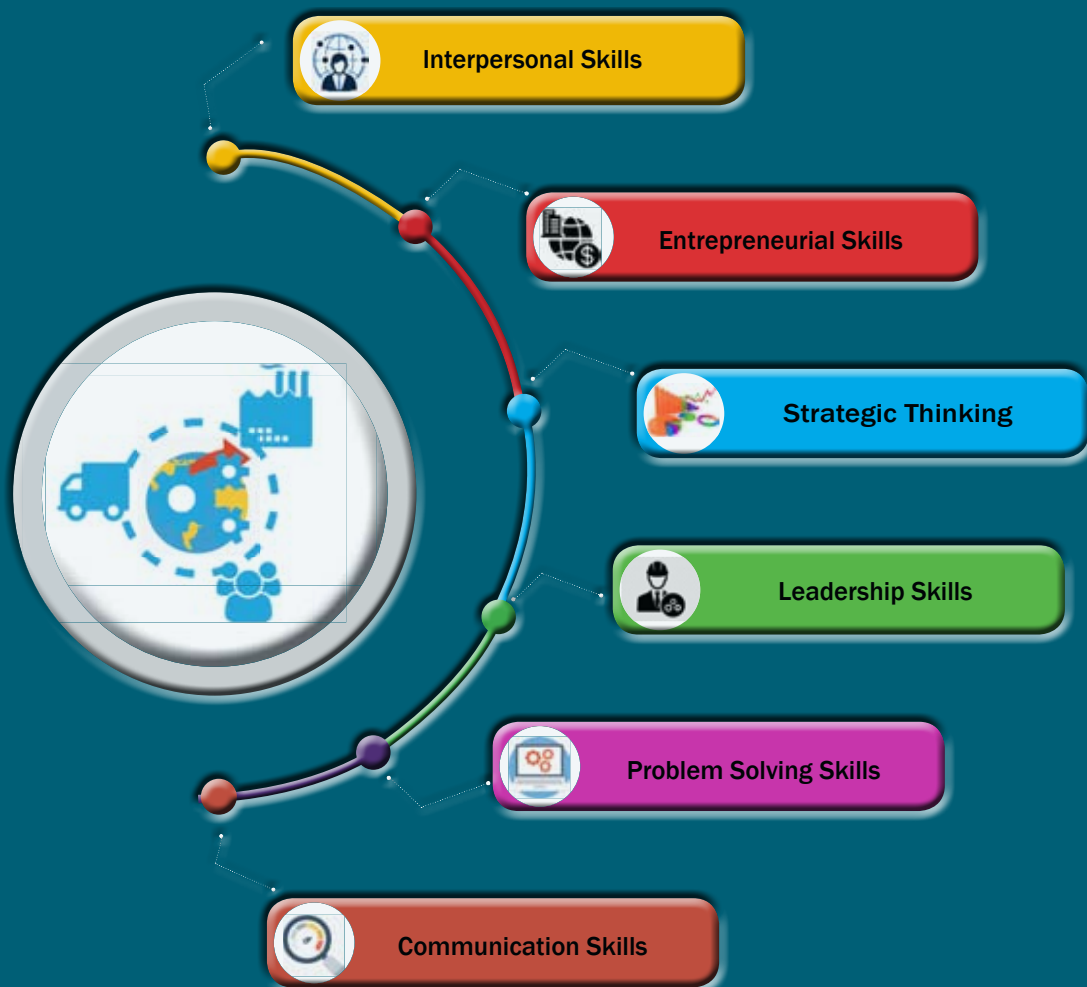




# Placement Brochure

## MBA (2018–20)



**DEPARTMENT OF MANAGEMENT STUDIES**

**Rajiv Gandhi Institute Of Petroleum Technology**

(Institute of National Importance Established under an Act of Parliament)



Batch of 2018-20

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# About the Institute

Rajiv Gandhi Institute of Petroleum Technology

The Ministry of Petroleum & Natural Gas (MOP&NG), Government of India set up The Rajiv Gandhi Institute of Petroleum Technology (RGIPT) at Jais, Dist. Amethi, Uttar Pradesh through an Act of Parliament (“Rajiv Gandhi Institute of Petroleum Technology Act 2007”). RGIPT has been accorded the eminence of being an “Institute of National Importance” along the lines of the Indian Institutes of Technology (IIT). The Institute is empowered to award degrees in its own right. RGIPT is co-promoted as an energy domain specific institute by six leading Oil Public Sector Units (ONGC, IOCL, OIL, GAIL, BPCL and HPCL) in association with the Oil Industry Development Board (OIDB)

The prime objective of the Institute is to provide world class education, training, and research to roll out efficient human resources to meet the growing requirements of the various industries.

RGIPT is having 2 other campuses at Sivasagar, Assam and Bangalore, Karnataka apart from the campus at Jais, Amethi, Uttar Pradesh. RGIPT Assam offers diploma courses to address the skill gap in the industry. RGIPT, Bangalore centre is

being developed to take up advanced research in energy domain.

Academic Programmes Offered at RGIPT, Jais

- **4 Years Programme**
  - B.Tech in Petroleum Engineering
  - B.Tech in Chemical Engineering
- **2 Years Programme**
  - M.Tech in Petroleum Engineering
  - M.Tech in Chemical Engineering
  - Master in Business Administration (MBA)
- **Research Programme**
  - Doctor of Philosophy (Ph.D)

**MISSION:** “Creating a dynamic state of the art learning and working environment, where intellectual ideas are nurtured and new ideas creatively flourish, from which will emerge research scholars and graduates, with the ability to be the leaders and innovators of tomorrow.”

**VISION:** Rajiv Gandhi Institute of Petroleum Technology will be the cradle for inventions and innovations. It will advance knowledge and scholarship to students in Petroleum and Energy sector, and equip them to handle the challenges of the nation and the world in the 21<sup>st</sup> century.

# About the Department

Department of Management Studies

The primary objective of Department of Management Studies (DoMS), RGIPT is to create a cadre of human resource with necessary skills, domain expertise, and competencies to manage the key positions in various segments of corporate world and energy sector.

The areas of focus of the department are:

- Marketing Management
- Financial Management
- Energy Management
- Human Resources Management
- Operations Management

Department of Management Studies, Rajiv Gandhi Institute of Petroleum Technology offers a 2-year full-time MBA programme. The programme is designed to facilitate students in understanding, developing, integrating and applying knowledge of both core and specialized areas of management and their concepts and practices in the field of management and energy domain. Each year is divided into three trimesters/terms. The programme also includes

eight to ten weeks of compulsory summer training for the students.

The focus of the MBA programme is to impart extensive exposure in the various areas of specialization (Marketing, Finance, HR, Energy and Operations) through electives, thereby providing a wide array of career and entrepreneurship opportunities.

**GOALS:** Deliver a holistic education experience with a unique and interactive pedagogy, involving multi-disciplinary perspective and a culture of meticulous learning and innovation

- Develop high quality graduate professional and executive development programs
- Promote and Reward faculty, students and staff excellence
- Develop agility and adaptability in building and maintaining productive partnerships with industry, businesses and community.





**A. S. K. Sinha**  
Director, RGIPT

## Message from Director

“This pool of enthusiastic and motivated students is now ready to take the challenge of the corporate world and I am sure they would make significant contribution”

It's my pleasure to introduce to you the MBA Batch of 2020 at Department of Management Studies (DoMS), Rajiv Gandhi Institute of Petroleum Technology (RGIPT), Jais, Amethi. The institute has been set up through an Act of Parliament (Rajiv Gandhi Institute of Petroleum Technology Act, 2007) and accorded the prominence of an "Institute of National Importance". RGIPT has one centre each in Shivsagar, Assam and Bangalore, Karnataka.

As one of the prime educational and research institutes our goal is to excel in knowledge generation and dissemination. We foster creativity through conducive learning atmosphere beyond academics. In addition to structured curricula, our students are encouraged to experiment, incubate, innovate and test their ideas for experiential learning. Independent, critical, and solution oriented thinking process is emphasized and encouraged in the classrooms, enabling the students to make sound and calculative decisions.

Holistic development of the students remains at the centre of RGIPT's academic ecosystem. Lives of the students at RGIPT are interwoven with various extracurricular activities giving them opportunity to stay healthy, fit, and emotionally balanced.

On-campus activities are designed and implemented to strengthen existing value system, enrich interpersonal skills, and refine their personalities.

The students are extremely motivated to achieve and maintain excellence beyond academics. The MBA students are admitted on the basis of their performance in CAT/XAT/GMAT/CMAT.

This pool of enthusiastic and motivated graduating students is now ready to take the challenges and responsibilities of the corporate world. I am sure they would make significant contributions to the industry and hence to the country's growth.

I welcome you to read this booklet to know more about RGIPT and various under graduate and post graduate programmes of the institute.

Further, I take this opportunity to invite you to visit our campus and participate in the campus placement activities of RGIPT!

## Message from Chairperson Placement

Dear Partners,

With pride and immense pleasure, I introduce you to the graduating MBA Batch of 2020. The batch is represented by 32 vibrant and motivated professionals having genuine potential to be change agents of business innovations. The MBA program at Department of Management Studies (DoMS), Rajiv Gandhi Institute of Petroleum Technology (RGIPT) is uniquely crafted to transform young students into creative and capable business leaders. Strong partnership between DoMS, RGIPT and the business community is one of the critical pillars of strength of the program. Tailor made for the entry and mid-level professionals learning is enriched through case discussions, rigorous assignments, projects, business simulations and industry visits. The students are exposed to cases from Ivy League business schools including Harvard Business School and Indian Institute of Management. During the transformation process, graduates are challenged time and again to hone their managerial, leadership, social, and entrepreneurial skills. Further, the graduates are given numerous opportunities to gain business insights from some of the finest leaders of today's corporate world through: Industry Lecture Series, conclaves and Seminars that are organized within the institute and beyond. Students also engage themselves beyond the academics in a community development programs through the gateway of Unnat Bharat Abhiyan, RGIPT Cell and Arpan, the social club, which conducts activities in meaningful ways for betterment of the society and villages in the vicinity at large. I believe all of them possess talent and motivation to excel in their professional career and add value to their chosen organizations and society. I am sure you would like to make them a part of your organization. I take this opportunity to invite you to participate in our Campus Placement process 2019-20. I look forward to your gracious participation for a mutually rewarding relationship.



**Dr. Sanjay Kumar Kar**  
Associate Professor



# Message from Department Head



**Dr. Jaya Srivastava**  
Associate Professor

The Department of Management Studies (DoMS) at RGIPT has always attracted intelligent and enthusiastic students, who have gone ahead and made a mark in the industry. Our alumni have earned a good name among the recruiters and the oil industry has always acknowledged their efforts and know-how.

The MBA programme is designed to give a comprehensive academic coverage to management as a discipline. Apart from the traditional specialization areas of Marketing, Finance, Human Resource Management and Operations, it also offers various electives in the Energy Domain keeping in tune with the ethos of the institution. Apart from classroom teaching students are taken to industrial tours. A number of experts from the industry are also called frequently to interact with the students. They are also encouraged to take up live projects during the course of their study, to understand the practical application of concepts learned in the class.

I am confident that the current batch will also live upto the reputation built by their seniors. Hence, I invite you to visit the campus and assess their potential first hand.

# Governing Bodies

Administrative Structure of the Institute

GENERAL COUNCIL		
<b>CHAIRPERSON</b> <b>Secretary</b> Ministry of Petroleum & Natural Gas, Govt. of India	<b>Chairman &amp; Managing Director</b> GAIL (India) Limited	<b>Executive Director</b> Oil Industry Safety Directorate
	<b>Chairman &amp; Managing Director</b> Oil India Limited	<b>Secretary</b> Oil Industry Development Board
<b>MEMBERS</b> <b>Chairman &amp; Managing Director</b> Oil and Natural Gas Corporation Limited	<b>Chief Executive Officer</b> Reliance Industries Limited	<b>Chairman</b> Coal India Ltd.
	<b>Chief Executive Officer</b> Cairn Energy India Limited	<b>Director</b> IIT Kanpur
<b>Chairman</b> Indian Oil Corporation Limited	<b>Chief Executive Officer</b> Shell India Limited	<b>Vice-Chancellor</b> Institute of Chemical Technology, Mumbai
<b>Chairman &amp; Managing Director</b> Bharat Petroleum Corporation Limited	<b>Chief Executive Officer</b> Essar Group	<b>President</b> BoG, Rajiv Gandhi Institute of Petroleum Technology, Jais, Amethi
<b>Chairman &amp; Managing Director</b> Hindustan Petroleum Corporation Limited	<b>Director General</b> Director General of Hydrocarbons	<b>Director</b> Rajiv Gandhi Institute of Petroleum Technology, Jais, Amethi
	<b>Additional Seceretary (Energy)</b> Niti Aayog	

BOARD OF GOVERNORS		
<b>PRESIDENT</b> <b>Prof. K. B. Akhilesh</b> Professor – Dept. of Management Studies, IISc Bangalore	<b>Dr. D. Ramakrishnan</b> Professor, IIT, Bombay	<b>Dr. Pradip Kumar Singh</b> Director, CSIR – Central Institute of Mining & Fuel Research
<b>MEMBERS</b> <b>Prof. A. S. K. Sinha</b> Director, RGIPT	<b>Prof. P K Bharadwaj</b> Professor, IIT Kanpur	<b>MEMBER SECRETARY</b> <b>Shri Jitendra Prasad</b> RGIPT, Jais
<b>Shri Biswajit Roy</b> Director (HR), Oil India Limited	<b>Shri M. B. Lal</b> Former C&MD, HPCL	
<b>Shri Prabhat Singh</b> CEO & MD, Petronet LNG	<b>Shri P. K. Joshi</b> Director (HR), HPCL	
	<b>Prof. Pritam Singh</b> Former Director, IIM Lucknow & MDI, Gurgaon	

ACADEMIC SENATE		
<b>CHAIRMAN</b> <b>Prof. A. S. K. Sinha</b> Director, RGIPT	<b>Prof. B. V. Phani</b> Department of Industrial and Management Engineering IIT Kanpur (U.P.)	<b>Prof. Aparna Mehara</b> Department of Mathematics Indian Institute of Technology (IIT), Delhi
<b>EXTERNAL MEMBERS</b> <b>Prof. Chandrajit Balomajumder</b> Dept. of Chemical Engineering IIT, Roorkee	<b>Prof. D. Tiwary</b> Department of Chemistry IIT BHU, Varanasi	All <b>Deans</b> of the Institute and All <b>Head of the Departments</b>
<b>Prof. V. P. Sharma</b> Dept. of Petroleum Engineering IIT (ISM) Dhanbad	<b>Prof. Chiranjib Bhattacharjee</b> Department of Chemical Engineering Jadavpur University, Kolkata (W.B.)	<b>MEMBER SECRETARY</b> <b>Shri Jitendra Prasad</b> RGIPT, Jais



# Infrastructure

## Campus Architecture and Facilities Provided

RGIPT Jais Campus spread over 47 acres of land was inaugurated by Shri Prakash Javadekar, Union Minister of HRD, Smt. Smriti Zubin Irani, Union Minister of Textiles, and Shri Dharmendra Pradhan, Union Minister (IC) of MoP&G on 22nd October 2016.



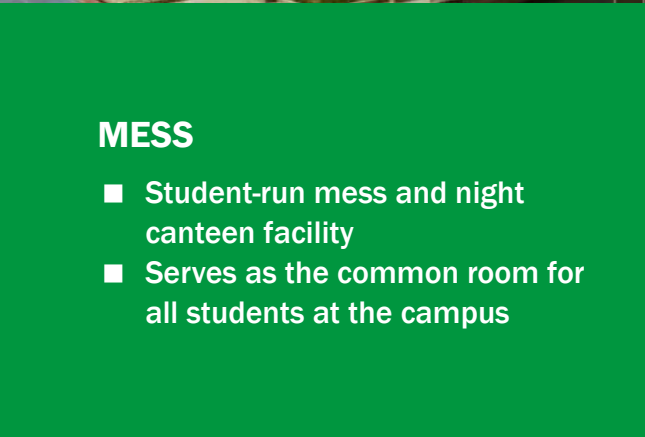
### CLASSROOM

- State-of-the-art classrooms equipped with the projectors
- Fully equipped conference room with video-conferencing facility



### HOSTEL

- Hostels for 542 rooms (~ 1000 students)
- Rooms designed to provide adequate moving space and proper ventilation.
- 24x7 Wi-Fi facility for uninterrupted internet connectivity.
- Within the campus, close proximity to the Academic Block



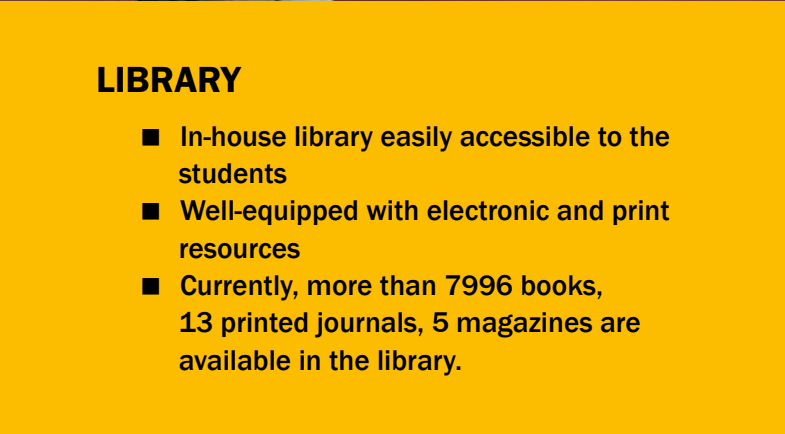
### MESS

- Student-run mess and night canteen facility
- Serves as the common room for all students at the campus



### AUDITORIUM

- Vivekananda Sabhagar-Well-equipped Auditorium for conducting college events.



### LIBRARY

- In-house library easily accessible to the students
- Well-equipped with electronic and print resources
- Currently, more than 7996 books, 13 printed journals, 5 magazines are available in the library.



### DATABASES AND SOFTWARE'S

- Online library resources such as EBSCO, Emerald, One Petro, SEG, AAPG Data Pages, A.C.S., Oil & Gas Journal, CAS Sci - Finder, S.E.P.M. etc.
- Various software's such as Aspen, Comsol, CMG, Kappa, Origin etc.



### SPORTS

- Institute has top sports facilities for a variety of sports – Football, Cricket, Badminton, Volleyball, Pool, Table Tennis etc.
- High-mast lights enables students to play their favourite sports even during the night



### GYMNASIUM

- Fully-functional gymnasium with all the modern & essential fitness and training equipment.



### OTHER FACILITIES

- Guest House
- Health Centre
- Commercial Complex
- Bank, ATM
- Post Office





# Our Faculty

Eminent Teaching Staff of the Institute

## Full-Time Faculty

- Dr. Jaya Srivastava**  
Human Resources  
HoD, DoMS, RGIPT  
Ph.D, Banasthali Vidyapith
- Dr. Anirban Mukherjee**  
Sociology  
Ph.D, Kansas State University, USA
- Dr. Atul Sharma**  
Renewable Energy  
Ph.D, Devi Ahilya University, Indore
- Dr. Debashish Jena**  
Operations  
FPM, IIM Lucknow

## Guest Faculty

- Dr. Arabinda Tripathi**  
Project Management  
Ex-Dean, IIT Kharagpur
- Dr. Gireesh Chandra Tripathi**  
Accounting & Finance  
Dy. Director General (Academics), NTPC School of Business
- Dr. Maneesh Yadav**  
Legal Aspects of Business  
Assistant Professor, JIM, Lucknow
- Dr. Kavita Srivastava**  
Marketing  
Ph.D, IIT Kanpur
- Dr. M. S. Balathanigaimani**  
Refining  
Ph.D, Chonnam National University, South Korea
- Dr. Pradip Kumar Parida**  
Public Administration  
Ph.D, JNU, New Delhi
- Dr. Rohit Bansal**  
Accounting & Finance  
Ph.D, IIT Roorkee

- Dr. Sanjay Kumar Kar**  
Marketing, Energy  
Ph.D, Utkal University
- Dr. Saroj Kumar Mishra**  
Marketing  
Ph.D, IIT Kanpur

## Visiting Faculty

- Mr. Chandan Kumar**  
Economics, IGIDR  
M.A., M. Phil.
- Shri Vivek P. Chaudhari**  
Information Tech. for Managers  
CIO-Advisory Services, IBM, New Delhi
- Prof. V. K. Seth**  
Accounting & Finance  
Faculty of Management Studies (FMS), Delhi University



# Academic Programme

About Master of Business Administration (MBA)

The two year full time flagship program, Masters of Business Administration aims to build and nurture an army of responsible managers who can deal with the emerging trends of the business world. The iconoclastic programme is designed to cater to the need of providing practical insights along with the conventional wisdom of the literature. Instead of learning “what’s” alone, a student also learns “how’s” and “why’s” of the corporate sector.

Admission Procedure: Writing Ability Test (WAT) followed by Personal Interview (PI). (2-Year Full-Time Programme)

Admission Process: Admission is provided on the basis of CAT/XAT/GMAT/CMAT score. Based on the scores, shortlisted candidates are called for Writing Ability Test (WAT) and Personal Interview.

The post graduate programme entails six trimesters, spanning two years, with a summer internship project after the completion of the first year.

## Learning Objectives:

- Developing an insight into the industry at the macro level and how it translates to business development for individual organizations.
- Nurturing innovative thinking to meet the challenges of the industry.

- To have both domain knowledge as well as sound functional knowledge.
- To develop leaders who will spearhead the industry and meet the challenges of the corporate world.

## Program Highlights:

- Aimed at equipping young men and women with the managerial skills required to work in the corporate world.
- Emphasis on traditional management courses such as Accounting, Economics, Finance, Marketing, Human Resources and Business Strategy.
- Contemporary teaching pedagogy through the use of case studies, live projects, assignments and industrial visits.
- Qualified faculty, with strong academic credentials.
- Significant input from industry experts, right from formulation of course structure to delivery of courses in class.
- Close collaboration with renowned management institutions of the country for enhanced learning.



# Course Curriculum

<b>I Trimester</b> (July - Sept)	<b>II Trimester</b> (Oct - Dec)	<b>III Trimester</b> (Jan-March)
<ul style="list-style-type: none"><li>■ Global Energy Scenario</li><li>■ Organization Behaviour</li><li>■ Management Accounting – I</li><li>■ Managerial Economics</li><li>■ Business Statistics</li><li>■ Managerial Communications</li></ul>	<ul style="list-style-type: none"><li>■ Management Accounting – II</li><li>■ Human Resource Management</li><li>■ Marketing Management – I</li><li>■ Financial Management</li><li>■ Operations Research</li><li>■ Information Technology for Managers</li></ul>	<ul style="list-style-type: none"><li>■ Corporate Finance</li><li>■ Legal Aspects of Business</li><li>■ Marketing Management – II</li><li>■ Operations Management</li><li>■ Business Analytics</li><li>■ Macro-Economic Theory &amp; Policy</li></ul>
<b>Summer Internship</b> (April - June)		
<b>IV Trimester</b> (July - Sept)	<b>V Trimester</b> (Oct - Dec)	<b>VI Trimester</b> (Jan-March)
<ul style="list-style-type: none"><li>■ Business Planning and Strategy Formulation</li><li>■ Energy Policy</li><li>■ Electives</li></ul>	<ul style="list-style-type: none"><li>■ International Business</li><li>■ Strategy Implementation and Control</li><li>■ Electives</li><li>■ Independent Course of Study</li></ul>	<ul style="list-style-type: none"><li>■ Corporate Governance and Social Responsibility of Business</li><li>■ Entrepreneurship</li><li>■ Independent Course of Study</li><li>■ Electives</li></ul>
<b>Electives</b>		
<b>Marketing</b> <ul style="list-style-type: none"><li>■ Consumer Behaviour</li><li>■ Managing Retail Business</li><li>■ Product &amp; Brand Management</li><li>■ Marketing Research</li><li>■ B2B Marketing</li><li>■ Sales and Distribution Management</li></ul>	<b>Operations</b> <ul style="list-style-type: none"><li>■ Supply Chain Management</li><li>■ Project Management</li><li>■ Services Operations Management</li></ul>	<b>Finance</b> <ul style="list-style-type: none"><li>■ Financial Derivatives</li><li>■ Security Analysis and Portfolio Management</li><li>■ Mergers and Acquisitions</li></ul>
<b>Energy</b> <ul style="list-style-type: none"><li>■ Refining Technology Economics</li><li>■ Natural Gas Business</li><li>■ Renewable Energy</li></ul>	<b>Human Resource</b> <ul style="list-style-type: none"><li>■ Negotiations and Conflict Management</li><li>■ Team Building and Leadership</li><li>■ HR Analytics</li></ul>	

# Committees & Clubs

## PLACEMENT COMMITTEE

- Placement cell is a student body which looks into all the placement related activities such as streamlining and coordinating. It also plays an important role in all-round development of students' career and at the same time it looks into the establishment of strong & sustainable corporate relations. Committee also looks into developing and sustaining a mutually beneficial relationship with the corporate houses.



## CULTURAL COMMITTEE

- The cultural committee strives to celebrate the on campus cultural diversity by organizing various activities and events throughout the year so as to bring the student community together and provide them a platform to showcase their latent talents.

## SPORTS COMMITTEE

- Sports form is one of the most important aspects for enhancing concentration level and sportsman spirit in student and at the same time it brings out the leader in oneself which grooms one's leadership skills committee has organized various competitions throughout the year for Volleyball, Cricket, Basketball, Lawn tennis, Badminton and Basket Ball.



## MEDIA CELL

- The Media Committee acts as a bridge between the Institute & the outside world and takes care of the social media platforms by keeping them up to date with the events happening in the institute. The committee also communicates with the digital and print media. It aims at recognizing and valuing the institute's achievements by creating worthwhile and engaging content for Facebook, Instagram, Newsletters, etc.

## E-CELL

- Entrepreneurship cell RGIPT is an organisation that functions to support and facilitate Industrial and commercial adoption of technologies that can create a positive change in our society. Our team collaborated with Tinkering Lab & Kode Club to make their projects viable for market and strives to find apt platforms to launch and showcase them.





# Activities at RGIPT

## Oil Spring

Oil Spring is the annual Business Fest organized by the Department of Management Studies, Rajiv Gandhi Institute of Petroleum Technology. It is a platform where best brains from the various b-schools participate to test their mettle. They get a chance to present themselves in-front of experts from the industry & best of the peers.

A panorama of events from varied genres such as Business Plan, Marketing, Human Resources, Operations, Finance and Energy Management are the main highlights of this fest. Along with this, a number of recreational events are also a part of this B-Fest so as to break the monotony and lift up the mood.



## Urjotsav

A National level & Entrepreneurial Fest that aims to provide a platform for tomorrow's industry leaders to showcase their talents. The underlying sprit of this event is "to promote technology, scientific thinking and innovation". It aims at providing a platform for the student community to develop and showcase their technical power.



## Energia

Physical activities are a common form of recreation and a source of well-being. It also helps in improving physical as well as mental fitness. Institute emphasizes as much on sports as on academics. Institute encourages students to attain sporting excellence and taking this forward RGIPT organizes a National Level Sports Fest in which a panorama of events from varied genres such as volleyball, basketball, table tennis, kho-kho etc. are conducted.



## Winter School

The Winter School-2019 "Digital Transformation in Oil & Gas Industry", was aimed at introducing tomorrow's Oil & Gas Engineers to the role of Digital Transformation like Data Science, Machine Learning, Artificial Intelligence and the Internet of Things in transforming the oil and gas industry.

## Convocation

"Rajiv Gandhi Institute of Petroleum Technology (RGIPT), Jais, Amethi organized its Third Convocation on 24th January, 2019 at Vivekanand Lecture Hall, RGIPT Campus, Jais. Dr. Shekhar C. Mande, Director General –CSIR & Secretary – Dept. of Scientific & Industrial Research, Govt. of India graced the occasion as Chief Guest. Prof. P. K. Bhattacharya, Former Director - RGIPT presided over the function and presented the Institute's Report. The programme started with lighting of lamp by Chief Guest, President-Board of Governors, Former Director - RGIPT and other dignitaries followed by Saraswati Vandana.

On this occasion, one student has been awarded gold medal and 4 students have been awarded silver medals. In total, 67 Undergraduates, 21 Post-graduates and 3 PhD scholars were awarded degrees at the grand ceremony.



## Kaltarng

Our very own Cultural Fest "Kaltarang"; although initiated in 2011 has grown to be a prominent fest in Northern India. It provides a platform for the participants to showcase their talent to the nation and compete with the best.





# Social Initiatives at RGIPT

## Unnat Bharat Abhiyan

Unnat Bharat Abhiyan is a flagship programme of the Ministry of Human Resources Development, with the intention of empowering and enriching Rural India. This unique initiative of HRD ministry will serve as real Bharat Darshan, which resides in rural areas, for the students. It is also an opportunity for them to learn about the basic challenges faced by rural people and to bring out practical solutions for their betterment. As a part of this great initiative we have been selected to take this forward which will help us in contributing to the society by the upliftment of the rural India which constitutes the essence of real Bharat. UBA Cell RGIPT was initiated in 2017 under which five nearby villages, Kesari Purwa, Mubarakpur Mukhetia, Raniganj, Alam-pur and Mawai adopted by the Institute. We are a team of more than hundred active members working towards the empowerment of more than 200 children. Members of UBA Cell have been working consistently for the inclusive growth of the villages by organising awareness campaigns through Nukkad Nataks (street plays) on social themes like water borne diseases, child labour etc. Apart from this members have been visiting villages on regular basis to impart education to children which also includes computer education, science models etc. We believe in learning through fun, hence we keep conducting various activities like drawing, quizzes, essay competitions, and other cultural activities. We are focusing on avenues to build a sustainable model for the people of villages to improve their standard of living.

## ARPAN Social Club

The students strive not only for academic excellence, but also are sensitive towards society and do things that touch people and communities - they run a non-profitable social initiative club, called ARPAN. One of the main activities of ARPAN is running an evening teaching centre at the Primary School in Jais.

### ARPAN Initiatives

- Gyan Arpan Teaching Centre
- Blood donation camp
- Public Awareness program

# Department Publications

## INKED

It is the newsletter published by the department in every quarter which keeps everyone abreast of the happenings and updates of the RGIPT.

## THINK – TANK

Think Tank conducts various research works and promotes analytical thought process in dynamic global context and Indian market scenarios. Moreover, its presence benefits students as well as strengthens industry relations with the institute.

The Team has successfully completed publication of the first issue of its annual magazine- The MAN-AGEREAL, through which the students imbibe great learning. It also helps the student community to enrich their strategic and logical knowledge through various case study discussions. Through the contribution of case studies and other received inputs from the industry professionals, the Think Tank acts as a medium to inculcate the knowledge about plethora of diverse topics and develop improve business insights in practical relevance.

The 'Think Tank' aims to grow bigger with more reach and initiatives, facilitating greater interaction between corporate world and students building a long term symbiotic and coherent relationship.





# Publications

## STUDENTS

### Journals/Papers/Articles

- A conceptual understanding of Green marketing in the Indian context.  
**Details:** The green marketing concept is the combination of the green brand experience, green brand image, green trust and green satisfaction. Companies fabricate its green products' attributes in a composite manner that delivers a pleasant green brand experience and gradually build up the trust.  
**Published in:** International Journal of Commerce and Management Research.
- **ANUBHAV:** A stress management service for the students.  
**Details:** The purpose of the project is to measure the stress level of the students and design a service model that help to manage the stress.  
**Published in:** International Journal of Applied Research.
- Impact of sales promotional tools on the consumers buying behaviour: study related with apparel retailing business.  
**Abstract:** Analysis of the impact of different promotional tools on the consumers' purchase decision in the developing market of Rae Bareli, Uttar Pradesh.  
**Published in:** International Journal of Applied Research.
- Analyzing consumer's perception towards Digital Payments  
**Publication Date:** Jan 19, 2019 Mantra-na-NMIMS MUMBAI

**Publication Description:** Paper emphasize on consumer perception towards digital mode of payment through major attributes like trust & security, frequency of usage, convenience, and time consumption.

- **Aeroponics:** As a pioneering technology in India  
**Publication Date:** Dec 6, 2018 TerraGreen- a TERI publication  
**Publication Description:** Paper emphasizes on aeroponics enabling increased productivity in limited space that has huge potential in developing countries.
- A New Entrant in Pharmaceutical Industry  
**Publication Date:** Aug 9, 2018 Strategist, ConQuest,IIM Shillong Consulting CLub (July issue)  
**Publication Description:** Paper discusses about blockchain technology in pharmaceutical industry and its benefits on revamping the sector.
- Business Analytics in Textile Industry (Raymond Ltd)  
**Publication Date:** Jun 25, 2018 Black Coffe's Blog  
**Publication Description:** Describes aspects of Business Analytics in Textile industry with special reference to Raymond Limited.
- Offence of Cheating and Fraud against Nirav Modi.  
**Publication Date:** Jun 1, 2018 IIM ROHTAK, Financial and Investment Club (May issue)  
**Publication Description:** The article describes the Nirav Modi's case of PNB fraud with its fine details, as how it all started and how the events pans out.

- Commercialization of Adsorbed Natural Gas Technology  
**Publication Date:** Apr 1, 2018 Offshore World  
**Publication Description:** Paper focuses on benefits of Adsorbed Natural Gas Technology to refuel tanks in simple and cheap equipment, though, there's an alarming need of revamping the infrastructure to implement it.
- **Coal-Bed Methane:** Newest avenue for India  
**Publication Date:** Jan 1, 2018 Offshore World  
**Publication Description:** Discusses benefits of Coal Bed Methane (CBM) as an alternative to Unconventional energy in reducing Green house emission, at the same time allowing business growth.
- Natural gas can play an important role in reducing India's carbon footprint.(Date: 10 October'18), Moneycontrol
- Can indigenous battery technology offer momentum to India's electric mobility? (Date: 21 June'18), ET Energy World
- Ensuring Lithium supply holds the key to India's Electric Mobility plan (Date: 14 May'18), ET Energy World

## FACULTY

### Journals/Papers/Articles

- Kadam S. and Kar, SK (2019). Energy security and sustainability: Role of Natural gas in Indian context. PDU Journal of Energy and Management. Vol.3. No.2
- Zahera S A., & Bansal R. (2019) "A Study of Prominence for Disposition Effect: A Systematic Review", Qualitative Research in Financial Markets, Emerald (Scopus & ABDC-C) (Accepted)
- Vikas, & Bansal R. (2019) "Efficiency Evaluation of Indian Oil and Gas Sector: Data Envelopment Analysis", International Journal of Emerging Markets, Emerald, (Scopus, SSCI & ABDC-C), <https://doi.org/10.1108/IJoEM-01-2018-0016>
- Mahajan A., Kumar S., Bansal R. (2019) A Novel Approach of Optic Disk Detection for Diagnosis of Diabetic Retinopathy. In: Krishna C., Dutta M., Kumar R.

- (eds) Proceedings of 2nd International Conference on Communication, Computing and Networking. Lecture Notes in Networks and Systems, Vol 46, pp 393-406, Springer, Singapor (Scopus), DOI [https://doi.org/10.1007/978-981-13-1217-5\\_39](https://doi.org/10.1007/978-981-13-1217-5_39)
- Dixit A., Kumar S., Pant M., Bansal R. (2019), CA-DE: Hybrid Algorithm Based on Cultural Algorithm and DE. In: Tanveer M., Pachori R. (eds) Machine Intelligence and Signal Analysis. Advances in Intelligent Systems and Computing, vol 748. Springer, Singapore m [https://doi.org/10.1007/978-981-13-0923-6\\_16](https://doi.org/10.1007/978-981-13-0923-6_16).
- Bansal R. et al. (2019) "Evaluating factors of Profitability for Indian Banking Sector: A Panel Regression", Asian Journal of Accounting Research, Emerald, <https://doi.org/10.1108/AJAR-08-2018-0026>
- Will Iran crude supply constraint impact India? Trace Promotion Council of India, 17th May 2019. TPCI
- Energy transition is on smooth road and fast track in India, 26th Feb 2019. DNA
- Natural gas can play an important role in reducing India's carbon footprint, 10th Oct 2018. Money Control
- Why skill development is the key to transformation of Hydrocarbon sector, 10th Sept. 2018. (with Biswajit Roy) ET Energy World
- 'Crude' benefit for India in ongoing US-China trade war. 4th September 2018. DNA
- Trade war: India needs to increase IT, agro exports to China. 24th August 2018. DNA
- Will India forgo Iran's oil? 30th July 2018. DNA
- Could Russia emerge as a key player for India's energy security? 16th July 2018. ET Energy World
- Will The WTO Go The UN Way? 17th July 2018. (with Dr Muneer) Businessworld
- Time for pushing India-EU Trade Agreement, 25th June 2018. BNN Times, London
- Can indigenous battery technology offer momentum to India's electric mobility? 21st June 2018. ET Energy World





Faculty Speak



Our unique MBA program, co-created by industry and academia, provides an exciting learning environment that fosters students’ intellectual curiosity, analytical thinking, and cooperative problem solving. Students are provided with ample opportunities to test conceptual ideas in real-world contexts, and evaluate theory in light of practice. A healthy blend of domain specific content and industry interface gives our MBA students a significant leg up when they step into the corporate world.

**Dr. Debashish Jena**  
(FPM, IIM Lucknow Operations Management)



I am delighted to introduce to you the MBA batch 2018 from Department of management studies RGIPT, Amethi. At RGIPT, we trust in imparting practical training where students apply their thoughts captured through classroom education, in a way nurturing wisdom. Our MBA programme has been planned with regular involvements between industry and academia. The current batch is a pool of enthusiastic and inspired students whom I trust would make significant contribution to industry and hence to country’s development.

**Dr. Rohit Bansal**  
(Ph.D, IIT Roorkee – Accounting & Finance)



Our MBA students are groomed for corporate/ professional world and are working at top positions in many PSU’s and private sectors. The regular training programs, workshops, assignments, field studies and summer internships nurture them with additional skills. They are motivated to produce the best of their knowledge and highest of their capabilities.

**Dr. Kavita Srivastava**  
(Ph.D, IIT Kanpur Marketing)



**Praveen Rai**  
MBA (2009–2011)

**Current** – Deputy Director, Federation of Indian Petroleum Industry  
**Previous** – Senior Consultant CRISIL

The MBA course at RGIPT, is a flagship course intended to effectively capture the nuances of the global oil and gas industry. The course not only helped in developing key insights in the energy sector but also provided a platform for comprehensive development of management and leadership skills which have proved instrumental in the current challenging scenarios being faced by the oil and gas industry.



**Sreenath Maruthur**  
MBA (2010–2012)

**Current** – Manager, IOCL

My Journey of two years at RGIPT has helped me to knot the threads between theoretical fundamentals and the real time Petroleum industry environment. MBA at RGIPT helped me to acquire skillsets which induced enthusiasm and confidence for me to grab the opportunities and take the challenges of the corporate world. I am grateful to the faculty members to have provided such a wonderful environment of learning and enrichment.



**Shafqat Mobarak**  
MBA (2012–2014)

**Current** – NITI Ayog  
**Previous** – Assistant consultant-PNGRB

RGIPT is not afraid to offer courses which are niche, even when a specific subject area is so new that no curriculum or text exists. For me, this program was not confined to those four walls of a floor. The curriculum, teachers and even fellow students always encouraged me to go beyond the classroom and add more to my learnings. My survival ride was in a paradoxical environment, where the program provided a safe cocoon, but professors prepared me for a challenging arena. In the end, it allowed me to grow in personal ways, I hadn’t even imagined”.



**Sidhant Saxena**  
MBA (2013–2015)

**Current** – Officer BD-IOCL  
**Previous** – Analyst-IHS Markit

DOMS-RGIPT was a doorway to new learning and offered a horizon of opportunities. The string of versatility ranged from rigorous academic curriculum to industry exposure to corporate competitions to International Conferences; each played a pivotal role to shape my outlook, confidence and capabilities.

The course gave me an opportunity to understand the intricacies of energy sector from experienced faculties and industry experts. There was a perfect balance of learning inside and outside the classroom, with options to explore and grow in the direction you desire”



Alumni Speak



# Achievements

## Petrotech-2019 Youth Forum

The students of MBA Department got selected for the two days Youth Forum organized by The Federation of Indian Petroleum Industry (FIPI) in New Delhi. This conference was organized under the umbrella of Petrotech 2019 which is considered to be as one of the India's flagship energy conference. This uniquely designed programme brought students from across the country and industry leaders to interact and explore the prospects of a rewarding career in the oil and gas industry under one roof.



## Winner at Department of Management Studies, IIT, Delhi

Our students had bagged the 1<sup>st</sup> runners up position out of 140 teams which had taken part in the Business plan competition "B-ception" held at Annual B-fest of IIT ,Delhi "Parivartan" February-2019.



## Runner-up in Badminton Competition at FGIET



## Badminton Champion at FDDI



# Petrotech 2019

The PETROTECH series of International Oil & Gas Conference is a biennial platform for national and international experts in the oil & gas industry to exchange views and share knowledge, expertise, and experiences. The event aims to explore areas of growth in petroleum technology, exploration, drilling, production and processing, refining, pipeline transportation, petrochemicals, natural gas, LNG, petroleum trade, economics, legal and human resource development, marketing. RGIPT had put up a stall during Petrotech 2019 to showcase our Institute and the programmes. Over 2000 delegates visited our stall. The stall was inaugurated by our President Prof K. B. Akhilesh. Six students from Petroleum Engineering, Prof. A. K. Singh, Prof. Satish Kumar Sinha, Sh D.N.Mathur (Industry Co-ordinator), Placement officer were present to interact with delegates. RGIPT has also displayed projects in Petrotech.





Industry Speak

Corporate Talk Series

Since inception, RGIPT has been focussing on academy-industry interaction for knowledge and experience sharing. To make this more effective, Institute invites experts from various industries to share their industrial/field experiences. These interactions usually happen during various events organized by the students of RGIPT.

**Ram Kinkar Jha**  
Management Strategy Consulting  
Lead, PWC



**Sumit Neogi**  
Vice President Human Resources,  
Reliance Industries



**Anil Swaroop**  
CEO State Development Council  
Government of Jharkhand



**Shantanu Das**  
IOCL



**Pramod Kumar Joshi**  
CEO Winning Mantra.



**Mr. Soham Wagh**  
Senior Marketing Manager EMAP and  
Europe, Glaxo Smith Kline



“We found very enthusiastic staff and friendly environment at RGIPT. Keep it up.”

- BPCL

“Liked the way preparation for Cairn delegates were done. I enjoyed interacting with faculty and students at RGIPT.”

- Cairn India

“Our sincere appreciation & gratitude to all faculty members of RGIPT for their efforts in imparting quality technical and aptitude training to the students. Also, the faculties and officials of Training and Placement of institute were found to be knowledgeable, experienced and committed for all round development of students. We hope, the institute will continue to excel with same zeal and spirit.”

- Torrent Gas Ltd.

“We are overwhelmed by the caring attitude displayed by team RGIPT. I expect that RGIPT will build an excellence in the energy sector which will be difficult for others to achieve.”

- GAIL

“RGIPT have very good quality students. Curriculum seems to be industry specific as could be gauged during interviews. Hospitality was also very excellent.”

- HPCL

“We saw here excellent arrangement and liked the positive attitude of students and faculty.”

- HMEL

“We have found excellent students at RGIPT during our interaction and that reflects the quality of teaching and interest of faculty. Please keep it up.”

- IOCL

Great experience to be in RGIPT campus and interacting with faculty members & students. Great potential in the institute to go long way.

- RIL

“We saw here good quality students. Also, arrangements and hospitality was excellent.”

- GM (HR), OIL

“It was well organized and students were quite disciplined and well informed.”

- ONGC

“Pretty impressed with the students of RGIPT in terms of their subject knowledge as well as their communications skills. Keep it up.”

- Essar Oil





Summer Placements

 IndianOil-Adani Gas Pvt. Ltd.							
							
							

Prominent Recruiters

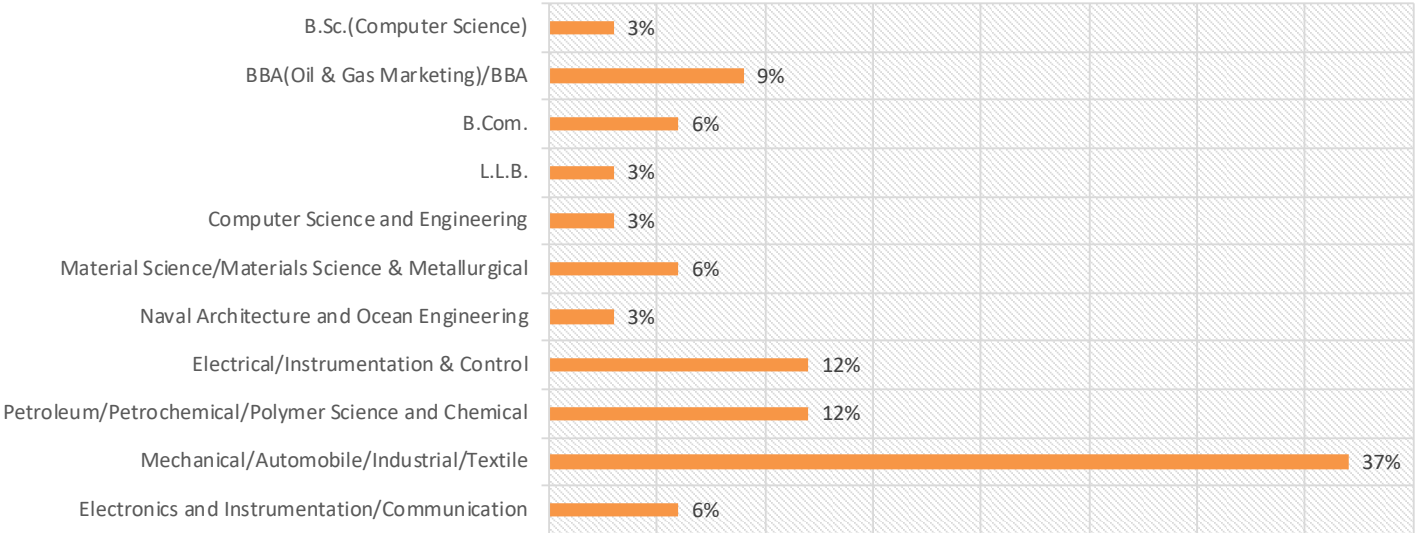
Batch of 2018-20



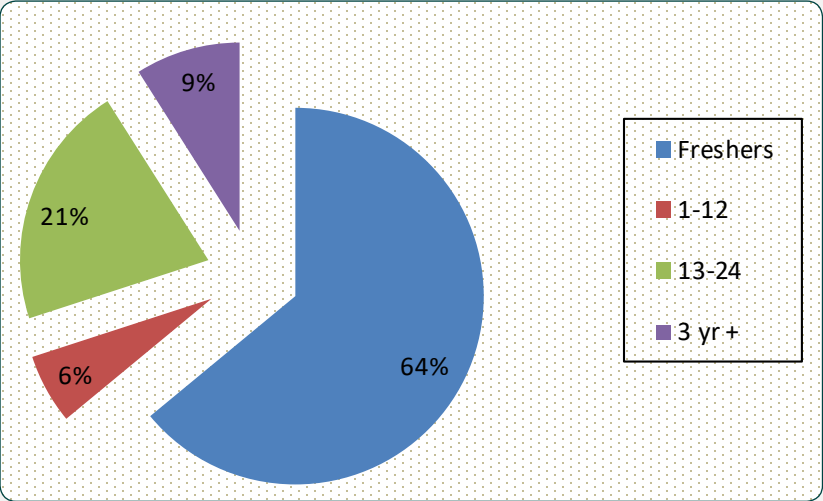
Batch Size 32



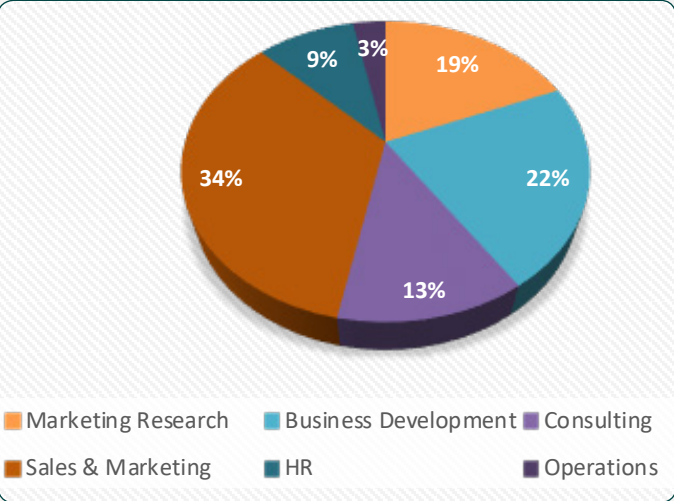
Educational Background



Work Experience (in months)



Internship Domain



Visit [www.domsrgipt.ac.in](http://www.domsrgipt.ac.in) for complete batch profile on our website





Aakanksha  
Rajeev Mathe

**Prior qualification :** B. Tech. (Electrical Engineering)  
**Specialization :** Marketing (Major), Operations (Minor)  
**Internship company:** Indian Oil-Adani Gas Pvt. Ltd.  
**Internship project :** Various segments of CGD (Domestic and Commercial) were explored, quantitative and qualitative market analysis and survey were conducted. Also live cases were initiated and analyzed

Linked [RESUME](#)



Anand Prasad  
Chattopadhyay

**Prior qualification :** B. Tech. (Petroleum Engineering)  
**Specialization :** Marketing (Major); Energy, Finance (Minor)  
**Internship company:** Indraprastha Gas Limited  
**Internship project :** Demand Assessment of individual commercial PNG customers under PNG marketing department and overview of CGD business

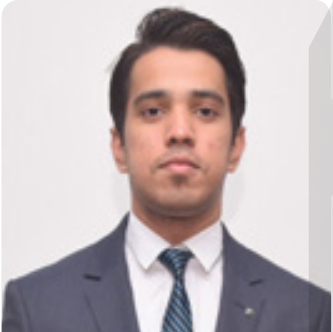
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Abhinav Kumar

**Prior qualification :** B. Tech. (Petroleum Engineering)  
**Specialization :** Marketing (Major); Energy, HR (Minor)  
**Internship company:** Reliance India Limited  
**Internship project :** Raffia & Polyethylene: Industry and Sales analysis. Analysing the various sales metric contributing to the growth of various sectors of Polyethylene vis-a-vis to the growth of the Polyethylene industry.

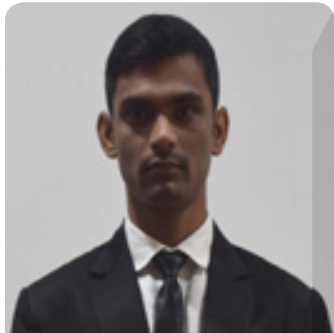
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Brajesh  
Choudhary

**Prior qualification :** B. Tech. (Electronics and Instrumentation Engg.)  
**Specialization :** Marketing (Major); Energy, Operations (Minor)  
**Internship company:** Adani Gas Limited  
**Internship project :** EV v/s CNG vehicle in Delhi NCR& Load Assessment Survey of Commercial Properties in Faridabad for Laying of Gas Pipeline  
**Work Experience :** Tech Providers Incorporation Limited, Opusing Information Services  
**Exp. in months :** 17

Linked [RESUME](#)



Anubhav Singh

**Prior qualification :** B. Tech. (Mechanical Engineering)  
**Specialization :** Marketing (Major); Energy, Finance (Minor)  
**Internship company :** Willis Towers Watson  
**Internship project :** Detailed Study on Solar Photovoltaic

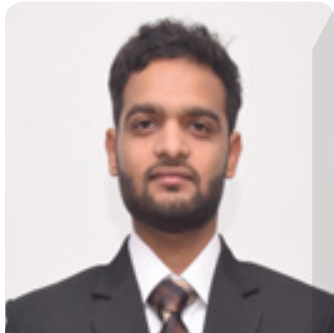
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Chitranshu  
Srivastava

**Prior qualification :** B. Tech. (Mechanical Engineering)  
**Specialization :** Marketing (Major); Energy, Operations (Minor)  
**Internship company :** HP OIL Gas Private Limited  
**Internship project :** Market Research & Demand Assessment of Natural Gas in Ambala and Kurukshetra geographical area based on primary survey & secondary survey.

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Arpit Bhargava

**Prior qualification :** B.E. (Mechanical Engineering)  
**Specialization :** Marketing (Major); Energy, Finance (Minor)  
**Internship company:** Adani Gas Limited  
**Internship project :** EV v/s CNG vehicle in Delhi NCR& Load Assessment Survey of Commercial Properties in Faridabad for Laying of Gas Pipeline

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Diwanath Jha

**Prior qualification :** B.Tech (Naval Architecture and Ocean Engineering)  
**Specialization :** Marketing (Major); Energy, Operations (Minor)  
**Internship company:** Adani Gas Limited  
**Internship project :** EV v/s CNG vehicle in Delhi NCR& Load Assessment Survey of Commercial Properties in Faridabad for Laying of Gas Pipeline  
**Work Experience :** Industries Research and Services, Mahindra Marine Pvt. Ltd.  
**Exp. in months :** 47

Linked [RESUME](#)





Harsh Agarwal

**Prior qualification :** B. E. (Industrial Engineering)  
**Specialization :** Marketing (Major); Energy, HR (Minor)  
**Internship company:** Adani Gas Ltd.  
**Internship project :** EV v/s CNG vehicle in Delhi NCR& Load Assessment Survey of Commercial Properties in Faridabad for Laying of Gas Pipeline

Linked [RESUME](#)



Monis Hasan Khan

**Prior qualification :** B. E. (Electronics and Communication Engineering)  
**Specialization :** Marketing (Major); Energy, HR (Minor)  
**Internship company:** BCCL (TOI)  
**Internship project :** To study market share of TOI in print media, customer relationship management of TOI and understanding their perception towards TOI  
**Work Experience :** Crompton and Greaves Large Transactions Ltd.; Vodafone Cellular Limited  
**Exp. in months :** 24

Linked [RESUME](#)



Lakshay Aggarwal

**Prior qualification :** BBA (Oil & Gas Marketing)  
**Specialization :** Marketing (Major); Energy, HR (Minor)  
**Internship company:** Oil India Limited  
**Internship project :** Employee Satisfaction Index which includes formulation of questionnaire considering 5 domains of HR, conducting survey and calculating ESI for the company.

Linked [RESUME](#)



Natasha Rastogi

**Prior qualification :** B. Tech. (Material Science Engineering)  
**Specialization :** Marketing (Major); Operations, HR (Minor)  
**Internship company:** Future Group  
**Internship project :** To study the attrition trends in Big Bazaar stores and develop a process flow for employee retention strategies

Linked [RESUME](#)



Manish Karnatak

**Prior qualification :** B. Sc. (Computer Science)  
**Specialization :** Marketing (Major); Energy, Finance (Minor)  
**Internship company :** ONGC, Delhi  
**Internship project :** Project on marketing strategy for ONGC Jafrabad LNG terminal and the future of LNG business in India

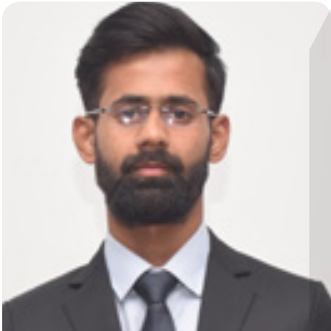
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Neeraj Kumar Yadav

**Prior qualification :** B. E. (Mechanical Engineering)  
**Specialization :** Marketing (Major); Energy, Finance (Minor)  
**Internship company :** HP OIL Gas Private Limited  
**Internship project :** Demand Assessment of PNG in commercial and industrial sector within Kolhapur geographical area and developing a marketing strategy for maximum customer penetration in domestic sector

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Mohd Kavish

**Prior qualification :** BBA (Oil & Gas Marketing)  
**Specialization :** Marketing (Major); Energy, Finance (Minor)  
**Internship company:** ValuEndow Consulting Pvt. Ltd.  
**Internship project :** Worked on a project titled 'Vistaar' based on strategic fit analysis of Mergers and Acquisitions opportunity for one of the leading tyre re-treading companies in India

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Pranjul Kumar Gupta

**Prior qualification :** B. Tech. (Materials Science & Metallurgical Engg.)  
**Specialization :** Marketing (Major); Energy, HR (Minor)  
**Internship company:** Central UP Gas Limited  
**Internship project :** Customer Relationship Management in City Gas Distribution

Linked [RESUME](#)





Prashant Tiwari

**Prior qualification :** B.Tech (Petroleum engineering); LLB  
**Specialization :** Marketing (Major); Energy, HR (Minor)  
**Internship company:** ITC  
**Internship project :** Developing a SWD loyalty programme  
**Work Experience :** Selan Exploration Limited; Delhi District Court  
**Exp. in months :** 27

Linked [RESUME](#)



Shashank B M

**Prior qualification :** B.E. (Mechanical Engineering)  
**Specialization :** Marketing (Major); Energy, Operations (Minor)  
**Internship company:** Wipro GE health Care  
**Internship project :** Development of resource optimization tool for MR line integrated with attendance recording system  
**Work Experience :** Core Energy Systems Pvt. Ltd.  
**Exp. in months :** 12

Linked [RESUME](#)



Praveen

**Prior qualification :** B. Tech. (Polymer Science and Chemical Technology)  
**Specialization :** Marketing (Major); Energy, Finance (Minor)  
**Internship company:** Indraprastha Gas Limited  
**Internship project :** Demand Assessment of PNG Consumer in commercial sector and also conducted the DPR analysis of CNG sales

Linked [RESUME](#)



Shaury Maheshwari

**Prior qualification :** B. Tech. (Mechanical Engineering)  
**Specialization :** Marketing (Major); Energy, Operations (Minor)  
**Internship company:** ValuEndow Consulting Pvt. Ltd.  
**Internship project :** Worked on a project titled 'Vistaar' based on strategic fit analysis of Mergers and Acquisitions opportunity for one of the leading tyre re-treading companies in India  
**Work Experience :** Triveni Polymers Pvt. Ltd.; TCS Ltd.  
**Exp. in months :** 46

Linked [RESUME](#)



Prince Kumar Singh

**Prior qualification :** BBA  
**Specialization :** Marketing (Major); Energy, HR (Minor)  
**Internship company :** Indian Oil Corporation Limited  
**Internship project :** Enhancement of penetration and reach for IOCL and conversion of potential customer through extensive customer survey achieving a sales volume of 1.95 crore monthly

Linked [RESUME](#)



Shrishti Ojha

**Prior qualification :** B. Tech. (Mechanical Engineering)  
**Specialization :** Marketing (Major); Energy, HR (Minor)  
**Internship company :** Indraprastha Gas Limited  
**Internship project :** Demand Assessment of PNG Consumer in commercial sector and also conducted the DPR analysis of CNG sales  
**Work Experience :** Allianz Partner  
**Exp. in months :** 18

Linked [RESUME](#)



Rajesh Panigrahi

**Prior qualification :** B. Tech. (Textile Engineering)  
**Specialization :** Marketing (Major); Energy, Operations (Minor)  
**Internship company:** Enincon Consulting LLP  
**Internship project :** Wind power potential in India: State wise parametric evaluation of opportunity for wind turbine OEM's  
**Work Experience :** Gokaldas Export  
**Exp. in months :** 16

Linked [RESUME](#)



Shyam Babu

**Prior qualification :** B. Tech. (Honors) (Mechanical Engineering)  
**Specialization :** Marketing (Major); Energy, HR (Minor)  
**Internship company:** Central UP Gas Limited  
**Internship project :** Customer Relationship Management in City Gas Distribution  
**Work Experience :** Tata Power Company Ltd.  
**Exp. in months :** 119

Linked [RESUME](#)





Siddarth Kumar Singh

**Prior qualification :** B. Tech. (Honors) (Mechanical Engineering)  
**Specialization :** Marketing (Major); Energy, Operations (Minor)  
**Internship company:** Adani Gas Limited  
**Internship project :** EV vs CNG vehicle in Delhi NCR& Load Assessment Survey of Commercial Properties in Faridabad for Laying of Gas Pipeline

Linked [RESUME](#)



Sudhanshu Shekhar

**Prior qualification :** B.E. (Petrochemical Engineering)  
**Specialization :** Marketing (Major); Energy, Finance (Minor)  
**Internship company:** ValuEndow Consulting Pvt. Ltd.  
**Internship project :** Worked on a project titled 'Vistaar' based on strategic fit analysis of Mergers and Acquisitions opportunity for one of the leading tyre re-treading companies in India.

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Somnath Majumdar

**Prior qualification :** B.E. (Computer Science and Engineering)  
**Specialization :** Marketing (Major); Operations, HR (Minor)  
**Internship company :** Beeceeyes  
**Internship project :** Developing the strategy to improve the market reach of ERP based services  
**Work Experience :** Webkartel  
**Exp. in months :** 16

Linked [RESUME](#)



Vanya Tiwari

**Prior qualification :** B. Tech. (Instrumentation and Control Engineering)  
**Specialization :** Marketing (Major); Energy, Finance (Minor)  
**Internship company:** ValuEndow Consulting Pvt. Ltd.  
**Internship project :** Worked on a project titled 'Vistaar' based on strategic fit analysis of Mergers and Acquisitions opportunity for one of the leading tyre re-treading companies in India.

Linked [RESUME](#)



Somsankar Bhattacharjee

**Prior qualification :** B. Tech. (Electrical Engineering)  
**Specialization :** Marketing (Major); Energy, HR (Minor)  
**Internship company :** Future Group  
**Internship project :** Development and implementation of strategies for live project at Farm Fresh section in Big Bazaar retail through real time customer survey and different demand forecasting techniques  
**Work Experience :** National Projects Construction Corp. Ltd., Power-grid Corporation of India Ltd.  
**Exp. in months :** 24

Linked [RESUME](#)



Vikrant Kumar Thakur

**Prior qualification :** B. Tech. (Automobile Engineering)  
**Specialization :** Marketing (Major); Energy, Operations (Minor)  
**Internship company :** HP OIL Gas Private Limited  
**Internship project :** Market Research & Demand Assessment of Natural Gas in Ambala and Kurukshetra geographical area based on primary survey & secondary survey

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Soumya Mishra

**Prior qualification :** B. Com.  
**Specialization :** Marketing (Major); HR (Minor)  
**Internship company:** Holiday Travel Triangle  
**Internship project :** Worked in the recruitment department where sourcing for several low, medium and high profiles were performed. Closed offer letters with a target of 50 in 3 weeks. Also went for campus drive

Linked [RESUME](#)



Vishal

**Prior qualification :** B.Com.(HONS.)  
**Specialization :** Marketing (Major); Finance (Minor)  
**Internship company:** HP OIL Gas Private Limited  
**Internship project :** Demand Assessment of PNG in commercial and industrial sector within Kolhapur geographical area and developing a marketing strategy for maximum customer penetration in domestic sector.

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# Placement Procedure



1

## Pre-Placement Talks

Placement committee and placement officer will work with recruiters to streamline the placement process. The student placement committee gets involved in the recruitment process right from corporate interactions to pre-placement talks (PPT) and coordinating all recruitment related activities. They will help schedule PPT presentations (up to 2 rounds) to enable the representatives of companies to share the profile of their company, key aspects of business, work environment, opportunities, roles and compensation which will be offered to the students.



2

## Application and Shortlists

In response to job descriptions given by companies, interested students apply through the placement office. A detailed resume is submitted by the students as part of the application process. On the basis of student applications, companies are required to send shortlists to the office at least a week prior to their final placement interviews.



3

## Placement Interviews

Companies can interview the students they have shortlisted, on the date provided by the placement office. The final placement interview gives the company and the student an opportunity to discuss the role in detail and make the right choice.



4

## Offers and Acceptance

The company can make an offer to the student after the final interview. For an offer to be valid, it should include details of role, location, remuneration, and other relevant terms and conditions required by the candidate to make a decision. Negotiations on compensation and other terms of employment should be held in strict confidence between recruiter and the candidate. However, the company needs to inform the placement office to ensure effective and efficient hiring for all recruiters. The acceptance of an offer is governed by placement rules of the institute which are framed at the beginning of the academic year and may vary from year to year.

# Training & Placement Office

## Dr. Sanjay Kumar Kar

Chairman, Training & Placement  
E-mail: skar@rgipt.ac.in  
Mob: +91-8802254744  
Ph: +91-535-270-4742

## Dr. V. S. Sistla

Member  
E-mail: vsistla@rgipt.ac.in  
Mob: +91-9919951698  
Ph: +91-535-270-4506

## Dr. Rohit Bansal

Member  
E-mail: rbansal@rgipt.ac.in  
Mob: +91-9927285001  
Ph: +91-535-270-4524

## Mr. Arun Kumar Singh

Assistant Registrar & Coordinator T&P  
E-mail: placements@rgipt.ac.in  
Mob: +91-9450500915  
Ph: +91-535-270-4743

## Dr. Shivanjali Sharma

Member  
E-mail: ssharma@rgipt.ac.in  
Mob: +91-7081921764  
Ph: +91-535-270-4520

## Dr. Debashis Panda

Member  
E-mail: dpanda@rgipt.ac.in  
Mob: +91-9455196041  
Ph: +91-535-270-4519

## Dr. Visweshwar Sivasankaran

Member  
E-mail: vsivasankaran@rgipt.ac.in  
Mob: +91-9790750694, 9480668331

## Mr. D. N. Mathur

Industry Coordinator  
E-mail: dnmathur@rgipt.ac.in  
Mob: +91-9958120067

## Student Coordinators

### Shrishti Ojha

e-mail: m1824@rgipt.ac.in  
Contact No.: +91-9654613769

### Neeraj Kumar Yadav

e-mail: m1816@rgipt.ac.in  
Contact No.: +91-8770341704

### Shaury Maheshwari

e-mail: m1823@rgipt.ac.in  
Contact No.: +91-9634812077

### Somsankar Bhattacharjee

e-mail: m1828@rgipt.ac.in  
Contact No.: +91-9433188234

*Institute @ Social Media*





## Location

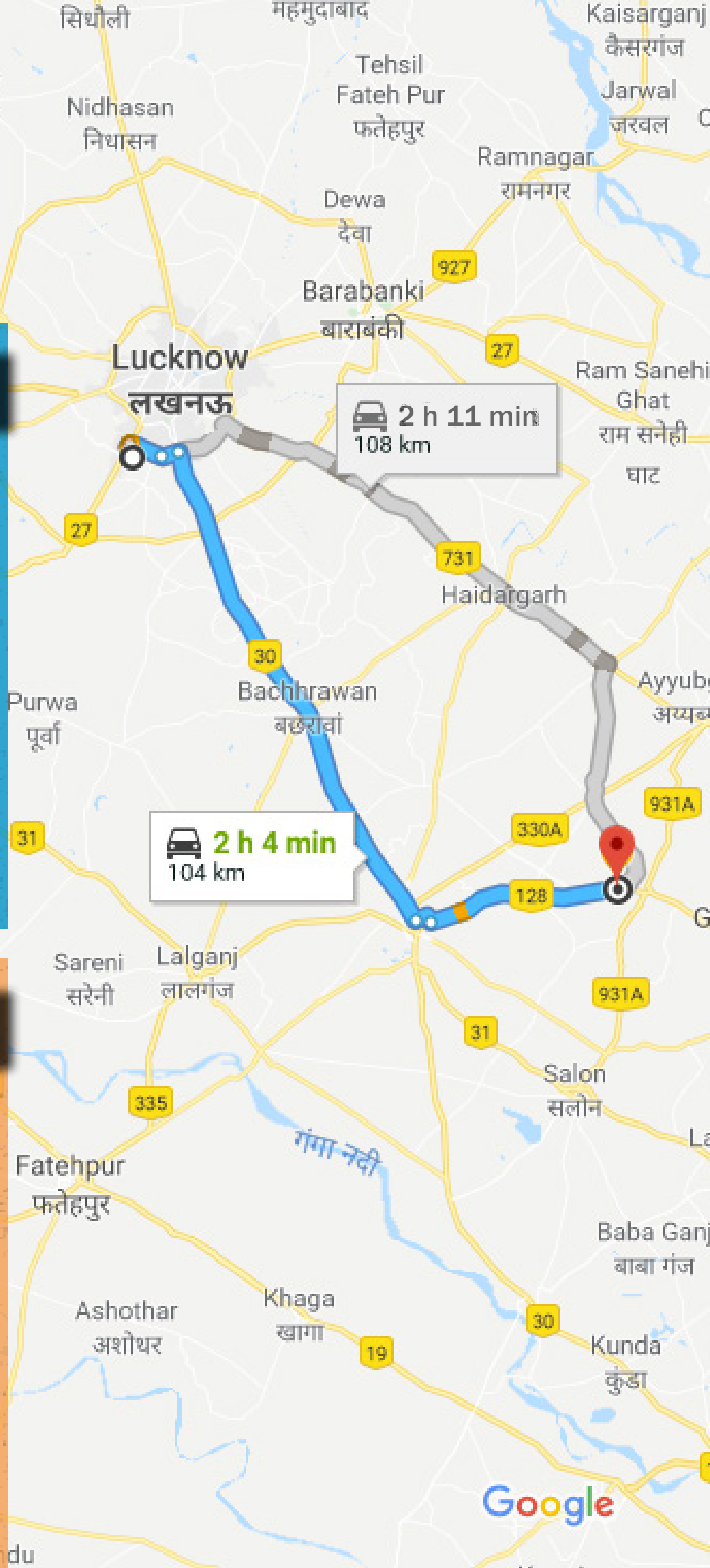
The Institute is located near Lucknow, the capital of Uttar Pradesh. It is nearly 200 Km from the holy city of Banaras. It is located besides national highway (NH) 128. The Institute is a fully residential campus with all modern amenities and world class facilities inside the campus with state of art campus covering an area proposed 150 acres and constructed 47 acres.

RGIPT also has its campus in Noida sector-73, a modern city well connected with all the facilities available.

## How to Reach Us

Although the nearest airport to RGIPT Jais is Fursatganj Airfield, it is 19.3 Kms away, it is used for small aircraft and helicopters, mostly by political dignitaries. The nearest international airport, is Chaudhary Charan Singh International Airport in Lucknow is 110 km away. It provides flight connectivity all across the country and abroad.

The RGIPT NOIDA office located in NOIDA Sector-73, is 25 Km away from national capital Delhi.



## Rajiv Gandhi Institute of Petroleum Technology

### Placement Participation Form

(Please send filled-in form by fax/speed-post/e-mail)

#### FROM:

Company Name: \_\_\_\_\_

Designation: \_\_\_\_\_

Address: \_\_\_\_\_

Postcode: \_\_\_\_\_

Tel: \_\_\_\_\_ Fax: \_\_\_\_\_ E-mail: \_\_\_\_\_ Mobile: \_\_\_\_\_

To,  
Placement Officer,  
Rajiv Gandhi Institute Of Petroleum Technology  
Bahadurpur, Mukhetia More, Post: Harbanshganj,  
Jais, Amethi - 229304, U.P., India  
Phone: +91-9450500915, +91-535-270-4743/4742/4579

We are interested in recruiting your students of following branch in the following areas:

Sl. No.	Branch	Areas	No. of Positions

Job details are as follows (Enclosures may be used): \_\_\_\_\_

Remuneration Package for above positions is as follows:

	During Training	After Confirmation
Basic Pay		
Other Allowances		
Emoluments		
CTC		

Training Period: \_\_\_\_\_

The selection procedure will be (Please tick): ☐ Written Test ☐ Group Discussion ☐ Interview

Venue: ☐ Campus ☐ Off-campus

Facilities Required: ☐ LCD ☐ Laptop ☐ TV, VCR ☐ Projector

Preferred date(s) of visit to campus: \_\_\_\_\_

Signature: \_\_\_\_\_

Date: \_\_\_\_\_

We welcome you to our campus for final placement.





## CONTACTS

### Training & Placement Office

Rajiv Gandhi Institute of Petroleum Technology

Mukhetia More, Bahadurpur, Jais,

Dist: Amethi, Uttar Pradesh - 229304, India



+91-9450500915, +91-535-270-4742/4743/4744/4579



placements@rgipt.ac.in



www.rgipt.ac.in, www.domsrgipt.ac.in

### Department of Management Studies

Rajiv Gandhi Institute of Petroleum Technology

(Institute of National Importance established under an Act of Parliament)

Jais, Amethi, Uttar Pradesh (India)

