



Delhi-NCR, Ghaziabad



Connecting Life with Learning

KIET School of Management

ADMISSION BROCHURE



Pharmacy Rank Band (76-100)



NAAC with Grade "A+







NBA Accredited Courses CSE, ECE, EEE, IT, ME, CE, MCA, MBA and Pharmacy in In

2nd Rank Private Institutions (Technical)" in India by ARIIA 2021 Ranking

Diamond Rating with QSI Gauge An exemplary ode to quality education

GET A GLIMPSE OF THE CAMPUS

KIET Group of Institutions Campus Tour

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KRISHNA CHARITABLE SOCIETY







Sh. Atul Garg Vice Chairman



Sh. Sunil P. Gupta General Secretary



Sh. G.D. Jain Treasurer



Sh. A.N. Gupta Member



Sh. Joginder Pal Singhla Member



h. Neeraj Chaudhary Member



Sh. Rakesh Goel Member



Sh. Raghvendra Garg Member



Sh. Surendra Mittal Member

KIET SCHOOL OF MANAGEMEN KIET SCHOOL OF MANAGEMENT

ABOUT KIET Group of Institutions

KIET Group of Institutions is recognized as one of the best engineering colleges in Delhi-NCR. Founded by the members of Krishna Charitable Society in 1998 with a modest number of 180 students, KIET Group of Institutions has now become a pioneer in the technical education domain with a strength of 6500+ students.

With a rich alumni base of 16000 + students spread in all the nooks and corners of the world, KIET Group of Institutions is moving efficiently towards its vision of shaping young minds with skill-oriented & value based education as these alumni serve the dual purpose of mentoring the present students, as well as opening new doors for them.

The institute has gained a distinct image as an outstanding educational colossal among the technical institutions of Uttar Pradesh, due to its inclination towards innovative and skill-based education. Its consistent belief in 'Achieving High' is aptly reflected in its academics, extracurricular activities and placements. The success of its belief is clearly brought out in the plethora of Education Excellence Awards bagged by the institute. The institute has been accredited by NAAC with Grade 'A+' and its programmes (CSE, ECE, EEE, IT, ME, CE, MCA, MBA and Pharmacy) are NBA accredited.

ABOUT KIET School of Management (KSOM)

KIET School of Management was established in the year 2004. The basic purpose of MBA programme is to bring in an attitudinal change among the students, to develop their leadership qualities and finally to mould them into competent managers. The department trains its students to handle resources optimally and to take effective decision to achieve organizational goal. The two year full time course, affiliated to Dr. APJ Abdul Kalam Technical University (formerly UPTU), Lucknow, is divided into 4 semesters. The subjects covered in each semester are designed to equip students with modern management concepts and techniques relating it to the real life situations.

HIGHLIGHTING KSOM

- ★ 90% of faculty members are Ph.D. holders
- ★ Consultancies/ project are undertaken by the KSOM's faculty members
- KSOM students regularly feature in the Top-10 positions of the AKTU, Lucknow
- Students engage in Live project work, Internship Abroad, Business Plan presentations & Competitions, Stock Market Game, Student Research Paper Presentations & Publication in International Conferences and Business Simulation Games
- ★ 100% placements assistance
- ★ MOUs with foreign universities such as SWOSU, USA; NIET, Uzbekistan; and several industrial houses that provide international and industry exposure to the students

OUR VISION

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Group of Institution

To attain excellence in management education and create competent managers who serve as a valuable resource for industry & society both nationally and internationally.

OUR MISSION

- To achieve academic excellence in the field of management through advance teaching learning process.
- ★ To imbibe professional ethics through value based education.
- ★ To encourage analytical thinking for continuous improvement.
- To produce competent managers for industry, academics, entrepreneurship and other professions.

DIRECTOR'S **MESSAGE**



Dr. (Col.) A Garg Director KIET Group of Institutions, Ghaziabad

'Shaping young minds with skill-oriented and value-based education'- these words acceptably symbolize the mission and execution of KIET Group of Institutions. We take pride in sharing that the KIET Group of Institutions is a Grade-A+ institute accredited by NAAC and its programs are NBA accredited, thus ensuring quality in input as well as in its output. The institute has earned the Rank 176 in National Institutional Ranking Framework (NIRF) and KIET has achieved Rank 2nd Private Institutions (Technical) in India by ARIIA 2021 Ranking.

KIET is a pioneering institution with multi-disciplinary focus, helping the young minds in becoming future leaders. KSOM prepares its students in the aspects of conceptual/technical knowledge/ soft skills, and design/human skills, through Case Study approach, Research based projects, Subject based projects etc that help in to developing critical thinking and problem-solving techniques, which in turn helps to thrive in this VUCA world. In addition, soft skills training helps impart students with efficient communication skills.

KIET has a dedicated pool of faculty members who have rich and diverse experience in teaching, research and the corporate world. This blend of teachers, makes learning experience of the students inside and outside the classroom an experiential one. I can assure you that our students are industry ready, who can deliver results from the word go.

With these words, I welcome you to the KIET campus.

JOINT DIRECTOR'S MESSAGE

Education is the base for building a good nation and KIET takes pride at being able to contribute to this noble cause of nation building. Students are the brand ambassadors of any educational institution. KIET draws inspiration from its pool of talent that has embarked upon its journey in building successful careers for themselves, thus indirectly helping in the building of a healthy society and are shaping the modern India. The vision of KIET Group of Institutions is to achieve excellence in technical education and create competent professionals for Industry & for socio-economic development to meet National and International needs. To achieve this end, KIET has adopted innovative teachinglearning process, provide strong fundamental & conceptual knowledge, to build strong industry academia connect through industrial & socially relevant projects, by inculcating right human values and professional ethics in whatever our students do.

To further its objectives, KIET has taken policy initiatives to provide funding to its students' innovation and research-based projects. We have created and facilitated copious Centres of Excellence for application development and to enhance the hands-on learning in the students. We, at KIET, take care of the contentment of all KIETians. All stakeholders take pleasure in their work with complete sincerity and dedication as we aptly cater to their interest and creativity providing them maximum motivation.

I welcome you to KIET School of Management and fervently hope that these two years of your journey will be a changing stone for building your career.



Dr. Manoj Goel Joint Director KIET Group of Institutions, Ghaziabad

HoD'S MESSAGE



Dr. R. Srinivasan Professor & Head KIET School of Management The KIET School of Management (KSOM) aspires to advance knowledge and educate students in various dynamics of management. To achieve this, KSOM gives great importance to the intellectual development of the students through interactive classroom sessions, case analysis, presentations, workshops, roleplays, simulation exercises, etc. In KSOM equal importance is given to soft-skill development as well. The KSOM students organize various activities like conventions, seminars, workshops, business plan competitions, guest lectures and simulation activities by leading industry professionals, industry visits, cultural events, sports activities, etc. for their holistic development. Through these activities the student develops the organization, team-building, decision-making and managerial skills. The industry-academia interface helps in engaging the KSOM students on live projects, organizing guest lecture, MDPs and securing consulting assignments.

90% of KSOM Faculty members have doctorate degree, and are deeply involved into research & consultancy, seminars, workshops, conferences and MDPs.

Welcome to KSOMs MBA program, to get a unique experience.

KIET Group of Institutions is one of the leading, innovation driven institutions of India. KIET's focus is on developing employable graduates, who are socially responsible and environment friendly too. Ever since its inception, KIET has been the beacon of education for all the aspiring students, especially in the northern region of India. KIET breeds an environment in the aspirants to think out of the box. Skills are honed to build personalities that could face all the challenges of the world. This is taken care of by intellectual capital of the institute comprising of people both from Industry and academia. Their intellectual inputs stimulate unique learning experiences which will help the students to stand in good stead even in difficult times.

It has been our constant endeavour to groom our students who could meet the expectations of corporate and be helpful in attaining their objectives. Thus far, our placements has been on the upward trend, with each year scaling newer heights, and I am sure that it is not going to be different for the 2022 passing out batch. In fact, during this work from home season, the KIET students could complete multiple internships. I am sure the success journey of KIET students will continue, and our students will be able to capture coveted roles from the recruiters.

I owe my heartfelt thanks to all our esteemed faculty, members, staff and members. Without their support, this journey could not have been possible. I am also thankful for the constant motivation of Director and Joint Director. Most importantly KIET is extremely thankful to all our esteemed recruiters for choosing us.

Head CRPC **MESSAGE**



Mr. Arvind Kumar Sharma Head CRPC KIET Group of Institutions, Ghaziabad

FACULTY **PROFILE**



Dr. R. Srinivasan (Professor & Head) Ph.D (FMS, Delhi) MBA (IMI, New Delhi), MCA 35 yrs Exp. in Industry (Teaching, Research & Consultancy)



Dr. Manoj Goel (Professor) Ph.D, M.Com 26 yrs Exp. in Teaching (Knowledge Manangement)



Dr. Binkey Srivastava (Addl. HoD & Professor) Ph.D, PGDBM, MCA 21 yrs Exp.in Teaching (Marketing)



Dr. Ranchay Bhateja (Professor) Ph.D, M.com, PGDM 23 yrs Exp. in Teaching (Finance, Quantitative Techniques, Law)



Dr. Prateek Gupta (Professor) Ph.D, MBA, M.Com, PGDIBO, 20 yrs Exp. in Teaching (Finance, Accountancy, Int Bus)



Dr. Mani Tyagi (Associate Professor) Ph.D, MBA 20 yrs Exp. in Teaching (Marketing & Quantitative Techniques)



Mr. Ajay Singh PGDBM (IIM Lucknow), BE 26 yrs Exp. in Industry and Consultancy



Dr. Deepa (Associate Professor) Ph.D, MBA 15 yrs Exp. in Teaching (Marketing & IT)



CMA Dr. Amit Kumar Arora (Associate Professor) Ph.D, ACMA, MBA, M.Com. 16 yrs Exp. in Teaching (Accounting & Finance)

FACULTY **PROFILE**



Dr. Meenakshi Tyagi (Associate Professor) Ph.D, MBA, MA (Eco.) 15 yrs Exp. in Teaching (Operation Management)



Dr. Mrinal Verma (Assistant Professor) Ph.D, MBA 14 yrs Exp.in Teaching (Marketing)



Ms. Renu Sharma (Assistant Professor) CS, MBA, M.Com. 13 yrs Exp. in Teaching (Finance & Law)



Dr. Shivani Agarwal (Assistant Professor) Ph.D (IIT Roorkee), MBA 10 yrs Exp. in Teaching (HR & IT)



Dr. Puja Roshani (Assistant Professor) Ph.D, M.Phil, M.Com 9 yrs Exp. in Teaching (Accountancy)



Ms. Sapna Yadav (Assistant Professor) Ph.D (P), MBA 9 yrs Exp. in Teaching (HR & Finance)



Mr. Anjan Kumar (Assistant Professor) Ph.D (P), MBA, PGDIBO 13 yrs Exp. in Teaching (Marketing & Finance)



Ms. Ankita Sharma (Assistant Professor) M.Com, M.Ed & M.A Psychology 1 yrs Exp. in Teaching (Marketing & HR)



Ms. Tanushree Sanwal (Assistant Professor) Ph.D (P), MSc., MBA 14 yrs Exp. in Teaching (HR & OB)

MBA CURRICULUM

1st Semester Subjects

- Management Concepts & Organisational Behaviour
- Managerial Economics
- Financial Accounting & Analysis
- Business Statistics & Analytics
- Marketing Management
- Business Communication
- Design Thinking
- IT Skill Lab-1
- Mini Project-1

2nd Semester Subjects

- Business Environment & Legal Aspect of Business
- Human Resource Management
- Business Research Methods
- Financial Management & Corporate Finance
- Operations Management
- Quantative Techniques For Managers
- Digital Marketing & E-Commerce
- Management Information Systems
- IT Skills Lab-2
- Mini Project-2

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3rd Semester Subjects

- Strategic Management
- Innovation and Entrepreneurship
- Human Values And Ethics

Semester Subjects

Emerging Technologies in Global Business Environment

30

- 36

30

Specialization Group: Human Resource (HR)

- Talent Management
- Employee Relations and Labour Laws
- HR Analytics
- > Performance and Reward Management
- International HRM

Marketing (MK)

- Consumer Behavior & Marketing Communications
- Marketing Analytics
- B2B and Services Marketing
- Sales and Retail Management
- Social Media and Web Analytics

Finance (FM)

- Investment Analysis & Portfolio Management
- Financial Planning and Tax Management
- Financial Derivatives
- Foreign Exchange and Risk Management
- Financial and Credit Risk Analytics

International Business (IB)

- International Business Marketing
- Export Import Documentation
- International Logistics
- Cross Cultural Management
- International Trade Laws

Information Technology (IT)

- > Data Analytics for Business Decisions
- > AI and ML For Business
- > Data Base Management System
- Cloud Computing For Business
- > Business Data Warehousing & Data Mining

Operation Management (OM)

- > Supply Chain & Logistics Management
- > Operations Planning & Control
- Quality Management
- Project & Sourcing Management
- Management Of Manufacturing System

Summer Training Project Report & Viva Voce

Research Project Report & Viva Voce

APPROVALS & ACCREDITATIONS



2nd Rank "Private Institutions (Technical)" in India by ARIIA 2021 Ranking



E-Lead Certified E-Learning Excellence for Academic Digitisation



NBA Accredited Courses CSE, ECE, EEE, IT, ME, CE, MCA, MBA and Pharmacy





Affiliated to Dr. A.P.J. Abdul Kalam Technical University Lucknow



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Approved by AICTE



Approved by DSIR, Delhi

AWARDS & ACCOLADES

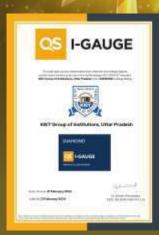
















Ms. Anusha Tyagi KIET School of Management (MBA)

Mr. Aniket Aggarwal KIET School of Management (MBA)



Ms. Mahima Garg KIET School of Management (MBA)

2020-21

Ms. Subhi Tyagi KIET School of Management (MBA)



Mr. Vishal Kr. Tyagi KIET School of Management (MBA)



Ms. Sakshi Arora KIET School of Management (MBA)

2019-20

Ms. Kanupriya Raghav KIET School of Management (MBA)

Ms. Akanksha Singh KIET School of Management (MBA)



KIET School of Management (MBA)

2018-19

HOL RANK

and many more.....

TECHNOLOGY BUSINESS







Ministry of Electronics and Information Technology Government of India



दिवान एवं प्रोक्षेरिकी विभाग DEPARTMENT OF SCIENCE & TECHNOLOGY

With the objective to promote an entrepreneurship culture in the institute and in the adjoining area to produce entrepreneurs on continuous basis to generate wealth & self-employment, the Technology Business Incubator (TBI) was established jointly by the National Science & Technology Entrepreneurship Development Board (NSTEDB), Ministry of Science & Technology, Government of India and Krishna Institute of Engineering & Technology, Ghaziabad in December 2007.

TBI-KIET has been working for creation of starts-ups in thrust areas through innovation, support for IPR, licensing and training, and shown remarkable growth and 106 incubatees were supported by TBI and 34 incubatees are recently incubated under various schemes of DST and MeiTY.

Apart from continuous supporting and nurturing indigenous technology, disseminating knowledge and technology through meets, conferences, and training, TBI-KIET aids industry to enable small/medium industries to take up consultancy, R&D activities, and technology up-gradation.





Incorporating the academic and research infrastructure in a synergetic manner, TBI-KIET has been:

- ✓ Initiating technology commercialization
- ✓ Fostering institutions-institution and industry institution linkages in the region
- ✓ Providing assistance and consultancy to SMEs
- ✓ Is counted among the top incubators in North India
- ✓ Conducting flagship programs of DST like NIDHI-EIR, NIDHI-PRAYAS and Seed Support
- ✓ Also, Ministry of Electronics and Information Technology (MeiTY) has sanctioned TBI-KIET as G3C center under which two incubation programs TIDE 2.0 EIR and GRANT schemes are being conducted in Information and Communication Technology domain

PLACEMENT & RECRUITERS



AVERAGE PACKAGE : 4.5 LPA



CENTRAL FACILITIES





Alumni Portal Twww.kiet.almaconnect.com

Snapshot of Reminiscence

(Annual Alumni Meet)

Alumni partners with various committees of the institute as member of IQAC, Departmental Advisory Board, Academic Council, etc. to spearhead the introduction of alumni involvement in the growth and continued leadership of the institute.











KIET Alumni Association (KAA)



Mr. Shivam Shukla President Assoc Director / Global Lead IT EUC, NXP Semiconductor



Mr. Kumar Gaurav Vice President Captain, AIR INDIA



Mr. Vinod Kumar General secretary Principal, HRIT Group of Institutions, Ghaziabad



Dr. Yudhishthir Pandey Joint Secretary Assistant Professor, Rajkiya Engg. College, Ambedkar Nagar(UP)



Ms. Arjita Bhatnagar Treasurer MD, Chocograce



Mr. Brijesh Yadav Member Managing Director Sundigo solar solutions pvt Ltd



Mr. Ankur Pathak Member Officer Scale - I, SBI



CENTRAL CLUBS



DEPARTMENTAL CLUBS



The Marketing Club is unique initiative taken by the KIET SCHOOL OF MANAGEMENT where we aim to form a group of passionate students who would be dedicated to the field of Marketing. It is a platform where the students can assimilate the practical marketing concept and knowledge. Today, building a career in marketing is an invaluable option for students who are innovative, creative and enthusiastic.

MARKETING CLUB





B- Sensei: The General Management Club is a student-driven initiative that collaborates with both the corporate and the academia to enhance the professional, academic, and social development of students.

GENERAL

It is a community of students who are passionate about business leadership. Club members come from and are looking to pivot into a diverse range of functions and industries, but are unified in their goal to be effective managers and leaders.

MANAGEMENT CLUB





The purpose of this club is to bring together students interested in the field of Human Resources Management, help them develop interpersonal skills needed in the corporate and encourage them to meet professionals who work in the field of Human Resource Management

HR CLUB-YUKTI





The club will not only enrich the technical knowledge of finance students but will also reach to industry to expose students to the various practical aspects of Finance and Accounts. Additionally, the club organizes various competitions and events that further drive the interest of the participants towards finance and its real-world implications.

FINANCE CLUB THE RUPAYA



OUR ALUMNI SPEAKS



I joined KIET in July 2014 & completed my MBA with Finance & Marketing in 2016. My time at KIET truly changed who I was & what I wanted to become professionally & personally. The culture at KIET School of Management fostered sharing of ideas, critical discussions, and collaboration among students and faculty across a wide range of interests.

The friendly attitude of the Professors and their willingness to always offer a helping hand has helped me the way to AKTU best college. Before my final semester, I had got campus placement in a reputed NBFC company. All credit goes to faculties of KIET School of Management.

Proud to be KIETian

Mr. Jayant Kumar Manager - NRI Services Kotak Mahindra Bank .



I joined KIET in August 2009 & Completed my MBA from Marketing & HR in 2011. I got ample opportunities to grown my skills not only on classroom but also through workshops activities conducted by department. I was involved in numerous events & projects in which my faculties helped me a lot.

I got campus placement in a reputed company & later, I joined Parle Biscuits Pvt. Ltd. in Feb 2013, currently I am working as Area Sales Manager.

Proud to be KIETian

Mr. Niraj Mishra Area Sales Manager Parle Biscuits Pvt. Ltd.



I joined the league of KIETIANS in the year 2009. It is one of the best place to enhance your skillset with the help of exceptional mentors. KIET school of management boosted me with lot of confidence so that I could stand out well in my life and face any challenge with the best of my knowledge and ability.

Today I work for a company which is one among the fortune 50 companies in the world and I would like to give all the credit of my achievements to my mentors as it wouldn't have happened so easily without their blessings and support. **Mr. Robil Naresh**

Mr. Robil Naresh Product Owner HCL





I were being associated with KIET Institution during MBA program (2014-16). Indeed it was a wonderful journey to enhance my career under the supervision of eminent academicians. My thirst of being versatile personality got ample of chances to explore here in extra curricular activities and live project tasks.

While reaching to end of course, I were holding 4 campus placements. Wherein I have started working with Flipkart and later joined Mercedes-Benz as client.

I express my sincere gratitude towards entire support and learning, which I gained from KIET.

Proud to be KIETian

Mr. Tushar Tiwari Senior Service Operation Analyst (German Language Expert) Mann+Hummel Filter Pvt. Ltd.

At the very outset I would like to express my heartiest thanks to the KIET family. I extend my warm regards to my dept, KIET School of Management which has immensely helped me succeed. Finding the right path to success at the right time is really very important. That's why I joined KIET in 2014. The friendly environment, the systematic approach towards imparting education at KIET made me a competent individual. Pre-placements activities were highly effective for us to have a clear idea on facing interviews. The various co-curricular activities built confidence and leadership skills in us.

Under the guidance of our Faculty Members we were trained for our placements, due to which I was able to developed my presentation and leadership skills. and because of that I was placed at the end of my 3rd Semester with reputed retail organization, Airplaza retail as Department Manger retails operations. I would like to present my gratitude towards all the Faculty Members of KIET for Making me capable of Achieving all that I want.

Proud to be KIETian

Mr. Manish Pandey Team Lead Operations Amazon

INDUSTRY EXPOSURE



CULTURAL/LITRERY/TECHNICAL/SPORTS FEST @ KIET



















STAR NIGHT@KIET



Meet Brothers











Skit Nukkad Natak Band War Open Mic Flash Mob Group Dance Art Exhibition Fashion Show Solo Singing Videology Photography Solo Dance Foot Loose **Group Singing Fun Events**



