

KRSNA EDUCATIONAL TRUST'S



Institute of Management Studies

# OUR COURSES & ADDITIONAL DEVELOPMENT PROGRAMS



# OUR COURSES

## WHY AIMS

1

MBA approved by AICTE, affiliated by AICTE, affiliated by **Savitribai Phule Pune University**, Recognized by Govt. of Maharashtra (Our MBA Education Partner)

2

**Dual & Triple Specialisation**  
Customized as per current industry needs

3

**COURSERA** – Unlimited access to 4500+ courses develop by top university & companies

4

**SAP** – Global Certification Program (52 weeks of intensive learning, Internationally recognised SAP certificate)

5

Written **100% Placement Guarantee Letter**

6

**Training & Placement Activities** – Resume Building, Aptitude Test, Group Discussion, Mock Interviews etc

7

**Outbound & Experiential Learning**

8

Specialisation Based **Mentorship Program**

9

Extensive Training in **Personal Grooming & Communication Skills** (Written & Spoken)

# MBA + AEEP + PGP + SAP

(MBA from Savitribai Phule Pune University + Advanced Employability Enhancement Programs (AEEP) + Post Graduate Program (PGP) + SAP)

## Course Fee: Rs. 5.90 Lakhs

(First year 3.90 Lakhs & Second Year 2 Lakhs)

India's first of its kind program that is highly correlated to industry requirements. Post Graduate program launched in 2009, is the flagship program of AIMS. This program is designed to develop professionalism in the aspirants to make them ready for the global opportunities. This program will not only build the platform skills of the students but also enhance their leadership competence. This includes all the certifications & benefits that is mentioned in MBA+AEEP, in addition to that it includes value added certification courses & trainings.

## PGP SPECIALISATIONS:

**APPLIED MARKETING** – It is an exhaustive specialisation course in marketing, which is aimed at providing practical guidance to an individual seeking to prepare themselves for a career in the marketing field. It is an industry-approved skill building course & not a diploma or degree. Workshops, Seminars and series of case study / lectures by corporates on careers in Marketing, which will include the sector and areas like **FMCG, RETAIL, MEDIA, EVENT MANAGEMENT, IT, MARKET RESEARCH, BFSI, REAL ESTATE etc.**

**APPLIED HR** – the aim of the program is to facilitate the Human Resources unit professionals to get better understanding of best industry practices as well as develop skills that would enable them to face the new challenges that come during their journey in this field. Workshops, Seminars and series of case study / lectures by corporates on careers in HR, which will include the sector and area like **SOURCING & RECRUITMENT, PERFORMANCE & COMPETENCE MAPPING & DEVELOPMENT, EMPLOYEE ENGAGEMENT, LEARNING & DEVELOPMENT, PAYROLL MANAGEMENT, ORGANISATIONAL RE-STRUCTURING etc.**

**APPLIED FINANCE** - It is an extensive programme in which students understand the intricacies of the financial World. Students pursuing this module enables them to gain skills both in the field of finance as well as business that are essential for becoming a successful professional. Workshops / Seminars by corporates on careers in Finance, which include sector and areas like **INVESTMENT BANKING, MERGERS & ACQUISITIONS, EQUITY, COMMODITY & DERIVATIVES MARKET, WEALTH MANAGEMENT, HEDGE FUND MANAGEMENT etc**

## Specialisation Based Mentorship Programme:

The goal of a mentorship programme is to accelerate the personal and professional development of mentees. This is achieved by providing mentees with guidance, advice and feedback from mentors with more experience than themselves.

**Industry Exposure**  
via Industrial Visits,  
Guest Lectures,  
Live projects,  
Summer  
Internship,  
Program etc.

- Prepares students for future careers
- Keeps students accountable academically
- Provides networking opportunities

SAP is a globally renowned entity in ERP training with a perfectly designed training program to make them the market leader in enterprise application software. It is the most preferred name for businesses of all sizes and is used in all industries run at their best. SAP's end-to-end suite of applications and services enables customers to operate profitably, adapt continuously, and make a difference. SAP, with a global network of customers, partners, employees, and thought leaders, assists the world run better and improves people's lives.

## Why learn SAP with us?

Exposure to Power Business Intelligences (BI)

Business Process Overview to develop overall aspects of students

Facets of Management Domain (SD/FI/HCM)

Special Aptitude Mock Test Series & Preparation.

Trainings are conducted in various modes like In-class training, E-learning and On-Job training etc.

AIMS authorized PGDERP Certificate will be awarded on completion of the course.

## Additional Training / Certification

**1**



Applied Marketing

**2**



Applied Finance

**3**



Applied HR

**4**



Mentorship Program- Bridge the Gap



Member SAP Student  
Academy Program



Internationally recognized  
certificate related to core  
module from SAP  
Germany on passing SAP  
Global Examination.

(Global Certification Examination fees to be paid by student)

## OUR COURSES

### MBA + AEEP

(MBA from Savitribai Phule Pune University + Advanced  
Employability Enhancement Programs (AEEP))

**Course Fee: Rs. 3.95 Lakhs**

(First year 2.95 Lakhs & Second Year 1 Lakh)

This Program aims to enhance the employability skills of the students as per the Industry Requirements along with MBA Programme. We conduct various developmental training programs (Certification Courses, Communication Skills, Aptitude Training, Interview Skills Training, etc.) for making the students ready as per the corporate need. It is life skills builder curriculum, develops a skills required by the industry and useful for good placement.

### MBA Specialization

(Offered By Savitribai Phule Pune University)

**Major Specializations:** • Marketing Management • Finance Management • Human Resources Management  
• Business Analytics • Operations & Supply Chain Management  
**Minor Specializations:** • Pharma & Healthcare Management • Rural & Agri Business Management  
(Subject to University Guidelines) • Tourism & Hospitality Management • International Business Management

# MBA + AEEP

## COURSE DETAILS

### Common syllabus for all specializations

**Objective:** Provide bird's eye view of various aspects of business

#### Wharton Business Foundations Specialization & University of Illinois Business Analytics course (Earn certificates from Wharton Online & University of Illinois)

In this Specialization from Wharton Online, you'll develop basic literacy in the language of business, which you can use to transition to a new career, start or improve your own small business, or apply to business school to continue your education. In five courses, you'll learn the fundamentals of marketing, accounting, HR, operations, and finance. In the final Capstone Project, you'll apply the skills learned by developing a go-to-market strategy to address a real business challenge.

Similarly the 'Business Analytics Executive Overview' course from University of Illinois will focus on understanding key analytics concepts and the breadth of analytic possibilities. The class will explore dozens of real-world analytics problems and solutions across most major industries and business functions. The course will also touch on analytic technologies, architectures, and roles from business intelligence to data science, and from data warehouses to data lakes. And the course will wrap up with a discussion of analytics trends and futures.

#### Course 1:

Introduction to  
Marketing

Introduction to  
Financial  
Accounting

Managing Social  
and  
Human Capital

Introduction to  
Corporate  
Finance

Introduction to  
Operations  
Management

Business Analytics  
Executive Overview  
(Univ of Illinois)

Wharton Business  
Foundations  
Capstone Project

**COMMUNICATION**

**Public Speaking**  
Introduction to Public Speaking  
University of Washington

**Storytelling**  
Storytelling & Influencing: Communicate with Impact  
Macquarie University

**Presentation**  
Discussing complex ideas with dynamic slides  
University of Washington



**PROBLEM SOLVING**

**Critical Thinking**  
Mindware: Critical Thinking for the Information Age  
University of Michigan

**Creativity**  
Boosting Creativity for Innovation  
HEC Paris

**Problem Solving**  
Analysis of Business Problems  
IESE Business School

**Emerging Skill Learning (Soft Skills)**

Top Trending Human Skills on Coursera



**TEAMWORK**

**Critical Thinking**  
Mindware: Critical Thinking for the Information Age  
University of Michigan

**Creativity**  
Boosting Creativity for Innovation  
HEC Paris

**Problem Solving**  
Analysis of Business Problems  
IESE Business School

**INFLUENCING**



**MINDSET**

**Emotional Intelligence**  
Leadership & Emotional Intelligence  
Indian School of Business

**Learning**  
Learning How to Learn: Powerful Mental Tools  
Deep Teaching Solutions

**Resilience**  
Build Personal Resilience  
Macquarie University

**INFLUENCING**

**Influencing**  
Influencing People  
University of Michigan

**Negotiating**  
Introduction to Negotiation: A Strategic Playbook  
Yale University

**Conflict Management**  
Mediation & Conflict Resolution  
ESSEC Business School

**Customer Relationship Management**

Relationship Management Rice University



**Social Media Marketing**

Certification: Social Media Marketing Facebook (Meta)

**Search Engine Optimization**

Search engine optimization fundamentals UC Davis

**Content Marketing**

Brand & Content Management IE Business School

**Pricing Strategy**

Pricing strategy optimization University of Virginia, Darden Business

**Digital Marketing**

Marketing in a digital world University of Illinois

**Integrated Marketing Communications**

Advertising, Public Relations, Digital Marketing & more IE Business School

**Artificial Intelligence**

AI in Marketing DeepLearning.AI

**Data Analytics**

Google Data Analytics Google

**Marketing Analytics**

Certification: Marketing Analytics Facebook (Meta)

**International Marketing**

International Marketing & Cross Industry Growth Yonsei University

**Marketing Tools**

Create a business Marketing brand kit using Canva Coursera Project Network

**Derivative Markets**  
Derivatives - Options & Futures  
Interactive Brokers

**Risk Management**  
Financial Engineering  
and Risk Management  
Columbia University

**Financial Markets**  
Financial Markets  
Yale University

**Blockchain**  
Blockchain & Business:  
Applications & Implications  
INSEAD

**Regulation & Compliance**  
Financial Regulation in  
Emerging Markets  
University of Cape Town

**Budget Management**  
Budgeting Essentials  
and Development  
Fundação Instituto de  
Administração

**Payments**  
The Future of  
Payment Technologies  
University of Michigan

**Financial Management**  
Managerial Accounting  
Fundamentals  
University of Virginia,  
Darden Business

**Mergers & Acquisitions**  
Mergers & Acquisitions:  
The Relentless Pursuit  
of Synergy  
Moscow Institute of  
Physics & Tech

**Investment Management**  
Corporate Financial:  
Measuring & Promoting  
Value Creation  
University of Illinois

**Fintech**  
Innovation Strategy:  
Developing Your  
Fintech Strategy  
Copenhagen Business School

**Raising Capital**  
Credit Tech, Coin Offerings & Crowd Funding  
University of Michigan

**Conflict and Negotiation**  
Negotiation Fundamentals  
ESSEC Business School

**Training**  
Create Training  
Videos with Powtoon  
Coursera Project Network

**Benefits**  
Organizational Design  
and Management  
HEC Paris

**Compensation**  
Managing Employee  
Compensation  
University of Minnesota

**Talent Management**  
Managing the Organization  
University of Illinois

**Employee Relations**  
Mediation and  
Conflict Resolution  
ESSEC Business School

**Recruitment**  
Recruiting, Hiring, and  
Onboarding Employees  
University of Minnesota

**HR Operations**  
Preparing to Manage  
Human Resources  
University of Minnesota

**People Development**  
Coaching Conversations  
University of California, Davis

**People Analysis**  
Sampling People,  
Networks and Records  
University of Michigan

**Leadership Development**  
Leadership in 21st  
Century Organizations  
Copenhagen Business School

**Management of Diverse Work Force**  
Diversity & Inclusion for HR Professionals  
University of California

**EMERGING SKILL LEARNING (FINANCE)**

**EMERGING SKILL LEARNING (HUMAN RESOURCES)**



### Data Visualization using R Programming

Advanced Data Visualization with R  
Johns Hopkins University

## EMERGING SKILL LEARNING (BUSINESS ANALYTICS)

### Machine Learning

Machine Learning Algorithms with R in Business Analytics  
University of Illinois at Urbana-Champaign

### Python

Programming for Everybody (Getting Started with Python)  
University of Michigan

### Tableau

SAS Visual Business Analytics  
SAS

### Information Economics

Introduction to Business Analytics & Information Economics  
University of Illinois at Urbana-Champaign

### Visual Business Analytics

SAS Visual Business Analytics  
SAS

### Marketing Analytics

Marketing Analytics  
Meta (Facebook)

### Excel Skills for Business

Excel to MySQL: Analytic Techniques for Business  
Duke University

### Supply Chain Analytics

Supply Chain Analytics  
Rutgers the State University of New Jersey

### Strategic Business Analytics

Strategic Business Analytics  
Essec Business School

### Healthcare Analytics

Health Information Literacy for Data Analytics  
University of California, Davis

### Database Management

Data Structures & Performance  
University of California San Diego

### BPM / ERP

Enterprise Systems  
University of Minnesota

## EMERGING SKILL LEARNING (OPERATIONS & SUPPLY CHAIN MANAGEMENT)

### Machine Learning

Fundamentals of Machine Learning for Supply Chain  
LearnQuest

### Quality Management

Six Sigma Yellow, Green & Black Belt  
University System of Georgia

### Blockchain for Supply Chain

Supply Chain Finance & Blockchain Technology  
New York Institute of Finance

### Supply Chain Management

Supply Chain Principles  
Georgia Institute of Technology

### Decision Making

Operations & Supply Chain Decisions & Metrics  
University of Illinois at Urbana-Champaign

### International Operations

International Business Operations  
University of Colorado Boulder

### Advanced Operations Research

Operations Research: Models & Applications, Optimization Algorithms  
National Taiwan University

### Strategic Operations

Scaling Operations: Linking Strategy & Execution  
Northwestern University

### Analytics

Supply Chain, Inventory & Demand Analytics  
Rutgers the State University of New Jersey

### Project Management

Project Management Principles & Practices  
University of California, Irvine

### Supply Chain Management

Supply Chain Management Strategy  
Rutgers the State University of New Jersey

### Bio-Chemistry & Pharmaceuticals

Drug Commercialization  
University of California San Diego

#### Moving To Digital Healthcare

Introduction to Digital Health  
Imperial College London

#### Quality Improvement & Delivery

Quality Improvement in Healthcare Organizations  
Rutgers the State University of New Jersey

#### Epidemiology for Public Health

Outbreaks & Epidemics  
John Hopkins University

#### New Models of Care

Taking Ideas to Market  
Imperial College London

#### Healthcare Policy & Governance

Intellectual Property in the Healthcare Industry  
University of Pennsylvania

#### Innovation & New Markets

Healthcare Marketplace Capstone  
University of Minnesota

#### Bio-Chemistry & Pharmaceuticals

Drugs, Drugs Use, Drug Policy & Health  
University of Geneva

#### General Drugs & Medicine

Your Future Job in Medicine & Healthcare  
Northwestern University

#### Genetics

Big Data, Genes & Medicine  
The State University of New York

#### Medical Device Innovation

Pharmaceutical & Medical Device Innovations  
University of Minnesota

#### Precision Medicine

Data Science in Stratified Healthcare & Precision Medicine  
The University of Edinburgh

**EMERGING SKILL LEARNING (PHARMA & HEALTHCARE MANAGEMENT)**

### Culture

International Business & Culture  
University of Colorado Boulder

#### International Marketing

Introduction to International Marketing  
Yonsei Marketing

#### B2B Marketing

International B2B Marketing  
Yonsei University

#### Operations Management

Oil & Gas Industry Operations & Markets  
Duke University

#### Analysis & Planning

International Business  
Capstone  
University of London

#### Change Management

Management Skills for International Business  
University of London

#### Operations Management

International Business Venturing Abroad  
University of Colorado Boulder

#### International Finance

Global Financing Solutions  
EDHEC Business School

#### International Finance

The Global Financial Crisis  
Yale University

#### International Finance

Global Financial Markets & Instruments  
Rice University

#### International Law

International Business Context  
University of Colorado Boulder

#### Culture

International Business & Culture  
University of Colorado Boulder

**EMERGING SKILL LEARNING (INTERNATIONAL BUSINESS MANAGEMENT)**

**Sustainable Tourism**

Sustainable Tourism Promoting Environmental Public Health  
University of Copenhagen

**EMERGING SKILL LEARNING (TOURISM & HOSPITALITY MANAGEMENT)**

**Culture & Heritage**

Modern Art & Ideas  
The Museum of Modern Art

**Wellness & Nutrition**

The Science of Gastronomy  
The Hong Kong University of Science and Technology

**Place Marketing**

International Hospitality & Healthcare Services Marketing  
Yonsei University

**Place Branding**

Branding & Customer Experience  
IE Business School

**Interpreting the Past**

Connecting Knowledge  
Macquarie University

**Sustainable Tourism**

Cultural Intelligence  
Become A Global Citizen  
Macquarie University

**Sustainable Tourism**

Places, People, Stories  
University of London

**Hotel & Hospitality Management**

The Fundamentals of Hotel Distribution  
ESSEC Business School

**Culture & Heritage**

Intercultural Communication & Conflict Resolution  
University of California, Irvine

**Culture & Heritage**

Arts & Heritage Management  
Universita Bocconi

**Culture & Heritage**

Heritage Under Threat  
Universiteit Leiden

**Agricultural Business**

Agriculture, Economics & Nature  
University of Western Australia

**EMERGING SKILL LEARNING (AGRI BUSINESS MANAGEMENT)**

**Climate Change**

Global Energy & Climate Policy  
University of London

**Food Production**

Unravelling Solutions for Future Food Problems  
Utrecht University

**Food Production**

Sustainable Food Production Through Livestock Health Management  
University ofUrban a-Champaign

**Food Production**

Dairy Production & Management  
The Pennsylvania State University

**Food Production**

Fundamentals, Technologies & Actors  
University of Illinois at Urbana-Champaign

**Agricultural Business**

Challenges of Agri-Business Management  
Universita Bocconi

**Agricultural Business**

Food & Beverage Management  
Universita Bocconi

**Agricultural Business**

The Economics of Agro-Food Value Chains  
Technische Universitat Munchen

**Climate Change**

Climate Change Mitigation in Developing Countries  
University of Cape Town

**Sustainable Development**

The Age of Sustainable Development  
Columbia University

**Food Production**

Transformation of the Global Food System  
University of Copenhagen

# OUR ASSOCIATIONS

Member SAP Student  
Academy Program



**"Study, Learn & Become a  
SAP Global Consultant !"**

SAP is the market leader in ERP. It is estimated that 77 percent 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 per cent of SAP's clients in India are small, medium scale enterprises. SAP is known as a company which helps large enterprises, but SMEs is the potential market. Hence learning SAP is most important.

The course contents are designed to cover fundamentals of ERP systems in detail and the importance of integrated information systems to an organization to improve its productivity. The focus of this course is on illustrating various business processes like procurement, production, sales, finance, cost accounting, HR using ERP solutions. A new approach to this course is tailor – made for freshers and working professionals looking to make a rewarding career in ERP space. This "New Spin on Manufacturing" is designed to broaden and deepen the skills, knowledge and expertise especially for candidates aspiring for a career as "Techno – Functional" consultant in the field of ERP.







## **coursera** Learn Without Limits

AIMS Institute of Management Studies (AIMS) in partnership with Coursera, one of the largest online learning platforms in the world, has entered into a long-term strategic partnership to address the need for job-relevant skills and boost student employability. Through Coursera for Campus, students and faculty will gain unlimited free access to more than 8,700 high-quality, job-relevant courses, hands-on projects and case studies across data science, cloud computing, digital marketing, IoT, AI, ML, Analytics and blockchain. Through this three-year partnership, AIMS will equip its students with industry-relevant, multidisciplinary skills. Coursera content from leading universities and industry educators such as Google, IBM, Microsoft, University of Michigan, Yale University and Johns Hopkins University, will be integrated into core curricula. Coursera was launched in 2012 by two Stanford Computer Science professors, Andrew Ng and Daphne Koller, with a mission to provide universal access to world-class learning. It is now one of the largest online learning platforms in the world, with 97 million registered learners as of Dec. 31, 2021. Coursera partners with over 250 leading university and industry partners to offer a broad catalog of content and credentials, including courses, Specializations, Professional Certificates, Guided Projects, and bachelor's and master's degrees. Institutions around the world use Coursera to upskill and reskill their employees, citizens, and students in fields such as data science, technology, and business. Coursera became a B Corp in February 2021.



# ADMISSION PROCESS

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A student is eligible for admission at AIMS Institute of Management Studies, Pune if:

- Bachelor degree in any discipline from recognized University with 60% or more than 60% marks. Student appearing for final year of bachelor examination can also apply.
- Student is required to take one of these entrance exams : CAT / MH-CET / C-MAT / MAT / XAT / ATMA



## EDUCATION LOAN FACILITY

 **IDFC FIRST  
Bank**

 **Saraswat  
Bank**

## COMPLIMENTARY<sup>\*</sup>



LAPTOP



UNIFORM



STUDY MATERIAL

EDUCATION PARTNER



EES

**UNIQUE****UNIQUE INSTITUTE OF MANAGEMENT**

NAAC Accredited Institute, DTE CODE: MB6188

**AFFILIATED TO**Savitribai Phule  
Pune University**APPROVED BY**

AICTE

**RECOGNISED BY**

DTE

AIMS Pune & Unique Institute of Management (Our Education Partner) are the product of the need and the desire to fill this industry academia gap. AIMS Pune is an expert in enhancing skills of students & has a track record of skill development and providing placements to its student. We have excellently designed student development programmes, delivered by outstanding faculty by employing varying and interesting teaching pedagogy. Learning is fun and a unique experience in our campus. Hence this part of training is developed by AIMS & university affiliated programme is looked after by UIM. Both the knowledge partners enjoy this unique experience & reputation in education since year 2009. We make our students employable.

My pleasure that, I am associated with AIMS. This institute is having best infrastructure and providing best facilities to the students. The management, teaching and non-teaching staff are very supportive, their aim is to look after overall development of the students. The candidate who seeks admission in this institute is very lucky and having a best future.



**Mrs. Jyoti.K.Deshmukh**

M.Sc(Statistics), M.Phil, PG Diploma in Computer applications.  
Experience: 35+ years

Since I have been a part of AIMS Institute of Management Studies for a long time, I have seen first-hand that the Institute provides a high standard of education, training, and overall development for its students. During the course of the program, I have mentored and guided the students to make the right decisions regarding their careers.

**Prof. Lipika Mudholkar**

MBA from MS University Baroda | MA English Literature  
BA English honours and Psychology | Bed From MS University Baroda  
Experience: 20+ years



In my experience, AIMS is one of the best management institutes I've worked with. The institute's faculty strives to give every student not only the skills to succeed in the world, but also the character to succeed. College infrastructure and facilities are excellent, and students should take admission in the college without hesitation.



**Mr. Prathamesh Sakhadeo**

BA, B Ed, LLB, LLM, PGDHRM  
B.E. Electronics, MBA (Marketing), PGD (Finance),  
PGD (Statistics, Microsoft Data Science Professional)

As a visiting faculty member with AIMS, I have observed that the institute functions professionally and has good facilities.

**Mr. Satish S. Kanade**

DTM (Mumbai); DBM (Mumbai)  
Experience: 32+ years in Mfg, Sales & Marketing.  
18+ years in Top Management. 8 years as MD in MNC.



Associated with stock markets for the past 20 years. This course designed specially for students pursuing MBA program. The course establishes an intelligent investor amongst candidates. This course will build a learning acumen and curious nature among candidates. Students are well equipped with the ability to take and manage appropriate risk.



**Dr. Vikram B Gujar (Applied Finance)**

Ph D, in Banking and Finance, GDC &A), Maha govt.  
Experience: 26+ years.

My association with AIMS has been enriching and satisfying. The atmosphere emphasizes on 360° development of students through multidimensional activities. My congratulations go out to the management of the institution and best wishes for all future endeavors.



**Mr. Mangesh P. Javkhedkar**

(BSc, MBA, JAIIB)

Experience: 30 + Yrs

I am with Aims since last 9 years. With AIMS every student experience the same equality of platform to enrich himself or herself and reach to the heights of achievements. Working with AIMS boosts us more dedication towards our work with continuous support and a healthy work environment from the Management.

**Dr. Shardha Thakur**

Assistant Professor, Ph.D in Commerce  
and Management, MBA, B.Com



AIMS is one of the best institutes I have worked with. The infrastructure, very supportive staff and management's efforts and commitment towards providing quality education to the students will take this institute to the greater heights.



**Prof. Dipali Kale**

BSC, MBA, Mphil

I have been associated with AIMS for the past few years. AIMS adopted a holistic approach, ensuring that students not only grasp theoretical concepts but also develop practical skills and a strong ethical foundation essential for their future careers. The institute is dedicated to providing top-notch facilities and fostering a conducive learning environment. AIMS stands out in preparing students for the industry, thanks to its distinguished faculty members from diverse sectors, who impart valuable hands-on experiences.

**Prof. Aruna Kulkarni**

A seasoned academician and learning coach, brings over 12 years of expertise in Human Resource Management, Organisational Behaviour, Organisational Development, and Leadership.



One of the high points in my teaching career was being invited as a guest lecturer at AIMS Institute of Management Studies, Pune. Here, I had the privilege of addressing MBA students on subjects ranging from Indirect Tax and Banking to Forensic Accounting and HR Generalist practices. The college's commitment to unique courses and its students' eagerness to learn and develop new skills made the experience both enriching and rewarding. The college's commitment to offering a diverse learning environment is evident, even when the subject might not seem directly related to marketing. I appreciate the supportive atmosphere and the chance to contribute to a place that values broadening knowledge across various domains.



**Fatema Talodawala (Applied HR)**

B.Com, Pursuing CS.

I am a commerce graduate and working as a SAP FI consultant from last two years now. Before that I worked as an Accountant in Quality Anodisers. I also studied German as an additional language. I was given the opportunity to teach / train SAP finance module to students of AIMS college. I have started training sessions from Oct 2023. I have received an overwhelming response from students. Students are keen to learn new things in every session. The college has a good campus and has supporting faculty members. Overall teaching experience was excellent.



**Shalmali Kadam**

B.com, SAP Consultant

I am working as a SAP SD Consultant from last two years. I am honored to be a faculty member at AIMS College, where we empower students with cutting-edge skills. Other than this I have worked as a SAP SD trainer in different colleges like Sanjeevani College, Zeal College (MBA).

The addition of SAP SD Consultant courses speaks volumes about the college's commitment to holistic education. SAP SD is a cornerstone in today's business landscape, and through our program, students gain invaluable insights and expertise. AIMS College's foresight in offering this course ensures that our students are well-equipped for a promising future in the dynamic field of SAP consulting.



**Tanaya Kamthe**

SAP SD consultant, BE-EnTC, MA-Political Science, AA-Economics.

I have closely worked with AIMS and observed many differentiators in its students as compared to other B-Schools in the region. And one of the most important things that is setting them apart is the efforts and thoughtfulness of Management for making them industry ready.

There are lots of efforts by college to provide hands on experience to its students on various software tools and best industry practices, which is indeed very effective.



**Chinmay Nonaty**

NTT DATA, Sales Specialist

AIMS is one of the best institutes I have worked with. The infrastructure, very supportive staff and management's efforts and commitment towards providing quality education to the students will take this institute to the greater heights.



**Prof. Muskaan Singh**

B.com, MBA, Net, Phd



AIMS Pune is one of the leading and recognised Management Institutes of India. It is continuously flourishing under the able guidance of Visionary leader, Educator Dr. Manish Sinha.

Their courses are more Practical, Industry relevant and Skill based in order to bridge the gap between Industry & Academia. AIMS enabling youth to develop their potential and transform as global leaders.



**Prof. Raheel Inamdar**

M.Sc, MBA, NET

My self Sonali Pohekar from last year I am working with AIMS as a visiting lecturer, support from college is very good, with good discipline.

**Prof. Sonali Pohekar**

M.Sc in statistics and MBA in HR having 16 years experience in teaching Field.



AIMS Institute of Management Studies faculty's commitment to academic excellence, combined with a well-structured curriculum, has created an environment conducive to learning. The institute's focus on practical applications and industry relevance enhances the overall educational experience. The institute provides interactive sessions and incorporates real-world case studies. Overall, AIMS has made commendable strides in molding future business leaders.



**Sambhaji Popatrao Dorge**

B.Com., M.B.A  
Experience - 15+ Years

My Association with AIMS Institute of Management Studies made me understand that this institute stands for its principles and over all student development. It ensures students achieve excellence. The Teachers receive the respect and are at ease to cover their syllabus and are allowed to conduct classes at their comfort zone which helps them to come up with creative sessions. I have been a visiting faculty for Economics and Finance at various institutes, but AIMS, and the technical support staff make teaching easy.

**Mahesh Kakulla**

M.A (Eco), B.com, LLB, PG in Data Science  
Experience - 8+ Years



I had an amazing experience with AIMS. The admin staff and support staff are very cooperative. They help schedule the lectures as per faculties convenience. Students across India join AIMS which shows it's popularity. Students are also are very attentive & studious.



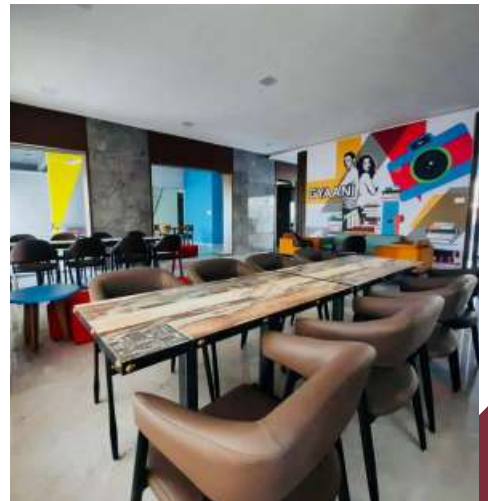
**Nilesh Divate**

MBA (Operations)  
Experience - 17+ Years

# LEADERSHIP DEVELOPMENT TRAINING 20









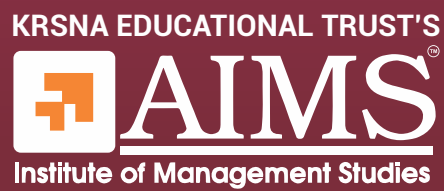
# OUTBOUND ACTIVITIES











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