



IIMT Group of Institutions

... Success Made Easier...

An ISO 9001 : 2008 Certified
& LMA Institutional Member Management Institute





Message from the Desk of Executive Director

The increasingly complex working environment requires managers to consider a universe of aspects in their decision making processes. IIMT recognizes the role of education and the importance of social responsibility that every citizen should possess in the Digital Age and division of wealth. Distance Learning is now a wonderful reality in this context.

The wiser ones in the society would grasp its importance instantly and grab the opportunity earlier than the others.

Others, of course, would follow suit. Hidden potentials, dormant talents, aptitude, interests, and aspiration can be developed to the fullest through Distance Learning. Continuous learning and updating knowledge has now become essential more than ever before. The prestigious international accreditation of our institute ensures that the Professional Management qualification from IIMT is respected globally. IIMT is one of the country's leading educational foundations with International standards.

IIMT provides a well balanced combination of academic and practical Business oriented content through a unique theoretical approach. IIMT offers a solid understanding of business and organization and gives practical tools for resolving the problems arising in them. You will explore the "Business Spectra" in all relevant areas and learn to create solutions adapted to a company. We believe in and support the philosophy of distance education with a strong academic support oriented towards real time profitability. We believe that advancing technologies endorse our Endeavour and are helping us create succeSs.

Dr Shashank Mishra (Member AIMA)
B.Sc, MBA, PhD

Message from the Desk of Director (Planning)

The Professional Education System in India is in an unprecedented stage of transmission. The primary reason for pack of higher education, especially in the field of management education is poverty, under-development. The national capacity of technically trained work-force will increasingly depend on the quality & academic level of our management Institute. IIMT VARANASI has been setup with the same ambition.

We are determined to provide high quality education with innovative & effective techniques. The academic program incorporates extensive Teacher - students interaction, Projects, Personality Development Programs in addition to a rigorous academic schedule. With this approach, I invite students to IIMT VARANASI for a true learning experience with assurance that they will graduate as tough professionals and integral human beings from this temple of learning.

Prof. Dr A.K. Mishra (Member AIMA)
MBA, LL.M, PhD

ABOUT THE INSTITUTE

Institute of Integrated Management & Technology (IIMT) (Department of Newport University CED EU) & (Regional Office of NWMD International University) is an **ISO 9001:2008 Certified & LMA Institutional Member** autonomous and non-profit making Management Institution established in the year **2007** by J B Groups, an organization registered by Govt. of India. J B Groups (A unit of MMES PVT LTD) is dedicated for the cause of social and educational development.

IIMT provide wide range of scholarships / fee concessions (10% to 35%) in its educational programmes to different segments of society as per fee scheme given in this brochure. IIMT Campus for its various programs including regular management courses is proposed on a very beautiful & spacious Land acquired by J B Groups, near MughalSarai, Dist. Chandauli in Varanasi region.

Institute of Integrated Management & Technology (IIMT) was established with admission "To shoulder the noble Responsibility" of producing young & dynamic hardware & software professionals, ready to face the challenges and demands of the highly changing IT industry. IIMT is a concern of the J B Groups which is currently working in many fields like Consultancy, IT solution provider, Legal consultancy Export / Import etc & have a **Joint venture** with USA based **Immaculate Solutions LLC** for Real Estate Industry. The IIMT focuses on nourishing your energy and aptitude to make you a complete winner.

IIMT conduct management programmes through Full time Regular Education & Distance Learning Mode. IIMT aims to provide quality education in basic/specialized/advance areas of **Real Estate Management**, Commerce, Trade & Management including Foreign Trade, Marketing, Sales, **Tourism**, Pharmaceutical Marketing, Finance, Human Resource Development, Software Marketing, **Hospital Management**, Drug Store Management, Insurance Management, Banking, Operations, IT, **Retail Management**, **Supply Chain Management**, Hotel management etc. The courses are designed to develop business leaders by nurturing knowledge, skills, attitudes and behavior.

IIMT Affiliation & Membership:

Institute of Integrated Management & Technology (IIMT Varanasi) is an Institute of Excellence, Established in the year 2007; **IIMT Varanasi is affiliated from West Coast University, Panama, Central America & also offering DEC & AICTE Approved MBA from EIILM University, Sikkim, & MBA in Real Estate Management and many other professional courses in association with NWMD International University SA, Periyar University, Manav Bharti University, MS Institute HP, IIREIF, London School of Business & Finance (LSBF) UK, Newport University CED, Princely International University, Lebanon, Victoria Global University Turks & Caicos, National Institute for Education & Research, New Delhi, Manonmaniam Sundaranar University, Tirunelveli & Morpheus Global University, London**

About MMES PVT LTD:

MISHRA MANAGEMENT & EDUCATION SERVICE PVT LTD (**MMES PVT LTD**) is a Corporate established in the year **2010**, registered under Companies Act 1956 by Govt. of India. MMES PVT LTD is dedicated for the cause of social and educational development.

In 2010, it was registered under Companies Act 1956 As a Pvt Ltd Company by its promoters. Their vision was to create a diversified business house, their mission; to add value at every stage of the business chain. In this pursuit, the founders launched their business with their Consulting Office Chain established in Pune, India under the auspices of MMES PVT LTD. After the initial teething years were successfully negotiated, the company quickly evolved to become a renowned state-of-the-art manufacturer and Consultant and Service Provider worldwide. In line with the vision of the Founders, the Group today has multifarious businesses which are run and managed by professionals. Now a day's MMES PVT LTD has taken over all the business & other business organizations run by its promoters.

MMES PVT LTD has an Joint Venture with **J B Groups, & J B E-Com Solutions**.

About J B Groups:

J B Group is a Corporate established in the year **1999**. J B Groups is dedicated for the cause of social and educational development.

J B Group was founded in 1999 as a sole proprietor firm for working in the field of consulting. Their vision was to create a diversified business house, their mission; to add value at every stage of the business chain. In this pursuit , the founders launched their business with their first Consulting Office Chain established in New Delhi, India under the auspices of J B Consultancy. After the initial teething years were successfully negotiated, the company quickly evolved to become a renowned state-of-the-art manufacturer and Consultant and Service Provider worldwide. In line with the vision of the Founders, the Group today has multifarious businesses which are run and managed by professionals.

J B Groups has an association with **Immaculate Ltd.** which has presence **in USA** as **Immaculate Solutions LLC**, & In India as **Immaculate Business Solutions Pvt. Ltd.**

J B Groups & Immaculate Group has strong presence in the fields of Telecom, Finance, IT, BPO, KPO, Real Estate, & Education Sector. It have business dealings with a number of Fortune 500 Companies. Immaculate & J B Groups have business interest in 22 countries such as India, U.K., USA, UAE, Singapore, etc.

IIMT is one of the projects of the Business House in Education Sector. It have business dealings with a number of International Universities & Foreign Institutes.

IIMT VISION

- * Education for all.
- * Business Leadership.
- * Professional Excellence.
- * Research and Development.
- * World class centre for quality Education and Valuable Training.

Why IIMT:

The IIMT management programs are more flexible, more innovative and much less expensive than the traditional, old Pattern and long programs of other institutions. Through our short term integrated compact courses IIMT Programs give unparalleled exposure to contemporary knowledge which is all The more essential in the fast changing dynamic business spectrum in the country.

IIMT Advantages:

- IIMT exposure to globally accepted mode of education has its roots in Indian ethos.
- IIMT provides real-time benefit from management education.
- IIMT provides easy self explanatory courses with strong support system for attending and resolving queries.
- IIMT provides a systematic understanding of management-related problems.

IIMT Placements:

Our staff is skilled at locating, screening, and recommending highly talented professionals. We only settle for the best and operate with high degree of integrity. We are equally concerned for the employer, employees, the organization and the nation at large. It offers various placement opportunities with companies like Parsavnath, Immaculate Group, Piyush Group, Century 21, Airtel, Vodafone, DLF and many more.

We act as a conduit between the organizations and the job seekers. We offer highly suitable placements by ensuring success for employees as well as the company all of our placements are highly suitable because we comprehend how important the right fit is to the success of the employee and the company. We have huge data bank of human resource varying from Bottom level to highest level in skilled / semiskilled / fresh manpower. We provide employees to all sectors like Engineering, Medical, Hospitality, Agriculture, Infrastructure, Electronic, IT, Power, Media, Aviation, Oil, Food, Marketing and Manufacturing industries etc. Our commitment for excellence and passion for quality services have shown us the way to growth and prosperity.

Upcoming Infrastructure

Spreading over a beautiful State of Art building in pollution free area (Under construction) in MGS-VNS with a vast Pollution-free, verdant campus the infrastructure at IIMT Varanasi will world class, and comparable to the best in the academic world. The campus will have a well-stocked library with Internet facility, on-line journals, and e-books. Huge open spaces with lush green lawns bring in the perfect joyful and refreshing environment. At present campus is located outside the city area in rented buildings.

The facilities include:

- o Wi-Fi Enabled Campus
- o Standby electricity infrastructure.
- o Eminent panel of educationists.
- o Spacious Auditorium
- o Cafeteria & Tuck Shops
- o Modern classrooms equipped with multimedia gadgets
- o Ready internet facilities
- o Dedicated support staff.
- o Fun-Filled Recreation Rooms

The campus is well connected to major road and rail links.

LIBRARY FACILITIES

Institute library will equip with books on various subjects of management viz: Foreign Trade, Marketing, Finance, HRD, Economics, Computers, Sales, Production, Pharmaceuticals, Insurance, and Banking etc. The library also subscribes well known national and international journals on management and other related concepts. Our repository of knowledge is housed in a spacious area and is home to a comprehensive collection of books, which is continuously being extended in line with the increasing number of student population. It subscribes to several national and international journals, periodicals and newspapers. It provides students with ample resources to supplement classroom and laboratory learning and therefore, to help develop their research and independent learning skills.

Hostel Facility

IIMT provides separate hostel facilities for boys and girls. The rooms are allotted on first-come, first-serve basis. Single, double and triple seat rooms are available. The hostels have well-furnished rooms with many facilities. Common rooms, indoor games and multi-gym are the added facilities. The mess facilities are managed by a committee comprising students under the overall supervision of faculty members. Hostel is located near the campus and is surrounded by parks, shopping malls and recreation facilities. At present hostels are located outside the campus in rented buildings. The IIMT has three hostels including one hostel for ladies. The Hostel Wardens look after overall administration of hostels in addition to their normal teaching /Administrative works.

COMPUTER FACILITIES

The Computer Center offers excellent Online Laboratory facility system to work with. The laboratory is equipped with latest hardware as well as wide range of System and Application Software. The students are given independent system to gain knowledge as well as hands on experience in different software environments. Department has a separate Internet laboratory with dedicated 2 MBPS leased line connection.

CO-CURRICULAR ACTIVITIES

The Institute organizes a variety of co-curricular activities including a series of guest lectures, seminars, debates, brainstorm sessions, quizzes, etc. The Institute endeavor to involve students in almost all areas of professional and cultural activities through various committees.

Life @IIMT

A close-knit, supportive community, a upcoming beautiful Wi-Fi campus, the infrastructure, and genuine relationships with accomplished brilliant professors, classmates and colleagues from all around India and abroad are some of the hallmarks of the Institute. We take our students into a journey where education is fun and an experience, which is worth sharing. At IIMT, life would be full of fun, and the academic delivery is mixed with real life experiences through Guest Lectures and Industry.

Thriving Academic Culture:

Our sincere, dedicated and experienced faculty fraternity ensures that our students become leaders who can work in diverse environments and accomplish the most complex objectives. Under the able guidance of its Director, the Academic Head and Faculty Members, the Institute has gained recognition for its academic rigor and value-based approach. Deeply steeped in the ethos of professionalism, it prides in mentoring its students to become exceptional leaders who meet the challenges of a changing global business environment through creative and effective solutions

Special Programs

At IIMT Varanasi we lay special emphasis on Entrepreneurship Development Program and Professional Vocational Managerial Skills. This is achieved by designing special modules and projects on the dynamic issues of the industry with the view to build a higher employability index for our students. Interaction with the industry is promoted through the medium of guest lectures, seminars and Projects.

Personality Enhancement

At IIMT, emphasis is given on making you not only academically→ brilliant, but true leaders and team players, thus preparing you for the real life corporate world. To help you in personal grooming, special sessions→ are held on business etiquettes, negotiation skills and effective communication. Thus you can choose from various committees and clubs including. Alumni Committee, Placement Committee, Cultural Committee, Debating Club, Event Management Committee, Sports Committee. Environment Committee, PR & Outreach Committee, IT Club etc

CENTRE FOR RESEARCH AND DEVELOPMENT (CRD)

CRD of IIMT conducts training programmes and workshops in educational management, teaching methodology, Institutional planning and curriculum development. It helps evaluate educational Institutions and voluntary agencies and offers consultancy services for specific purposes.

CENTRE FOR INTERNATIONAL MANAGEMENT (CIM)

CIM of IIMT addresses itself to the challenges faced by organizations in an economy which is becoming increasingly Globalized. The centre envisages collaboration with universities and organizations in other countries in educational, research, training and consulting project specifically relevant to an internationally oriented economy/Trade.

MANAGEMENT DEVELOPMENT PROGRAMMES (MDP)

IIMT offers management development programmes of varied durations in the field of Management designed to help Executives at different levels. The objective of these programmes is to increase the executive's growth potential, improve their productivity, broaden their outlook and change their attitude.

NETWORKING

IIMT has associated/plans to associate itself with some of the professional bodies of national and international repute to Update its curriculum and to enlarge the scope of teaching. IIMT is also working on association and linkages with other Organizations in the field of Commerce, Industry and Management. These include Associations like:

* **All India Management Association (AIMA).**

* **Immaculate Solutions LLC USA**

* **Lucknow Management Association (LMA).**

* **IIREIF New Delhi**

* **Pune Management Association (PMA).**

* **Procon International.**

CAREER / EMPLOYMENT OPPORTUNITIES

Programme objective of IIMT courses is to develop Expertise in various fields of Management. After successfully Completion of programmes in the field of Export Management, Marketing & Sales, Advertising Management, Pharmaceutical Marketing, Tourism Administration, Software Marketing, Finance, Banking, Insurance, Retail Operations, Business Administration and other allied Courses: - a candidate has a promising career in the corporate world.

CREAMY LAYER

Ever since its inspection, IIMT has been attracting young and bright students of all age groups from all over the country. Many of them hold responsible positions in industry and business. **A number of them have started business enterprises on their own or joined their family business.**

CREDIT SYSTEM / SUBJECT WISE WAIVER (For Autonomous)

(A) A candidate who has successfully completed one of the programmes of IIMT and take admission for another

Program of IIMT will get exemption/waiver in the papers/credit transfer/courses already passed by him / her at IIMT.

(B) Candidates with professional qualification like CA, ICWA, CS, MBA, LLB, MBBS etc. are eligible to request for waiver from appearing in certain subject as below.

Subject Eligibility for waiver

- Indirect Taxes C.A / ICWA
- Principles of Management MBA
- Business Laws CA / ICWA / CS / MBA / LLB

STUDY MATERIAL

If a student wants to have study materials relevant to the course of study, it is supplied on payment of Rs. 900/- per subject. In some cases relevant text books recommended by our faculty are also provided in addition to Study Material.

SPECIAL ABOUT IIMT PROGRAMMES: The programmes of IIMT are special and unique for

- i) Its Dual Degree Combination (PGDM + University Degree)
- ii) Designed to match industry's requirement.
- iii) Special focus on stimulating entrepreneurship.
- iv) Development of expertise in the fields of studies.

FEES

Fees as per Fee Schedule should be sent by way of A/C payee Bank draft drawn in favor of "**Institute of Integrated Management & Technology (IIMT)**" Payable at VARANASI accompanied with the application form. It should invariably be sent through registered post/Courier/Speed Post. Cash can be deposited personally at IIMT office during working hours. **The Registration fee for any Autonomous programme is Rs. 27,500 /-** and Rest fee will be payable in three equal installments for every year depending upon the programme duration, which is to be paid before the commencement of every semester or will be communicated at the time of admission. In case of **off campus programs** the first installment (irrespective of any programme) is **Rs. 11,000/- (Registration fee)** and rest amount will be divided into equal installments on basis of 04 installments per year payable after every three month, depending upon the programme duration, which is to be paid before the commencement of every semester or will be communicated at the time of admission.

Foreign Students will have to pay an additional amount of **Rs. 15000.00 PA** along with the Annual fee as postal charges for course materials & other postage purpose.

AUTONOMOUS PROGRAMMES

IIMT offers job oriented, autonomous, specialized Diploma / PG Diploma / MBA Level through regular mode as per chart given below :-

Programme Title	Eligibility	Duration
Masters in Business Administration*	Graduation	2 Year
Masters in Business Administration* (Dual Specialization)	Graduation	2 Year
Masters in Business Administration* (Real Estate & Mall Mgmt)	Graduation	2 Year
Executive Masters in Business Administration	Any Degree+3 Years Working	1 Year
Foreign Trade Analyst	Graduation	2 Year
Management Trade Analyst	Graduation	2 Year
Management of Foreign Trade	Graduation	18 Month
PGDM in Investment & Wealth Management	Graduation	2 Year
PG Diploma in Finance	Graduation or Polytec. Diploma	1 Year
PG Diploma in Management	Graduation or Polytec. Diploma	1 Year
PG Diploma in Foreign Trade	Graduation or Polytec. Diploma	1 Year
PG Diploma in Export Marketing	Graduation or Polytec. Diploma	1 Year
PG Diploma in Marketing & Sales	Graduation or Polytec. Diploma	1 Year
PG Diploma in Software Marketing	Graduation or Polytec. Diploma	1 Year

PG Diploma in Hospital Management	Graduation or Polytec. Diploma	1 Year
PG Diploma in Tourism Administration	Graduation or Polytec. Diploma	1 Year
PG Diploma in Insurance Management	Graduation or Polytec. Diploma	1 Year
PG Diploma in Drug Store Management	Graduation or Polytec. Diploma	1 Year
PG Diploma in Pharmaceutical Marketing	Graduation or Polytec. Diploma	1 Year
PG Diploma in Human Resource Development	Graduation or Polytec. Diploma	1 Year
PG Diploma in Banking	Graduation or Polytec. Diploma	1 Year
PG Diploma in Operations Management	Graduation or Polytec. Diploma	1 Year
PG Diploma in Information Technology	Graduation or Polytec. Diploma	1 Year
PG Diploma in Retail Management	Graduation or Polytec. Diploma	1 Year
Diploma in Real Estate & Mall Management	Graduation	1 Year
Diploma In Wealth management	Graduation	1Year
Advance Diploma in Finance	10 + 2	6 Month
Advance Diploma in Export Marketing	10 + 2	6 Month
Advance Diploma in Marketing & Sales	10 + 2	6 Month
Advance Diploma in Software Marketing	10 + 2	6 Month
Advance Diploma in Tourism Administration	10 + 2	6 Month
Advance Diploma in Pharmaceutical Marketing	10 + 2	6 Month
Advance Diploma in Drug Store Management	10 + 2	6 Month
Advance Diploma in Management	10 + 2	6 Month
Advance Diploma in Hospital Management	10 + 2	6 Month
Advance Diploma in Insurance Management	10 + 2	6 Month
Advance Diploma in Human Resource Development	10 + 2	6 Month
Diploma in Finance	10 + 2	6 Month
Certificate Course in Real Estate Consultancy	10 + 2	4 Month
Certificate Course in Legal aspect in Real Estate	10 + 2	4 Month
Certificate Course in Financial aspect in Real Estate	10 + 2	4 Month

Certificate Course in Design aspect in Real Estate	10 + 2	4 Month
Certificate Course in Mall & Facility Management	10 + 2	4 Month
Diploma in Management	10 + 2	4 Month
Diploma in Marketing & Sales	10 + 2	4 Month
Diploma in Software Marketing	10 + 2	4 Month
Diploma in Export Management	10 + 2	4 Month
Diploma in Tourism Administration	10 + 2	4 Month
Diploma in Insurance Management	10 + 2	4 Month
Diploma in Drug Store Management	10 + 2	4 Month
Diploma in Pharmaceutical Marketing	10 + 2	4 Month
Diploma in Human Resource Development	10 + 2	4 Month

DETAILS OF COURSES

MASTERS PROGRAMMES

N.B.: MBA Program is Dual Degree Program. In case of MBA Degree Student will get PGDM from IIMT & MBA Degree will be awarded by University. In case of Credit Transfer to Foreign University, these Degrees are not recognized by UGC, AICTE, DEC or any State or Central Government in India. However, these degrees are accepted by Private & Public Sector Undertaking and assists one for career progression".

MBA* : MASTERS IN BUSINESS ADMINISTRATION*

In the areas of Foreign Trade, Marketing & Sales, HRD, Finance, Pharmaceutical Marketing, Software Marketing, Tourism Administration, Hospital Management, Insurance Management, Banking, Retail, Operations, Information Technology and CRM. These are well structured programmes, curricula at par with MBA of international standard, based on international experiences and the needs of Indian industry in the era of global economy. While semesters I, II and IV are common, the area of specialization is covered in semester III. The course curriculum is given below :

SEMESTER I

Compulsory Subjects

AT 26 Principles of Management

AT 73 Managing Men

AT 74 Accounts & Finance for Managers

Optional Subjects (select one subject)

AT 31 Business Environments

AT 40 ERP & MIS

SEMESTER II

Compulsory Subjects

AT 19 Production & Operations Management

AT 33 Marketing Management

AT 71 Managerial Economics

Optional Subjects (select one subject)

AT 10 Strategic Management & Entrepreneurship

AT 20 Quantitative Techniques for Managers

AT 32 Marketing Research

**Award : Executive Diploma in Management*

SEMESTER III

Student may offer any one specialization from the areas given below:

I) Foreign TRADE (*Award : PG Diploma in Export Management)

Compulsory Subjects

AT 21 Export Management and Documentation

AT 22 Export Finance Procedure

AT 23 International Marketing

AT 27 FOREX Management

Optional Subjects (select one subjects)

AT 25 International Trade

AT 30 India's Foreign Trade

ii) MARKETING (*Award : PG Diploma in Marketing and Sales)

Compulsory Subjects

AT 23 International Marketing

AT 34 Principles of Sales Management

AT 35 Advertising Management

AT 36 Consumer Behavior

Optional Subjects (select one subject)

AT 37 Brand Management

AT 41 Industrial Marketing

iii) HUMAN RESOURCE DEVELOPMENT (*Award : PG Diploma in Personnel Management)

AT 12 Human Resource Planning

AT 13 Industrial Relations

AT 14 Organisation Development

AT 15 Research Methodology

AT 72 Organisation Behaviour

iv) FINANCE (*Award : PG Diploma in Finance)

AT 27 Forex Management

AT 75 Multinational Financial Management

AT 76 Financial Markets & Services

AT 77 Working Capital Management

AT 78 Security Analysis & Portfolio Management

v) PHARMA MARKETING (*Award : PG Diploma in Pharmaceutical Marketing)

AT 44 Pharma Selling and Sales Management

AT 45 Pharma Distribution Management

AT 46 Anatomy, Physiology and Pharmacology

AT 47 Pharma Product Management

AT 48 Paradyme in Pharmaceutical Industry

vi) SOFTWARE MARKETING (*Award : PG Diploma in Software Marketing)

Compulsory Subjects

AT 61 Software Sales & Promotional Management

AT 62 Software Product & Project Management

AT 63 Software Development Methodology

AT 64 Strategic Issues in Software Marketing

Optional Subjects (select one subject)

AT 65 Trends in Software Industry

AT 66 E-Commerce

vii) TOURISM ADMINISTRATION (*Award : PG Diploma in Tourism Administration)

AT 51 Principles of Tourism

AT 52 Hospitality Management

AT 53 Tourism Product

AT 54 Ecology for Tourism

AT 55 Travel Agency & Transport Management

viii) HOSPITAL MANAGEMENT (*Award : PG Diploma in Hospital Management)

Compulsory Subjects

AT 03 Principles of Hospital Planning

AT 04 Essential Elements of Hospital Administration

AT 05 Community Health, Demography & Biostatistics

AT 06 Medical Records Management

Optional Subjects (select one subjects)

AT 07 Hospital Inventory Management

AT 08 Functional Hospital Organisation

AT 46 Anatomy, Physiology and Pharmacology

ix) INSURANCE MANAGEMENT (*Award : PG Diploma in Insurance Management)

AT 81 Insurance & Risk Management

AT 82 Insurance Business Environment

AT 83 Life & Non-life Insurance

AT 84 Management of Insurance Companies

AT 85 Insurance Marketing

x) BANKING (*Award : PG Diploma in Banking)

Compulsory Subjects

AT 91 Principles of Banking

AT 92 International Banking Management

AT 93 I.T. in Banking

AT 94 Bank Regulation & Compliance

Optional Subjects (select one subject)

AT 77 Working Capital Management

AT 78 Security Analysis & Portfolio Management

AT 95 Risk and Treasury Management

xi) INFORMATION TECHNOLOGY (*Award : PG Diploma in I.T.)

AT 66 E-commerce

AT 67 I.T. in Business Management

AT 68 I.T.: Its Core Concepts & Issues

AT 69 Development of Information Systems

AT 70 Important Application Areas of I.T.

XII) Retail Management (*Award : PG Diploma in Retail Management)

AT 36 Consumer Behavior

AT 56 Retail Management

AT 57 Retail Selling

AT 58 Retail Marketing Management

AT 59 Logistic & Supply Chain Management

XIII) Operations Management (*Award : PG Diploma in Operations Management)

Compulsory Subjects

AT 59 Logistic & Supply Chain Management

AT 87 Material Management

AT 88 Technology Management

AT 89 Total Quality Management

Optional Subjects (select one subject)

AT 90 Knowledge Management

AT 42 Principles of Industrial Management

XIV) Customer Relationship management (*Award : PG Diploma in Operations Management)

AT 32 Marketing Research

AT 36 Consumer Behaviour

AT 97 Customer Relationship Management - I

AT 98 Customer Relationship Management - II

AT 99 Customer Relationship Management - III

SEMESTER IV

Compulsory Subjects

AT 17 Business Communication

AT 28 Project Management

AT 29 Business Laws

Optional Subjects (select one subject)

AT 15 Research Methodology

AT 38 Corporate Governance & Business Ethics

AT 50 Project Work

**Award : MBA*

MBA* : MASTERS IN BUSINESS ADMINISTRATION* (Dual Specialization)

From the areas of Foreign Trade, Marketing & Sales, HRD, Finance, Pharma Marketing, Software Marketing, Tourism Administration, Hospital Management, Insurance Management, Banking, Operations, Retail, Information Technology and CRM.

SEMESTER I (Award: Diploma in Management*)**

Compulsory Subjects

AT 26 Principles of Management

AT 73 Managing Men

AT 74 Accounts & Finance for Managers

Optional Subjects (select one subject)

AT 31 Business Environment

AT 40 ERP & MIS

SEMESTER II (Award : Executive Diploma in Management*)**

Compulsory Subjects

AT 19 Production & Operations Management

AT 33 Marketing Management

AT 71 Managerial Economics

Optional Subjects (select one subject)

AT 10 Strategic Management & Entrepreneurship

AT 20 Quantitative Techniques for Managers

AT 32 Marketing Research

SEMESTER III

Student may offer any three subjects from one specialization - as **major** and two subjects from other specialization - as **minor** from the specialization areas given below:

i) FOREIGN TRADE (*Award : PG Diploma in Export Management)

AT 21 Export Management and Documentation

AT 22 Export Finance Procedure

AT 23 International Marketing

AT 27 FOREX Management

AT 30 India's Foreign Trade

ii) MARKETING (*Award : PG Diploma in Marketing and Sales)

AT 23 International Marketing

AT 34 Principles of Sales Management

AT 36 Consumer Behaviour

AT 35 Advertising Management

AT 37 Brand Management

AT 41 Industrial Marketing

iii) HRD (*Award : PG Diploma in Personnel Management)

AT 12 Human Resource Planning

AT 13 Industrial Relations

AT 14 Organisation Development

AT 15 Research Methodology

AT 72 Organisation Behaviour

Note: AT-15 may not be opted if opted as optional subject in semester IV.

iv) FINANCE (*Award : PG Diploma in Finance)

AT 27 Forex Management

AT 75 Multinational Financial Management

AT 76 Financial Markets & Services

AT 77 Working Capital Management

AT 78 Security Analysis & Portfolio Management

v) PHARMA MARKETING (*Award : PG Diploma in Pharmaceutical Marketing)

AT 44 Pharma Selling and Sales Management

AT 45 Pharma Distribution Management

AT 46 Anatomy, Physiology and Pharmacology

AT 47 Pharma Product Management

AT 48 Paradyme in Pharmaceutical Industry

vi) SOFTWARE MARKETING (*Award : PG Diploma in Software Marketing)

AT 61 Software Sales & Promotional Management

AT 62 Software Product & Project Management

AT 63 Software Development Methodology

AT 64 Strategic Issues in Software Marketing

AT 65 Trends in Software Industry

vii) TOURISM ADMINISTRATION (*Award : PG Diploma in Tourism Administration)

AT 51 Principles of Tourism

AT 52 Hospitality Management

AT 53 Tourism Product

AT 54 Ecology for Tourism

AT 55 Travel Agency & Transport Management

viii) HOSPITAL MANAGEMENT (*Award : PG Diploma in Hospital Management)

AT 03 Principles of Hospital Planning

AT 04 Essential Elements of Hospital Management

AT 05 Community Health, Demography & Biostatistics

AT 06 Medical Records Management

AT 07 Hospital Inventory Management

AT 46 Anatomy, Physiology and Pharmacology

ix) INSURANCE MANAGEMENT (*Award : PG Diploma in Insurance Management)

- AT 81 Insurance & Risk Management
- AT 82 Insurance Business Environment
- AT 83 Life & Non-life Insurance
- AT 84 Management of Insurance Companies
- AT 85 Insurance Marketing

x) BANKING (*Award : PG Diploma in Banking)

- AT 78 Security Analysis & Portfolio Management
- AT 91 Principles of Banking
- AT 92 International Banking Management
- AT 93 I.T. in Banking
- AT 94 Bank Regulation & Compliance
- AT 95 Risk and Treasury Management

xi) INFORMATION TECHNOLOGY (*Award : PG Diploma in I.T.)

- AT 66 E-commerce
- AT 67 I.T. in Business Management
- AT 68 I.T.: Its Core Concepts & Issues
- AT 69 Development of Information Systems
- AT 70 Important Application Areas of I.T.

xii) RETAIL MANAGEMENT (*Award : PG Diploma in Retail Management)

- AT 36 Consumer Behaviour
- AT 56 Retail Management
- AT 57 Retail Selling
- AT 58 Retail Marketing Management
- AT 59 Logistic & Supply Chain Management

xiii) OPERATIONS MANAGEMENT (*Award : PG Diploma in Operations Management)

AT 42 Principles of Industrial Management
AT 59 Logistic & Supply Chain Management
AT 87 Material Management
AT 88 Technology Management
AT 89 Total Quality Management
AT 90 Knowledge Management

XIV) Customer Relationship management (*Award : PG Diploma in Operations Management)

AT 32 Marketing Research
AT 36 Consumer Behaviour
AT 97 Customer Relationship Management - I
AT 98 Customer Relationship Management - II
AT 99 Customer Relationship Management - III

SEMESTER IV *Award : MBA (with major and minor specializations)

Compulsory Subjects

AT 17 Business Communication
AT 28 Project Management
AT 29 Business Laws

Optional Subjects (select one subject)

AT 15 Research Methodology
AT 38 Corporate Governance & Business Ethics
AT 50 Project Work

*Condition Apply. After each semester a certificate is awarded. P.G. Diploma is awarded i.e. major specialization only in semester - III.

N.B.: MBA Program is Dual Degree Program. In case of MBA Degree Student will get PGDM from IIMT & MBA Degree will be awarded by University. In case of Credit Transfer to Foreign University, these Degrees are not recognized by UGC, AICTE, DEC or any State or Central Government in India. However, these degrees are accepted by Private & Public Sector Undertaking and assists one for career progression".

3) EMBA : EXECUTIVE MASTERS IN BUSINESS ADMINISTRATION

SEMESTER-I (*Award : Diploma in Management)

AT 26 Principles of Management
AT 73 Managing Men
AT 74 Accounts and finance for Managers
AT 31 Business Environment
AT 29 Business Laws

SEMESTER-II

Compulsory Subjects

AT 10 Strategic Management & Entrepreneurship

AT 33 Marketing Management

AT 71 Managerial Economics

Area of Specialisation: (Select three subjects of choice from the area of specialization offered.)

I) FOREIGN TRADE

AT 21 Export Management & Documentation

AT 22 Export Finance

AT 23 International Marketing

AT 25 International Trade

AT 28 Project Management

AT 30 India's Foreign Trade

ii) FINANCE

AT 27 FOREX Management

AT 28 Project Management

AT 75 Multinational Financial Management

AT 76 Finance Markets & Services

AT 77 Working Capital Management

AT 78 Security Analysis & Portfolio Management

iii) MARKETING

AT 32 Marketing Research

AT 34 Principles of Sales Management

AT 35 Advertising Management

AT 36 Consumer Behaviour

AT 41 Industrial Marketing

iv) HRD

AT 12 Human Resource Planning

AT 13 Industrial Relations

AT 14 Organisation Development

AT 15 Research Methodology

AT 72 Organisation Behaviour

v) TOURISM

AT 38 Corporate Governance & Business Ethics

AT 51 Principle of Tourism

AT 52 Hospitality Management

AT 53 Tourism Product

AT 54 Ecology for Tourism

AT 55 Travel Agency & Transport Management

vi) SOFTWARE MARKETING

AT 28 Project Management

AT 61 Software Sales & Promotional Management

AT 62 Software product & Project Management

AT 63 Software Development Methodology

AT 64 Strategic Issues in Software Marketing

AT 65 Trends in Software Industry

vii) PHARMA MARKETING

AT 17 Business Communication

AT 44 Pharma Selling & Sales Management

AT 45 Pharma Distribution Management

AT 46 Anatomy, Physiology & Pharmacology

AT 47 Pharma Product Management

AT 48 Paradyme in Pharmaceutical Industry

viii) HOSPITAL MANAGEMENT

- AT 03 Principles of Hospital Planning
- AT 04 Essential Elements of Hospital Management
- AT 05 Community Health, Demography & Biostatistics
- AT 06 Medical Records Management
- AT 07 Hospital Inventory Management
- AT 46 Anatomy, Physiology and Pharmacology

ix) INSURANCE MANAGEMENT

- AT 81 Insurance & Risk Management
- AT 82 Insurance Business Environment
- AT 83 Life & Non-life Insurance
- AT 84 Management of Insurance Companies
- AT 85 Insurance Marketing

x) BANKING

- AT 78 Security Analysis & Portfolio Management
- AT 91 Principles of Banking
- AT 92 International Banking Management
- AT 93 I.T. in Banking
- AT 94 Bank Regulation & Compliance
- AT 95 Risk and Treasury Management

xi) INFORMATION TECHNOLOGY

- AT 66 E-commerce
- AT 67 I.T. in Business Management
- AT 68 I.T.: Its Core Concepts & Issues
- AT 69 Development of Information Systems
- AT 70 Important Application Areas of I.T.

xii) RETAIL MANAGEMENT

- AT 36 Consumer Behavior
- AT 56 Retail Management
- AT 57 Retail Selling
- AT 58 Retail Marketing Management
- AT 59 Logistic & Supply Chain Management

xiii) OPERATIONS MANAGEMENT

- AT 19 Production & Operation Management
- AT 28 Project Management
- AT 59 Logistic & Supply Chain Management
- AT 87 Material Management
- AT 88 Technology Management
- AT 89 Total Quality Management

xiv) CUSTOMER RELATIONSHIP MANAGEMENT

- AT 32 Marketing Research
- AT 36 Consumer Behaviour
- AT 97 Customer Relationship Management - I
- AT 98 Customer Relationship Management - II
- AT 99 Customer Relationship Management - III

****Award : PG Diploma in Operations Management / *Award : Executive MBA***

FTA: FOREIGN TRADE ANALYST (Two Year Executive Management Programme in Foreign Trade)

SEMESTER I

- AT 21 Export Management and Documentation
- AT 22 Export Finance Procedure
- AT 23 International Marketing

SEMESTER II

- AT 24 Indirect Taxes
- AT 25 International Trade
- AT 26 Principles of Management

SEMESTER III

- AT 27 FOREX Management
- AT 28 Project Management
- AT 29 Business Laws

SEMESTER IV

AT 30 India's Foreign Trade

AT 31 Business Environment

AT 32 Marketing Research

MFT: MANAGEMENT OF FOREIGN TRADE (18 Month Management Programme in Foreign Trade)

SEMESTER I

AT 21 Export Management and Documentation

AT 22 Export Finance Procedure

AT 23 International Marketing

SEMESTER II

AT 24 Indirect Taxes

AT 25 International Trade

AT 26 Principles of Management

SEMESTER III

AT 27 FOREX Management

AT 28 Project Management

AT 29 Business Laws

AT 50 Project Work

PG DIPLOMA PROGRAMMES (1 Year PG Level Specialization Programme)

i) PGDFT: POST GRADUATE DIPLOMA IN FOREIGN TRADE

SEMESTER I

AT 21 Export Management and Documentation

AT 22 Export Finance Procedure

AT 23 International Marketing

SEMESTER II

AT 25 International Trade

AT 26 Principles of Management

AT 30 India's Foreign Trade

ii) PGDEM : POST GRADUATE DIPLOMA IN EXPORT MARKETING

SEMESTER I

AT 21 Export Management and Documentation

AT 22 Export Finance Procedure

AT 23 International Marketing

SEMESTER II

AT 26 Principles of Management

AT 29 Business Laws

AT 33 Marketing Management

iii) PGDMS : POST GRADUATE DIPLOMA IN MARKETING & SALES

SEMESTER I

AT 23 International Marketing

AT 26 Principles of Management

AT 33 Marketing Management

SEMESTER II

AT 29 Business Laws

AT 34 Principles of Sales Management

AT 35 Advertising Management

iv) PGDSM: POST GRADUATE DIPLOMA IN SOFTWARE MARKETING

SEMESTER I

AT 33 Marketing Management

AT 61 Software Sales & Promotional Management

AT 62 Software Product & Project Management

SEMESTER II

AT 63 Software Development Methodology

AT 64 Strategic Issues in Software Marketing

AT 65 Trends in Software Industry

v) PGDTA: POST GRADUATE DIPLOMA IN TOURISM ADMINISTRATION

SEMESTER I

AT 26 Principles of Management

AT 51 Principles of Tourism

AT 52 Hospitality Management

SEMESTER II

AT 53 Tourism Product

AT 54 Ecology for Tourism

AT 55 Travel Agency & Transport Management

vi) PGDPM: POST GRADUATE DIPLOMA IN PHARMACEUTICAL MARKETING

SEMESTER I

AT 26 Principles of Management

AT 33 Marketing Management

AT 44 Pharma Selling and Sales Management

SEMESTER II

AT 45 Pharma Distribution Management

AT 46 Anatomy, Physiology and Pharmacology

AT 47 Pharma Product Management

vii) PGDHRD : POST GRADUATE DIPLOMA IN HUMAN RESOURCE DEVELOPMENT

SEMESTER I

AT 12 Human Resource Planning

AT 26 Principles of Management

AT 73 Managing Men

SEMESTER II

AT 13 Industrial Relations

AT 71 Managerial Economics

AT 72 Organisation Behaviour

viii) PGDF : POST GRADUATE DIPLOMA IN FINANCE

SEMESTER I

AT 74 Finance for Manager

AT 75 Multinational Financial Management

AT 76 Financial Markets & Services

SEMESTER II

AT 26 Principles of Management

AT 71 Managerial Economics

AT 77 Working Capital Management

ix) PGDM : POST GRADUATE DIPLOMA IN MANAGEMENT

SEMESTER I

AT 26 Principles of Management

AT 73 Managing Men

AT 74 Accounts & Finance for Managers

SEMESTER II

AT 29 Business Laws

AT 33 Marketing Management

AT 71 Managerial Economics

x) PGDHM : POST GRADUATE DIPLOMA IN HOSPITAL MANAGEMENT

SEMESTER I

AT 02 Principles of Hospital Management

AT 03 Principles of Hospital Planning

AT 46 Anatomy, Physiology and Pharmacology

SEMESTER II

AT 04 Essential Elements of Hospital Administration

AT 06 Medical Records Management

AT 07 Hospital Inventory Management

xi) PGDDS : POST GRADUATE DIPLOMA IN DRUG STORE MANAGEMENT

SEMESTER I

AT 26 Principles of Management

AT 33 Marketing Management

AT 46 Anatomy, Physiology and Pharmacology

SEMESTER II

AT 29 Business Laws

AT 34 Principles of Sales Management

AT 43 Drug Store Management

xii) PGDIM: POST GRADUATE DIPLOMA IN INSURANCE MANAGEMENT

SEMESTER I

AT 26 Principles of Management

AT 81 Insurance & Risk Management

AT 82 Insurance Business Environment

SEMESTER II

AT 83 Life & Non-life Insurance

AT 84 Management of Insurance Companies

AT 85 Insurance Marketing

xiii) PGDB: POST GRADUATE DIPLOMA IN BANKING

SEMESTER I

AT 26 Principles of Management

AT 73 Managing Men

AT 74 Accounts and Finance for Managers

SEMESTER II

AT 91 Principles of Banking

AT 92 International Banking Management

AT 94 Bank Regulation & Compliance

xiv) PGDIT: POST GRADUATE DIPLOMA IN INFORMATION TECHNOLOGY

SEMESTER I

AT 26 Principles of Management

AT 66 E-Commerce

AT 67 I.T. in Business Management

SEMESTER II

AT 33 Marketing Management

AT 68 I.T.: Its Core Concepts & Issues

AT 69 Development of Information Systems

xv) PGDRM: POST GRADUATE DIPLOMA IN RETAIL MANAGEMENT

SEMESTER I

AT 26 Principles of Management

AT 56 Retail Management

AT 57 Retail Selling

SEMESTER II

AT 33 Marketing Management

AT 58 Retail Marketing Management

AT 59 Logistic & Supply Chain Management

xvi) PGDOM: POST GRADUATE DIPLOMA IN OPERATIONS MANAGEMENT

SEMESTER I

AT 26 Principles of Management

AT 59 Logistic & Supply Chain Management

AT 87 Material Management

SEMESTER II

AT 33 Marketing Management

AT 88 Technology Management

AT 89 Total Quality Management

ADVANCE DIPLOMA PROGRAMMES (6 Month Management Programme)

I) ADEM : ADVANCE DIPLOMA IN EXPORT MARKETING

AT 21 Export Management and Documentation

AT 22 Export Finance Procedure

AT 23 International Marketing

AT 33 Marketing Management

ii) ADMS : ADVANCE DIPLOMA IN MARKETING AND SALES

AT 23 International Marketing

AT 33 Marketing Management

AT 34 Principles of Sales Management

AT 35 Advertising Management

iii) ADTA : ADVANCE DIPLOMA IN TOURISM ADMINISTRATION

AT 51 Principles of Tourism

AT 52 Hospitality Management

AT 53 Tourism Product

AT 55 Travel Agency & Transport Management

iv) ADSM : ADVANCE DIPLOMA IN SOFTWARE MARKETING

AT 33 Marketing Management

AT 61 Software Sales & Promotional Management

AT 62 Software Product & Project Management

AT 63 Software Development Methodology

v) ADPM : ADVANCE DIPLOMA IN PHARMACEUTICAL MARKETING

AT 33 Marketing Management

AT 44 Pharma Selling and Sales Management

AT 45 Pharma Distribution Management

AT 46 Anatomy, Physiology and Pharmacology

vi) ADDS : ADVANCE DIPLOMA IN DRUG STORE MANAGEMENT

AT 29 Business Laws

AT 34 Principles of Sales Management

AT 43 Drug Store Management

AT 46 Anatomy, Physiology and Pharmacology

vii) ADHR : ADVANCE DIPLOMA IN HUMAN RESOURCE DEVELOPMENT

AT 11 Human Resource Management

AT 12 Human Resource Planning

AT 13 Industrial Relations

AT 26 Principles of Management

viii) ADF : ADVANCE DIPLOMA IN FINANCE

AT 26 Principles of Management

AT 71 Managerial Economics

AT 74 Finance for Manager

AT 77 Working Capital Management

ix) ADIM : ADVANCE DIPLOMA IN MANAGEMENT

AT 11 Human Resource Management

AT 26 Principles of Management

AT 33 Marketing Management

AT 74 Accounts & Finance for Managers

x) ADHM : ADVANCE DIPLOMA IN HOSPITAL MANAGEMENT

AT 02 Principles of Hospital Management

AT 03 Principles of Hospital Planning

AT 04 Essential Elements of Hospital Administration

AT 07 Hospital Inventory Management

xi) ADIRM : ADVANCE DIPLOMA IN INSURANCE MANAGEMENT

AT 81 Insurance & Risk Management

AT 83 Life & Non-life Insurance

AT 84 Management of Insurance Companies

AT 85 Insurance Marketing

DIPLOMA PROGRAMMES (4 Month Management Programme)

i) DPM : DIPLOMA IN PHARMACEUTICAL MARKETING

AT 33 Marketing Management

AT 44 Pharma Selling and Sales Management

AT 45 Pharma Distribution Management

ii) DDS : DIPLOMA IN DRUG STORE MANAGEMENT

AT 29 Business Laws

AT 34 Principles of Sales Management

AT 43 Drug Store Management

iii) DMS : DIPLOMA IN MARKETING AND SALES

AT 33 Marketing Management

AT 34 Principles of Sales Management

AT 35 Advertising Management

iv) DTA : DIPLOMA IN TOURISM ADMINISTRATION

AT 51 Principles of Tourism

AT 52 Hospitality Management

AT 55 Travel Agency & Transport Management

v) DSM : DIPLOMA IN SOFTWARE MARKETING

AT 33 Marketing Management

AT 61 Software Sales & Promotional Management

AT 62 Software Product & Project Management

vi) DEM : DIPLOMA IN EXPORT MANAGEMENT

AT 21 Export Management and Documentation

AT 22 Export Finance Procedure

AT 23 International Marketing

vii) DHR : DIPLOMA IN HUMAN RESOURCE DEVELOPMENT

AT 11 Human Resource Management

AT 12 Human Resource Planning

AT 13 Industrial Relations

viii) DIF : DIPLOMA IN FINANCE AND ACCOUNTING

AT 26 Principles of Management

AT 74 Finance for Manager

AT 77 Working Capital Management

ix) DIM : DIPLOMA IN MANAGEMENT

AT 11 Human Resource Management

AT 26 Principles of Management

AT 33 Marketing Management

x) DIRM : DIPLOMA IN INSURANCE MANAGEMENT

AT 81 Insurance & Risk Management

AT 83 Life & Non-life Insurance

AT 85 Insurance Marketing

Course Benefits

The candidates enrolling with IIMT correspondence management programs are likely to get several learning benefits from each of the subject of study. Each subject provides in-depth coverage so that the candidate derives maximum benefit. The most important Learning benefits are indicated below:

1. You will be able to comprehend, analyze and comment upon behavior in a Business spectrum.
2. You will learn the entire process of conceiving and realizing new projects, executing them efficiently and manage Those through the commercialization to Step by step build up on sustain ability and growth.
3. You will better understand the innumerable aspects of product components.

THE MBA EDGE

A master's programme vise MBA is professional preparation for a management career. It provides a starting platform for understanding the structure of the business that you are entering. An MBA holder has better decision-making abilities, has structural thinking, is focused and can do better business. One gets a taste of how theory is applied in practice. It provides knowledge of many aspects of business - not enough for one to claim mastery over it, but enough to know the issue that need to be looked at, the possibilities and options available, the ramification etc. The same knowledge can certainly be acquired without MBA also but it would come through trial and error, through making most mistakes during one's working life.

Career Progression: In most professional organizations, the senior managers are usually trained in management areas. There are more opportunities for management trained personnel than for almost any other functional qualification. Our Programs will provide a quantum jump in career progression. The MBA Program with its general management focus and the blend of Indian and International perspective will be your key competitive advantage as you enter the fiercely competitive business environment.

Personal Growth: The MBA Program will impart you with a perspective which enables you to relate to the entire Business environment within which you may operate. You will be able to understand the impact of various decisions and play a significant role in them. The MBA Program will also help you understand business sufficiently to plan your own career and entrepreneurial moves successfully.

TEACHING METHODOLOGY & STUDY PACKAGE

IIMT adopts a unique teaching methodology. IIMT mails a study plan mentioning the dates on which the additional Communications and test set modules will be sent. The cases are representative of actual managerial problems which occur at various business environments. The case analysis method demands students to make decisions, develop implementation of plans and explain, and defend their actions via discussions or written presentation. These studies develop the talents and confidence to face the real world problems.

Executive MBA Programs

There is a need in the market for mid-level executives to sharpen their management skills. Companies have felt and shown keen interest in this kind of programme. Higher education is divided into two segments- for fresher and the experienced lot. Mid-career demand for education has emerged in India and therefore one-year MBA programme becomes relevant and rich for people with experience in the field. One-year MBA programme is certainly attractive as it saves the opportunity cost. If you pursue a similar programme at an international B-school, the charges are humungous.

The **Executive MBA Program of IIMT Varanasi** focuses on knowledge and skills required by management professionals who are working for Indian and multinational corporations/companies. The objective of the program is to expose the participants to the various theories and practices of business management prevalent in the current economic scenario. The most important aspect of the Executive MBA Program is that it allows the participants to earn a top notch EMBA from the Institute of Integrated Management & Technology (IIMT), without interrupting their career or having to leave their current location.

CAREER OPPORTUNITIES

The Management Programmes Offered by IIMT is of very High Utility Value for:-

- * Those who are already employed in an industry without any management qualification, but wish to acquire a widely Recognized management qualification to further their career.
- * Those aspiring to join as Management Trainee, Manager, Sales Executive, Business Manager, Customer Brokers, Import-Export Agents, Wholesalers, Freight Forwarders, Product Manager, C&F agent of reputed Export House/Pharmaceutical Companies, Managers / Administrators in Finance, Tourist or Health Care Sectors etc. or start one's own business.

What you will learn?

As a result of the group and individual activities included in this course, the student will acquire the following Knowledge and skills that can be applied to the workplace:

- * Decide if you are ready to export.
- * Evaluate your company's export potential.
- * Choose foreign markets.
- * Select your distribution channels.

JOINING OF THE COURSE

There is an entrance test for admission. Admission to IIMT courses is based on that. Admission in to the IIMT distance learning programs is open throughout the year and one can enroll at any time if he / she fulfills the basic eligibility criteria. Website of the Institute also inform about the date of commencement of various courses. Completed applications should be deposited by the date given on the admission form. However applications can also be deposited after the expiry of date given on the application form with a late fee @ Rs. 2000/- only for the current / next session.

FAST TRACK SYSTEM

To facilitate early completion of the courses, IIMT offer lateral entry under fast track system for those students who are Confident to complete the courses of their study in shorter period. To avail such facility, students are required to send an Undertaking that they can complete the course under fast track system. Such student shall have to take utmost care and spare extra time for their programme of study including adhering to timely remittance of installments of the course fee, if opted for installment scheme. The duration of various courses under the fast track system is given as below:

- 1) 2 year course in 1 Year. (each semester of 3 months)
- 2) 1 year course in 8 month. (Each semester of 4 months)
- 3) 6 month course in 4 month.
- 4) 4 month course in 3 month.

Those opting for Fast Track System are required to pay Fast Track Fee as per fee schedule applicable under fast track System. Fast track fee is **Rs 3000/- per semester**.

FEE CONCESSION / SCHOLARSHIP FEE CONCESSION AVAILABLE AS PER POLICY OF THE INSTITUTE

Category	Code Category	Fee Concession
FC 1	SC, ST, OBC	10%
FC 2	Sponsored candidates of educational Institute, Industry & NGO.	15%
FC 3	Students studying in a recognized school/College/University.	10%
FC 4	Those who have completed or perusing professional courses vise CS, Medical, CA, LLB, Engineering, Pharmacy, Management etc.	10%
FC 5	Serving Defense / Para Military Personnel/Ex-servicemen / NCC "C"	20%
FC 6	Working Executives.	10%
FC 7	Students who have passed 10 +2 from Kendriya Vidyalaya	10%
FC 8	Wards of teachers/teachers of recognized schools/colleges/Institute etc.	10%
FC 9	Sport persons holding State/National level certificates.	15%
FC H	Physically Handicap	20%
FC M	The children/widows of the officers and men of Armed Forces Including Para Military personnel killed or disabled during action/hostilities.	25%
FC S T	hose who have secured 85% marks and above in 10/10+2 or 80% marks and above in graduation.	15%
FC W	Students sponsored by Welfare Societies / Educational Trusts	35%

NOTE:-

- (1)** Fee concession can be availed in one category only.
- (2)** All the Fee concession is valid only for Autonomous Programs.
- (3)** No fee concession admissible in case of NRI / Foreign Students and Executive MBA & Dual Splz. students.
- (4)** Enclose copy of relevant certificate with admission form in support of your claim for Fee concession.
- (5)** The Governing council of the Institute has the right to disallow the Fee Scholarship / Fee Concession and with-hold the award of Diploma / PG level Program certificate if the declaration made by the candidate is found to be false.
- (6)** At the time of admission, admissible Fee concession may be deducted in Lump sum Fee/Last Installment of Fee.

The IIMT reserves the right to amend, modify or alter the structure and content of the programme as well as other matters, policies and regulations pertaining to the programmes conducted by the Institute without assigning any reason or prior notice.

IIMT is Offering DEC & AICTE Approved MBA from EIILM University, Sikkim, & MBA in Real Estate Management and many other professional courses in association with MS Institute Kangra, Periyar University, Manav Bharti University Himachal Pradesh, National Institute for Education & Research, New Delhi, Manonmaniam Sundaranar University, Tirunelveli, Newport University CED Latvia EU, NWMD International University, South Africa, London School of Business & Finance (LSBF) UK, & West Coast University Panama, Central America. IIMT also offers Programs of International Institute of Real Estate Investment & Finance UK, Morpheus Global University London, Princely International University, Lebanon, Victoria Global University, Turks & Caicos.

IIMT is also offering **Polytechnic, Diploma In Engineering, B.Tech, M.Tech** in many Specializations with support of **Govt Approved / UGC Recognized Manav Bharti University Himachal Pradesh, and Karnataka State Open University Mysore**, has its Campus / office in India.

ADMISSION CUM REGISTRATION FORM

REGISTRATION NO.

APPLICATION NO.

**Admission Coordinator,
IIMT Varanasi**

K V Buildings, Karmanveer, Susuwahi, Varanasi
Varanasi – 221005
Phone: 0542-6457269
Email: admission@iimtvaranasi.ac.in
Website: iimtvaranasi.ac.in

Affix here a stamp size
Photograph and attach
14 more copy which will
be affixed to your identity
card, & other documents
issued by the IIMT
Office, will be required
for appearing at the
examination.

Course Applied For :

1. Full Name: Shri/Smt./Kumari:
(Surname) (First Name) (Middle Name)

2. Father's/Mother's/Husband's Name:

3. Date of Birth:
(DAY) (MONTH) (YEAR)

4. Address for Correspondence (in Block Letters):

Town/City: State: Pin.....

Mobile: Email:

Nationality :

5. **Permanent Address** (in Block Letters):

Town/City: State: Pin.....

Telephone: (Office)Residence.....

Mobile: Email:

Nationality :

5. **Academic & Professional Qualification: (start with highest degree)**

University/Institution	Degree/Diploma	Duration	Year of Passing
------------------------	----------------	----------	-----------------

- A.
- B.
- C.
- D.
- E.

(Attested Copies of University Degree/Professional Qualification must be enclosed)

6. Present Occupation:

6. Present Occupation:
- a. Designation.....
- b. Name & Address of Employer Organization.....
-

Date: _____ (Signature of Applicant)

7. a) Enclosures:

- | | |
|----|----|
| 1. | 4. |
| 2. | 5. |
| 3. | 6. |

8. I also enclose herewith :

- i) Rs. 500/- towards Prospectus Fee.
- ii) Rs. 1000/- towards Registration Fee
- iii) Rs. _____ towards full Course fee/ Rs. _____ towards First Installment of Course Fee.
- iv) Demand Draft No.....datedfor Rs..... The Draft should be in favour of "IIMT Varanasi" payable at Varanasi
- v) If you are eligible, you can make a single draft for the total amount

9. I certify that the above particulars are correct to the best of my knowledge.

Date: _____ (Signature of Applicant)

Status; Training Experience Certificate / Ed. Certificate (s) required

Remarks

Director (Academics)

Coordinator

FOR OFFICE USE ONLY

PROCEDURE / INSTRUCTIONS FOR ADMISSION

1. Prospectus/Application Form can be obtained from the Institute on Payment of required fee. Or admission form can also be down loaded free from the website of the Institute.
2. All the admission to students who fulfill the qualitative requirements will be based on applications only. There is no Entrance test for admission. Admission is Direct.
3. Application for admission should be made in the prescribed form along with relevant fee.
4. The filled in application should be submitted to the Institute on or before the last date specified for the given session. The Institute is not responsible for any postal delay.
5. Completed applications with a late fee of Rs. 100/- can also be deposited after the last date.
6. Students need not send/submit their original certificates. The following self attested 03 set documents are to be enclosed along with the filled-in application form.
 - a. SSLC/HSC to prove date of birth.
 - b. Copy of the certificate of last academic qualification.
 - c. 14 additional PP size photograph with signature of the student on its back for the issue of mark sheet.
7. Admitted students will be allotted an enrolment number for future correspondence etc.
8. All fees should be paid by A/C payee Bank Draft drawn in favor of Institute of Integrated Management & Technology payable at VARANASI.
9. Fee once paid by the admitted students shall neither be returned nor adjusted against any other programme of IIMT. However if a student is not admitted by the Institute - his/her fee is refunded in toot.
10. Fee schedule should be strictly observed by student for payment of fee by installment.
11. The Director of the Institute reserves the right to accept or reject an application without assigning any reason.
12. The filled-in application along with the required documents and fee should be sent by Registered Post/Speed Post/Courier to IIMT VARANASI office.



IIMT

Group of Institutions

Success Made Easier...

Help Line:

020-64018400

022-65504200

0542-6457269

*Campus



*Proposed



*Hostel Building



Campus 1:

Institute of Integrated Management & Technology (IIMT)

K.V. Buildings, Above K V Public School, Karmarveer, Susuwahi, Near Lanka, Varanasi (U.P.)

Phone : 0542-6457269

Mail : info@iimtvaranasi.ac.in, Web : www.iimtvaranasi.ac.in / www.iimt.co.in / www.iimtvaranasi.in

Pune Campus & Regional Office:

Institute of Integrated Management & Technology (IIMT)

A Wing, Kapil Capital, Ambegaon Budrak, Pune (Maharashtra)

Phone : 020-64018400

Mail : pune@iimtvaranasi.in, Web : www.iimtvaranasi.ac.in / www.iimt.co.in / www.iimtvaranasi.in

Mumbai Campus & Regional Office

Institute of Integrated Management & Technology (IIMT)

A Wing, First Floor, Swaraj CHS Ltd, Building No. 72, Tilak Nagar, Mumbai (Maharashtra)

Phone : 022-65504200

Mail : mumbai@iimtvaranasi.in, Web : www.iimtvaranasi.ac.in / www.iimt.co.in / www.iimtvaranasi.in

Kanpur:

Institute of Integrated Management & Technology (IIMT)

774, Pashupati Nagar, Naubasta, Kidwai Nagar, Kanpur (U.P.)

Phone : 09235371000

Mail : kanpur@iimtvaranasi.in, Web : www.iimtvaranasi.ac.in / www.iimt.co.in / www.iimtvaranasi.in