INSTITUTE OF PUBLIC ENTERPRISE

Estd : 1964

(Under the aegis of ICSSR, MoE, GoI)

Hyderabad

SINCE 1964 61 YEARS OF EXCELLENCE

India's Premier B-School

ADMISSION PROSPECTUS

2026-28

Transforming Students into Global Business Leaders

CONTENTS

Message from the President 4

Message from the Director 5

Board of Governors 6

Faculty 7

Milestones of IPE 10

Programmes 13

Admission Procedure 33

VISION

To become an institute of choice for social science research and management education and contribute to the excellence of organizations and society.

MISSION

To anticipate and respond to the needs of social science and management research of the government, corporate and social sectors through its multidisciplinary competency in social science research and management education.

APPROVALS AND ACCREDITATIONS

South Asian Quality Assurance System

MEMBER OF

Member of EUROPEAN FOUNDATION FOR MANAGEMENT DEVELOPMENT

AACSB Business Education Alliance Member

ABOUT US

The Institute of Public Enterprise (IPE) was established in 1964 as an autonomous non-profit society. It is a premier AICTE approved management institute focusing on transforming students into global business leaders of tomorrow. IPE's focus areas include management education, research, consultancy, and training.

IPE as a research institution under the aegis of Indian Council of Social Science Research (ICSSR, MoE, GoI), is undertaking systematic and sustained study of issues relevant to the formulation of policies pertaining to Public Enterprises. Research, both basic and applied – is the forte of the institute and helps it in its training and educational activities.

As part of its long-term education program, the institute runs Post Graduate Diploma in Management (PGDM) Programmes that are recognized by AICTE and given MBA equivalence by AIU. The Institute launched its first two year full-time Post Graduate Diploma in Management (PGDM) programme in 1995 and currently it offers the following programmes.

- **PGDM – Post Graduate Diploma in Management**
- **PGDM – Marketing Management**
- **PGDM – Banking and Financial Services**
- **PGDM – International Business**
- **PGDM – Human Resource Management**
- **PGDM – Business Analytics**
- **Fellow Programme in Management (FPM)**

The institute over the years has carved a niche for itself in the verticals of training, consultancy services and in the field of management education. The institute has completed nearly 5,000 training programmes so far for executives of the public sector and private sector, civil servants, bankers, and various government officials. The institute has also been offering consultancy services to several central and state governments besides public and private sector organizations.

IPE is one of the few institutions which is SAQ's accredited and is one of only 500 institutions worldwide to have been awarded the prestigious 'Affiliate Member' status by the globally renowned, Brussels-based European Foundation for Management Development (EFMD). IPE has developed strong linkages with academic institutions and industries including World Bank, DFID, IASIA, Belgium and Universities in USA, UK, Australia, Malaysia, New Zealand and Slovenia among others. Research and consultancy assignment have been carried out for various national and international organizations, including the United National Development Program (UNDP), World Bank, Asian Development Bank (ADB), Commonwealth Secretariat, Department for International Development (DFID), Government of UK, International Center for Promotion of Enterprise (ICPE), Asian and Pacific Development Center, International Labour Organization (ILO), and the Government of Netherlands.

The institution has an eminent Board of Governors comprising of renowned senior Government officials, policymakers, industry captains, venture capital & start-up promoters. Board is led by the President Shri K Madhava Rao, IAS (Retd.), who is a former Chief Secretary and Election Commissioner, Government of Andhra Pradesh (combined). Prof S Sreenivasa Murthy, a well-known academician is the Director of the Institute. Prof Murthy has three decades of rich experience in teaching, training, research and consultancy.

Message from the President

K Madhava Rao, IAS (Retd)
President, IPE and former Chief Secretary and Election Commissioner, Govt of Andhra Pradesh

IPE's involvement in various Post Graduate Diploma in Management programmes has garnered significant recognition from the corporate sector, government agencies and social development organizations. The Institute remains committed to continually refining its academic offerings and adopting effective instructional approaches by gathering systematic feedback from stakeholders about the relevance, quality, and efficacy of its courses.

The Institute's thoughtfully structured curriculum across all postgraduate programmes has earned the distinguished South Asia Quality Assurance System (SAQS) accreditation. Consequently, the Association of Indian Universities (AIU) has conferred MBA equivalence upon all PGDM programmes of IPE. Students receive extensive exposure to a diverse array of subjects spanning both introductory and advanced areas of management. In addition, they cultivate meaningful industry engagements through comprehensive projects, field visits, study tours, and interactions with eminent industry professionals.

IPE's principal strength lies in its intellectually proficient and practice-driven faculty. The Institute continues to play a leading role in the fields of management education, executive training, consultancy, and research. Its modern campus located at Shamirpet, Hyderabad – certified under GRIHA/LEED standards – features technologically advanced classrooms, a well-appointed and spacious library, separate air-conditioned hostels for male and female students, a food court, an auditorium, seminar halls, a fitness centre, and high-quality sports facilities, including an indoor stadium.

Beyond its academic and infrastructural excellence, IPE fosters an environment that encourages analytical thinking, leadership development, and ethical decision-making. The Institute also provides numerous platforms for students to participate in clubs, committees, and co-curricular activities that enhance their interpersonal skills and help them gain holistic professional preparedness. Regular conferences, conclaves, and faculty-led research initiatives further enrich the campus experience by creating a vibrant ecosystem of knowledge sharing and intellectual engagement.

It gives me great satisfaction to welcome your choice to join IPE. We are confident that your association with the Institute will contribute significantly to your academic growth, professional development, and future success.

Message from the Director

Prof S Sreenivasa Murthy
Director, IPE

Welcome to the Institute of Public Enterprise (IPE)!

IPE is one of the leading management institutions in India. Started in 1964, it is recognized as a Centre of Excellence by the Indian Council of Social Science Research (ICSSR), Ministry of Education, Govt. of India. It offers a variety of two-year full-time Post Graduate Diploma in Management (PGDM) programmes, approved by the All India Council for Technical Education (AICTE), such as PGDM, PGDM-Marketing Management, PGDM-Banking and Financial Services, PGDM-International Business, PGDM-Human Resources Management and PGDM-Business Analytics. All these programmes, except the newly launched PGDM-Business Analytics, are accorded equivalence to MBA by the Association of Indian Universities (AIU). These programmes are accredited by the SAQS (South Asian Quality Assurance System) also. IPE also offers AICTE approved Fellow Programme in Management (FPM).

IPE has conducted till date many Management Development Programmes for senior and middle level executives of both Public and Private Sector Enterprises. It has also undertaken a number of research and consultancy assignments for the Government, Public and Private Sector Enterprises / Corporations on a continuous basis. The Institute offers dual specialization to all its PGP students. The specializations (Electives) offered by the Institute include Finance, Marketing, HR, Operations, Systems, Business Analytics, Economics and Entrepreneurship. In every specialization, the students are provided with a wide choice of subjects to choose from. The pedagogy followed to train the students include lectures, discussions, exercises, case-studies, presentations, quizzes, article review presentations, management games, excel based exercises, etc. The Institute has strong linkages with industry and has been offering excellent Placement and Summer Internship opportunities to the students.

IPE is ranked well among the leading Business Schools in India in various Ranking Surveys viz., 1st Rank in Top Govt. B Schools in Telangana, 2nd Rank in Top Government B-Schools of India in GHRDC B-School Ranking Survey 2025, and CSR B-Schools Survey 2025; 1st Rank in Top Private B-School in Telangana in OUTLOOK-ICARE Rankings 2026, and 3rd Rank in Top B-Schools in Telangana in Business India Best B-Schools 2025.

The various student club activities organised at the campus provide ample opportunities to the students to improve their communication skills, interpersonal and networking skills. The various sports facilities available at the campus help them in maintaining good fitness and robust health to excel in various curricular, co-curricular and extra-curricular activities at the Institute. IPE has an eminent Board of Governors led by the President, Shri K Madhava Rao, IAS (Retd.), former Chief Secretary, Government of Andhra Pradesh (combined state).

I invite you to join the IPE family and explore the opportunities aplenty.

BOARD OF GOVERNORS

Shri K Madhava Rao, IAS (Retd)
President, IPE
Former Chief Secretary and
Election Commissioner,
Govt of Andhra Pradesh

Dr P Rama Rao
Emeritus President, IPE
Former Chairman, Governing Council,
IISc, and Former Secretary, Department
of Science & Technology and Ocean
Development, Govt of India

Smt Mahpara Ali
Former CGM (L&D),
Corporate Centre,
State Bank of India

Shri K Moses Chalai, IAS
Secretary, Department of
Public Enterprises,
Govt. of India

Shri Jayesh Ranjan, IAS
CEO of Industry & Investment Cell in
CMO and SPEED Initiative; Special Chief
Secretary, Dept of Youth Advancement,
Tourism and Culture, Govt of Telangana

Prof Shantha Sinha
Professor (Retd),
Dept. of Political Science, UoH,
Former Chairperson, NCPCR

Prof M S Sriram
Chairperson,
Centre for Public Policy,
IIM Banglore

Shri Arun Kumar Singh
Chairman & CEO,
ONGC Ltd

Shri Amitava Mukherjee
Chairman & Managing Director
NMDC Limited

Shri M Prasanna Kumar
Chairman & Managing Director,
NLC India Ltd.

Shri Challa Rajendra Prasad
Executive Chairman,
CCL Products (India) Limited

Shri B Prasada Rao
Former CMD,
BHEL

Prof Dhananjay Singh
Member Secretary,
Indian Council of Social Science Research,
Govt of India

Dr M Thenmozhi
Professor and Head, Department of
Management Studies, Indian Institute of
Technology Madras

Prof Kumar Molugaram
Vice-Chancellor,
Osmania University

Shri D Krishna Bhaskar
Chairman and Managing Director,
The Singareni Collieries Company Ltd

Shri Anurag Kumar
Chairman & Managing Director, Additional
Charge of DIrector (Pers) Electronics
Corporation of India Limited

Prof S Sreenivasa Murthy
Director, IPE
Member Secretary
Board of Governors

FACULTY

Prof S Sreenivasa Murthy
Director and Senior Professor and
NLCIL Chair Professor on CSR
ssmurthy@ipeindia.org

Prof V Srikanth
Professor – Marketing
Dean – Academics
villsrikanth@ipeindia.org

Prof Ch Lakshmi Kumari
Professor – Economics
Dean – Research
laxmi_k@ipeindia.org

Prof MLN Rao
Professor – Marketing
Controller of Examinations
mlnrao@ipeindia.org

Prof R Venkateswar Rao
Professor – Finance
Chairman – Board of Studies
aarvee5969@ipeindia.org

Prof S Satish Kumar
Professor – QT & Operations
Coordinator – Consultancy
satishkumar@ipeindia.org

Prof Padmaker Jhadhav
Professor – Marketing
Coordinator – SIPs & Marketing of
Placements and SIPs
padmaker@ipeindia.org

Prof A Pawan Kumar
Professor – Finance
Assistant Controller of Examinations
pawanavadhanam@ipeindia.org

Prof Y Rama Krishna
Professor – Finance
Programme Head – PGDM
yramakrishna@ipeindia.org

Prof M Meher Karuna
Professor – Marketing
Head Placements, SIPs &
Industry Relations Division
meherkaruna@ipeindia.org

Prof KV Anantha Kumar
Professor – Marketing
Coordinator – Admissions
Programme Head – PGDM Business Analytics
ananth@ipeindia.org

Prof A Sridhar Raj
Professor – Organizational Behaviour
Coordinator – Training
sridharraj@ipeindia.org

Prof Abhay Srivastava
Professor – Operations
abhay@ipeindia.org

Prof Shaheen
Professor – IT & Analytics
Coordinator – Media Relations
shaheen@ipeindia.org

Prof M Karthik
Professor – IB & Foreign Trade
Programme Head – PGDM-IB
karthik@ipeindia.org

Prof AS Kalyana Kumar
Professor – IT & Analytics
kalyan@ipeindia.org

Prof P V Vijay Kumar Reddy
Professor – Marketing, CRM, E-Com, SCM, Retailing
& Technology in Business
Coordinator – Training & Disciplinary Issues of
Placements and SIPs
vijay@ipeindia.org

Dr K V Ramesh
Associate Professor – Finance
Coordinator – MoUs and Collaborations
kvramesh@ipeindia.org

Dr P Geetha
Associate Professor –
Governance & Public Policy
pgeeta@ipeindia.org

Dr Usha Nori
Associate Professor – Finance Social
Sector and Industrial Economics
ushanori@ipeindia.org

FACULTY

Dr Rajesh Gangakhedkar
Associate Professor – Economics
Co-Programme Head – PGDM-IB
rajesh@ipeindia.org

Dr M Chandra Shekar
Associate Professor – Finance
Programme Head – PGDM-BFS
m.chandrashekar@ipeindia.org

Dr S Vivek
Associate Professor – HRM
Joint Coordinator – Training in the MDP Division
vivek@ipeindia.org

Dr J Kiranmai
Associate Professor – Finance
Joint Coordinator – Consultancy
kiranmai@ipeindia.org

Dr P Mahesh
Associate Professor – Retail
Coordinator – Placements
maheshp@ipeindia.org

Dr Prarthana Kumar
Associate Professor – Women Consumer Behaviour, Branding and Advertising
Programme Head – PGDM-MM
prarthanakumar@ipeindia.org

Mr M J Rama Krishna
Assistant Professor – Marketing
mjramakrishna@ipeindia.org

Dr A Rakesh Phanindra
Assistant Professor – IT & Analytics
IT Facilitator
rakesh@ipeindia.org

Dr Deepti Chandra
Assistant Professor – HRM
Programme Head – PGDM-HRM
Chief Warden – Girls Hostel
deeptichandra@ipeindia.org

Dr Anupama Dubey Mohanty
Assistant Professor – Sustainable Development
anupama@ipeindia.org

Dr Harishankar Vidyarthi
Assistant Professor – Security Analysis & Portfolio Management (SAPM)
Co-Programme Head – PGDM-BFS
harishankar@ipeindia.org

Dr Shweta Mehrotra
Assistant Professor – Accounting & Finance
Warden – Girls Hostel
shwetamehrotra@ipeindia.org

Dr Samarendra Kumar Mohanty
Assistant Professor – Human Resources
Co-Programme Head – PGDM
samar@ipeindia.org

Dr Sinju Sankar
Assistant Professor – HRM
Joint Coordinator – Admissions (Ops)
sinjusankar@ipeindia.org

Dr Muzamil Ahmad Baba
Assistant Professor – Marketing
Joint Coordinator – Admissions (Media and Mktg), Coordinator – Alumni Relations, Warden – Boys Hostel
muzamil@ipeindia.org

Dr K Bhavana Raj
Assistant Professor – Banking Finance & Business Analytics
bhavana@ipeindia.org

Dr Syed Azher Ali
Assistant Professor – Marketing
syed@ipeindia.org

Dr Mousumi Singha Mahapatra
Assistant Professor – Finance
Co-Programme Head – PGDM
mousumi@ipeindia.org

Dr Anuradha Nayak
Assistant Professor – HRM
Joint Coordinator – SIP
anuradha@ipeindia.org

Dr Rajkumar Pillay
Assistant Professor – Analytics
Coordinator – Student Affairs
rajkumarpillay@ipeindia.org

Dr Vasanthi Donthi
Assistant Professor – HRM & Entrepreneurship
Co-Programme Head – PGDM-HRM
vasanthi@ipeindia.org

Dr Swati Mathur
Assistant Professor – Finance
Joint Coordinator – Training
swatimathur@ipeindia.org

Dr Maschendar Goud
Assistant Professor – Finance
Joint Coordinator – Placements & SIPs
maschendargoud@ipeindia.org

Mr K Srinivas
Assistant Professor – IT & Analytics
srinivask@ipeindia.org

Dr Mohsin Khan
Assistant Professor – HRM, OB & Analytics
Warden – Boys Hostel
mohsin@ipeindia.org

Dr P Kalyani
Assistant Professor – Finance
Joint Coordinator – Alumni Relations
kalyani@ipeindia.org

Dr Shree Jyothi Koutha
Assistant Professor – Corporate Finance, Financial Markets and Risk Management
Joint Coordinator – Student Affairs
jyothi@ipeindia.org

Dr M A Nayeem
Assistant Professor – Finance, QT and Analytics
Co-Programme Head – PGDM-BA
nayeem@ipeindia.org

Dr Naresh Boora
Assistant Professor – IT & Analytics, HRM & OB
Coordinator – ERP
naresh@ipeindia.org

Dr Sagyan Sagarika Mohanty
Assistant Professor – Marketing, Digital Marketing
Co-Coordinator – PGDM-MM
sagarika@ipeindia.org

Dr Richa Saun
Assistant Professor – Economics
richa@ipeindia.org

Dr Rambabu L
Assistant Professor – Marketing
rambabu@ipeindia.org

Dr Govind Tiwari
Faculty – Finance
maa_tiwariipe@ipeindia.org

Dr Asha Lourdes
Assistant Professor & Student Counselor
aasha@ipeindia.org

Dr B Arun Kumar
Faculty
arun@ipeindia.org

Milestones of IPE

1964
- Establishment of IPE - Registration of IPE as a Society and setting the agenda
- Commencement of Research, Consultancy and Training activities

1970 ICSSR commences support to IPE for its research activities

1976 IPE was recognized as Centre of Excellence by ICSSR, GoI

1978 Commencement of PGDPEM for Practicing Executives

1986 Started Executive Training Programmes for IAS officials

1995 Commencement of 2-year Full-time PGDM

2004 MoU with Government of AP / CGG IPE participates in the DFID sponsored programme for GoAP

2007 IPE commences PGDM-Retail Management

2008 IPE commences PGDM-Banking and Financial Services

2009 IPE commences PGDM-IB

2011
- Sanction of 120 seats for PGDM-Banking and Financial Services Programme by AICTE
- World Bank Project for performance management • IPE works for the Unique Identification Authority,Planning Commission on a Governance Reforms Project

2012
- ONGC Subir Raha Chair for Corporate Governance established at IPE • IPE commences PGDM-HRM programme • IPE bags the prestigious PM's Trophy Project for evaluating the Best Integrated Steel Plant in India

2014
- Sanction of 240 seats for the flagship PGDM Programme by AICTE
- IPE celebrates its Golden Jubilee Year • IPE inaugurates its new state-of-the-art IPE campus at Shamirpet • Accreditation by SAQS

2015
- IPE receives NBA accreditation, GRIHA Five Star and LEED Platinum rating

2017 IPE receives PIO recognition

2020 Re-accreditation by SAQS for five years

2021 PGDM, PGDM-Banking and Financial Services and PGDM-International Business accredited by NBA

2022
- Ranked in Top 100 in Management Category by NIRF, GoI
- Ranked by ARIIA, MoE, GoI • All PGDM Programmes accorded MBA equivalence by AIU

2024
- All PGDM programmes are accredited by NBA
- IPE commences PGDM-Business Analytics and Fellow Programme Management

CONSULTANCY

Undertaking consultancy assignments is one of the specialized domains of IPE. Consultancy services are offered for both National and International organizations, that include:

- United Nations Development Programme (UNDP)
- United Nations Industrial Development Organization (UNIDO)
- World Bank
- Asian Development Bank (ADB)
- Common Wealth Secretariat, Department for International Development (DFID)
- Government of UK, International Centre for Promotion of Enterprises (ICPE)
- Central and State Governments, Public and Private sector enterprises
- Public and Private Sector Commercial Banks

The Institute has carried out public sector service reform assignments concerning various sectors, major Government departments, and municipal services, poverty alleviation programmes and privatization. Some of the organizations for which consultancy assignments have been recently carried out include:

- Government of India
- Telangana State
- Andhra Pradesh Government
- Consultancy Development Centre (under DSIR, GoI)
- MOIL
- Hindustan Copper Ltd
- Neyveli Lignite Corporation Ltd
- Bharat Dynamics Ltd
- Goa Shipyard Ltd
- Performance Management Division, Cabinet Secretariat, GoI

RESEARCH

The following dedicated centres of research are established in IPE which carry out research in contemporary topics and issues.

- Centre for Corporate Governance
- Centre for Corporate Social Responsibility
- Centre for Corporate Risk Management
- Centre for Public Enterprises and Disinvestment
- Cell on Regulatory bodies
- Wage and Salary Studies Cell
- Centre for Innovation
- Centre for Governance and Public Policy
- Centre for Sustainable Development
- Centre of Excellence in Sustainable Tourism

IPE has been originally conceived as a research institution devoted to systematic and sustained study of issues relevant to the formulation, implementation, review, monitoring and assessment of policies and programmes concerning public enterprises. Subsequently, keeping in view the changing scenario, the focus is not only on public enterprises, but private entities as well. The Institute is partly funded by the Ministry of Education (MoE), GoI. The Indian Council of Social Science Research (ICSSR), Ministry of Education (MoE), GoI recognized the Institute as a 'Centre of Excellence' in Social Science Research. The Institute has a record of delivering the inputs in time with application orientation. The research studies of IPE have been extensively used by the Committee of Public Undertakings (CoPU), several ministries of the GoI, Planning Commission, SCOPE, Department of Public Enterprises (DPE), Comptroller and Auditor General of India (CAG) and pay revision committees.

IPE publishes six in-house journals including the 'IPE Journal' which remains as the only refereed journal on public sector issues in India.

TRAINING

The highlights of training include:

- 50 plus years of experience in training.
- 100 programmes for over 1600 officers of IAS, IFS and other allied services.
- 1100 MDPs and in-company programmes for 44000 practicing managers.
- Open programmes in all functional areas on contemporary topics.

In-company clients include Power Grid Corporation of India, Oil and Natural Gas Corporation, GSL, Rashtriya Ispat Nigam Limited, Mishra Dhatu Nigam, Singareni Collieries Company Limited, Electronics Corporation of India Limited, NTPC, Govt. of Karnataka, Oil India Ltd, Assam, NLC, Oil India, Jodhpur, Andhra Pradesh State Road Transport Corporation, Animal Husbandry, Hindustan Aeronautics Limited, National Aluminium Company, Mangalore Refinery and Petrochemicals Limited, SPMCIL, Engineers India Limited, GSL, Amara Raja Batteries, Bharat Electronics Ltd, Northern Coal Field Ltd., MOIL, Hindustan Copper Ltd, Andhra Bank, State Bank of India, State Bank of Hyderabad, FACT, Rail Vikas Nigam Limited, RFL, Bharat Heavy Electricals, National Mineral Development Corporation Ltd, AP Mineral Development Corporation Limited, APTDC, NEEPCO, Goa Shipyard Limited, etc.

The thrust areas of training are General management, Strategic management, Finance, Marketing, Human Resource management, Operations management, Power Sector, Information Technology, Foreign Trade, RTI Act, Corporate Governance, Corporate Social Responsibility, Risk management, Project management, Sustainability, Biotechnology, Hospital management, Corporate Planning and Restructuring.

Post Graduate Diploma in Management (PGDM)

The Institute of Public Enterprise has been offering Post Graduate Diploma in Management (PGDM) programme since 1995. The PGDM programme is IPEs flagship and oldest programme. The programme is approved by the All India Council of Technical Education (AICTE), accredited by the National Board of Accreditation (NBA) and accorded MBA equivalent by Association of Indian Universities (AIU). The programme is of two years (six trimesters). In the first year, students know and learn the subjects that give an overall understanding of business management functions and its environment. After three trimesters, students will go for an eight-week internship in the industry to gain hands-on experience. In the second-year students opt for dual specialization depending on their interest and career goals. The classroom composition of the PGDM is diverse; students with engineering, pharmacy, biotechnology, agriculture, commerce, business management, social sciences, life sciences, mathematics, psychology and with many other undergraduate programs prefer to join the PGDM. The programme curriculum is designed to train students to explore career opportunities in any industry or sector.

Programme Head

Prof. Rama Krishna Yelamanchili

M: 77024 65393
E: yramakrishna@ipeindia.org

Co-Programme Head

Dr Samarendra Kumar Mohanty

M: 86393 51342
E: samar@ipeindia.org

Co-Programme Head

Dr Mousumi Singha Mahapatra

M: 94403 60791
E: mousumi@ipeindia.org

Programme Educational Objectives

- To provide society with a cohort of young postgraduate students equipped with basic managerial skills.
- To prepare students to have the ability to solve problems and take decisions amid complexity and uncertainty of business environment.
- To promote social awareness, sustainable development and team orientation amongst students.
- To produce ethically responsible and technically competent management graduates for absorption by industry.

Programme Outcomes

- Graduates would exhibit clarity of thought in expressing their views.
- Graduates will have the ability to communicate effectively across diverse channels.
- Graduates will be able to flesh out key decision points when confronted with a business problem.
- Graduates will have the capacity to formulate strategies in the functional areas of management.
- Graduates would be able to analyze the health of an organization by perusing its MIS reports / financial statements.
- Graduates would demonstrate a hunger for challenging assignments.
- Graduates would display an empathetic attitude to alleviate

PROGRAMME ARCHITECTURE

FIRST YEAR

TRIMESTER-I
- Management and Organizational Behaviour
- Business Statistics for Decision Making
- Economics for Managers
- Accounting for Managers
- Marketing Management – I
- Information Technology for Managers
- Personality Development and Business Communication

TRIMESTER-II
- Operations Research
- Corporate Finance
- Macro Economics
- Human Resource Management
- Business Negotiation Skills
- Enterprise Risk Management
- Marketing Management – II
- Priming for Placements (Business Aptitude)

TRIMESTER-III
- Production and Operations Management
- Cost and Management Accounting
- Business Analytics for Decision Making
- Start-ups and Entrepreneurship
- Marketing Research
- Organizational Culture and Leadership
- Introduction to Enterprise Resource Planning (ERP)
- Foreign Language – French
- Comprehensive Viva

SECOND YEAR

TRIMESTER-IV
- Strategic Management
- Legal Aspects of Business
- Public Sector Policy and Issues in Management

Elective 1
- Subject 1
- Subject 2

Elective 2
- Subject 1
- Subject 2

Summer Internship Project & Viva Voce

TRIMESTER-V
- Infrastructure Management
- International Business

Elective 1
- Subject 3
- Subject 4

Elective 2
- Subject 3
- Subject 4

TRIMESTER-VI
- Corporate Governance, Business Ethics, and CSR
- Project Management
- Long-Term Research Project

Note: The structure and courses shown above are as per the existing scheme at the institute. However, IPE has a practice of revising its curriculum regularly, due to which the structure, course and credits may be subject to change from time to time, within the bounds of AICTE Rules / regulations / norms. As a rule of thumb, the minimum number of enrolments for an elective to run will be decided every year by the Dean's Office in consultation with the Director & Programme Heads.

Alumni Speak

Pinninti Nanda Kishore
(BBA, PGDM)
Territory Manager – Cross Sell (Personal Loan)
IDFC FIRST BANK

I am proud to say that one aspect which profoundly shaped my journey was the unwavering encouragement from the faculty. Their recommendations on courses not only deepened my understanding but directly contributed to my success during placement interviews. Their support went beyond academics – they took an active interest in my personal and professional growth, always offering guidance when I needed it most.

Chundru Sree Lalitha
(B.Tech, DBM, PGDM)
Analyst-III, Risk & Brand Protection, Deloitte USI.

"Management must be lived, not merely taught" – a value IPE deeply nurtures. The institute's industry-focused learning, collaborative culture, and mentoring faculty encouraged me to see challenges as opportunities. IPE broadened my perspective, fostered resilience, and helped me develop a distinct professional identity with clarity, direction, and purpose.

I am a life sciences graduate and testing waters in management profession with my PGDM degree. With ease I secured summer internship and placement. In my final placement I placed in Deloitte. The rigorous selection process tested my communication, technical, and functional skills – competencies I attribute directly to the comprehensive education and hands-on experiences I gained at IPE. This achievement stands as a testament to how well the institute prepares its students for the professional world.

P. Sai Sarvani
(B.Sc (Agri), PGDM)
Knowledge Services Analyst, Deloitte, Hyderabad

IPE's environment is inclusive and invigorating. The community nurtures ambition, resilience, and well-being, all while ensuring that every student finds genuine friendship and joy alongside academic rigor. Looking back, it's clear that these experiences – both inside and outside the classroom – have helped me grow, not just as a student but as a person. For anyone wondering if they'll find their place, know that at IPE, you'll discover a home that champions your individuality and success.

Rani Sri Lalit
(B.Tech, PGDM)
Senior Cloud Analyst, Oracle

Post Graduate Diploma in Management – Marketing Management (PGDM-MM)

Welcome prospective candidates to the 19th batch of the two-year AICTE-approved, NBA accredited PGDM-Marketing Management program, considered equivalent to MBA by AIU.

The PGDM – Marketing Management is a customized program that transforms the students into future Global business leaders adept to the industry requirements. The basic thrust of PGDM - MM is understanding management, strategy and business environment with special emphasis on marketing and its managerial implications. The program enables the students to acquire and develop conceptual and analytical abilities, required for appropriate decision-making and their effective implementation, in addition to creating socially and ethically sensitive business leaders. The PGDM – Marketing Management was introduced in 2007 as PGDM Retail and Marketing (PGDM-RM).

Programme Head

Dr Prarthana Kumar

M: 90001 81276
E: prarthanakumar@ipeindia.org

Co-Programme Head

Dr Sagyan Sagarika Mohanty

M: 9051211197
E: sagarika@ipeindia.org

Programme Educational Objectives

- To equip students with deep business and marketing management knowledge to effectively analyze and solve complex challenges, benefiting both organizations and society.
- To empower students with advanced marketing skills across research, product development, branding, and sales to enhance organizational performance and contribute to societal well-being through value-driven practices.
- To prepare students to excel in diverse marketing roles across glocal organizations, adapting to dynamic business environments and advancing organizational goals and societal progress.
- To instil strong ethical values and promote responsible business practices, fostering innovative and sustainable solutions that benefit society and the environment.
- Prepare students for leadership roles, equipping them to drive value through innovative marketing solutions that meet business and community needs.

Programme Outcomes

- Demonstrate the knowledge and understanding of principles, practices and frameworks of management in general and the Marketing domain in particular.
- Exhibit critical, creative, and evidence-based thinking to identify business and marketing problems, and to provide effective and efficient solutions.
- Illustrate effective problem-solving abilities by critically evaluating and synthesizing information from diverse local and global perspectives.
- Effectively communicate in cross-cultural settings, in technology mediated environments, presenting ideas clearly and persuasively in both written and oral forms.
- Efficiently lead in diverse and dynamic business environments, demonstrating the ability to work both independently and collaboratively while exhibiting ethical, sustainable, cultural, and global awareness.
- Demonstrate the ability to assess themselves and actively pursue self-development to advance their professional knowledge and practice, particularly in adapting to new learning environments.
- Exhibit entrepreneurial prowess to establish, lead, and manage startups, as well as enhance and expand family enterprises.

Pedagogy

The instructional methodology comprises an optimum mix of lectures, classroom discussions, case studies, simulations, role-plays, group discussions, special sessions from professionals from industry and market, management games, management films, industrial visits, and industry interaction to mention some of them.

CURRICULUM

The curriculum of the PGDM – Marketing Management program is an outcome of bench marking against the best and continuous reviews by IPE faculty, academicians, industry practitioners, alumni, and students. The course content aims to develop managers who – have a holistic and deep knowledge of the functional areas are industry-ready and have sustainable employable competencies that are contemporary as well as futuristic.

During these two years of the program, students study both core and elective courses totaling 106 credits. These courses are an assorted mix of foundational, perspective building, tools and techniques oriented, and functional courses. The core courses offer rigorous foundation in the discipline of management and the understanding of business. The two years are divided into 6 terms. Each term offers a mix of core and program elective courses, allowing the students to develop subject proficiency. After the first year, the students are required to undertake 8-10 weeks of Summer Internship in a public or private corporate organization. Summer Internship provides the students powerful managerial insights with regards to business problems, understanding of management concepts in the bedrock of industry practices, and refinement of knowledge acquired in the classroom.

PROGRAMME ARCHITECTURE

FIRST YEAR

TRIMESTER-I

- Management and Organizational Behaviour
- Business Statistics for Decision Making
- Economics for Managers
- Accounting for Managers
- Marketing Management
- Information Technology Applications for Marketing
- Personality Development and Business Communication

TRIMESTER-II

- Human Resource Management
- Operations Research
- Corporate Finance
- Macro Economics
- Managing Service Experience
- Promotion and Advertising Management
- Digital Marketing
- Priming for Placements (Business Aptitude)

TRIMESTER-III

- Production and Operations Management
- Cost and Management Accounting
- Business Analytics for Decision Making
- Marketing Research
- Start Ups and Entrepreneurship
- Sales and Negotiation Strategy
- Social Media Marketing
- French Language
- Comprehensive Viva

SECOND YEAR

TRIMESTER-IV

- Strategic Management
- Retail Management
- Procurement and Distribution Management

Marketing Elective 1

- Other Elective 1
- Other Elective 2

Marketing Elective 2

- Other Elective 1
- Other Elective 2

Summer Internship Project & Viva Voce

TRIMESTER-V

- Rural and BOP Marketing
- Legal Aspects of Marketing
- B2B Marketing

Marketing Elective 1

- Other Elective 1
- Other Elective 2

Marketing Elective 2

- Other Elective 1
- Other Elective 2

TRIMESTER-VI

- Corporate Governance, Business Ethics and Corporate Social Responsibility
- Project Management
- Experiential Marketing
- Long Term Project Viva

Note: The structure and courses shown above are as per the existing scheme at the institute. However, IPE has a practice of revising its curriculum regularly, due to which the structure, course and credits may be subject to change from time to time, within the bounds of AICTE Rules / regulations / norms. As a rule of thumb, the minimum number of enrolments for an elective to run will be decided every year by the Dean's Office in consultation with the Director & Programme Heads.

Alumni Speak

Sri Harsha Korlapati
PGDM - MM (2020-22)
Product Owner,
Flexera

The two years have been nothing short of transformative and enriching, providing me with a solid foundation in marketing principles and real-world skills that remarkably shaped my career. I was consistently impressed by the calibre of the faculty, their dedication to providing a holistic education and the state-of-the-art infrastructure, creating a conducive atmosphere for learning, research, and networking. The program integrated case studies, group projects, and internships, which allowed me to apply theoretical concepts to real-world scenarios. I would wholeheartedly recommend the Marketing Management program to anyone looking to embark on a rewarding journey in the world of marketing.

My experience at IPE fundamentally taught me - "It's the fastest bird gets the worm rather than early bird gets the worm". At IPE, I met people from different fields, cultures and experiences. I got an opportunity to manage the marketing, social, and sports club and trust me these experiences nurtured my personality and are now helping me in my professional life. Regular feedbacks from professors and experiences of seniors helped to crack my first GD and interview which ultimately let my selection to my First Job.

Manoranjan Singh
Senior Enterprise Consultant,
Unicommerce

Ashutosh Chowhan
Analyst - Programs &
Outreach, CIE-IIITH

The PGDM-MM program has been one of the most valuable learning experiences of my life. The learning process was made meaningful and enjoyable by the well-structured curriculum, classroom discussions, case studies, projects, and presentations, grooming me to teamwork, leadership, and problem-solving in real situations. The faculty guidance, industry insights, and constant support helped me develop confidence, communication skills, and the ability to think strategically. I am glad that my association with E-Cell gave me the exposure to entrepreneurship, startup ecosystem and leading me to working with CIE IIITH, where I continue to learn and contribute to the Startup ecosystem. I am truly grateful for the opportunities, learnings, and support I received throughout my PGDM-MM journey.

I sincerely appreciate my experience in the PGDM MM program, providing a strong foundation in marketing, covering areas like market research, consumer behavior, digital marketing, and brand management. What made my time at IPE truly memorable was the mentorship and encouragement from Dr. Prarthana Kumar's passion for teaching and expert guidance greatly shaped my professional growth. I am grateful for the valuable industry exposure through workshops, seminars, and guest lectures. My time at IPE was transformative, and I wholeheartedly recommend the institute to aspiring management professionals.

Moksh Jain
Senior Manager -
Sales & Marketing,
TransGraph Consulting Pvt. Ltd.

Vanshita Agarwal
Marketing &
Communications Lead -
TeamLease Digital Global

Being part of the PGDM–Marketing Management program at the Institute of Public Enterprise (Batch 2022) was a genuinely enriching experience, even as one of the COVID-era cohorts. The program offered strong academic grounding along with plenty of opportunities to participate in events and initiatives. I also had the chance to be part of the flagship event Startupedia, which turned out to be a memorable experience, proving that great ideas and teamwork work just as well, even virtually. And honestly, navigating a pandemic-era degree should count as a skill in itself; thankfully, this program made sure we picked up several real ones along the way.

Post Graduate Diploma in Management – Banking and Financial Services (PGDM-BFS)

The Institute launched the PGDM-BFS programme in 2008, aiming to create trained professionals to meet the requirements of the rapidly expanding Banking and Financial Services (BFS) sector. The PGDM - BFS program is a two-year, full-time, AICTE-approved course, considered equivalent to an MBA by AIU and accredited by NBA. It has a state-of-the-art curriculum with a thrust on capital markets orientation, globalisation, and financial and banking sector reforms. It has an approved intake of 120, and candidates for this programme are selected based on their performance in CAT / XAT / MAT / ATMA / CMAT / GMAT and any other test approved by AICTE.

Accredited by the NBA and an MBA equivalent by the Association of Indian Universities (AIU).

Programme Educational Objectives

- To impart knowledge on a wide range of concepts relating to management, banking, insurance and financial services.
- To enhance capabilities for critical thinking, problem solving and decision making through dissemination of knowledge and relevant inputs.
- To facilitate accelerated learning and an in-depth understanding of practices and ethics of management in general and Banking, Insurance & Financial Services in particular.

Programme Outcomes

- Have a thorough understanding of concepts relating to management, banking, insurance and financial service.
- Attain technical knowledge and analytical skills in order to solve the critical problems and decision making.
- Capable of performing banking operations.
- Carryout project appraisal at banks and financial institutions.
- Have better clarity on practices in the domains of Management and Banking, Insurance & Financial Services, with due focus on ethical aspects.

International Study Tour

The institute offers experiential learning opportunities with various student activities to ensure a unique understanding of the work environment. Such activities help them understand and gain profound experience and exposure as a part of our outreach programme for the PGDM- BFS students; our previous batches visited OECD, Paris, Singapore, Malaysia, etc.

Programme Head
Dr M Chandra Shekar
M: 81870 56918
E: m.chandrashekar@ipeindia.org

Co-Programme Head
Dr Harishankar Vidyarthi
M: 97175 25341
E: harishankar@ipeindia.org

PROGRAMME ARCHITECTURE

FIRST YEAR

TRIMESTER-I

- Management and Organizational Behaviour
- Business Statistics for Decision Making
- Economics for Managers
- Accounting for Managers
- Personality Development and Business Communication
- Marketing Management
- Management of Bank Operations
- Financial Markets and Services

TRIMESTER-II

- Human Resource Management
- Operations Research
- Corporate Finance
- Macro Economics
- IT Applications and FinTech
- Principles and Practices of Life Insurance
- Priming for Placements (Business Aptitude)
- Financial Econometrics & Research Methodology

TRIMESTER-III

- Essentials of Fixed Income Securities
- Production and Operations Management
- Cost and Management Accounting
- Business Analytics for Managers
- Priming for Placements (Business Aptitude)
- Start-Ups and Entrepreneurial Finance
- Principles and Practices of General Insurance
- Predictive AI for Banking & Finance
- Comprehensive Viva

SECOND YEAR

TRIMESTER-IV

- Strategic Management
- Legal Environment for BFS
- Applied Financial Modeling

Finance Electives

- Subject 1
- Subject 2

Other Electives

- Subject 1
- Subject 2

Summer Internship Project & Viva Voce

TRIMESTER-V

- Retail Banking, Rural Banking and Micro Finance
- International Banking, Treasury and Forex Management

Finance Electives

- Subject 3 - Risk Management
- Subject 4

Other Electives

- Subject 3
- Subject 4

TRIMESTER-VI

- Corporate Governance, Business Ethics and Corporate Social Responsibility
- Management of Pension Funds
- Project & Infrastructure Management and Financing
- Long Term Research Project & Viva

Note: The structure and courses shown above are as per the existing scheme at the institute. However, IPE has a practice of revising its curriculum regularly, due to which the structure, course and credits may be subject to change from time to time, within the bounds of AICTE Rules / regulations / norms. As a rule of thumb, the minimum number of enrolments for an elective to run will be decided every year by the Dean's Office in consultation with the Director & Programme Heads.

Industry Connect Programme: National and Local Visit

Facilitating a common ground for industry and academia to give a holistic insight into the day-to-day industry, the institute organises national and local industrial visits every year to make the PGDM-BFS students aware of all the necessary industry-ready skill sets required to give a feel of work culture. The companies and institutions the students visited are Chermas, Stanza Apparels, Bailley Water, Namaste Telangana, NISM, National Stock Exchange, etc.

Career Prospects and Placements

Students of PGDM-BFS would be hired for Finance Profiles like Financial Analyst, Equity Research Analyst, Portfolio Manager, Tax Consultant, EFA Analyst, and Credit Manager. Further, the industry also offers other profiles related to domains like Analytics, Operations, Marketing, HR, Information Systems, etc. Some of our prominent recruiters are Deloitte, PWC, D.E.Shaw, Arcesium India Pvt Ltd, Federal Bank, HDFC Bank, ANZ Bank, IDFC Capital First, OakNorth, FactSet, ICICI Securities, Invesco, Franklin Templeton, HDFC AMC, Piramal Capital, Accenture, Genpact and Coromandel visited the campus and offered the jobs as Analyst US Taxation, EFA analyst, Fund Accounting analyst, Credit Manager, Research Analyst, Management trainee, Data analyst and Business Process Associate etc.

Alumni Speak

Gudipudi Sai Priya
(PGDM-BFS – 2023-25)
Investment Banking Associate,
Verity Knowledge Solutions

IPE's PGDM-BFS program offers a robust curriculum enriched with Case studies, Guest lectures, and Industry visits that connect theory to practice. One of the highlights of my BFS journey is the Summer Internship Opportunity at Verity, which introduced me to the world of investment banking. Courses like Applied Financial Modelling, Entrepreneurial Finance, and foundational Accounting and Finance classes gave me hands-on practical knowledge for my current role. I would recommend this program to candidates who plan to pursue a finance career, seeking both academic rigour and practical experience.

Y. Shruthi
(PGDM-BFS – 2023-25)
Senior Analyst,
Oxane Partners

My experience at IPE Hyderabad in the PGDM - Banking and Financial Services programme has been highly enriching and career-oriented. The curriculum provided a strong balance between core management subjects and specialised finance courses. Interactive classroom discussions, case studies, and financial analysis projects helped me gain practical insights into the industry. Guidance from experienced faculty played a significant role in shaping my analytical and professional skills. Overall, the programme has prepared me well for a career in the financial services sector.

Vasavi Kothapalli
(PGDM-BFS – 2023-25)
US Tax Associate,
PwC

The PGDM-BFS program at IPE has been a defining part of my career journey. The Banking and Financial Services curriculum is highly specialised, giving me a solid foundation in financial markets, banking operations, risk management, and taxation. This focused learning played a significant role in shaping my professional skills and opening doors for great opportunities that ultimately helped me secure my placement at PwC as a US Tax Associate, marking a significant milestone in my career."

Ram Charan Maturi
(PGDM-BFS – 2023-25)
EFA – Analyst,
Deloitte

Being part of the BFS program has been a truly defining part of my academic journey at IPE. The curriculum strengthened my understanding of core finance concepts, including corporate finance, financial modelling, and key banking and insurance topics, giving me a strong, industry-ready foundation. The program's practical approach and application-oriented modules greatly enhanced my analytical and professional skills. The PGDM BFS Program is clear, well-structured, and highly engaging teaching pedagogies, used by the faculty to make complex concepts easy to grasp, which played a key role in securing my SIP at Deloitte, which later converted into a PPO. I'm grateful to have been part of a program that genuinely prepared me for real-world challenges and long-term career growth.

Nangunuru Saniketh
(PGDM-BFS – 2023-25)
Probationary Officer
Federal Bank

The PGDM-BFS program provided me with a strong and industry-focused understanding of the banking and financial services sector. The curriculum was practical, well-structured, and aligned with current industry requirements. I gained meaningful exposure through internships and my active participation in the Finance Club competition. The faculty consistently supported and guided me throughout the program. Overall, the program strengthened my skills, facilitated my placement at Federal Bank, and offered a solid platform for my long-term career in the finance industry.

Post Graduate Diploma in Management – International Business (PGDM-IB)

With the increasing globalization of business operations, there has emerged a strong need for professionals equipped with specialized expertise in international business. To cater to their requirements, IPE launched an AICTE-approved, two-year full-time Post-Graduate Diploma in Management – International Business (PGDM-IB) programme in 2009 which is considered equivalent to MBA by AIU and accredited by the NBA. The programme is planned to include optional foreign study tours, subject to students opting for the study tour at additional cost, aimed at providing global exposure to the students. It has an intake of 60 and candidates for this programme are selected based on their performance in CAT / XAT / MAT / ATMA / CMAT / GMAT and any other test approved by AICTE.

Accredited by NBA, Accorded MBA equivalence by Association of Indian Universities (AIU)

Programme Head

Prof M Karthik

M: 93465 15819
E: karthik@ipeindia.org

Co-Programme Head

Dr Rajesh Gangakhedkar

M: 98666 13403
E: rajesh@ipeindia.org

Programme Educational Objectives

- To familiarize the students with basics of management theory and practice.
- To impart knowledge in the domain of international business environment.
- To develop business acumen of executives with sensitivity to global management and business issues.
- To equip students with necessary skills and knowledge that will help them to take up roles in organizations having domestic and global operations and to take up businesses having global operations.

Programme Outcomes

- Students will be able to analyze and explain the basic concepts of management theory and practice
- Students can evaluate the impact of global issues on an organization's international business operations
- Students will be able to prepare international business plan
- Students can assess the impact of cultural diversity on the policies of an organization
- Students would handle the responsibilities in the domain of domestic and global business environment
- Students will be well versed with software packages and would be able to apply them in managerial decision making

Career Prospects / Placements

Students of PGDM-IB would be hired like any MBA/ PGDM graduate for profiles in Marketing / Finance / HRM / IT / Production and Operations Management / Trading / Export / Import / Logistics / Supply Chain Management / Business Strategy, etc.

Global Managers in all functional areas of management such as International Marketing, International Finance, International HR, Global Supply Chain Management etc.

- Global Supply Chain Specialist
- Import Compliance Specialist
- Global Marketing Manager
- Foreign Exchange Specialist
- Diplomatic Associate
- Advisor Export Promotion Corporations

PROGRAMME ARCHITECTURE

FIRST YEAR

TRIMESTER-I

- Management and Organizational Behaviour
- Statistics for Management
- Economics for Managers
- Accounting for Managers
- Personality Development and Business Communication
- Marketing Management
- International Business

TRIMESTER-II

- Operations Research
- Corporate Finance
- Macro Economics
- Computer Applications for Business
- Global Business Environment
- Foreign Language – French
- Human Resource Management
- Export Marketing

TRIMESTER-III

- Production and Operations Management
- Cost and Management Accounting
- Business Analytics for Managers
- Priming for Placements (Business Aptitude)
- Startups and Entrepreneurship
- International Marketing Research
- Global Finance and Foreign Currencies
- Comprehensive Viva

SECOND YEAR

TRIMESTER-IV

- Strategic Management
- International Brand Management
- Commodity Trading and Price Risk Management

Elective 1
- Subject 1
- Subject 2

Elective 2
- Subject 1
- Subject 2

Summer Internship Project & Viva Voce

TRIMESTER-V

- SAP & Global Supply Chain Management
- Crypto Currency and Block Chain
- International Business Laws Elective 1

Elective 1
- Subject 3 - Risk Management
- Subject 4

Elective 2
- Subject 3
- Subject 4

TRIMESTER-VI

- MNC Strategies in Emerging Markets
- Corporate Governance, Business Ethics, Corporate Social Responsibility and Sustainability
- Project Management
- Research Project & Viva Voce

Note: The structure and courses shown above are as per the existing scheme at the institute. However, IPE has a practice of revising its curriculum regularly, due to which the structure, course and credits may be subject to change from time to time, within the bounds of AICTE Rules / regulations / norms. As a rule of thumb, the minimum number of enrolments for an elective to run will be decided every year by the Dean's Office in consultation with the Director & Programme Heads.

Alumni Speak

B. Abhishek *(2016-18)*
Analyst Product Coordinator – Asia Pacific Region
Solenis GCC

The curriculum of PGDM-IB is power-packed and updated on a regular basis as per the latest industry requirements. Subjects such as International Finance, International Marketing, MNC strategies at BOP Markets (which are exclusive subjects for IB) gave me insights into various critical aspects of International Business and Globalization. As part of the international port visit (which is yet another unique feature of IB), our batch visited the North Port of Malaysia. The current batch of students visited many more countries such as France, Germany, Switzerland, Belgium, Netherlands, Dubai etc as part of the industry visit.

The program PGDM-IB provided us with enumerated knowledge where specifically the foundation of international marketing and operations gave us deep insights into the global markets & challenges, Global supply chain, and its benefits, etc, which helped me to reach a good position, where I am today. A management degree with an additional dose of International Business is very useful in today's globalized world. The IB school has excellent faculty members, and I will always remain grateful for the guidance and support offered by them.

The educational tour to Dubai helped us to connect and learn from Industry leaderssuch as senior executives from Emirates Airline, Professors of Rochester University Dubaietc.

M P Meghana
(2020-22)
Analyst,
Engagement Financial Advisor,
Deloitte

Hemunth Kumar
(2020-22)
Deputy Manager
Coromandel International Limited

The PGDM-IB program at IPE gave me a comprehensive understanding of the impact of global policy issues on trade and supply chains at a national and international level. The exposure it offered to me was truly global in every sense. From the classroom to the board room, this program has enabled me to implement theory in practice. In a globalised trade ecosystem, it is important for you to have full knowledge of the international Trade environment and the mindset to tackle challenges associated with it to succeed, and this program provides you with both.

The PGDM – International Business program at IPE is among the best programs offered in International Business in India The IB Program helped me lay that foundation upon which I have built a promising career within the corporate world. During the program we had the privilege of collaborating with the industry which gave us the corporate exposure. I am happy to say that most of us were able to achieve satisfying heights in our careers and the PGDM – IB course has played a key role in our careers.

Bala Chandra Reddy
(2016-18)
Area Executive, (CFP Convenience Focus Products)
ITC

Post Graduate Diploma in Management – Human Resource Management (PGDM-HRM)

The Post-Graduate Diploma in Management – Human Resource Management (PGDM-HRM) is a two-year full-time program comprising of four semesters of study including projects. The objective of the PGDM-HRM Program is to impart comprehensive and contemporary education on people's strategies and HR competencies to HR practitioners, aspiring HR professionals, and entrepreneurs seeking to develop and demonstrate capabilities that are relevant to the present-day demands of the business. This program is envisaged as one of the highest quality programs in Human Resource Management as it is proactively designed to provide eligible, suitable, and competent HR professionals with sufficient knowledge of business in all industrial sectors. The Institute started this two-year AICTE approved, full time PGDM-HRM program in the year 2012. The program has been granted MBA Equivalence by the Association of Indian Universities (AIU).

The course introduces the function of HRM at length, thus enabling the candidates to seek a career in HR. This program offers a platter of HR elective courses vis-à-vis other functional area core courses, thus allowing a skill variety. The program is proactively designed with an aspiration to impart skills and knowledge to the students who would like to pursue their career in the field of HR. Curriculum for the program is revised on a regular basis after taking input from the HR experts from the industry as well as academia. It is a dual specialization program with an intake of 60.

Programme Educational Objectives

- Anticipate and respond to the evolving needs of social science and management research by incorporating evidence-based HR practices.
- Develop the ability to anticipate and address the unique human resource needs of the government, corporate, and social sectors.
- Leverage their multidisciplinary competency in management education to design and implement innovative HR solutions.
- Demonstrate adaptability by anticipating and responding to emerging trends in social science and management.
- Exemplify collaborative and ethical leadership, working effectively across government, corporate, and social sectors.

Programme Outcomes

- Apply evidence-based HR practices using insights from social science and management research.
- Design HR strategies tailored to the needs of government, corporate, and social sectors.
- Integrate multi-disciplinary knowledge to create innovative HR solutions.
- Evaluate and respond to emerging trends in social science and management.
- Demonstrate collaborative and ethical leadership across different sectors.
- Implement strategic HR initiatives aligning with organizational goals.
- Exhibit strong communication and interpersonal skills for effective employee management.

Programme Head
Dr Deepti Chandra
M: 7093134074
E: deeptichandra@ipeindia.org

Co-Programme Head
Dr Vasanthi Donthi
M: 7799239944
E: vasanthi@ipeindia.org

PROGRAMME ARCHITECTURE

FIRST YEAR

TRIMESTER-I
- Management and Organizational Behaviour
- Business Statistics for Decision Making
- Economics for Managers
- Accounting for Managers
- Marketing Management
- Human Resource Management
- Personality Development and Business Communication

TRIMESTER-II
- Operations Research
- Corporate Finance
- Macro Economics
- Information Technology for Managers
- Performance and Compensation Management
- Organization Development
- Learning and Development
- Priming for Placements (Business Aptitude)

TRIMESTER-III
- Production and Operations Management
- Cost and Management Accounting
- Business Analytics for Decision Making
- Start-ups and Entrepreneurship
- Applied Research in HRM
- Workforce Metrics
- Foreign Language – French * LG
- Comprehensive Viva 1

SECOND YEAR

TRIMESTER-IV
- Strategic Management
- Legal Aspects of Business
- Labour Legislation

Electives
- Subject 1
- Subject 2

Electives
- Subject 1
- Subject 2

Summer Internship Project

TRIMESTER-V
- Emotional Intelligence & Positive Psychology
- HRM in Global Perspective
- Industrial Relations

Electives
- Subject 3
- Subject 4

Other Electives
- Subject 3
- Subject 4

TRIMESTER-VI
- Corporate Governance, Business Ethics, and CSR
- Project Management
- Long Term Research Project

Note: The structure and courses shown above are as per the existing scheme at the institute. However, IPE has a practice of revising its curriculum regularly, due to which the structure, course and credits may be subject to change from time to time, within the bounds of AICTE Rules / regulations / norms. As a rule of thumb, the minimum number of enrolments for an elective to run will be decided every year by the Dean's Office in consultation with the Director & Programme Heads.

CAREER PROSPECTS

The PGDM in Human Resource Management from the Institute of Public Enterprise prepares students for a diverse range of career opportunities by integrating evidence-based practices with multidisciplinary insights. Graduates are equipped to excel in corporate HR roles, designing and implementing strategic initiatives such as talent acquisition, employee engagement, and workforce development. The program also offers a strong foundation for HR positions in the government and public sector, enabling students to craft policies and frameworks tailored to these unique environments. Additionally, the program's emphasis on innovative HR solutions and adaptability positions graduates for consulting roles, where they can guide organizations in talent management, organizational design, and leadership development.

The program supports career paths in academia and research, focusing on emerging trends in HR and social science, as well as entrepreneurial ventures in HR technology and services. Opportunities in specialized domains such as diversity and inclusion, HR analytics, and corporate social responsibility are also open to graduates, along with international roles in cross-cultural talent management. With its comprehensive approach to management education, IPE's PGDM HRM program enables students to build successful careers while addressing the evolving needs of organizations and society.

Alumni Speak

Kameswari Chandra Teja K
Sourcing Analyst,
Deloitte India

As a part of my PGDM-HRM journey at IPE, I saw myself enhance my knowledge and skills not only academically but holistically. IPE gave me opportunity to apply what I learned in the classrooms through numerous activities and competitions. The experience and knowledge at IPE help me cut through complex client requirements, and stakeholder management etc.

Saunak Mitra
PGDM-HR – 2023-25

My time at the Institute of Public Enterprise (IPE) has been an extraordinary journey of learning and growth. The institute has provided me with a strong academic foundation, complemented by practical exposure through case studies, projects, and interactive sessions with industry leaders.

I am delighted to share that I have been placed at Heritage Foods Limited, where I am working in the role of Performance Management Systems (PMS) and Talent Management (TM). The placement preparation process at IPE was a holistic experience, with a focus on enhancing technical knowledge, communication skills, and interview readiness.

The consistent support and guidance from faculty members and other stakeholders, was instrumental in helping me secure this role. I am immensely grateful to IPE for equipping me with the tools to embark on this exciting professional journey.

IPE is a practical management institute and offers an ideal study environment for those who want experience both professionally and educationally. I realized that both professional experience and higher education are important to achieve my future goal which was nurtured by IPE. Through the education and practical experience provided by the IPE, I found myself capable to stand, grow firmly in a fast-paced growing industry. Every member at the institute is very supportive, and the quality of education insists on high standards along with high return on investment if you are passionate about your goals. As an alumnus, I would recommend IPE and would encourage students to study hard and inform themselves as much as possible about the several academic opportunities the Institution offers.

Kshitija Dashputre
PMO Manager @ Amazon

Greetings! My name is Akash, I am from PGDM-HRM Class of 2025. Pursuing PGDM from IPE Hyderabad has been one of the most important and best decisions of my life. The student-professor rapport, the support from professors, and their guidance have played a pivotal role in developing and upskilling myself.

The beautiful and picturesque campus has helped create a vibrant atmosphere these two years. The culture of the institute is also great. I got placed at M/s PwC and the support given by the placement department is endless. The push and motivation they give enabled me to bag the job. I have had a great Post Graduate experience here at IPE and I am proud to be an IPEian!

Pavan Akash I
PGDM-HR – 2023-25

Anushka Saha
(PGDM-HR – 2020-22)
Fund Accounting Analyst,
Franklin Templeton

I, Anushka Saha, am delighted to share my placement journey at IPE, which culminated in securing an HR role at TCS on January 8, 2025, through the TCS HR Pitstop Hiring Program. The placement process at IPE was well-organized, offering continuous guidance, training, and support. Resume- building workshops, mock interviews, and personalized feedback from the faculty and placement team refined my skills and boosted my confidence, preparing me to navigate the recruitment process effectively. For the TCS placement, the process began with an aptitude test assessing core HR concepts, followed by a case-based group discussion, and concluded with Technical, Managerial, and HR rounds. These stages focused on HR fundamentals, including Management of Business (MOB) concepts and Labour Laws. To prepare, I revisited key HR concepts, management basics, and industry trends, which, combined with IPE's rigorous training, were instrumental in my success.

I am deeply grateful to IPE for the mentorship and opportunities that have laid a strong foundation for my career.

Post Graduate Diploma in Management – Business Analytics (PGDM-BA)

Data is redefining the modern day's corporate landscape Every industry – from retail and finance to healthcare and logistics – now relies on data to drive decision-making. Organizations of modern era face a critical challenge of extracting actionable insights from massive datasets. The rise of Artificial Intelligence, Machine Learning, and predictive analytics, the ability to make decisions based on real-time data has become essential for survival _A significant gap exists for professionals who can effectively analyse data and translate findings into business strategies. To fill this Gap, IPE presents its two-year, AICTE-approved, full-time PGDM - Business Analytics Program for the academic year 2026-27(Intake: 60).

Through this programme, students learn analysing the trends, predict outcomes, and solve complex business problems using statistical, analytical, and technological tools. The program focusses on improving critical thinking and problem-solving abilities, the essentials for effective management and strategic planning. The programme prepares students for diverse career opportunities in the areas of finance, marketing, operations, and consulting, where analytical skills are highly valued. As businesses increasingly rely on data for competitive advantage, this Business Analytics emphasises on developing professionals who can bridge the gap between data, technology, and business strategy.

Start your leadership journey by joining IPE's two-year PGDM Business Analytics Programme. Candidates for this program are selected through a rigorous process based on academic excellence, GDPI performance, and valid scores in CAT, XAT, MAT, ATMA, CMAT, GMAT, or other AICTE-approved tests.

Programme Head

Prof K V Anantha Kumar

M: 9154254043
E: ananth@ipeindia.org

Co-Programme Head

Dr M A Nayeem

M: 9848422633
E: nayeem@ipeindia.org

Programme Educational Objectives

- To equip the Graduates with a comprehensive understanding of key business functions and imbibe the ability to integrate knowledge with advanced
- To prepare Graduates with strong analytical skills to use modern technological tools for analysing and interpreting large datasets, thereby enabling informed and effective contextual decision-making.
- To enable the Graduates think innovatively to identify the opportunities and drive organizational growth, and to develop entrepreneurial skills to encourage the startup ventures,
- To develop strong communication skills in Graduates to work collaboratively and to effectively present data-driven insights and business strategies to various stakeholders enhancing their impact in the business analytics domain.
- To train the Graduates to become responsible leaders and ethical decision-makers, with a keen understanding of both domestic and global business dynamics, with commitment to sustainable practices that benefit organizations and society.

Programme Outcomes

- Graduates will demonstrate a holistic understanding of core and contemporary management concepts and analytics principles.
- Graduates will be able to identify business problems, formulate related analytical models and evaluate their capability in addressing intricate business issues.
- Graduates will exhibit critical thinking abilities and reasoning skills to analyse the problems that are needed for designing and recommending innovative solutions for multifaceted business problems using advanced analytics techniques and for developing data-driven strategies for the processes to meet the specified needs.
- Graduates will demonstrate their skill of using predictive modelling techniques, modern analytical approaches including software languages and data visualization tools and their scope.
- Graduates will develop an understanding of the environmental (GLOCAL) impact of businesses and apply management and analytics knowledge to create innovative and sustainable solutions for future generations.
- Graduates will recognize and absorb the importance of lifelong learning, individual skills and team skills, in response to the continuous analytical and technological changes in the dynamic business environment.
- Graduates will proficiently exhibit oral and written communication skills tailored to local and multinational organizational environments.
- Graduates will demonstrate professionalism, entrepreneurial acumen, ethical conduct, leadership, and resilience while collaborating with diverse stakeholders and addressing the managerial challenges.

The PGDM – Business Analytics curriculum is the result of rigorous benchmarking against global standards and continuous refinement by expert faculty and industry practitioners. The course aims to cultivate industry-ready managers who possess a deep, holistic knowledge of functional areas alongside sustainable competencies that are both contemporary and futuristic. Spanning two years, the program is structured into six trimesters comprising a total of 106 credits. Each trimester delivers a strategic mix of core, program-core, and elective courses, enabling students to develop comprehensive subject proficiency. Following the first year, students are required to undertake a mandatory 8–9-week Summer Internship in leading public or private organizations. This practical immersion provides the student with powerful managerial insights into real-world business problems.

Anish
PGDM-BA (2024-26)

My journey with the PGDM–Business Analytics program at IPE has been transformative. The program's focus on data-driven decision-making, experiential learning, and industry exposure helped me develop the confidence and expertise to earn a placement at Apple Inc. Continuous mentoring from faculty and real-world projects sharpened my analytical mindset and leadership skills.

Umaiza Sadia
PGDM-BA (2024-26)

My experience at the Institute of Public Enterprise has been truly enriching and fulfilling. The living facilities provided are of excellent quality, offering comfort, safety, and a supportive environment. The peaceful, nature-rich surroundings create a calm atmosphere that promotes mental well-being. This serene setting has helped me stay focused and confident while preparing for my placements.

Tanusha Somisetty
PGDM-BA (2024-26)

The PGDM–Business Analytics program at IPE was instrumental in helping me achieve placement at FactSet. IPE's rigorous curriculum, hands-on projects, and continuous mentorship refined my analytical and problem-solving skills. The exposure to real-time business challenges and the supportive faculty guided me to perform confidently during placements and beyond.

R S S P Gowtham
PGDM-BA (2024-26).

Being an inaugural batch student of the PGDM Business Analytics program at the Institute of Public Enterprise, Hyderabad has been both a responsibility and a privilege. This journey culminated in securing a campus placement at Deloitte USI as a DDAI Analyst. IPE's strong academic culture, industry-aligned curriculum, and emphasis on experiential learning helped me build a solid analytical and professional foundation. The constant guidance, mentorship, and encouragement from the faculty and the collaborative campus environment played a significant role in shaping my journey, for which I am sincerely grateful.

FIRST YEAR

TRIMESTER-I

- Management and Organizational Behaviour
- Business Statistics for Decision Making
- Economics for Managers
- Accounting for Managers
- Information Technology for Managers
- Marketing Management
- Personality Development and Business Communication

TRIMESTER-II

- Human Resource Management
- Operations Research
- Corporate Finance
- Macro Economics
- Data Base Management SQL for Managers
- Business Analytics for Managers Using R
- Data Analytics Using SAS
- Priming for Placements (Business Aptitude)

TRIMESTER-III

- Production and Operations Management
- Cost and Management Accounting
- Marketing Research
- Foreign Language – French
- Start-Ups and Entrepreneurship
- Machine Learning using Python
- Big Data and Cloud Computing
- Data Visualization and Story Telling
- Comprehensive Viva

SECOND YEAR

TRIMESTER-IV

- Strategic Management
- Deep Learning and Artificial Intelligence for Business Applications
- Block Chain and Business Applications
- Business Analytics Electives
  - Subject 1
  - Subject 2

Other Electives
- Subject 1
- Subject 2

Summer Internship Project & Viva Voce

TRIMESTER-V

- Corporate Laws
- Natural Language Processing and Generative AI
- IoT Communication and Networking
- Business Analytics Electives
  - Subject 3
  - Subject 4

Other Electives
- Subject 3
- Subject 4

TRIMESTER-VI

- Project Management
- Corporate Governance, Business Ethics and CSR
- Long Term Research Project & Viva

Note: The structure and courses shown above are as per the existing scheme at the institute. However, IPE has a practice of revising its curriculum regularly, due to which the structure, course and credits may be subject to change from time to time, within the bounds of AICTE Rules / regulations / norms. As a rule of thumb, the minimum number of enrolments for an elective to run will be decided every year by the Dean's Office in consultation with the Director & Programme Heads.

Industry Recognition & Placements

The curriculum's strict alignment with industry standards ensures that graduates are not just degree-holders, but high-potential assets ready for immediate recruitment. This is reflected in the program's consistent placement success with market leaders across various sectors. Top recruiters value the distinct blend of technical skill and business strategy possessed by the students. The current cohort has been placed in some of the world's most respected organizations, including Deloitte, Franklin Templeton, Apple, FactSet, GE and other leading multinationals

Elective wise list of subjects

The students have to select any one or two Elective Streams from the list mentioned below as per the norms of the programme.

TRIMESTER-IV

Finance Electives
- Financial Analysis and Credit Management
- Financial Modelling
- Security Analysis and Portfolio Management
- Tax Planning and Management
- Corporate Restructuring Mergers and acquisitions
- Investment Banking
- Fixed Income Securities
- Financial Econometrics
- Financial Markets, Institutions and Services
- Financial Analytics

Marketing Electives
- Product & Brand Management
- Customer Relationship Management
- Digital & Social Media Marketing
- Integrated Marketing Communications
- Strategic Marketing
- Marketing Analytics

HR Electives
- HR Analytics
- Cross-cultural Management
- Competency Management
- Contemporary Issues in HRM
- Learning and Development

Operations Electives
- Supply Chain Management
- Management of Service Operations
- Optimization Models for Industry
- Operations Analytics
- Operations Strategy

Analytics Electives
- Marketing Analytics
- Supply Chain Analytics
- Financial Analytics
- HR Analytics
- Data Science and Machine Learning using R
- Data Visualization using Power Bi & Tableau
- Data Modelling and Management with SQL & NoSQL
- Cyber Security and Cyber laws
- Enterprise Resource Planning using SAP
- Social Media & Web Analytics

Systems Electives
- Management Information Systems
- E-Commerce
- Advanced Excel for Statistical Data Analysis

Economics Electives
- Public Finance
- International Economics
- Monetary Economics

Entrepreneurship Electives
- Entrepreneurial Finance
- Social Entrepreneurship and Social Innovation
- Family Business Management

TRIMESTER-V

Finance Electives
- Risk Management
- Derivatives and Structured Finance
- Financial Planning and Wealth Management
- Entrepreneurial Finance
- Strategic Financial Management
- Foreign Exchange Arithmetic
- Alternative Investments
- Mutual Funds

Marketing Electives
- Sales and Distribution Management
- Global Marketing Management
- Social Marketing
- Consumer Behavior
- Services Marketing
- Rural and Agricultural Marketing

HR Electives
- Talent Management
- Strategic Human Resource Management
- HR Audit
- Leadership and Change Management
- Industrial Relations
- Organization Development

Operations Electives
- Total Quality Management
- Strategic Sourcing
- Warehouse Management
- Technology and Innovations Management
- Advanced Inventory Modelling
- Lean Management

Analytics Electives
- Big Data Analytics
- IoT Communication Technologies
- Cloud Computing for Business
- Deep Learning & Artificial Intelligence using Python
- Prompt Engineering & AI Decision Making for Business Leaders

Systems Electives
- IT Infrastructure
- Enterprise Resource Planning
- Digital Governance

Economics Electives
- Industrial Economics
- Urban Economics
- Environmental Economics

Entrepreneurship Elective
- Corporate Entrepreneurship
- Creativity, Innovation, and Entrepreneurship
- Detailed Project Report (DPR) – Compulsory in nature

** The list of subjects is indicative. The Institute reserves the right to make modifications at any point during the programme as per the market needs.

Fellow Programme in Management (FPM)

The Institute strictly adheres to the guidelines of AICTE for giving admission to Students under the Fellow Programme in Management (FPM) through Common Entrance Test like NET/CAT/GMAT/GRE which subsequently gives a diverse mix of scholars who are from different academic backgrounds like Management, Commerce and Economics. Besides this, the students also represent the diverse set socioeconomic echelons and from different states and orientations. The scholars group who work on various cutting-edge issues in management, commerce and management are encouraged to take part in the programme.

Admission Procedure

The institution followed AICTE guidelines for the admission & procurement of scholars. Potential candidates are required to register for IPE Admissions online and submit the application to get into the process.

- Candidates meeting the given eligibility criteria must appear in any one of the admission tests (NET/CAT/ GRE/GMAT) and submit the valid test score necessary for admission. The score of the last five years are valid. The test should be taken off line. On-line test scores are not valid.
- Eligibility Criteria includes steps like, the candidates must hold a bachelor's degree, with at least 60% marks or equivalent CGPA from a UGC recognized university / deemed university recognized by the Ministry of Education, GoI.
- Shortlisted candidates will be called for Personal Interview to be held at IPE in physical form . Timely updates will be posted on the website and communicated to the applicants.
- The selection of candidates will be based on certain evaluation criteria carrying requisite weightage. For example: Academic Background, Research Proposal, Research Methodology Skills, Communication, total 100.
- Selected candidates for admission will be informed through email. The scholars joining the institute need to pay the fee as per the fee structure. IPE offers scholarships for an amount of Rs 50,000 per month. The FPM is for four years time period which includes course work for one year and thesis work for three years. After completion of course work the candidate will get Rs 60,000 as scholarship.

Programme Head

Prof Ch Lakshmi Kumari

M: 9652960250
E: laxmi_k@ipeindia.org

Programme Educational Objectives

- The Fellow Programme in Management (FPM) aims to develop scholars who are equipped to advance the frontiers of management knowledge and to impact managerial practices. Graduates of this programme are expected to achieve the following educational objectives:
- Scholars will acquire advanced knowledge and expertise in their chosen field of management, enabling them to contribute to academic and practical advancements in the discipline.
- Scholars will be capable of conducting high-quality, original research that addresses significant management issues and contributes to the academic body of knowledge.
- Scholars will demonstrate the ability to think critically and innovatively, solving complex management problems and contributing to the development of new management paradigms.
- Scholars will exhibit leadership qualities and ethical responsibility in academic, professional, and societal contexts, serving as role models and thought leaders in their fields.
- Scholars will commit to continuous learning and professional development, staying abreast of emerging trends and advancements in management.

Programme Outcomes

- Proficiency in advanced research methodologies and techniques to integrate interdisciplinary perspectives into management research.
- Design and conduct rigorous research studies, present findings at national and international conferences, publish in peer-reviewed journals, and produce a high-quality research thesis.
- Innovate new theories, models, and practices in management to synthesize diverse viewpoints to form new insights.
- Uphold high ethical standards in research and professional practices in order to contribute to societal development through research and thought leadership

PROGRAMME ARCHITECTURE

MODULE-I

- Research Methodology
- Managerial Statistics
- General Management
- System Approach to Management and Research Publication Ethics

MODULE-II

- 3 Stream Specific courses of 3 credits each
- Credit Seminar (General) and one Research Publication

MODULE-III

- Credit Seminar (Specific)
- Review Paper on the Thesis related topic

Admission Procedure for Indian Students

Eligibility

The candidates must hold a Bachelor's Degree, with at least 50% marks or equivalent CGPA. (45% in case of SC/ST/PC candidates), from a UGC recognized university / deemed university recognized by the Ministry of Education (MoE).

Admission Procedure

- Register for IPE Admissions online and submit the application.
- Candidates have to appear in any one of the admission tests (CAT/XAT/MAT/ATMA/CMAT/GMAT) and submit the valid test score necessary for admission
- Shortlisted candidates will be called for Personal Interview to be held at IPE Hyderabad and in major cities by IPE either in physical form or in online form. Timely updates will be posted on the website and communicated to the applicants.
- The selection of candidates will be based on:

Evaluation Criteria

Evaluating Component	Weightage in Percentage
Management Aptitude Test	**40**
Academic Record	**20**
Personal Interview	**35**
Weightage in Sports, Extracurricular, Academic Diversity, Gender Diversity	**5**
Total	**100**

- Selected candidates for admission will be informed through email. The students joining the institute need to pay the fee as per the fee structure given below:

Fee Structure

Academic Fee

S. No	Fee Particulars	Amount (Rs.)
(A)	**1st Year**	
01	Admission Fee	50,000.00
02	Tuition Fee	3,10,000.00
03	IT & Other Academic Facilities Fee	1,40,000.00
04	Refundable Caution Deposit	15,000.00
	Total payable 1st year (A)	**5,15,000.00**
(B)	**2nd Year**	
01	Tuition Fee	3,10,000.00
02	IT & Other Academic Facilities Fee	90,000.00
	Total payable 2nd year (B)	**4,00,000.00**
	Grand Total (A) + (B)	**9,15,000.00**

Note: A Laptop will be issued to all the students

Hostel Fee*

Particulars	Amount
Double Occupancy (Food and Accommodation)	Rs. 1,20,000.00

*** Subject to Revision**

Transport Fee*

Particulars	Amount
Any existing route	Rs. 45,000.00

*** Subject to Revision**

Kindly check IPE website for updates on Hostel fee and Transport Fee.

- **For further details feel free to write to admissions@ipeindia.org.**
- **Refund norms on cancellation of admission can be had from the website.**

Any dispute shall be subject to Jurisdiction of the competent courts located within the territorial limits of Hyderabad.

Tuition Fee Waiver Scheme

As per AICTE Circular dated August 3, 2021, IPE offers Tuition Fee Waiver (TFW) Scheme for students whose parents' annual income from ALL sources is less than or equal to Rs.8.00 lakh. Under the scheme, the complete tuition fee is waived off for the student and is offered to a maximum 5% of supernumerary seats of the approved intake per course.

Scholarships

IPE offers many excellent scholarships for deserving students with varied backgrounds. There is a separate merit scholarship criterion for students of SC / ST / OBC/ Minority backgrounds. There are also scholarships for students from designated states such as the North-eastern States, Jammu and Kashmir, and Ladakh. IPE awards scholarships for students with exceptional talent in sports or arts demonstrated at the graduate level in the five years prior to the admission into the various PGDM programmes of IPE.

Students representing any sports at the National / International level with certificates issued by Sport Associations authorized by the Sports Authority of India (SAI) are only eligible for scholarships. All the scholarship applications will be scrutinized by the Internal Committee, and the decision of the Internal Committee is final and binding. There is no upper limit on the number of scholarships awarded.

The details of the scholarships are given below:

Merit Scholarships for General Category

CAT %ile	XAT / GMAT %ile	MAT %ile	C-MAT / ATMA %ile	Amount
80 & above	80 & above	NA	NA	2,00,000
70 - 79.99	70 - 79.99	95 & above	NA	1,00,000
65 - 69.99	65 - 69.99	85 - 94.99	95 & above	80,000
60 - 64.99	60 - 64.99	75 - 84.99	85 - 94.99	60,000

Merit Scholarships for OBC

CAT %ile	XAT / GMAT %ile	MAT %ile	C-MAT / ATMA %ile	Amount
70 & above	70 & above	95 & above	NA	2,00,000
60 - 69.99	60 - 69.99	85 - 94.99	95 & above	1,00,000
55 - 59.99	55 - 59.99	75 - 84.99	85 - 94.99	80,000
50 - 54.99	50 - 54.99	65 - 74.99	75 - 84.99	60,000

Merit Scholarships for SC, ST & Minority Category

CAT %ile	XAT / GMAT %ile	MAT %ile	C-MAT / ATMA %ile	Amount
70 & above	70 & above	95 & above	NA	2,00,000
60 - 69.99	60 - 69.99	80 - 94.99	90 & above	1,00,000
55 - 59.99	55 - 59.99	70 - 79.99	80 - 89.99	80,000
50 - 54.99	50 - 54.99	60 - 69.99	70 - 79.99	60,000

Merit Scholarships for Northeastern States Jammu, Kashmir and Ladakh

CAT %ile	XAT / GMAT %ile	MAT %ile	C-MAT / ATMA %ile	Amount
70 & above	70 & above	95 & above	NA	2,00,000
60 - 69.99	60 - 69.99	85 - 94.99	95 & above	1,00,000
55 - 59.99	55 - 59.99	75 - 84.99	85 - 94.99	80,000
50 - 54.99	50 - 54.99	65 - 74.99	75 - 84.99	60,000

Scholarships for Talent in Sports

Criteria	Scholarship Amount
International Level Representation	4,00,000
National Level Representation	2,00,000

Scholarships for Talent in Arts

Criteria	Scholarship Amount
International Level Representation	2,00,000
National Level Representation	1,00,000

NOTE

1. Candidates receiving corporate scholarships or any other scholarships are not entitled for these merit scholarships.
2. Eligible student can claim only a single scholarship.
3. Any change / modification in the Scholarship Scheme will be duly communicated.
4. Scholarships would be taken up for disbursement in the month of December.

Contact us @ Admissions

Ph: 040-2349 0948
Extn: 310 / 328 / 348 / 351 / 402
Toll Free No. 1800-120-4473 or
admissions@ipeindia.org

Prof KV Anantha Kumar
Coordinator – Admissions
9154254043
ananth@ipeindia.org

Dr Sinju Sankar
Joint Coordinator – Admissions (Operations)
9885678513
sinjusankar@ipeindia.org

Dr Muzamil Ahmad Baba
Joint Coordinator – Admissions (Media & Marketing)
9177216166
muzamil@ipeindia.org

Mr T Sudheer Kumar
Manager – Admissions
9391932129
admissions@ipeindia.org

Ms Deepti
TL – Admissions Counselling
9154709139

Admission Procedure for International Students

IPE offers PGP admissions to Foreign Nationals (FN), Person of Indian Origin (PIO), Overseas Citizen of India (OCI), Children of Indian Workers in Gulf Countries (CIWG).

Institute of Public Enterprise invites applications for the following two year AICTE approved Post Graduate Programmes in the above category.

Who Can Apply?

Foreign Nationals, Persons of Indian Origin (PIOs), Overseas Citizen of India (OCI), Children of Indian Workers in Gulf Countries (CIWG).

'Foreign National' means the citizen of countries other than India who are not of Indian origin as defined under OCI / PIO.

'Person of Indian Origin (PIO)' means a foreign citizen (except a national of Pakistan, Afghanistan, Bangladesh, China, Iran, Bhutan, Sri Lanka and Nepal) who at any time held an Indian passport or, who or either of their parents / grandparents / great grandparents were born and permanent resident in India as defined in Government of India Act, 1935 and other territories that became part of India thereafter provided neither was at any time a citizen of any of the aforesaid countries; or who is a spouse of a citizen of India or a PIO.

'Overseas Citizen of India (OCI)' means a Foreign National, who was eligible to become citizen of India on 26.01.1950 or was a citizen of India on or at any time after 26.01.1950 or belonged to a territory that became part of India after 15.08.1947. Minor children of such person are also eligible for OCI. However, if the applicant had ever been a citizen of Pakistan or Bangladesh, he / she will not be eligible for OCI. 'Gulf Quota' – Children of Indian Workers in Gulf Countries. Fee and admission procedure for this category of students remain same as resident Indian students.

Eligibility

Candidates with 50% marks in graduation from a recognized institution / university of their resident country.

Admission Procedure & Selection Criteria

Step-1

Academic Background

Applicant must possess a strong and consistent academic background. Performance in high school (i.e., 10th and 12th grades) and every year of graduation are considered in the selection process. An aggregate percentage of marks, or CGPA of all subjects mentioned on the transcript will be considered.

Applicants must hold a Bachelor's Degree with at least 50% marks or equivalent CGPA awarded by an institute that is deemed to be as a University in the applicant's country of residence.

The bachelor's degree or equivalent qualification obtained by the candidate must entail a minimum of three years of education after completing higher secondary schooling (10+2) or equivalent. The percentage obtained by the candidate in the bachelor's degree would be based on the practice followed by the institution / university from where the candidate has obtained the degree.

The degree should be awarded by a college / institute / university which is been recognized by the Association of Indian Universities (AIU) / other appropriate authorities.

Applicants in the last year of degree and those who have completed the degree but are awaiting results can also apply.

In addition to the above candidates with valid GMAT score will be preferred.

Step-2

Candidates should register their application online (available at www.ipeindia.org) by paying 15 USD

Step-3

Short listed candidates will be considered for a Skype interview on a mutually convenient date. Due weightage will be given to the GMAT Score and academic background of the candidate also.

Fee

The fee for two-years is USD 23,000 (INR 14,50,000 whichever is highest) that includes a caution money deposit of USD 500. The fee covers tuition fee, reading material, computer lab, library facility, hostel accommodation, food, gym, and spots facility etc. Kindly visit website for detailed fee structure.

For course curriculum and other details kindly see the admission prospectus downloadable from website of IPE.

For further details contact us on the following
email: foreignnationals@ipeindia.org
Institute of Public Enterprise
Survey No 1266, Shamirpet (V&M), Hyderabad - 500 101
Mobile: 9391932129 / 9177005520
LL: +91-40-234 90 948 / 951 / 928
Fax: +91-40-234 90 999

Industry Internships / Summer Internship Projects (SIPs)

Our Summer Internship Program (SIP) fosters valuable industry experience for students through placements spanning six to eight weeks across diverse sectors like manufacturing, trading, consulting, and more. Partnering with over half a dozen companies through MOUs, we facilitate seamless academia-industry collaboration, offering both stipend-based full-time and part-time internships without disrupting regular studies. Impressively, some students secure Pre-Placement Offers (PPOs) based on their outstanding performance. Projects encompass various domains such as marketing, finance, HR, and business analytics, providing students with a comprehensive and enriching internship experience.

Our students were offered SIPs by several leading companies, including: Deloitte Consulting India Private Limited, Amazon, HEDGE Kerala, Dr. Reddy's Laboratories, EDP soft Private Limited, Ernst & Young Global Limited, Future Generali India Life Insurance Co. Ltd, GaoTek.inc, GD Research Center Pvt. Ltd, Gland Pharma Limited, Global Data research centre, ICICI Bank, S&P Global(IHS Markit), IIFL Securities, KCP cements LTD, Kinsei Consultancy, Kotak Mahindra bank, Larsen and Toubro ltd, Metrics4 Analytics Pvt. Ltd., Motilal Oswal Financial Services Limited, MWH Holdings Private Limited, NABARD - Nestle India, NMDC Limited, Outlook (Publishing) India Pvt Ltd, Randstad India Pvt. Ltd, Reserve Bank of India, State Bank of India, SHV Energy Private Limited Sify Technologies Pvt ltd, TATA Steel, TCS iON, TVS Brakes India Private Limited, Unschool, Vizag Steel Plant, Zydex Organics, etc.

Placements at IPE

The Institute of Public Enterprise follows a structured, student-centric placement process focused on preparing students for successful careers. Students are groomed through rigorous academics, Placement Training, a mandatory two-month summer internship that provides practical industry exposure. The formal placement process begins in September, with reputed organizations such as Deloitte, Apple, PwC, Accenture, TCS, Cognizant, Amazon, and Flipkart participating in campus recruitment. By the end of the programme, all deserving students secure placement offers and begin their professional journeys.

Some of Our Prominent Recruiters

Facilities @ IPE

Hostels

IPE has two separate hostels for boys and girls on campus. Preference will be given for outstation students on first-cum-first serve basis.

- Ultra-modern food court serves breakfast, lunch, evening snacks and dinner.
- Kiosk facilities are available to cater to the student needs.
- Weekly Menu is finalized by the Food Committee which consists of student representatives and caters to the tastes of students from different parts of India.

- In-house laundry facilities are available on the campus.

Transport

For day scholars IPE facilitates transport from multiple locations of the city to its Shameerpet Campus. At present buses are run from 11 different locations viz. Vanasthalipuram, Uppal, Chaitanyapuri, Dilsukhnagar, IPE - OU Campus, Mehdipatnam, Mothinagar, Taranaka, Saroornagar, Kukatapally and Yapral. Additions / changes will be made, for boarding points depending on the requirements.

Library

The Institute library has a rich collection of 45,784 documents, including books, reports and journal back volumes in different areas of management. The library also offers thousands of electronic books, journals, magazines, videos and more. The digital sources can be accessed anytime and anywhere for authenticated users.

IT Infrastructure

The Institute boasts a modern and robust IT infrastructure that supports academic excellence and digital learning. The campus is fully Wi-Fi enabled with 24×7 high-speed internet (600 Mbps) access and secured with biometric systems and CCTV coverage, ensuring seamless connectivity for students and staff. IPE maintains a well-equipped Computer Centre with servers and 120 high-end PCs, and provides brand-new laptops to all PGP students.

Bloomberg Terminal

IPE has a Bloomberg terminal. Bloomberg is an integral part of our finance papers curriculum. Bloomberg L.P. provides financial software tools such as analytics and equity trading platform, data services, and news of corporations and governments through the Bloomberg Terminal. The system also provides news, price quotes, and messaging across its proprietary secure network. Bloomberg terminal provides access to real time national and international financial data, market information, business news, and cutting edge financial analysis tools. It also provides Bloomberg Market Concepts (BMC) course, an eight hour self paced e-learning course. It makes us one of the few business schools in the country to offer training & research in most advanced areas in finance.

SAP-UAP (University Alliance Program)

The institute provides adequate knowledge and training to students on SAP to reap benefits from modules like FI/CO (Financial Accounting and Controlling), MM (Material Management) and SD (Sales and Distribution). The institute is a member school of SAP-UAP (University Alliance Program) from Aug 2018 to till date.

Analytics Lab

The institute is actively involved in preparing its students to be industry-ready by providing them with the skills & education which are relevant and up to date. Our existing recruiters demand that our students be trained on latest analytical tools. In the absence of advanced tools and trainings our students will not have the insight of the best practices followed by the industries.

Our Labs are also equipped with open source software such as R, Python Apache Hadoop, MYSQL and Tableau Academic License

Medical Facility

A resident nurse is available in the Campus round the clock to take care of the medical requirements of the Hostellers and Day scholars.

Medical Insurance

Medical facilities are available in the campus. All the students are covered with medical insurance for a sum of Rs.1,00,000/- each.

Gym

Sports Facility

The importance of physical activity for students to unwind and energize themselves has always been the priority for IPE. Thus IPE in its Shamirpet campus has FIFA certified Football Court. Indoor Stadium, Volleyball Court, Basket Ball Court, etc.

GLIMPSES OF ENRICHING CAMPUS LIFE AT IPE

INSTITUTE OF PUBLIC ENTERPRISE

Estd : 1964

(Under the aegis of ICSSR, MoE, GoI)

Hyderabad

City Office
Osmania University Campus, Hyderabad - 500 007
Phone: +91-040-27098145 | Fax: +91-040-27095183

Campus
Survey Nos. 1266 and 1266/94, Shamirpet (V&M)
Medchal, Hyderabad, Telangana - 500101
Phone: +91-40-23490900 | Fax: +91-040-23490999

For further details contact
Toll Free No. 1800-120-4473
admissions@ipeindia.org
follow us on facebook.com/ipehyd
https://www.instagram.com

www.ipeindia.org