

KRSNA EDUCATIONAL TRUST'S



Institute of Management Studies

OUR COURSES & ADDITIONAL DEVELOPMENT PROGRAMS





OUR COURSES

WHY AIMS

1

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

2

**Dual
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)

AEEP + PGP + SAP

Advanced Employability Enhancement Programs (AEEP) + Post Graduate Program (PGP) + SAP

Program 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, 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 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.

- 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.

Course completion certificate will be awarded on completion of SAP module

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

AEEP

Advanced Employability Enhancement Programs (AEEP)

Program 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. 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.

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

Influencing
Influencing People
University of Michigan

Negotiating
Introduction to Negotiation: A Strategic Playbook
Yale University

Conflict Management
Mediation & Conflict Resolution
ESSEC Business School



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

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

Financial Markets
Financial Markets
Yale University

Risk Management
Financial Engineering
and Risk Management
Columbia 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

Fintech
Innovation Strategy:
Developing Your
Fintech Strategy
Copenhagen Business School

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

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

Conflict and Negotiation
Negotiation Fundamentals
ESSEC Business School

Benefits
Organizational Design
and Management
HEC Paris

Training
Create Training
Videos with Powtoon
Coursera Project Network

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

Tableau

SAS Visual Business Analytics
SAS

Visual Business Analytics

SAS Visual Business Analytics
SAS

Excel Skills for Business

Excel to MySQL: Analytic Techniques for Business
Duke University

Strategic Business Analytics

Strategic Business Analytics
Essec Business School

Database Management

Data Structures & Performance
University of California San Diego

Python

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

Information Economics

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

Marketing Analytics

Marketing Analytics
Meta (Facebook)

Supply Chain Analytics

Supply Chain Analytics
Rutgers the State University of New Jersey

Healthcare Analytics

Health Information Literacy for Data Analytics
University of California, Davis

BPM / ERP

Enterprise Systems
University of Minnesota

EMERGING SKILL LEARNING (OPERATIONS & SUPPLY CHAIN MANAGEMENT)

Machine Learning

Fundamentals of Machine Learning for Supply Chain
LearnQuest

Blockchain for Supply Chain

Supply Chain Finance & Blockchain Technology
New York Institute of Finance

Decision Making

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

Advanced Operations Research

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

Analytics

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

Supply Chain Management

Supply Chain Management Strategy
Rutgers the State University of New Jersey

Quality Management

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

Supply Chain Management

Supply Chain Principles
Georgia Institute of Technology

International Operations

International Business Operations
University of Colorado Boulder

Strategic Operations

Scaling Operations: Linking Strategy & Execution
Northwestern University

Project Management

Project Management Principles & Practices
University of California, Irvine

Bio-Chemistry & Pharmaceuticals

Drug Commercialization
University of California San Diego

Bio-Chemistry & Pharmaceuticals

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

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



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

Innovation & New Markets

Healthcare Marketplace Capstone
University of Minnesota

Culture

International Business & Culture
University of Colorado Boulder

International Finance

Global Financing Solutions
EDHEC Business School

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



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

Operations Management

International Business Venturing Abroad
University of Colorado Boulder

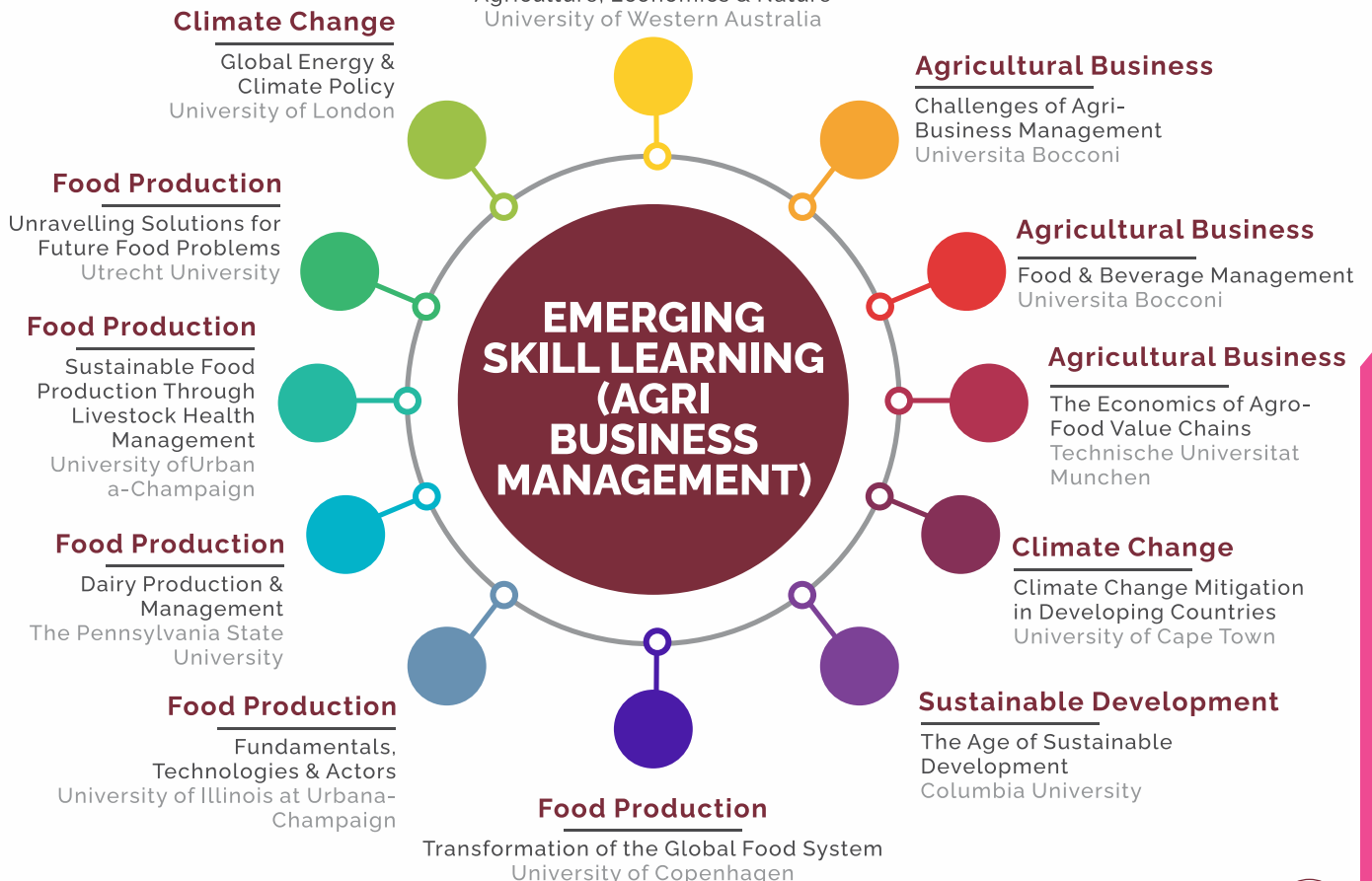
Sustainable Tourism

Sustainable Tourism Promoting Environmental Public Health
University of Copenhagen



Agricultural Business

Agriculture, Economics & Nature
University of Western Australia



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

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[★]



LAPTOP



UNIFORM



STUDY MATERIAL

FACULTY AFFIRMATIONS

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 luck and having 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.



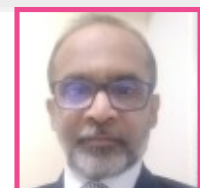
Mr. Prathamesh Sakhadeo

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 management 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



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 management 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.

FACULTY AFFIRMATIONS

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.

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

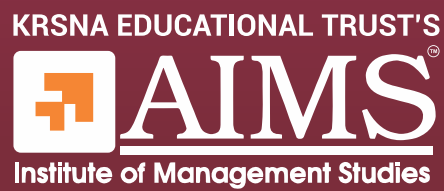
LEADERSHIP DEVELOPMENT TRAINING



OUTBOUND ACTIVITIES







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