# Adhyan Management Institute

## **ARHAM-ADHYAN MANAGEMENT INSTITUTE**

Approved by All India Council of Technical Education (AICTE), New Delhi, Affiliated to Savitribai Phule Pune University & Recognized by DTE, Govt. of Maharashtra

**Institute Code: MB6994** 





100% Written
Placement
Guarantee

# 20+ Years of Excellence In Education

- Add-On Certifications -















Mobile No.: 9175988373 / 9890751822 / 9373798879 Email: mbaadmission@arhamedu.in / admissions@amipune.com

Website: www.amipune.in

PROSPECTUS

# **ABOUT US**





**Arham Group of Institutions** was established with an objective to build a world-class institution that fosters innovative thinking, offers conducive academic environment for various job and business oriented courses and provides best training to aspiring students facilitating their bright careers and prepare them to meet emerging challenges and opportunities.

Arham Group of Institutions is one of the upcoming education group running a Management Institute, Schools, Junior and Senior Colleges in the city of Pune. The founder trustees hold over two decades of experience in running institution in various fields such as Business Management, Information Technology, Telecommunication, Media and Mass Communication, Vocational Programmes, Arts, Commerce, Science, Hotel and Tourism Management and Linguistics.

We are known for our state of the art infrastructure facilities and quality of education. We provide highly advanced facilities such as mobile app based academic platform, interactive social media platform for instant communication, fully integrated cloud based ERP system, intelligent online CCTV system, wireless computer laboratories, integrated high configuration computers and high speed Wi-Fi enabled campus.

#### **Our Other Institutes in Pune**

- Arham College of Management & Information Technology (ACMIT)
- Arham School & Junior College (ASJC)
- Arham College of Arts & Commerce (ACAC)
- Arham International Institute of Information Security (AIIIS)
- Arham Law College
- Mahaveer Junior College (MJC) HSC
- Mahaveer Junior College (MJC) CBSE
- Arham Indian And Foreign Language Centre (AIFLC)
- City World School

- MBA from Savitribai Phule Pune University
- 100% Written Placement Guarantee with Pre-Placement Offers
- Hands On Learning PGPLE in Agribusiness, Banking & Financial Services and Entrepreneurship
- CEP Personality Development, Soft Skills, Communication including English Language Communication, Sales & Customer Service, Basic Managerial Skills, Technical Skills
- Highly Experienced Faculties from Top Corporates, IIMs & Ex-Defence Personnel
- Paid Internship Programmes & Live Projects with Pre-Placement Offers
- Corporate Mentorship Programme Designed Specifically based on Specialization,
   Domain & Sector
- SAP Global Certification
- Additional Certifications Six Sigma Green Belt, Digital Marketing, NISM, Cyber security, Tally, Advanced Excel, Foreign Language to All Students
- Industry Weekly Workshops, Experiential Learning, Corporate Seminars, Live Projects & Case Study Methods
- Outbound & Experiential Training Activities Educational Tour & Sector Oriented Industry Visits
- Advanced Cloud Based ERP Systems & Android Based Mobile App for Seamless Data Flow

#### **COMPLIMENTARY BENEFITS**









**Uniform Kit** 

Laptop

**Study Material** 

Scholarship

# **OUR ASSOCIATIONS & ACADEMIC PARTNERS**

#### Adhyan Management Institute (AMI Pune)

AMI Pune offers Certification Programmes such as its flagship PGPLE and CEP, which are one of the most sought after programmes by Management students. AMI has a very strong Corporate Interface which allows us to understand complex and dynamic expectations of the Industry. These inputs are used to design and develop suitable training interventions for the Management students which enable them to be Market ready and face the diverse challenges. We engage



our Industry partners for Guest sessions, Panel Discussions, Live Projects, Domain Trends, Mentoring, Mock Interviews, Industrial Visits and Assessments which helps students to develop deeper insights about the Job Markets and Entrepreneurship.

Majority of the Learning initiatives including certifications like Business Analytics, Advanced Excel, Digital Marketing, Artificial Intelligence & Machine Learning are based on (70%:30%) pattern where 30% is to cover the theoretical aspect of the concept and 70% is practical and skills focused. Under Soft Skills Umbrella, a lot of relevant skills are covered by our Expert Corporate Trainers which enables students to work and perform in multi-cultural environments, team based projects or in leadership roles.

#### SAP

#### Study, Learn & Become A SAP Global Consultant



SAP is the market leader in ERP. It is estimated that 77% of all global transactions come in contact with SAP software. The SAP ERP software system is the collective term for SAP's functional and technical modules that enable enterprises to manage business processes through a unified system. At present, about 80% of SAP's clients are small and medium scale enterprises. SAP is known as a company which helps large companies but SMEs is the potential market. Hence, learning SAP is critical.

#### SAP is offered by the Institute in three modules:



# **OUR COURSES**

MBA + Corporate Employability Programme (CEP) + Digital Marketing Fees Rs. 4.48 Lakhs (First Year Rs. 2.98 Lakhs + Second Year Rs. 1.50 Lakh)

Corporate Employability
Programme - 10 Missing Skills







Tally Prime







**Ethics** 

**Attitude** 

Networking

**Big Picture Thinking** 

**Domain Knowledge** 

**Corporate Exposure** 

**Basic Managerial Skills** 

**Business Communication** 

**Sales and Customer Service** 

**Personality Development** 

### **Digital Marketing Programme**

- Search Engine Optimization
- Insta Analytics & Facebook Analytics
- Insta Blogs & Twitter/ LinkedIn









- Google AdWords
- YouTube Vlogs
- Google Tag Manager

MBA Specializations: Major Specializations

Marketing Management / Financial Management / Human Resources Management / Operations & Supply Chain Management / Business Analytics

#### **Minor Specializations**

Rural & Agri-Business Management / Pharma & Healthcare Management / Tourism & Hospitality Management / International Business Management

# **OUR COURSES**

MBA + CEP + DM + SAP + Post Graduate Programme in Leadership & Employability (PGPLE)

Fees Rs. 5.48 Lakhs (First Year Rs. 3.48 Lakhs + Second Year Rs. 2 Lakh)

#### Study, Learn & Become A SAP Global Consultant



SAP is the market leader in ERP. It is estimated that 77% of all global transactions come in contact with SAP software. The SAP ERP software system is the collective term for SAP's functional and technical modules that enable enterprises to manage business processes through a unified system. At present, about 80% of SAP's clients are small and medium scale enterprises. SAP is known as a company which helps large companies but SMEs is the potential market. Hence, learning SAP is critical.

#### Post Graduate Programme in Leadership & Employability (PGPLE)

PGPLE is the flagship course of the Institute. It includes more than 480 hours of employability and leadership programmes and has been designed in such a way that it bridges the gap between the skills of the students and the skills required in the corporate world.

#### Who is it designed for:

- Those who wish to switch careers i.e from commerce to management, from engineering to management etc.
- Those who have opted for management education to initiate own business become entrepreneurs.
- Those who have opted for management programme not to acquire degree "Only" but to gain job matching with one's skills and desire.
- Those who wish to evolve one-self as competitive & professional individual right from the day of management education by experiencing corporate culture and pressure at college unlike any other institutional life.
- Those who believe in hard work with smart approach.
- Those who wish to acquire managerial skills decision making, team management, clarity of thoughts, leadership skills etc. to move up in value chain.
- Those who are doers than believers.
- Those who are passionate and willing to dedicate 2 years of their life for holistic development to achieve their career goals.
- Programme Flow: It is a two year program, first year being the "core" terms and the second year will be the "electives" terms. The flow of programme will be as per the integrated course.

# PROSPECTUS

#### Foundation Programme: Part I

- Management

- Management
  Communication Skills
  Personality / Grooming
  Computer Skills
  Spoken / Written Language Excellence
  - Be an Orator
  - Effective Presentation Skills

### **Guaranteed Responsibility: Final Placements**

## Leadership & **Employability** (Full Time Courses)

**PGP** 

- **Advanced Programme: Part II** Workshop - Soft Skills
- Thesis
- Leadership and Motivation
- Negotiation Skills
- Internationalisation of an
- Innovation / Creative Culture

#### Foundation Programme: Part II

**OUR COURSES** 

- Workshops
- Project Management
- Experimental Learning: Industry Visit
- Workshops

  Project Manager

  Experimental Le

  Live Case Study

  Business Simula

  Working on Real
  - **Business Simulation**
  - Working on Real-Time Business Problems
  - **Developing Analytical Skills**

**Industry Exposure - Industrial** 

Training (2 Months)

# **Advanced Programme: Part I**

- Specialised Training in Finance / Marketing / HR / Retail / Insurance / Banking / Telecom
- Team Building / Networking
- Corporate Interaction
- Client Management

## **PGPLE Specializations:**

- **Agri Business Management**
- **Banking & Financial Services**
- **Entrepreneurship Management**

# Additional Specialization in Artificial Intelligence

#### (AI in Business Course Fees Rs. 50,000/-)

Al is seeing widespread adoption across industriges and business functions, and is reshaping how companies operate. From Marketing to Finance to Human Resources, Al is being used throughout organizations to automate tasks, improve data analytics, and make smarter decisions more quickly.

At AMI, we are fully geared up to offer the cutting edge knowledge to our students on 'How to use Al' in their sector of specialisation. Students opting for this module shall be future ready and dominate the industry.





#### **COURSE FOR BBA-CA & BBA-IB**

#### ARHAM COLLEGE OF MANAGEMENT & INFORMATION TECHNOLOGY (ACMIT)

Affiliated to Savitribai Phule Pune University & Recognized by Govt. of Maharashtra

# **Unique Features of ACMIT**

- Highly Experienced Faculties from Top Corporates, IIMs & Ex-Defence Personnel
- Paid Internship Programmes & Live Projects with Pre-Placement Offers
- Corporate Mentorship Programme Designed Specifically based on Specialization,
   Domain & Sector
- Uniform, Study Material, Industrial Visits & Out Bound Trips
- Industry Weekly Workshops, Experiential Learning, Corporate Seminars, Live Projects & Case Study Methods

#### BACHELOR OF BUSINESS ADMINISTRATION (COMPUTER APPLICATION) (BBA-CA)

**Duration: 3 Years** 

**Eligibility:** 12th Std. Pass from any govt. recognised board or Three Years Diploma by Government of Maharashtra or its equivalent or MCVC



- Career oriented degree
- Technical plus management course
- Stepping Stone for Higher Learning
- Analysing software, codes, algorithms, etc., analytical skills

#### BACHELOR OF BUSINESS ADMINISTRATION- INTERNATIONAL BUSINESS (BBA- IB)

**Duration: 3 Years** 

**Eligibility:** 12th Std. Pass from any govt. recognised board Three Years Diploma by Government of Maharashtra or its equivalent or MCVC



- Focusing on 'Concurrent Evaluation'
- Emphasizing on Research, Inter-personal skills, Analytical skills, Entrepreneurial skills
- Global aspects of Managerial careers throughout the curriculum
- Emphasizing student-centric teaching and learning process

LIST OF DOCUMENTS	NOTES
1. Xth & XIIth Std. Marksheet (1 Photocopy) 2. Leaving / Transference Certificate (Original + 1 Photocopy) 3. Migration Certificate (Original + 1 Photocopy) (For other than Maharashtra State Board Students) 4. Aadhar Card (2 Photocopies) 5. Domicile Certificate (Original + 1 Photocopy) / Ration Card (2 Photocopies) 6. Gap Affidavit (Original + 1 Photocopy) (In Case there is more than 6 months of gap in education) 7. Recent Passport Size Photographs (4 Nos.)	

# **OUR CORPORATE MENTORS**

- Mr. Amit Kumar Gautam (Vice-President, Citi Bank, London)
- Mr. Santosh Mishra (Senior Product Manager, Amazon Europe)
- Ms. Nikita Bhargav (IT Consultant, Tech Mahindra)
- Mr. Anshul Kapoor (Vice-President, BNY Mellon)
- Mr. Rajendra Satam (Vice-President, IDFC)
- Major Gen Tajuddin (Retd Major General, Indian Army)
- Mr. Hiral Shah (Management Head, Acqueon Technologies)
- Mr. Jiten Patwa (Network Manager, Accenture)
- Mr. Arun Kumar (Co-Founder & CEO, KisanServe)
- Dr. Pradeep Tripathi (Founder, Green Yatra)
- Mr. Vijay Mangeshkar (CTO, UBS)
- Mr. Jayant Bodkhey (MIS Manager, Wells Fargo EGS)
- Mr. Karan Veer Padghane (IT Development, Huawei Tech FZ LLC)
- Ms. Ranjana Vajpayee (Director Leading International Investment Bank)

# **OUR ACADEMIC TEAM**

- Professor Amey Deshpande (MBA Finance & Approved Faculty Finance, SPPU
   More than 13 years of Teaching Experience)
- Capt. Dr. Pooja Mehra (Retd.) (Motivational Speaker & Counselling Psychologist
   More than 12 years of Teaching Experience)
- Professor Yogesh G Nagpal (MBA Finance, University of Wales, London More than 15 years of Experience)
- **Dr. Prakash Sharma** (MBA Marketing More than 20 years of Corporate Experience)
- Dr. Shailesh Pagariya (Ph.D Business Economics, M Phil Marketing, MBA, BBA)
- **Dr. Atish Chordiya** (Ph.D Business Economics, M Phil International Business, MBA International Business, BCA)
- Professor Anil Tripathi (MBA Marketing, SPPU More than 13 years of Experience)
- Professor Saurabh Patle (MBA Marketing, IIM Kozhikode 8+ years of industrial and academic experience)
- Professor Aishwarya Bimsen (MBA Finance & IT, IIM Kozhikode 9+ years of corporate & academic experience)
- **Professor Rajesh Vartak** (MBA IIM (C) Business Analytics, MS E-Business BITS Pilani
- **Professor Digambar Sakore** MBA Marketing, IIM Bangalore 20+ years of industrial and academic experience)

# **Placement Highlights**



### **Placement Eligibility**

**PLACEMENT** 

It is mandatory for all the students to attend all employability skills related trainings and to acquire all certifications mentioned under MBA CEP and MBA PGPLE programmes in the stipulated time frame of two years without any backlogs for them to be eligible for placements.



All graduating students, fulfilling the above mentioned criteria, shall be eligible for Final Placements unless otherwise debarred from receiving such assistance on account of non-payment of fees, non-completion of summer internship project / other academic requirements and/or breach of discipline and general misconduct.



# **PROSPECTUS**

# **Placement Selection Process**

**Student Database Creation** 

**Pre-Placement Talk** 

**Aptitude Test - Online/Offline** 

**Group Discussion** 

**Personal Interview** 

**Technical Interview** 

**Managerial Interview** 



**PLACEMENT** 

### Skills Required to get good placement

- Confidence
- Corporate Networking
- Domain Knowledge
- Basic Managerial Skills
- Interpersonal Skills

- Positive Attitude
- Big Picture Thinking
- Corporate Exposure
- Business Communications
- Industry Certifications

### **Training & Placement Activities**

We conduct different types of activities to groom the students as per the industry requirement. All these activities are related to campus placement. The details of the activities are:

- Campus Drives
- Live Projects
- Personnel Counselling& Career Guidance
- Aptitude Training
- Industry Visits
- Winter/ Summer Internships
- Industry Academia Interface
- Interview Skills Training



# **MENTOR SPEAK**



The Institution has a good talent pool of fresh minds that have been trained to be corporate ready with high focus on domain capability. The students were extremely interactive and curious to know the finer points of Investment Banking. I commend the management of the institution for guiding the students and providing them with just the right amount of skills needed to crack the corporate code.

**Mr. Amit Kumar Gautam**Vice-President, Citi Bank, London

AMI Pune hones the future leaders of corporate world with a well structured programme supported by a very able management, faculty and alliances. Having taught at over a dozen MBA institutes across the country and having studied in one of the premier ones, I would rate AMI Pune very high on industry - institute interaction, infrastructure and faculty research. AMI equips every student with key financial concepts and ensures that they should be able to model those financial problems and issues on excel efficiently which is very much needed in the current global corporate environment.



Ms. Aishwarya Bimsen
Working with J P Morgan Chase & Alumnus of IIM Kozhikode



There is no value greater than that of work experience. For this we offer internships to management students. During these internships, we found the AMI students very enthusiastic and showed keen interest in picking up new things. The projects turned out really well and we were able to retain some talent for full time roles. The training and corporate relations team was very co-operative and helpful.

**Dr. Pradeep Tripathi**Founder, Green Yatra

AMI Pune organizes a series of student development programmes in technical, attitude and behavioural areas to make the students Industry ready. I have found the students to have diversified interests in terms of the skills and concepts that they want to learn. More importantly, if properly facilitated they are able to bring some interesting aspects from their workplace into the classroom discussion which invariably adds richness to the discussions. Teaching the students of AMI Pune has been a pleasure for me as I deal with students who bring maturity and seriousness with them.



### Mr. Saurabh Patle

Pricing Consultant, T Systems - Alumnus of IIM Kozhikode



It was a unique experience to interact with the students of AMI Pune There was the feeling of being part of something special. The level of enthusiasm from the students was impossible to miss. I am sure that the students, with their hard work, determination and enthusiasm, will all do very well. Special shout - out to the management and faculties of the institution.

Mr. Arun Kumar
Co-Founder & CEO, KisanServe

We have been hiring from AMI Pune since the past 4 years and have recruited as per our requirements. The placement director and the placement team completely supported us throughout the process. We are happy to identify the right set of talents from the Institute. For our upcoming hearing, we are looking forward to exploring the Institute for the quality and the knowledge the students are enriching. Kudos to the team!!!



# Mr. Santosh Mishra

Senior Product Manager, Amazon Europe

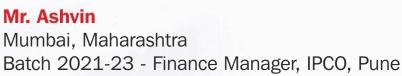
### STUDENTS' SPEAK



My name is Rahul Kumar Mahobiya. I am from Satna, Madhya Pradesh. I completed my Bachelor's degree in Commerce from Shree Krishna College in Satna itself. I am pursuing my MBA degree from Arham-Adhyan Management Institute, Pune to learn skills and get a good paying job in the future. I am grateful to the Institute, management and the faculties for providing us with this platform.

Mr Rahul Kumar Mahobiya Satna, MP Batch 2023-25

I was very happy to join Arham-Adhyan Management Institute, Pune and was extremely satisfied with the placement assistance provided to me by the Institute. This is commendable for furthering our career as they provide efficient pre-placement training to all the students to make them competent enough to face the industry. The Institute provides all the opportunity to achieve our dreams.







After joining Arham-Adhyan Management Institute Pune, I got indepth knowledge about the management and corporate world and it gave me a path to build my career and made me an expert in Finance and HR. AMI has its unique qualities which makes it different from other B schools. I really loved and enjoyed the teaching system in AMI and had wonderful practical knowledge apart from theory.

Ms. Ayushi Dixit
Allahabad, Uttar Pradesh
Batch 2023-25

It is an extra-ordinary experience studying at Arham-Adhyan Management Institute, Pune with such knowledgeable faculties, excellent education environment, culture and other facilities. Throughout our course duration, the faculties prepared us for the various challenges that we will be facing in the corporate world and armed us with the necessary skills to deal with such challenges. I am grateful to the Institute, management and the faculties for providing us with this platform.



# **Mr Anurag Dwiwedi**

Bhopal, Madhya Pradesh Batch 2020-22 - Assistant Manager, Aditya Birla My name is Abhishek Sawant. I am from Nanded, Maharashtra. I completed my graduation in BBA from Swami Ramanand Teerth Marathwada University, Nanded. I am currently pursuing MBA from Arham-Adhyan Management Institute, Pune. All the faculties here are extremely supportive and knowledgeable. All the subjects and concepts are taught thoroughly using simple and easy methods. We were able to absorb the knowledge thoroughly.



Mr Abhishek Sawant Nanded, Maharashtra Batch 2023-25



What I loved about Arham-Adhyan Management Institute is the practical approach they take for their students to experience how things actually work in the corporate world. They provided us with experiential training for this purpose. The faculties were knowledgeable, helpful, friendly and they motivated us immensely. The Institute has made me gain knowledge and experience in business, ethics, personality and professionalism.

Ms. Keerti Ajmer, Rajasthan Batch 2019-21 - Manager (Finance) in Skoda India

I am Gracy Kushwaha from Varanasi, Uttar Pradesh. I am currently pursuing my MBA from Arham-Adhyan Management Institute, Pune. I have completed my graduation from the Mahatma Gandhi Kashi Vidyapith University. My experience with the college has been very good. The faculty is helpful and supportive and put in all the efforts to groom us and make us corporate professionals.







I would like to thank the Institute for providing me with a wonderful platform to explore and grab various opportunities. There is a lot of attention given to both academics and extra-curricular activities. I also offer my gratitude to the faculties for all the efforts they put in to groom us and make us corporate professionals. It was a wonderful experience at AMI.

# Ms. Khushboo Parmar Surat, Gujarat Batch 2019-21 - HR Manager at Northern Trust

### STUDENTS' SPEAK



As far as the Academics is concerned, the University syllabus provides an excellent foundation for a smooth take off in our respective careers. The co-curricular activities like industrial exposure have given us an overview of the industrial world. The various orientation programmes have helped us in the development of our personalities. I must confess studying at AMI Pune has been a wonderful experience.

# Sumit Parashar Batch 2020-22 - Assistant Manager at HDFC Bank

My name is Vishal Mane. I am from Chhatrapati Sambhajinagar. I did my graduation in Commerce from Shivchhatrapati College, Sambhajinagar. I am currently doing my MBA in Arham-Adhan Management Institute. Till now, I have learnt a lot in the 1st Semester itself. I was also provided with a paid live project opportunity by the college in Bajaj Finserve, because of which there was a huge development in my communications skills. I have gained knowledge in the marketing field and my experience with the college has been excellent.



**Vishal Mane**Chhatrapati Sambhajinagar (Aurangabad), Maharashtra
Batch 2023-25



My time at Arham-Adhyan Management Institute has been excellent and a memory to cherish for a long time. The time spent here has been full of learning opportunities that were full of fun and frolic and sometimes academic grind that one has to go through. The live project exposure made me better equipped to face the challenges of the corporate world

Ms. Shejal Bisen Gondiya Near Nagpur MH Batch 2023-25

I definitely recommend Arham-Adhyan Management Institute, Pune. This Institute is worth applying to because the faculty really puts a lot of efforts into students. Our college takes the educational mission to heart. Here, you will find people that will support you and guide you on the path to your goal. I am grateful to the Institute for providing me the opportunity of a paid internship also in the first semester itself in a reputed company in the Agri-Business Management field.



# Mr. Rohit Masal Pune, Maharashtra Batch 2023-25

# PROSPECTUS

# **OUR STUDENTS ARE WORKING WITH**































































































# **ADMISSION PROCESS**

#### **Eligibility Criteria:**

50% in Bachelor's Degree in any discipline from any recognized University. Candidates appearing for Final Year Degree Examinations can also apply.

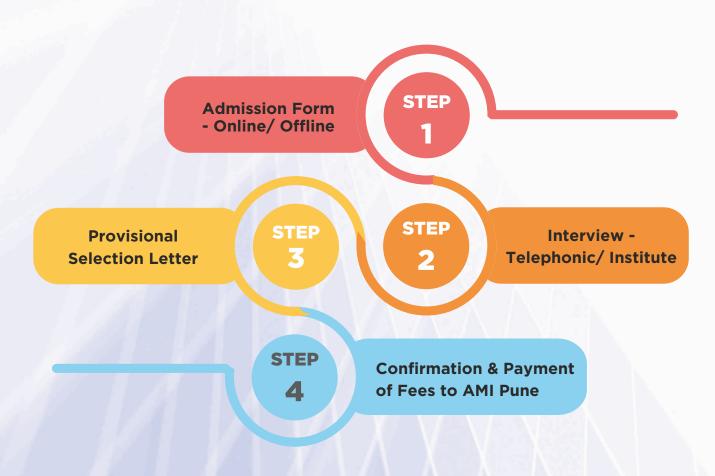
#### **Selection Procedure:**

Candidates are required to take one of the following entrance examinations:

- CAT
- CMAT
- MH-CET
- Any other entrance exam prescribed by competent authority.



# **Procedure for Applying to AMI Pune**



# LIFE @ CAMPUS

# **INFRASTRUCTURE & HOSTEL**



















# **INDUSTRY VISITS & GUEST LECTURES**





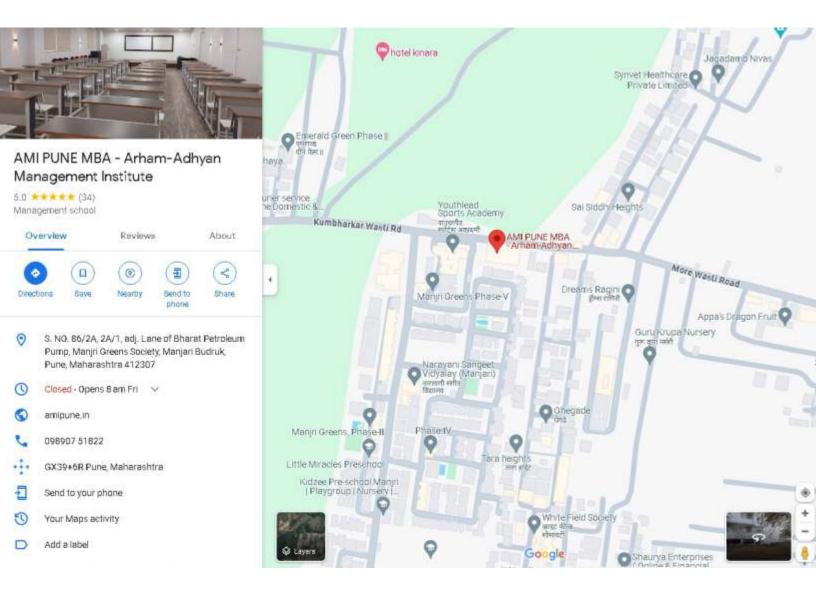


# **EXTRA CURRICULAR ACTIVITIES**









#### Distance from Institute

- Serum Institute 2 Km
- Pune Station 8 Km
- Airport 11 Km

- Amanora Mall 6 Km
- Seasons Mall 4 Km
- Kharadi EON IT Park 8 Km

# **ARHAM-ADHYAN MANAGEMENT INSTITUTE**

Campus: S. NO. 86/2A, 2A/1, adj. Lane of Bharat Petroleum Pump, Manjri Greens Society, Manjari Budruk, Pune, Maharashtra 412307.







