



## ICBM - School of Business Excellence

2 Year Full Time PGDM Program, Approved by AICTE, Govt. of India  
MBA Equivalence from Association of Indian Universities (AIU)

THE JOURNEY FROM  
ORDINARY TO  
EXCELLENCE

PROSPECTUS

# Management Education in the AI-Driven VUCA World

“Management education today faces a critical transformation. Future managers must navigate traditional business challenges—competitors, consumers, suppliers—while leveraging Artificial Intelligence (AI) and Business Intelligence (BI) for informed, timely decisions. In a VUCA world, education must combine classical management principles with modern technology, preparing leaders for rapid change.



Managers need strategic decision-making, implementation, and control skills, enhanced by tools like Tableau, Power BI, and AI assistants. This ensures decisions are data-driven, practical, and impactful.

With shrinking attention spans, managers must deliver clear, compelling, and memorable messages, continuously refining strategies as conditions evolve. Holistic and adaptive education cultivates leaders who balance human judgment with technological insight, enabling them to navigate uncertainty, drive organizational success, and make decisions that are both timely and transformative”.

**Dr. Ritu Zarar**, Chairperson, ICBM-SBE



## Vision

To be the most preferred B-School in India delivering exceptional Management Education for learners.

## Mission

We are committed to provide highly engaging teaching-learning experience to equip our learners with knowledge, skills and attitudes required for their professional and personal growth.

## Values

- Accountability
- Value Creation
- Integrity
- Passion for Excellence

# YOUR SUCCESS & FUTURE ARE ASSURED

## That's Our Promise.

*With 36 years of excellence, ICBM-School of Business Excellence (ICBM-SBE) is a name synonymous with world-class management education in Hyderabad & Secunderabad. ICBM-SBE offers an advanced PGDM curriculum, uniquely designed to create industry-ready leaders.*

*PGDM @ ICBM-SBE – 3 Stage Advantage:*

### Stage I – Strong Foundations

Core management concepts with practical applications to build confidence and clarity.

### Stage II – Specialization

In-depth learning in Marketing, HR, Finance, Agri-Business & more through case studies, industrial visits, and presentations.

### Stage III – Career Take-Off

Personality grooming, English proficiency, corporate etiquette, and placement readiness with options for multiple specializations and offers.

*At ICBM-SBE it is our resolve “To transform the student from Ordinary to Extraordinary” believing the logic that “Focused Education Together with Sincere Efforts Results in Great Careers”.*

ICBM-SBE as one of the TOP B Schools in the country provides its Management Students:

- Industry-relevant, advanced curriculum
- Highly qualified & dedicated faculty

- Harvard Business School case studies & simulations
- Strong focus on communication, confidence & leadership
- Guaranteed Campus placements with ROI of 1 year, as all the students are placed with multiple offers with an average package of 6.0 L p.a.

*That's why the students at ICBM-SBE are called as “The Budding Managers”.*



“ ICBM-SBE’s growth and success are driven by three strong management foundations, whose effective leadership and coordination ensure quality education and better outcomes for students. ”





Scan the QR  
code to find our  
E-Prospectus



# Why ICBM-SBE?



## Impeccable Training Exposure

Learn directly from top practicing managers, international trainers, business leaders, and leadership experts. Regular workshops focus on:

- Speaking & Presentation Skills
- Business English
- Entrepreneurship
- Skill Development
- Placement Training

All designed with one goal: successful and assured placements.

## Reinforced Learning

Every training, workshop, and personality development session is supported by hands-on practice material, ensuring theory is transformed into real managerial capability.

***ICBM-SBE: Where Knowledge Meets Career Success.***

## Career-Focused Learning

ICBM-SBE prepares you to step confidently into the corporate world through modern, application driven teaching. Strong management fundamentals are reinforced with case studies, simulations, seminars, workshops, role plays, and real-world problem solving, ensuring you **graduate industry-ready**.

## Top-Class Faculty

ICBM-SBE's strength lies in its highly qualified faculty, with 90% PhD holders and award-winning scholars, supported by a 1:8 faculty-student ratio that ensures personalized mentoring and holistic student development.



"We now accept the fact that learning is a lifelong process of keeping abreast of change. In addition, the most pressing task is to teach people how to learn"  
Peter Drucker, Father of Modern Management.

At ICBM-SBE, our management program is inspired by Peter Drucker's timeless principles focused on results, innovation, and empowering knowledge workers. Through Management by Objectives (MBO), we set clear, measurable goals aligned with student success, employability, and leadership readiness. With continuous improvement, adaptive teaching, and decentralized leadership, we prepare future managers to create the future, not just predict it.

**Join us. Lead tomorrow's organizations.**

# Razor Sharp Personality Development & Managerial Grooming



*At B-Schools, it is not enough to equip an "Aspiring Manager" with theoretical concepts and explanations. To be one-up, one has to master the art of applying the theoretical knowledge into practical realms. To enable this ICBM-SBE provides an exposure to World Class techniques in the form of :-*

- Harvard Business School Case studies
- Capstone Simulations
- Industrial Visits & Tours
- Corporate Interactions, Seminars, Workshops
- Professional certifications such as Six Sigma, NISM modules, ERP, PMP, PEGA, along with courses from Coursera, edX, and other platforms.
- Student Exchange Programs both nationally & internationally to provide insight into various World Class B-Schools.



All these have a Synergetic impact to enhance practical managerial skills and result in creating "Zest" in the mind and "Spring" in the feet to become a cut above the rest - which the Corporate World admires and adores.

The primary aim of the B-School is to convert raw Carbon into a polished Diamond.

This is where ICBM-SBE has a marked distinction over its peers. ICBM-SBE targets at improving its student's:

- Reading, Writing, Speaking & Presentation Skills.
- Verbal Non - Verbal Reasoning and Analytical Skills, Data Interpretation & Assessment Skills.
- Business Ethics - Etiquette & Manners
- Grooming, Dining, Socializing & Image Management Skills.
- Value systems, Self belief, Self-Esteem, Pride & Honour Building Skills.

*All these set of 5 Skills are like five fingers on the palm - combining together to deliver a formidable punch resulting in a surgical strike on the Corporate World, which ultimately results in a rewarding Career.*



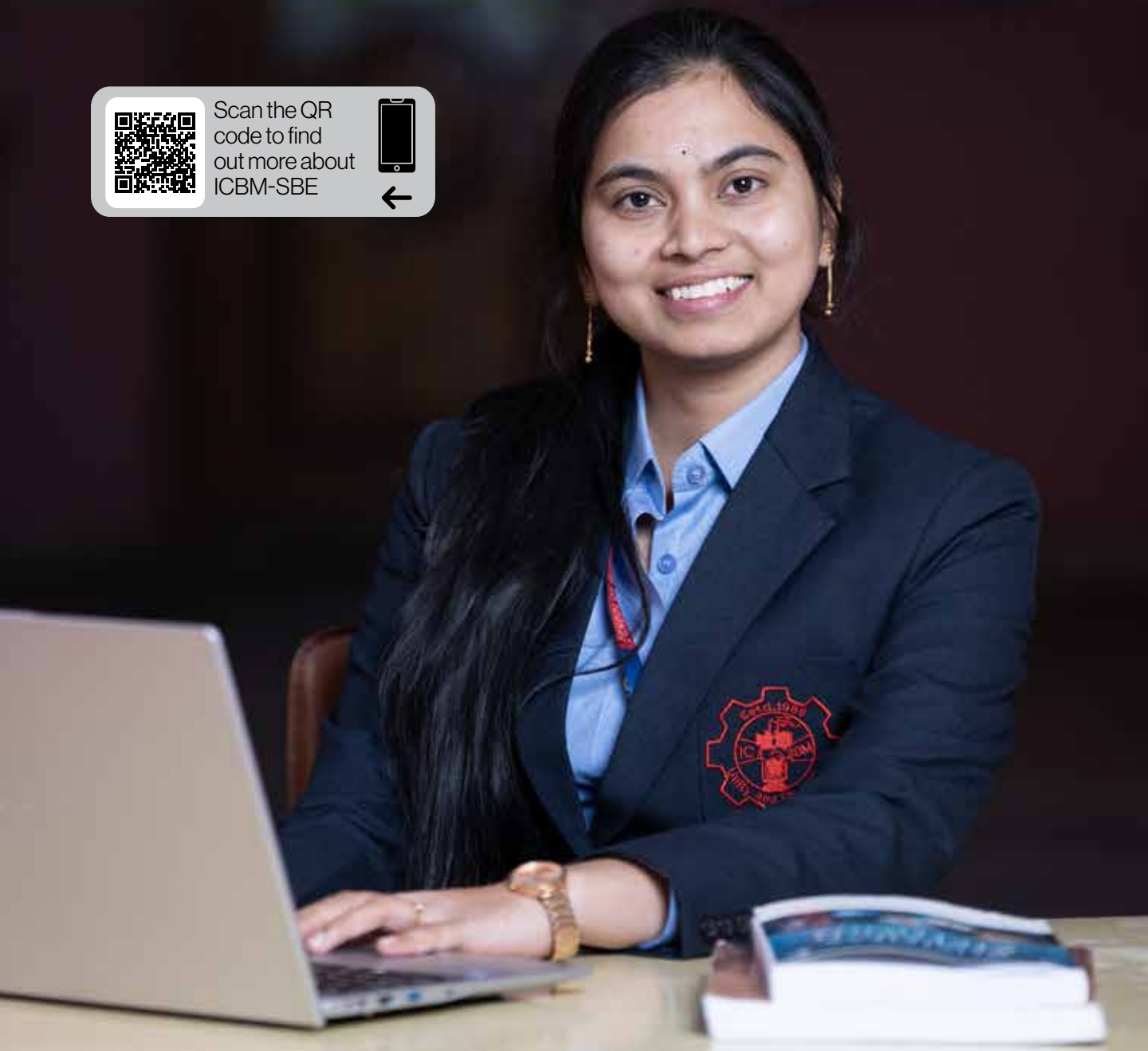
The expense of the institutions for the education of youth is, no doubt, beneficial to the whole society." Adam Smith, Father of Modern Economics.

Inspired by Adam Smith's belief in education as a vital public good, our management program nurtures lifelong learning, ethical leadership, and social responsibility. We prepare future managers to align organizational goals with individual motivation through fair and thoughtful incentives. With a holistic curriculum, we develop disciplined, patient, and globally aware leaders who view education as an investment in society and commit to continuous growth and impactful management.

“ ICBM-SBE provides excellent management education, experienced faculty, industry exposure, practical learning, strong placements, and supportive campus environment for student success.”



Scan the QR code to find out more about ICBM-SBE



# State-of-the-Art Infrastructure at ICBM-SBE



*ICBM-SBE assumes the role of a guiding light in awakening your Sixth Sense, which is the main goal of an aspiring manager at a B-School. ICBM-SBE aims to develop acumen skills and sharpen, which results in enrichment of Senses - especially the "Sixth Sense" or "Gut feeling" through which one can grasp the cord of success even blind folded, laying a strong foundation for a good placement, meeting your aspirations and skills.*

## The state of the art infrastructure

- A Wi-Fi campus with modern class rooms equipped with Impartus LEARNING SYSTEM an ultra modern Audio Visuals tool available only at few selected Business Schools of India. With the above tool ICBM-SBE, despite the Covid pandemic has successfully imparted knowledge to students and training as per the academic calendar and is successful in placing its students.
- An aspiring manager's best friend at our campus is the self contained Library - The Treasure trove of knowledge. It is of over 10,000 latest Management Books, Journals, Research Papers etc, which help in building a solid foundation in a fertile mind.
- A complementary laptop with latest configuration helps you to access world class e-data bases like EBSCO, G-gate etc (Free Membership) with just a click away to take you into the ocean of knowledge. E-Books

from McGraw-Hill is another important tool for the Budding Manager.

- The entire Campus is Green with inbuilt Solar Power Supply and LED Lightings
- The Institution offers separate hostel facilities for boys and girls near the campus, equipped with Wi-Fi and managed by dedicated staff who ensure the safety and well-being of all inmates.



# “Shaping Agile Minds into Industry-Ready Leaders”

*An agile mind with a focused approach leads to successful placements. ICBM-SBE makes this possible through its Mentoring with Budding Managers program.*



Scan QR code  
to find out more  
on Teaching  
Methodology



The two-year PGDM includes four integrated skill-development modules:

**Communication Skills:** Listening, Oratory, Reading & Writing

**Personality Development:** Business etiquette, Corporate dressing, Goal setting, Interpersonal effectiveness

**Management Skills:** Leadership, Stress & Time Management, Team Building

**Employability Skills:** Interview preparation, GD/PI, Aptitude skills, Career Guidance & Placement support

Management Events, Freshers Events and Sports Fiesta are conducted aimed at bringing out hidden talent and polishing the existing talent in the form of indoor and outdoor sports and games. These activities result in teaching sportsman spirit and never say die attitude.



“A space where ideas grow and futures take shape. Our library blends rich management resources with journals, research papers, and global databases like EBSCO, G-GATE, and McGraw Hill e-books to support deep learning and innovation.”



Scan the QR code to find out careers in Agri Business



## Global Accreditations & Recognitions of ICBM-SBE



ICBM-SBE is a SAQS-accredited institution, reflecting its commitment to internationally benchmarked standards in management education and excellence in curriculum, teaching, faculty quality, governance, and continuous institutional development.



ICBM-SBE's flagship PGDM is AIU-recognized as MBA-equivalent, ensuring strong academic credibility and seamless eligibility for higher studies, doctoral programs, and professional opportunities in India and abroad across diverse global institutions.



As an AMDISA Life Member, ICBM-SBE fosters collaborations, conferences, faculty development, and research, enhancing global exposure and continuous academic enrichment.



ICBM-SBE is ACBSP (USA) accredited, ensuring teaching excellence, strong learning outcomes, continuous improvement, and globally aligned academic and industry standards that prepare students for leadership in business.

### Global Standards, Global Careers.

In an era where global benchmarks, international mobility, and career pathways such as H1B Visa opportunities demand high academic credibility, ICBM-SBE stands out with its strong accreditations and global orientation. The institution delivers industry-aligned, future-ready management education designed to meet the expectations of a rapidly evolving global economy.

“ A vibrant campus where learning goes beyond classrooms—empowering students with confidence, growth, collaboration, and friendships that last a lifetime. ”

# ICBM-SBE Center of Excellence in Business Analytics & AI



The ICBM-SBE Center of Excellence in Business Analytics & AI is dedicated to developing future-ready professionals skilled in data analytics and artificial intelligence. In today's competitive business environment, organizations rely on data-driven insights to make informed decisions, innovate continuously, and gain a strategic advantage.

Through its Centre for Data Innovation (CDI), it also promotes interdisciplinary research, ethical use of data, and predictive modeling to address complex business challenges. By combining theory with practical applications, the Center equips students with the skills, knowledge, and confidence to excel in the fast-evolving field of Analytics and AI.

The Center focuses on building talent, fostering innovation, and collaborating with industry partners. Students engage in project-based learning across business domains such as Marketing, Finance, HR, Agri and Supply Chain Analytics. They benefit from industry mentorship, hands-on ideation, and prototyping of real-world solutions.



Scan the QR code to find Student Speak



# Study in ICBM-SBE, Hyderabad. Lead the World.

## Hyderabad: Where Heritage Meets Global Opportunity

ICBM-SBE is located within the dynamic city of Hyderabad, Telangana, one of India's fastest-growing metropolitan hubs, offering a learning environment where rich cultural heritage blends seamlessly with global business and technology ecosystems. Iconic landmarks such as the Charminar, Golconda Fort, and the Qutub Shahi Tombs reflect the city's historic legacy, while Hi-Tech City, with its world-class infrastructure and international connectivity, showcases Hyderabad's modern growth.

With a strong focus on academic excellence, practical learning, and corporate engagement, ICBM-SBE prepares future leaders to thrive in a competitive global economy.



“ ICBM-SBE empowers student learning by providing free laptops, enabling seamless access to digital resources, research, and innovative learning experiences anytime, anywhere. ”

# Admission Process



## Eligibility

PGDM admission requires valid CAT, XAT, CMAT, ATMA, MAT, GMAT or State exam scores. Candidates shall be shortlisted on the basis of overall rank computed based on the following components and their weights:

- Entrance Test: 35–60%
- Academic Performance (X, XII, UG/PG): 5–25%
- Group Discussion & Interview: 20–45%
- Sports, Extra-Curricular Activities, Academic & Gender Diversity: 5–20%

## Application Process

Students can apply online or offline. Eligible candidates will be notified via email or phone.

## Selection Process

Shortlisted candidates attend GD / Interview; selected candidates receive the letter.

## Registration Process

Selected candidates must pay the registration fee by the due date mentioned in the selection letter.



Scan the QR code to find Online Application



### TRIMESTER - I

1. Management & Organizational Behaviour
2. Economics for Managers
3. Statistics for Managers
4. Financial Accounting & Analysis
5. IT for Managers
6. Business Communication
7. Marketing Management – I  
Budding Managers Program

### TRIMESTER - III

1. Research Methodology
2. Strategic Management
3. First Specialization Paper I
4. First Specialization Paper II
5. First Specialization Paper III
6. First Specialization Paper IV
7. **Business Analytics & AI - Power BI**  
Budding Managers Program  
Employability Skills

### TRIMESTER - V

1. Business Ethics & Corporate Social Responsibility
2. Entrepreneurship & Small Scale Business
3. Second Specialization Paper I
4. Second Specialization Paper II
5. Second Specialization Paper III
6. Second Specialization Paper IV
7. **Business Analytics & AI - Artificial Intelligence**  
Employability Skills

## SPECIALIZATIONS

### MARKETING

1. Consumer Behaviour
2. Sales Management & Personal Selling
3. Integrated Marketing Communications
4. Digital & Social Media Marketing
5. Product & Brand Management
6. Services Marketing
7. Customer Relationship Management
8. Retailing Management

### TRIMESTER - II

1. Financial Management
2. Human Resource Management
3. Marketing Management – II
4. Operations Research and Management
5. Legal Aspects of Business
6. **Intro to Business Analytics & AI - Advanced Excel**  
Budding Managers Program

### TRIMESTER - IV

1. Productions & Operations Management
2. First Specialization Paper V
3. First Specialization Paper VI
4. First Specialization Paper VII
5. First Specialization Paper VIII
6. **Business Analytics & AI - Python**  
Budding Managers Program  
Project Report & Viva  
Employability Skills

### TRIMESTER - VI

1. Project Management - Paper I
2. Project Management - Paper II

### FINANCE

1. Financial Risk Management
2. Investment & Portfolio Management & Financial Derivatives
3. Financial Institutions, Markets & Services
4. Cost & Management Accounting
5. Corporate Finance
6. Company Accounts & Auditing
7. Business Valuation
8. International Finance

### HUMAN RESOURCE

1. Industrial & Labour Law
2. Performance Management System
3. Compensation & Benefits Management
4. Organizational Development & Team Building
5. Leadership
6. HR Planning, Recruitment & Selection
7. Strategic HRM
8. International HRM

### OPERATIONS MANAGEMENT

1. Supply Chain Management
2. Business Process Re-engineering
3. Quality Tool Kit for Managers
4. Operations Research Applications

### STRATEGY

1. Corporate Governance
2. Strategic Leadership
3. Competing in Global Markets
4. Entrepreneurship in Practice

### AGRI BUSINESS

1. Agri Supply Chain Management
2. Agri Product & Brand Management
3. Food Retail Management
4. Dairy Business Management
5. Risk Management in Agri Business
6. International Trade in Agriculture
7. Rural Marketing
8. Management of Agro Chemicals & Seed Industry

### INFORMATION TECHNOLOGY

1. RDBMS
2. Artificial Intelligence Applications
3. Business Intelligence
4. Software Project Management Applications

### ENTREPRENEURSHIP

1. Entrepreneurial Marketing
2. Innovation Technology Management
3. Venture Valuation & Accounting
4. Entrepreneurship in Practice

In addition to the above we offer the following specializations also.

1. Insurance & Banking
2. ERP
3. EDP
4. Hospital Administration

5. Event Management
6. Pharma Management
7. Nutrition & Health Care

**PGDM Program at ICBM-SBE has Triple Specialization with Business Analytics & Artificial Intelligence as mandatory specialization spread over Trimester II to Trimester V**

## PROGRAM STRUCTURE

- The first two Trimesters are same for all the specializations. The candidates have to select the Specialization at the commencement of the 3<sup>rd</sup> Trimester.
- Students must submit a Mini Project at the end of Trimester III and a Management Research Project related to their specialization at the end of Trimester VI. The project report presentation and viva will take place during Trimester IV.
- Candidates have to select first Specialization in the third Trimester and second Specialization in the fifth Trimester.
- In the sixth Trimester candidate has to appear for two papers of Project Management.

# PGDM COURSE STRUCTURE



**Prof. P. Narayana Reddy**

M.Com, MBA, PGDMM, PhD

*Director - General*



**Dr. Ritu Zarar**

MBA, PGDCA, Ph.D.

*Chairperson*



**Prof. S. Zarar**

M.Sc. (Gold Medalist), MBA, Ph.D. LLB

*Director / Principal*



**Prof. Jitender Govindani**

MBA, PGDBM, MA, (Psy), Ph.D.

*Dean - Academics*



**Prof. Kiran Makhija**

MBA, PGDM, Ph.D.

*Professor - Department of HR & Foreign Collaboration*



**Prof. SVSV Prasad**

BL, PGDPM, MHRM, Ph.D.

*Controller of Examinations & Head - HR*



**Dr. P. Sai Rani**

M.Com, MBA, PGDFM, Ph.D.

*Dean - Strategic Research & Head - Finance*



**Dr. A. Satish Reddy**

PGDBM (Ph.D.)

*CFO & Registrar & Associate Professor - Finance*



**Dr. M. Anil Ramesh**

MBA, Ph.D.

*Dean - Accreditation & Head - Marketing*



**Prof. Mohd. Khaja Qutubuddin**

MBA, Ph.D.

*Associate Dean - Strategic Research & Associate Professor - HR*



**Prof. CV Ranga Reddy**

M.A (Eco), M.Com, MBA, M.Phil, Ph.D

*Head - General Management*



**Mr. R. Ramanjana Reddy**

MBA

*Associate Dean - MDP's & FDP's & Associate Professor - HR*



**Mr. C. Satish Kumar**

MBA, Green Belt, Six Sigma

*Head - Corporate Connect*



**Dr. P. Vikrant Kumar**

MBA, M.Phil, Ph.D, UGCNET

*Associate Dean - Academics & Associate Professor Marketing*



**Mrs. B. Gayatri**

MBA, (Ph.D)

*Head - Grievances & Redressal & Assistant Professor - HR*



**Mr. Ramesh Babu N**

M.Com, M.A (English), PGDFE, MBA, M.Phil

*Associate Dean - Strategic Planning & Associate Professor - Finance*



**Dr. Syed Azhar**

MBA,UGC & TSET (Management),Ph.D

*Dean - MDP's, FDP's & Fintech Services & Associate Professor - Finance*



**Mr. Brahmam BV**

B.Com, PGDCM

*Head - Placements*



**Dr. Surekha Adiki**

MBA, Lean & Six Sigma Yellow Belt, Ph.D

*Associate Dean - Startups & Associate Professor - General Management*



**Dr. Ashish Balapur**

B Pharma,MBA, UGC-NET JRF, Ph.D

*Assistant Professor - Finance*

OUR FACULTY RATANS  
“GUIDING MINDS, SHAPING FUTURES.”



**Mr. K Venkata Lakshman**

MBA, UGC-NET  
*Head - Agri Business Management*



**Dr. Krishna Gadasandula**

SLET, M.Com, M.B.A, M.Phil, Ph.D  
*Dean - Academic Connect & Professor in Finance*



**Dr. M Himabindu**

MBA, M.Phil, PhD, NET, SLET, Diploma in Statistics  
*Associate Professor in General Management*



**Mrs. C. Neelima**

MHRM  
*Associate Professor - HR*



**Ms. Mohd Farhana**

CABM, MBA (ABM)  
*Assistant Professor - Agri Business Management*



**Mrs. Atifa Tamkeen**

MBA(ABM), (Ph.D, Marketing)  
*Assistant Professor - Agri Business Management*



**Mr. Syed Shaibaz Faruddin**

MBA, M.Com, APSET, (Ph.D)  
*Assistant Professor - General Management*



**Mr. Kagita Narendra**

MBA, FDPM & SFDM-MT, IIM, (Ph.D)  
*Assistant Professor - Marketing*



**Ms. G Annie Shifali**

MBA (ABM)  
*Assistant Professor - Agri Business Management*



**Ms. B Larence William Shiny**

MBA (ABM)  
*Assistant Professor - Agri Business Management*



**Mrs. Jyothi Rao Mulupuri**

M.A (Lit), B.Ed.  
*Soft Skills Trainer & Training & Placement*



**Mr. Sahil Zarar**

BBA /LLB, GFMB, (IIM-N)  
*Head - Admissions & Student Support*



**Mr. B. Lakshmi Narayana**

M.Com, MBA  
*Admin Officer*



**Mr. G. Govind**

B.Com, PGDCA  
*EDP, Publishing & Admin Incharge*



**Mr. Praveen Kumar Bathula**

MBA (Marketing)  
*Manager - Admissions & Student Support*



**Mr. M. Srikanth**

B.Com, BL, MBA, (CA)  
*Program Coordinator*



**Mr. S. John Bosco**

MBA  
*Admissions Incharge & Admin Manager*



**Ms. G. Shashi Kala**

M.A, MLisc  
*Librarian*



**Mr. Abdul Aziz**

MCP  
*IT & System Support*



**Mrs. D. Sujatha**

BA  
*Research Assistant & Student Support*

OUR FACULTY RATANS  
“BUILDING TOMORROW’S LEADERS”



# Life @ ICBM-SBE

Life at ICBM-SBE is a mix of academics and vibrant campus life. Along with studies, students actively participate in cultural activities. Festivals are celebrated with enthusiasm and unity. Dance, music, and performances bring energy to the campus. Overall, it offers a balanced and enjoyable student experience. These festivals and celebrations bring out Leadership, Team Building, Decision Making, Delegating, Planning & Execution - all the major triats of The Budding Managers making them ready to take on the Corporate World with these skills which they have practiced in real life situations.



# Corporates Talk about ICBM-SBE



"ICBM-SBE has consistently emerged as a strong pipeline of high-potential sales and marketing talent for the front line. The students exhibit a strong customer-centric mindset, persuasive communication abilities, and a results-oriented approach to market execution. Their hands-on exposure to live projects and real-time selling scenarios enables them to adapt quickly and deliver impact from the outset. Overall, ICBM continues to supply candidates who are well-aligned with our performance expectations and growth objectives."

**Ms. Prathibha Garlapati**, Senior Manager - TA



"ICBM-SBE campus hires have consistently exceeded expectations in terms of quality and industry preparedness. They come equipped with relevant technical skills, a strong learning mindset, and the ability to collaborate effectively within cross-functional teams. Their enthusiasm and fresh thinking have added great momentum to our ongoing initiatives."

**Mr. Sridhar Motha**, Senior Manager - TA



Metrics4 Analytics is glad to have ICBM-SBE as a key recruiting partner. We found that ICBM students are diligent and enthusiastic. They have consistently demonstrated high levels of discipline, professionalism and contributing to the Metrics4 Analytics business objective of delivering accurate, timely and actionable insights for making quant decisions.

**Mr. Ravikanth Thogarcheti**, Director



"ICBM-SBE continues to be a strong source of finance-ready PGDM/ MBA talent for alliantgroup. Their students bring solid financial fundamentals, strong analytical capabilities, and valuable practical exposure through case studies and industry projects. The placement team's proactive coordination and thorough candidate preparation further streamline our hiring process. ICBM-SBE consistently provides candidates who align well with our expectations."

**Mr. Naveen Kanasani**, Senior Manager - TA



"We are happy to be associated with ICBM-SBE. The institution's focus on academic excellence and industry readiness is clearly reflected in its students. We recently onboarded students from ICBM-SBE and were impressed by their skills, professionalism, and learning attitude."

We appreciate ICBM-SBE's efforts in grooming quality talent and look forward to continued collaboration."

**Mr. Balaji Janyavula**, Senior Manager - HR



"ICBM-SBE is our go-to source for top-tier, all streams-ready MBA talent. These students hit the ground running with robust subject knowledge, keen analytical prowess, and real-world savvy from case studies and projects. Kudos to the ICBM-SBE team for their proactive support and meticulous prep—it makes our hiring seamless. Time and again, ICBM delivers hires who surpass our expectations!"

**Mr. Santosh Gongada**, Head-Campus Hiring



"ICBM-SBE consistently demonstrates a strong commitment to industry-aligned education. The students I interacted with were confident, inquisitive, and well-grounded in fundamentals, reflecting the institution's focus on practical learning and professional readiness. ICBM-SBE is clearly shaping future-ready management professionals."

**Mr. Prabhakar Rao Kotapati**, Co-Founder CEO



# Fee Structure

| Particulars                                                                  | Amount (₹)      |
|------------------------------------------------------------------------------|-----------------|
| # Registration & Application fee to be paid at the time of taking Admission. | 60,000          |
| Total Fee for 2 Years PGDM Programme                                         | 7,50,000        |
| <b>GRAND TOTAL</b>                                                           | <b>8,10,000</b> |

## Fee Breakup, Examination, Project & Convocation Fee

| Particulars                                                                            | Amount (₹) |
|----------------------------------------------------------------------------------------|------------|
| 1 <sup>st</sup> Installment of fee before commencement of 1 <sup>st</sup> Year Classes | 3,00,000   |
| 2 <sup>nd</sup> Installment of fee before 1 <sup>st</sup> Trimester Exams              | 1,50,000   |
| 3 <sup>rd</sup> Installment of Fee on 15 <sup>th</sup> April, 2027                     | 3,00,000   |
| In addition to the above Examination Fee per Trimester ( ₹ 2,000/- x 6 Tri.) Mandatory | 12,000     |
| Project & Viva Voce fee (Mandatory)                                                    | 10,000     |
| Convocation fee to be paid at the time of receiving the Degree (Mandatory)             | 10,000     |

## AB-KBC / Academic Scholarships (Either one of them)

**AB-KBC Scholarship** is Awarded to PGDM applicants based on their attendance in the 1<sup>st</sup> Five Trimesters. The attendance is taken from Biometric and subject wise class room attendance as per Institute norms. Students who are placed before 5<sup>th</sup> trimester and have joined the job are not eligible.

**Academic Scholarship** is granted to students with academic performance in qualifying graduation examinations.

| Academic Scholarship<br>(Graduation Percentage) | Amount (₹) | AB KBC Scholarship      | Amount (₹) |
|-------------------------------------------------|------------|-------------------------|------------|
| Above > 90% and 70% in X, XII                   | 1,00,000   | Attendance 99 - 100%    | 1,00,000   |
| Between 85 - 90%                                | 75,000     | Attendance above 95-98% | 75,000     |
| Between 80 - 85%                                | 50,000     | Attendance above 90-95% | 50,000     |
| Between 60 - 80%                                | 25,000     | Attendance above 85-90% | 25,000     |

Note: Special consideration for Sports achievements, Children of Central & State Armed Forces, Government Employees (For those not availing the above scholarships).

**The scholarship amount will be deducted equally from the II & III installment of fee. If the fee installment is not paid within the time period specified the scholarship will be cancelled.**

## Hostel Fee

| Monthly (Amount (₹)) | Half Yearly Amount (₹) | Yearly Amount (₹) |
|----------------------|------------------------|-------------------|
| 9,000                | 50,000                 | 1,00,000          |

**Caution deposit of Rs. 15,000/- should be paid at the time of joining the hostel. The Caution deposit of Rs. 15,000/- to be refunded at the time of vacating the hostel, subject to any damages to the property.**

#Registration Fee is refundable as per AICTE Norms. Disputes if any, are subject to Hyderabad, Telangana Legal Jurisdiction.















# Summer Internship & Final Placements

### HIGHLIGHTS OF PLACEMENTS:

- 130 - 150 companies visits each year for Campus Selections.
- ICBM-SBE assures the placement for each and every student subject to 85% attendance. The pay packages range from 5.0 lakhs to 12.0 lakhs with average pay package of 6.0 lakhs. Any student who fails to get placed at the end of the course will be refunded the entire fee (subject to 85% attendance in all trimesters).
- ICBM-SBE is the only Institution which boasts of multiple Placements opportunities.
- More than 50% of Placements are offered as pre Placement Offers to the students who have done their Summer Internship in flying colors.





ORDINARY STEPS,  
EXTRAORDINARY  
DESTINATIONS.



## ICBM - School of Business Excellence

Plot No. 2A, 'Ishwar's Abode', Upperpalli 'X' Roads, Hyderguda P.O. Hyderabad - 500 048  
Tel: 040-48506834, Mob: 9885500025, Email: [icbmhyd@gmail.com](mailto:icbmhyd@gmail.com), [info@icbm.ac.in](mailto:info@icbm.ac.in)  
[www.icbm.ac.in](http://www.icbm.ac.in)