cherishable HR career. Some of the courses designed with focus on for HR Generalist career track are Employee Engagement, Industrial relations-Labour Laws and Compensation and Benefits. Almost all our courses are designed to cover the conceptual, practical, research and analytical dimensions.

HR Analytics

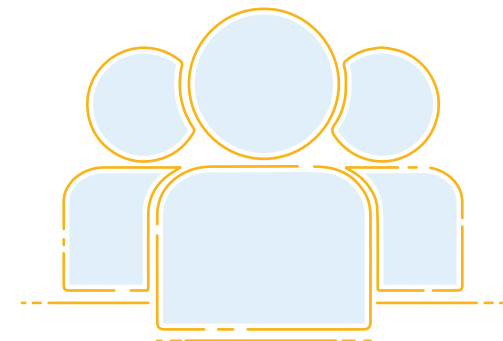
The HR leadership at any organisation has to make critical decisions based on complex data involving human resource factors. To make such decisions, a resource is required with knowledge of HR function as well as analytical bent of mind to interpret the data. Courses at FIIB are based on field projects on designing, conducting and analysing surveys to provide the students a research perspective. Our seminars on People Analytics, Artificial Intelligence in Future of Work enable them imbibe required skills to evolve as well groomed HR Analytics professionals.

[HR Tools We Teach]

Our students have worked on recruitment portals and softwares. They have gained knowledge of People Analytics, Tableau, Advance Excel, SPSS, Google sheets, Survey Monkey and others. List of Electives:

[List of Electives]

- Talent Acquisition & Competency Mapping
- Employee Engagement
- Employee Performance Management
- Leadership Lab
- Compensation & Benefits
- Industrial Relations & Labor Laws
- People Analytics
- Training & Development
- Strategic HRM



[Operations & IB]



Our Operations graduates have strong organizational skills, ability to adapt and work in teams. Their consummate organizational abilities gained during their PGDM are crucial in successfully enhancing efficiency and driving productivity as an operations professional in the industry. Our career tracks in Operations & IB are focused on Management Trainee – Operations, which is a mixed profile for sales & operations; Supply chain professional and Service Operations.

Management Trainee - Operations

Students are equipped with skills to adherence to strict timelines, hands on tools, software's and techniques through advanced courses, simulations and industry interface. Operations Management, Service Operations Management, Business Analytics, Quality Management and Six Sigma courses build requisite skills to join as MT-Operations in an organisation.

Supply Chain Management

Operations Management, Project Management, Service Operations Management, Quality Management, Supply Chain Management and Six Sigma, International Logistics Management and International Trade Operations & Documentations courses build requisite skills to enter careers in supply chain and logistics operations of small and large businesses.

Service Operations

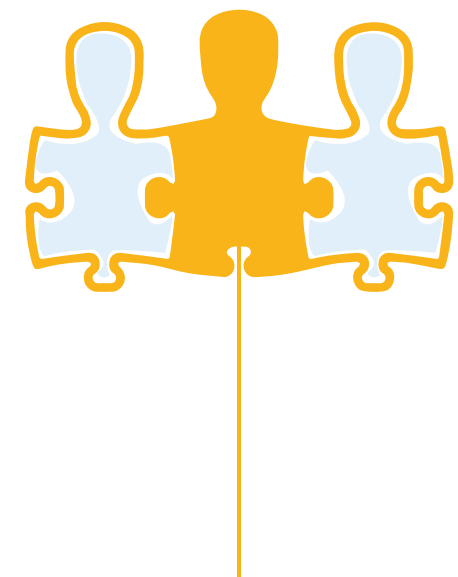
A service operations manager has a broad role that includes monitoring and analysing the current system of production or provision to check it's effectiveness, and working out a strategy for its improvement, if necessary. Analytical skills, logic and reasoning, effective decision making and people management skills are imbibed in our students to take on the role from the very beginning.

[Operations Tools We Teach]

Advanced excel, Statistical modelling, Kaizen, 5S

[List of Electives]

- International Trade Operations Documentations
- International Logistic Management
- Supply Chain Management
- Quality Management & Six Sigma
- Services Operations Management
- Supply Chain Analytics
- Project Management
- Warehouse Management
- India's Foreign Trade



[Business Analytics]



With the exponential growth that analytics has seen lately, it surely has far outpaced the growth in other areas. The massive current and forecasted demand for analytical resources ensured that FIIB embraces an analytics-driven culture into all verticals. Our courses are embedded with data driven thinking and so are our students, who are encouraged to take decisions based on data. Our students are trained to be outcome driven and skilled to understand processes and data.

Business Analyst

FIIB prepares its students to draw insights from data to help the organization manage, change and plan. The FIIBians are capable of using the software systems like Spreadsheets, Tableau, R to work as per the directions of the manager to produce data visualization/dashboards which provide an excellent understanding of the current system state and provide insight to handle problems/issues. FIIBians are also exposed to automating tasks using VBA and mine data using SQL.

[List of Electives]

- Advanced Spreadsheet Modelling
- Supply Chain Analytics
- Analytics using R
- Tools for Analytics
- Predictive Analytics

[BA Tools We Teach]

Visual storytelling, Predictive Analytics, Big Data Ecosystem, Tools for Analytics (VBA/SQL), Analytics using R, Spreadsheets for Business along with tools like R/ Tableau/ Spreadsheets/ SQL, use of new era apps for managerial purposes.





[Strategy & Entrepreneurship]

To equip the students with the dynamic global aspects of alignment of firm's resources and capabilities to external market opportunities, we offer them strong course electives with cutting-edge theories and practical projects. These courses instill entrepreneurial and strategic management skills that act as an asset to every manager regardless of the career track they choose.

Management Consultan

Our students are imbued with knowledge, understanding and skills in helping businesses improve their performance, solve problems and finding new and better ways of doing things. The rigor ensures that students develop not only strong intellectual capabilities and analytical skills but good judgment and practical sense.

Entrepreneurship

Throughout the program, students gain requisite skills and importantly, develop an orientation for being entrepreneurial managers as well as being business owners. We ensure that the students are confident about conducting requisite research to validate their idea, sourcing of funds and putting their ideas to work in a competitive economy.

[List of Electives]

- Managerial Economics
- Business from Legal, Ethical and CSR Perspective
- New Venture Creation
- Global Economics
- Business Problem Solving
- Strategic Management
- Business Research Methods

[S&E Tools We Teach]

PESTLE, Value Chain Analysis (VCA), Balanced Score Card, VRIO Analysis, McKinsey 7S Framework, BCG Growth-Share Matrix, Ansoff Matrix, ADRAI, Blue Ocean Strategy, Customer Consumption Mapping





[Integrating Experiential Learning]

Our students are exposed to various experiential learning programs that mould their skills into action plans. These opportunities enable our students to rub shoulders with the corporates and understand the changing business scenarios.

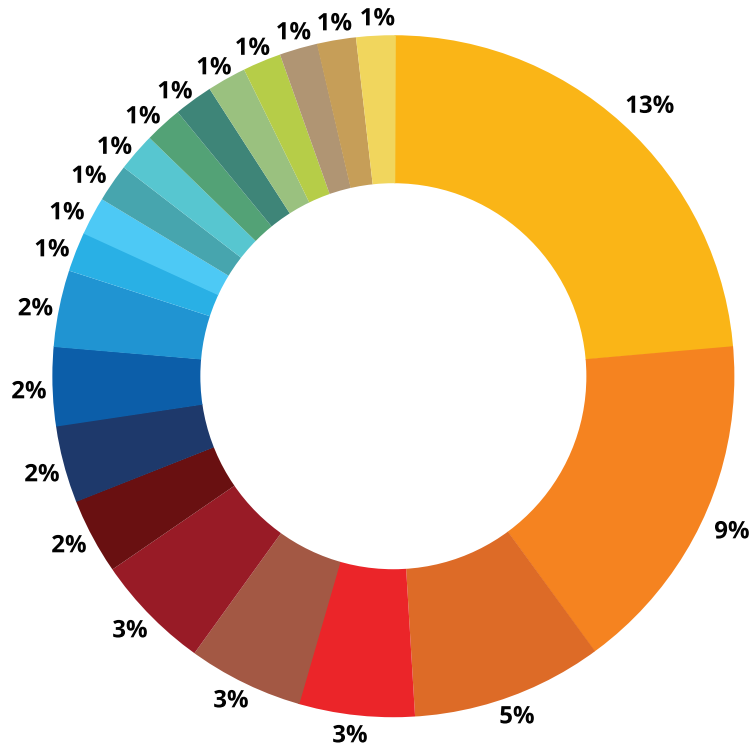
[Corporate Internship Programs]

The focus of FIIB has always been on experiential learning. The 12 week CIP (Corporate Internship Program) is an ideal way of understanding the nuances of different industry verticals and functional areas by each student manager as per their career orientation. FIIB-ians were offered noteworthy roles with multiple industries like FMCG, Media, BFSI, E-commerce, Manufacturing, Telecom and Consulting. The projects offered to students were in sync with the 'major specialization' opted by the students, unique for each set of

students. The projects offered included various functions like business development, sales promotion, market research, digital marketing, supply chain management, warehouse management, import-export documentation, talent acquisition, HR operations & analytics, investment portfolio management, banking operations and sales of financial products.

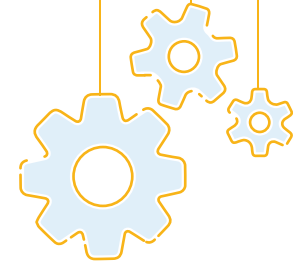
Some of the leading organisations who've offered CIP projects to our students include:





CIP Industry-wise Coverage

- Edtech
- Financial Consulting, and Fintech
- Tourism & Hospitality
- Ecommerce
- Health Tech
- Technology
- Agritech
- Consulting
- Design and Innovation
- Social Media
- Community Building Platform for startups
- Freight Management
- Growth Hacking
- HR Company
- Manufacturing
- Mobility
- Renewable Energy
- Think Tank
- Waste Management
- E-Commerce
- Handcrafts

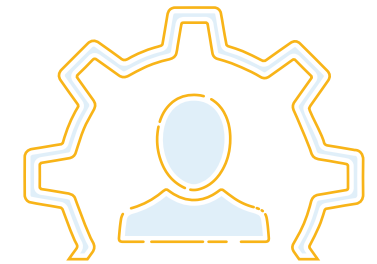


Social Internship Programs

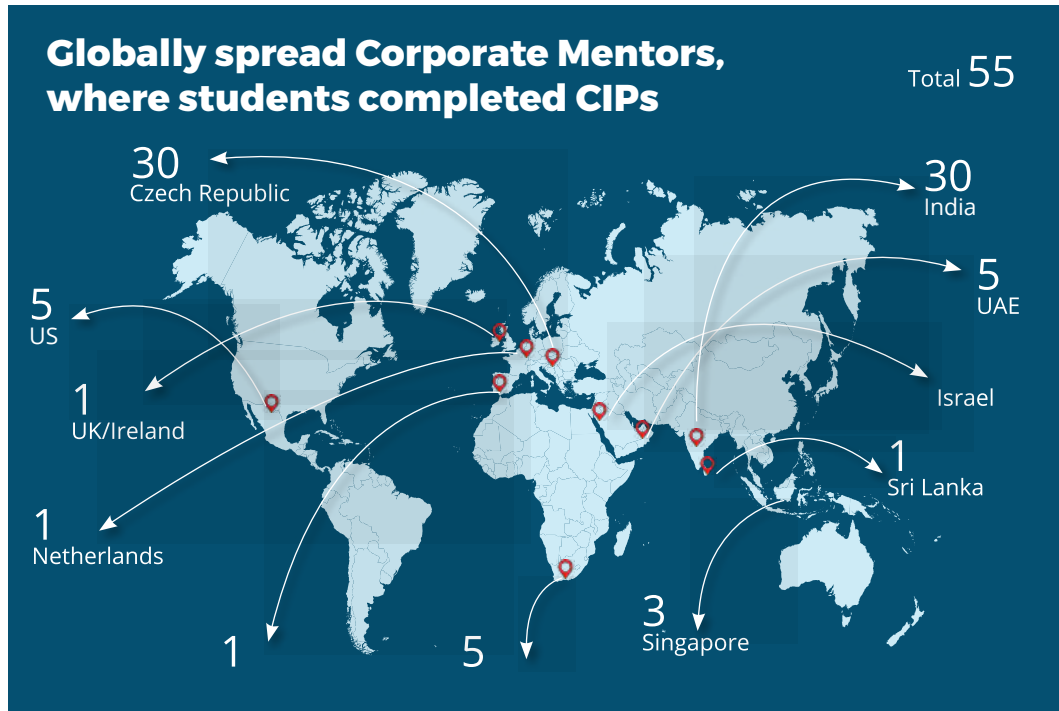
In this program, students work alongside leading NGOs and social ventures under the mentorship of faculty to identify and solve the business problems. The core activities of these NGOs are women empowerment, adult education, child welfare & education and sustainable living. This initiative is to create socially aware corporate leaders of tomorrow. By the end of the program, students make connections between themselves, community experiences and the larger world.

Some of the leading organisations who've offered SIP projects to our students include:

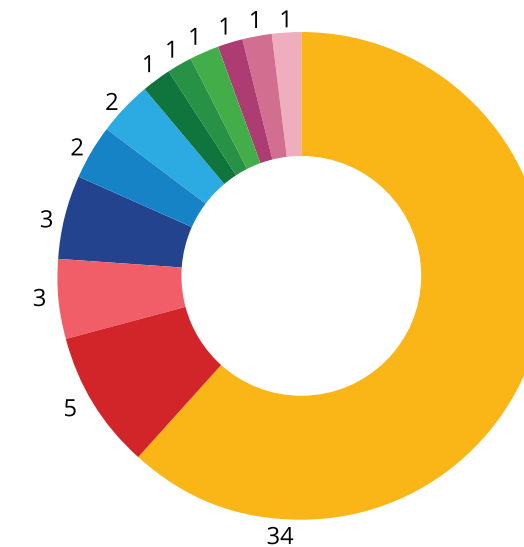




[Select CIP Projects]

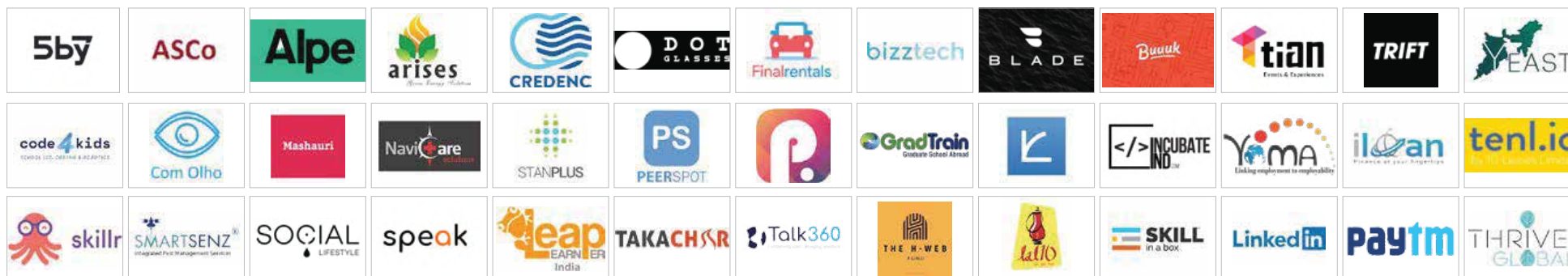


Students mentored by Senior Management



- Founder, Co-Founder and CEO
- Senior Business Development Manager
- General Manager, India
- International Growth Specialist
- Director
- Partner
- Brand and Marketing Manager
- Channel Manager
- Head of Business Development
- Head of Industry
- Senior Account Director
- Vice President

Prominent CIP Companies



Student Employability Enhancement: SANKALP

FIIB follows a structured training plan conducted in a phased manner to enhance employability of the students. The Career Preparatory Program, which spans the entire four terms is carefully designed to enable students to succeed in the competitive corporate environment. A scientifically and extensive training needs assessment including a comprehensive psychometric assessment of each student is conducted to ensure individual and personalised personality enhancement.

In addition to the continuous efforts put internally to improve employability skills of students, we believe that an evaluation from industry perspective at regular intervals brings a 360 degree dimension to the whole exercise. FIIB has very carefully curated 'SANKALP - Skills and Knowledge Aligned to Lead and Perform' in four different phases during the course of the entire PGDM Program. Each phase of SANKALP addresses specific gaps between industry and academia with a detailed activity chart carried out by industry experts over a period of 2-4 days depending upon the nature of the activity. SANKALP also ensures that every experience the students have coincides directly with the career path they want to explore.



Industry Interaction

Guest sessions: The student at FIIB get to network with top leaders from industry and learn from the experience of industry professionals. These sessions provide students with exposure to emerging trends in various sectors, the contemporary developments therein and also the expectations of the industry from the future managers. Select CIP Projects Globally spread Corporate Mentors, where students completed CIPs Students mentored by Senior Management Prominent



[Industry Visits]

The industry visits give the students an on-ground feel of the industry and understand the systems and procedures involved in working for an organization.



[Global Immersion Experience]



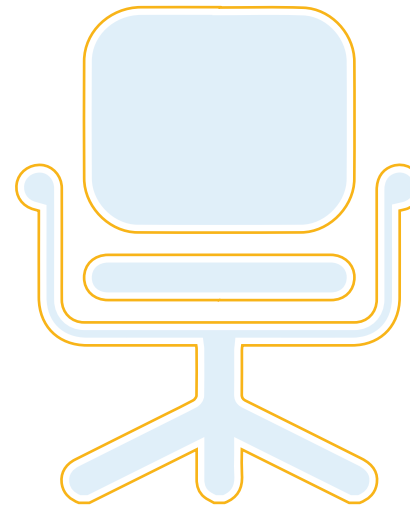
Often called as the fun learning part of the FIIB MBA, the Global Immersion Program provides students with an experience driven understanding of the culture and commerce of another country, and develop the confidence work

internationally. Before the program, students are asked to research the culture, economy and industries of the country they are going to visit to get better insights into various management practices related to Operations, Marketing, Sales and HR.



[The Placements]

One look at the past placements of our institution will give you enough data to support the claims we have made so far. Have a look.



The First Impression Art of Grooming



An initiative by Naresh Vij for

SANKALP

SKILLS AND KNOWLEDGE ALIGNED TO LEAD AND INFLUENCE



1) Greeting
2) Respect
Culture

ADRESATION
STIMULATE
ENTHUSIASM



You bring the raw potential, we'll bring the finesse.



The uncut diamond, that's who you are.

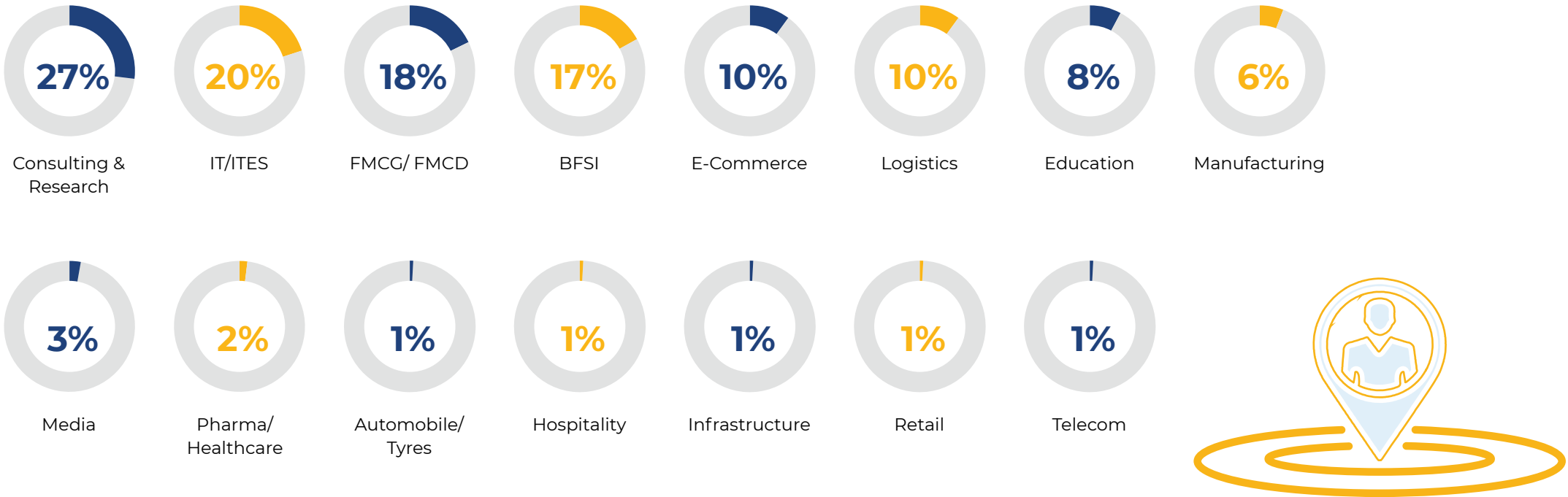
Through the next two years, FIIB will take you through the grind. So you may find your edge, and the unmistakable brilliance to dazzle the world.

Placement Highlights of Batch 2018-20

We had yet another successful placement season for the PGDM Batch of 2018-20. We saw robust Growth in recruiters, a wide variety of profiles on offer and better compensations. A total of 114 companies visited FIIB offering 155 job-profiles, the highlight being 61 new recruiters added to the tally which shows the growing presence of FIIB in the corporate sector. The placement trend has seen growth in hiring by IT/ ITES, Consulting, FMCG, E-Commerce & Edtech industries. The profiles offered on campus included Sales, Research, Product Branding, Digital Marketing, HR, Finance, Business Analytics & Operations.

This year, B2B Sales, Enterprise sales, Consulting & Analytics profiles have seen an upsurge. Some of the leading recruiters include Amazon, Deloitte, Reckitt Benckiser, Moody's, ICICI Bank, Federal Bank, ITC, Asian Paints, Berger Paints, Khimji Ramdas, Reliance Brands, Marico, Naukri.com, Zomato, Coffee Day Beverages, HUL, ABP News, Fedex, HDFC Bank, S&P Global, Grofers.

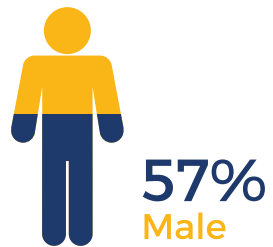
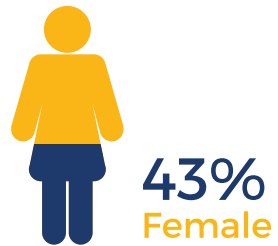
Diversified Placement of 2018-20 Batch



[Student Matrix of Batch 2019-21]

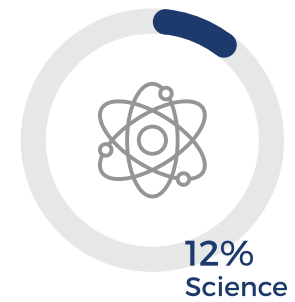
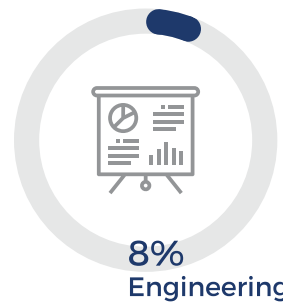
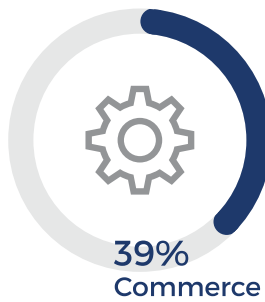
FIIB is committed to finding the right mix of students with versatile and intriguing backgrounds that is both diverse and inclusive.

Gender Diversity

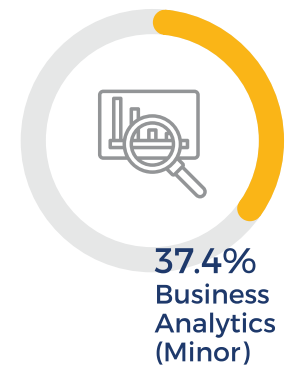
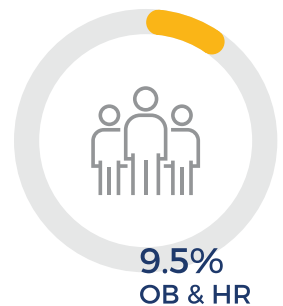
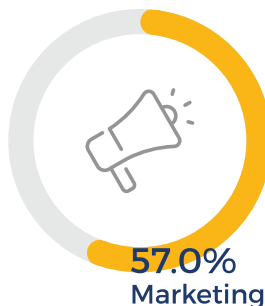
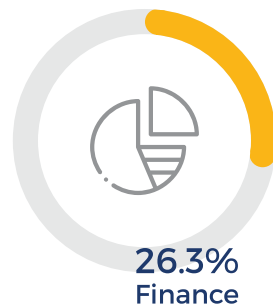


179
Grand Total

Educational Background Diversity



Specialisation Spread



[Alumni Career Tracks: Marketing]

----- Marketing Management Trainee • Business Development Executive • Sales Executive -----



Mohit Gupta
Batch 1997-1999

Field Asst. Manager - BD
IndiaMART.com
1999-2001

Regional Sales & Marketing Manager
Samsung Electronics
2001-2006

International Sales & BD Manager
Wall Street Exchange
2006-2011

Director – Financial Institutions
Western Union
2011-2019

Director
Mastercard
2019-till date

----- Marcom -----



Vikrant Gupta
Batch 2003-2005

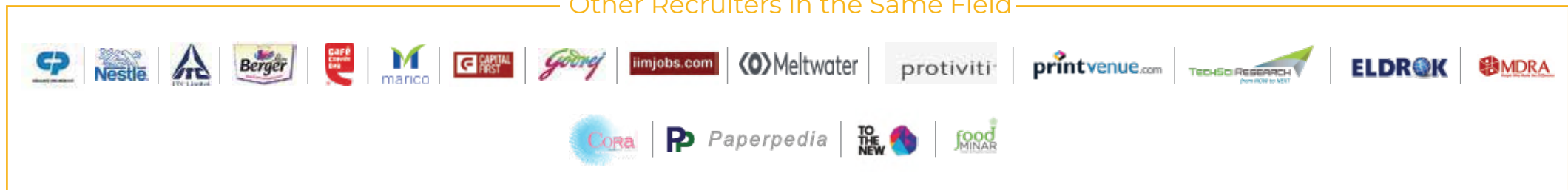
Sr. Executive
Infomedia India
2005-2006

Relationship Manager
ClickJobs.com
2006-2009

Digital Fundraising Manager
Plan International
2013-2015

Corporate Communication
Manager
IFFCO
2015- Present

Other Recruiters in the Same Field



Alumni Career Tracks: Finance

Banking Operations



Abhishek Matha
Batch 2004-2006



Financial Research



Hardik Virmani
Batch 2011-2013



Financial Sales



Ritesh Saxena
Batch 1998-2000



Corporate Finance



Rahul Kumar Singh
Batch 2004-2006



Other Recruiters in the Same Field



Alumni Career Tracks: HR

HR Analytics



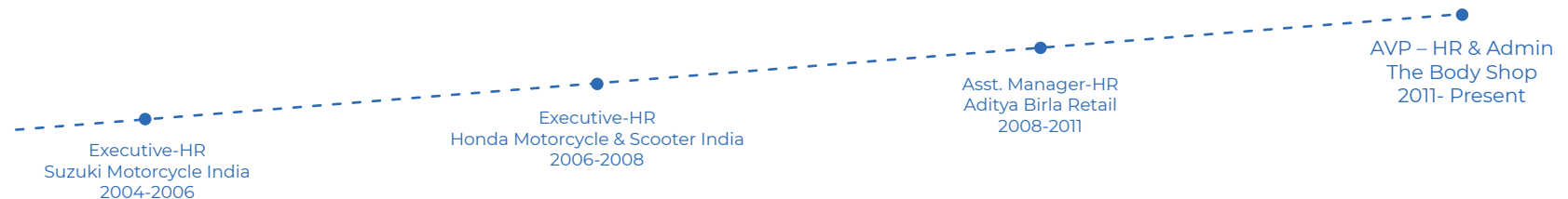
Rohit Joshi
Batch 2011-2013



HR - Generalist



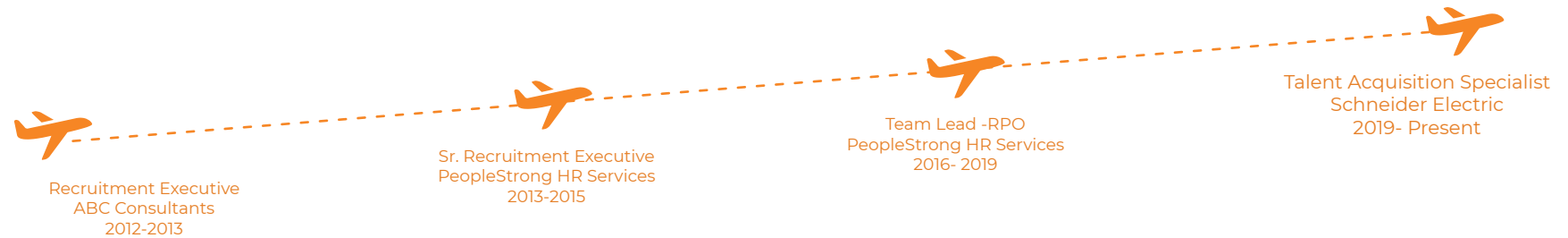
Satabdee Borah
Batch 2002-2004



HR - Talent Acquisition



Banashree Deka
Batch 2010-2012



Other Recruiters in the Same Field

A collection of logos for recruitment agencies in the field, including:

- STELLAR
- AuthBridge
- Mirus
- AIS
- TECHNIANS
- jaro education
- MANGER
- IRGF
- ACXIOM CONSULTING
- Jio
- POSist
- Aim
- EVALUESERVE
- MAX HEALTHCARE
- unicharm

Alumni Career Tracks: Operations & IB

Supply Chain Management/ FreightMT



Nirmal Choudhary
Batch 2004-2006

Logistics Manager
Columbia PetroChem
2005- 2006

Logistics Supervisor
Schlumberger
2006-2009

Supply Chain Specialist
Schlumberger
2009-2011

Team Leader Logistics
Schlumberger
2011-2014

Head - SCM
BASF
2019-till date

MT - OperationsJr



Biplab Nayak
Batch 2002-2004

Executive Trainee
Kuehne+Nagel
2004-2005

Asst. Manager – Cargo Sales
Air Jamaica
2005-2007

Jr. Manager-Int'l Cargo Sales
Jet Airways
2007-2008

Sr. Territory Manager (Freight Sales)
FedEx Express
2011- Present

Service Operations



Ajoy Jha
Batch 2000-2002

Management Trainee
Maral Overseas
2002- 2003

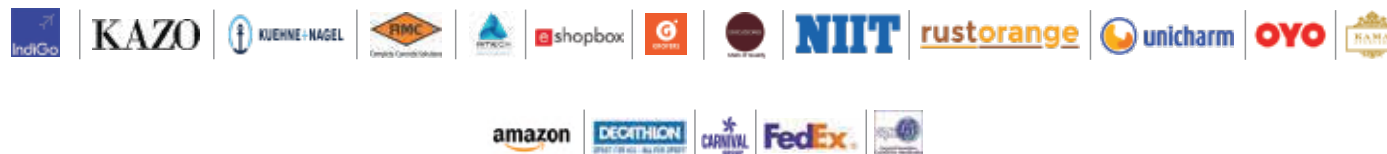
Dy. Manager
Maral Overseas
2004-2008

OperationsManager
Maral Overseas
2008-2011

Sr.Manager
Maral Overseas
2011-2014

General Manager
Maral Overseas
2018-till

Other Recruiters in the Same Field



Alumni Career Tracks: Analytics

Business Analyst



Monika Awana
Batch 2006-2008



Other Recruiters in the Same Field



[Let's Connect]

We welcome applicants from diverse academic, professional and personal backgrounds and examine all components of their applications to gain an insight and understanding of them as candidates. Our admission committee of the college is interested in candidates' potential for academic success at the college, and professional success in the future. We seek applicants who are highly motivated, self-directed and innovative. Personal competencies such as communication, interpersonal, teamwork and leadership skills are among other key considerations. Candidates must demonstrate readiness for the rigour of our academic programs because of our strong emphasis on academic quality.

Selection Process

Every student has to go through a rigorous and elaborate selection process to be a part of FIIB. To apply for admissions, the candidates should have appeared in at least one of the entrance tests from among CAT/GMAT/XAT/CMAT/MAT or ATMA and must have fared reasonably well with their scores. FIIB scales the personality and capability of the students largely through their past academic performance and work experience. The aptitude and written tests judge the analytical and reasoning skills while the personal interview by our experienced faculty and industry experts happens on the basis of their communication abilities, interpersonal and soft skills, teamwork and leadership qualities.

Eligibility Criteria

- The candidate must hold a Bachelor's degree with minimum 50% marks in aggregate of all the subjects from any of the Universities recognized by the AIU/UGC or AICTE, or possess an equivalent qualification recognized by the Ministry of HRD, Govt. of India.
- The Bachelor's degree or equivalent qualification obtained by the candidate must entail or minimum of 3 years of education after completing Higher Secondary Schooling (10+2) equivalent.
- Candidates appearing for the final year degree examination in the year 2020 can also apply subject to furnishing the proof of having passed graduation by October 2020 and obtaining minimum 50% marks in aggregate total of all the subjects studied failing which the provisional admission will be cancelled and no fee will be refunded in lieu thereof.
- All candidates are required to take the CAT/MAT/ATMA/XAT/CMAT or GMAT with minimum 50 Percentile.

Evaluation Process

Applicants are evaluated based on GMAT/CAT/XAT/MAT /CMAT/ATMA scores, past academic performance, work experience, speaking skills and personal interview. The selection process builds in a criterion that facilitates evaluating each candidate on:

- **Academic Abilities:** The program at this college is highly demanding and candidates with consistent academic background and an ability to sustain pressure only make it to the shortlist.
- **Standardized Test Scores:** FIIB considers GMAT/CAT/XAT/MAT/CMAT/ATMA scores in the overall assessment.
- **Rank Holders:** The B-program gives a clear advantage to College/University rank holders.
- **Integrity and Ethical Values:** The college lays emphasis on integrity and values including originality. Plagiarism will not be tolerated in any form.
- **Diversity:** Diversity in academic background facilitates peer learning which we actively try to bring into the PGDM classroom.

The above conditions/clauses/terms can be reviewed by the institute from time to time.



How To Apply?

Aspiring candidates should apply to the Admission Office through the duly filled in Application Form available through the following method :

Online: Fill in the online application form (<http://fiib.edu.in/mba-pgdm-programs/admission/instruction.php>).

Fee: The total fee for the PGDM course is Rs. 8.90 Lakhs (Fee Rs. 8. Lakhs + Rs. 15,000/-Refundable Security).

FEE Details* for FIIB PGDM Batch 2021-23

Particulars I	At Registration	II 01-Sep-21	III 01-Dec-21	IV 01-Mar-22	V 30-Jun-22	VI 01-Sep-22	VII 01-Dec-22	Total*
Program Fee*	1,80,000	120,000	115,000	115,000	115,000	115,000	115,000	8,75,000
Security Deposit**	15,000							
Commitment Fee***	75,000							

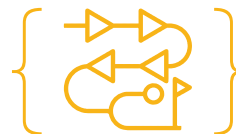
*The Fees mentioned includes all Tuition Fee, E-books/ Study Material, Examination Fee, Computer Lab Charges, Library Charges and Alumni Life membership.

** Refundable after completion of the program, subject to clearance of all dues and damages to Institute properties/assets.

*** The Commitment Fee of INR 75,000 is required to be paid by the designated Registration Date in order to reserve a seat in the Program. It will be fully adjusted in the 1st Fee Instalment; so the total due will be INR 1,20,000 (included refundable security deposit) within one month of registration date.

Additional Note:

- All students enrolled at FIIB have to submit proof of their medical Insurance alternatively. FIIB offers Medical Insurance under its group policy at a onetime payment of INR 3,000/- for annual coverage of up to INR 50,000/- Higher the premium amount you pay the policy coverage will increase accordingly as per the company's offerings.
- All students enrolled in the institute need to have a laptop for their coursework. Wi-Fi connectivity is provided to all students once enrolled. The minimum configurations for smooth running of most programmes required as part of the coursework are: Processor Speed: minimum of Intel Core i5, RAM- minimum of 8 GB, Hard Drive/SSD - 500 GB or higher, Wi-Fi enabled, OS: Windows-7 or above. In addition any licensed antivirus software (Freeware are not valid).
- It is our endeavour to provide our students an international exposure through our signature Global Immersion Experience (GIE) Program for which students are required to travel overseas, and have a valid passport. Such programs are offered at a highly subsidized cost to the students and announced by the end of the second term of the applicable academic year. Additional charges may apply depending on the location and any value-added experiences offered, which will be communicated at the time of location finalization. All students have to pay their own visa fee and medical insurance premiums as applicable. The ensuing GIE Program would be conducted based on the then prevailing global travel scenario and the prescribed government guidelines regarding the same and the final decision would be at the sole discretion of the management committee of the institute.



Facilities for Differently Abled Students

FIIB is committed to promoting full participation for disabled students in all aspects of the academic and social life of the Institute. All applications from candidates who have disclosed a disability will be considered in the same way as any other application, and a decision will be made that is based only upon the candidate's academic merit and potential.

In order to provide study support, the candidate has to provide certain information about their needs. The information will be shared on a need-to-know basis with only relevant people.

Note: the following are commonly understood forms of disability -dyslexia, dyspraxia or AD(H)D; visual impairment uncorrected by glasses; serious hearing impairment; physical impairment or mobility issues; long standing mental health condition; long standing illness or health condition such as cancer, HIV, diabetes, chronic heart disease, or epilepsy; social/communication impairment such as Asperger's syndrome/other autistic spectrum disorder; or a disability, impairment or medical condition that is not listed here.

Facilities Provided

Special facilities such as ramp, Special reserved car parking, lift, Unisex Toilet, Individual Guidance and Counselling, Fee concessions, Trained Staff, and make other necessary changes to suit the special needs of differently-abled persons.

Anti-ragging Policy

FIIB has a '**Zero tolerance**' policy on ragging, anybody found guilty will be punished appropriately. It is the responsibility of all the students to encourage an atmosphere of learning, social responsibility, respect for human dignity, and improve positive influences, constructive development for members and aspiring members.

As per the regulation, any act of physical abuse including all its variants: sexual abuse, homosexual assaults, stripping, forcing obscene and lewd acts, gestures, causing bodily harm or any other danger to health or person would amount to ragging.

Any act by student that prevents, disrupts or disturbs the regular academic

activity of any other student and exploiting the fresher's for completing the academic task assigned to an individual or a group of students also amount to the offence.

The act of abuse by spoken words, email, and post public insults, which would also include deriving perverted pleasure, vicarious or sadistic thrill from actively or passively participating in the discomfiture to fresher's or any other student will amount to ragging.'

Kindly read the **Information Pack** available at our website www.fiib.edu.in to know more details about ragging and its regulations.

National Anti-Ragging Help Line (UGC Crisis Hotline) 24x7 Toll Free Number* 1800-180-5522, (helpline@antiragging.in)

Economically and Socially Challenged Students (ESCS)

FIIB has the provision to grant assistance to the students of the institute belonging to the economically and socially challenged sections of the society. The purpose of the opportunity is to enhance the accessibility of students belonging to economically and socially challenged sections of the society.

- The opportunity is open to all the students of the institute who fulfil the eligibility criteria as laid down.
- The income of the family from all sources, to which the applicant belong should not be more than 2, 40,000/- per annum.
- An applicant availing any kind of financial assistance or scholarship from any other sources of the Government or otherwise shall be eligible for grant of financial assistance.
- The student who has the status of failure in any of the subjects in any of the semester shall not be grant of financial assistance.
- The student has to maintain a minimum GPA of 8.0 (out of 10.0) for every term at FIIB..
- The student should remain in good standing and comply with the accepted code of conduct of the Institute.
- The Student has to maintain 90% attendance in every course.

Disclaimer: We endeavour to provide our students with all the offerings/ facilities/experiences/services outlined in this brochure and the institute will make all the efforts that are reasonable and consistent with accepted practices in the education industry to deliver or provide access to these. However, in no event shall the Institute be responsible or liable for any failure or delay in the performance, delivery or access to mentioned offerings/ facilities/experiences/services committed and of its obligations hereunder arising out of or caused by, directly or indirectly, forces beyond its control, including, without limitation, natural or man-made calamities, work stoppages, strikes or bandhs, accidents, acts of war or terrorism, civil or military disturbances, nuclear or natural catastrophes or acts of God, pandemic, and interruptions, loss or malfunctions of utilities, communications or computer (software and hardware) services. In such situations or circumstances, the institute shall make and use all reasonable efforts that are consistent with accepted practices in the education industry to resume performance and to deliver as practicable under the circumstances.





Fortune Institute of International Business
Plot No.-5, Rao Tula Ram Marg, Vasant Vihar, New Delhi-110057
Email id: admissions@fiib.edu.in | Website: www.fiib.edu.in