



# Birla Institute of Technology & Science, Pilani

## Pilani Campus

### MBA in BUSINESS ANALYTICS

#### 2026-27

"Master the Business Acumen Powered by Analytics"





## VISIONARIES

"What do we propose to do here? We want to develop a scientific approach in Pilani, which means that there would be no dogma. There will be a research for truth. What we propose to do here is to cultivate a scientific mind."

**Late Shri G.D. Birla**  
**Founder Chairman, BITS Pilani**



"... to prepare young men and women to act as leaders for economic and industrial development of the country and service to humanity."

**Late Dr. K.K. Birla**  
**Former Chancellor, BITS Pilani**

"What is it that can empower our nation? The most obvious answer is education. Education that enhances livelihoods but also education that is value based. Education that gives roots and gives wings as well."

**Dr. Kumar Mangalam Birla**  
**Chancellor, BITS Pilani**





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## DIRECTOR'S MESSAGE

The MBA in Business Analytics, introduced by the Department of Management at BITS Pilani, helps the student to master the business acumen powered by analytics. The Department endeavors to prepare impactful leaders of the future with an aim at advancing management knowledge. The focus is not only on producing impactful business analysts, but also on developing innovative and result-oriented, yet socially responsible individuals who are eager to work for the greater good of humankind.



The department is continuously evolving with the tireless efforts put forth by a vast alumni base, excellent faculty members and state of the art infrastructure, apart from many other important factors. I welcome all aspiring students to explore their opportunities for growth by getting involved with the Department of Management. We are here to nurture the brightest of minds to sharpen their business skills and facilitate their holistic development. Finally, I reaffirm my faith in knowledge being the supreme power. Let us cherish this power together for a brighter future.

**PROF. SUDHIRKUMAR BARAI**  
**DIRECTOR**  
**BITS PILANI, PILANI CAMPUS**

## HOD'S MESSAGE



Greetings! BITS Pilani is committed to excellence in the field of management education. BITS Pilani brings cutting edge thinking and best learning practices to its MBA in Business Analytics programme through three semesters of rigorous classroom training, coupled with provision for 6 months' exposure to industry through a structured and evaluative internship (Practice School) making the programme unique.

Teaching pedagogy includes classroom lectures, hands-on lab work, workshops, case studies, individual and group projects, guest lecture from industrial leaders etc.

BITS Pilani provides an environment for development of a socially aware and context sensitive personality with uncompromising integrity of character. We aim to craft careers for future business analysts with a vision to make an impact in an ever-changing business world. In addition, the Department of Management enhances value through its connection to an enviable alumni network spread across the world at key positions in both corporates and academics.

I would like to cordially invite all the interested students, researchers, alumni, experts from industry and academia, and prospective employers to explore the MBA in Business Analytics programme offered by the Department of Management, BITS Pilani.

**PROF. PRAVEEN GOYAL**  
**HEAD, DEPT. OF MANAGEMENT**  
**BITS PILANI, PILANI CAMPUS**



## ABOUT THE INSTITUTE



The Birla Institute of Technology & Science (BITS) Pilani is one of India's leading higher education institutes and a deemed university under Sec. 3 of the UGC Act 1956. The institute has been recognized as an "Institution of Eminence" by MHRD. The primary motive of BITS is to train young men and women able and eager to create and put into action ideas, methods, techniques, and information.

Over the years, BITS Pilani has provided the highest quality technical education to students from all across India admitted on the basis of merit & a critical selection process. Its graduates may be found throughout the world in all areas of engineering, science, humanities, and management.

Academic Curriculum at BITS is continuously being innovated and refreshed to reflect the latest developments in technology and match the trends within the industry. Pure academics are supplemented by persuasive industry engagement and every student is exposed to practical applications of classroom knowledge under a structured semester-long engagement programme.

The institute is committed to generating, disseminating, and preserving knowledge, and to working with others to bring this knowledge to tackle the challenges facing the world.



## ABOUT DEPARTMENT OF MANAGEMENT



### VISION

To advance management knowledge and develop impactful leaders.

### MISSION

To be the destination of first choice for key stakeholders viz. students, faculty, organizations and community by designing and delivering cutting-edge management programme in a learning environment that develops leaders who are socially responsible, innovative & result oriented.

## EVOLUTION & MILESTONES OF BITS MBA

- The Department of Management (earlier known as the management group) at BITS Pilani was established in the year 1971. It initially offered two years' Master of Business Administration (MBA).
- In 1973 MBA evolved into the integrated first-degree programme MMS (Master of Management Studies) which was a blend of engineering and management. The objective of this programme is to bridge the gap in the industry by providing quality management professionals with strong technical skills and acumen for managing a business.
- Based on demands from the industry, the course was restructured again as MBA in 2006. It is a two-year Post-Graduate Programme for graduates who wish to pursue their career in management.
- Catering to the contemporary industry demands, BITS Pilani has introduced an MBA in Business Analytics from the academic year 2021-22.
- BITS Pilani has been ranked 7th in the university category in India as per NIRF 2025.
- The MBA program in BITS Pilani is among the top-25 in the country as per The Week HANSA 2024 report.
- BITS Pilani is in the 451-500 band globally for Business and Management Studies by QS World University Ranking by Subject (2025).

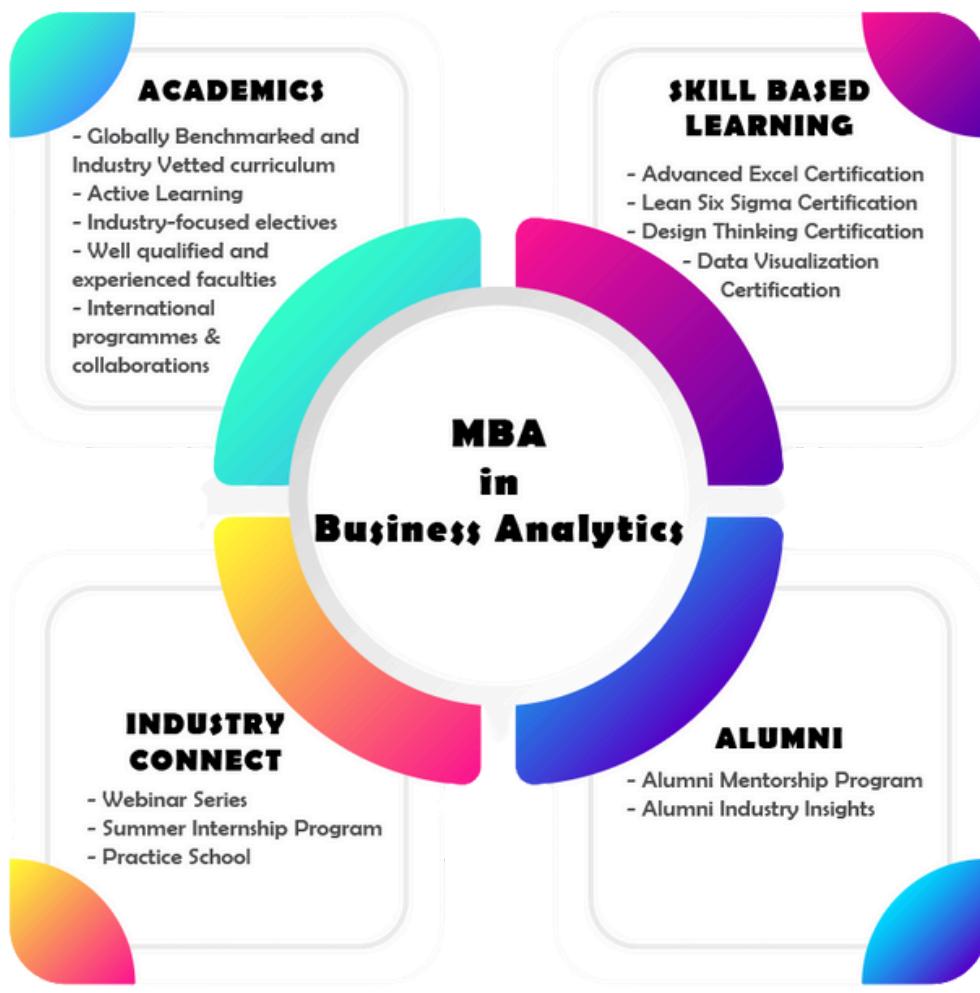


# MBA IN BUSINESS ANALYTICS PROGRAM

MBA in Business Analytics is a two-year full-time residential programme aimed at creating business analytics professionals employable by leading Indian and foreign firms. The programme integrates technology with statistical and quantitative modeling techniques to provide students with the foundation needed for data-driven decision making, as well as for graduate study in the field of Business Analytics. The focus of this programme is on the application of analytics and Technology in all the functional areas of management, including but not limited to, marketing, finance, operations, human resources, entrepreneurship, etc. The curriculum balances a depth of analytical training with a breadth of business knowledge. This programme is designed for those who have an analytical mindset, and interested in tackling challenging business problems.

The major perks of the on-campus MBA in Business Analytics programme:

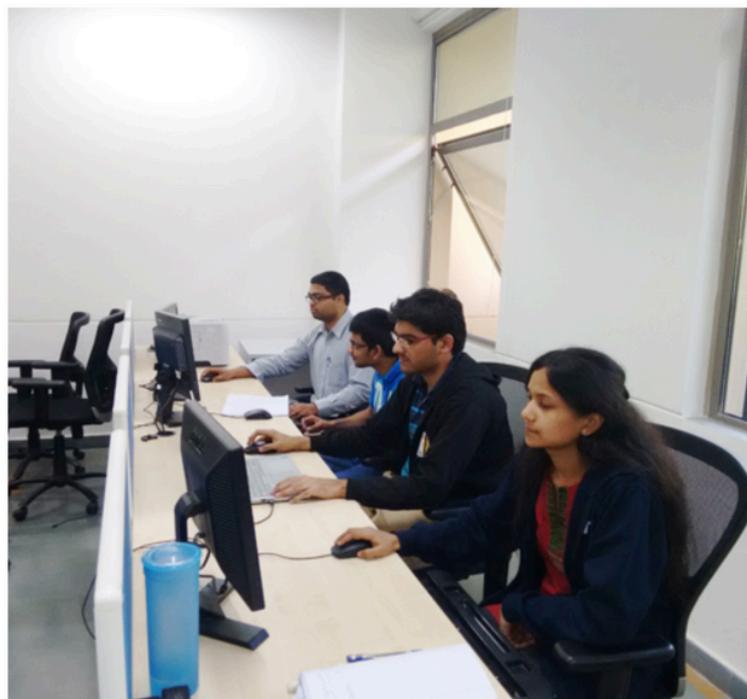
- Develop awareness of the descriptive, predictive, and prescriptive modeling comprising Business Analytics.
- Have a strategic understanding of business analytics and business disciplines to make holistic judgments when analyzing business situations.
- Apply deep analytical skills, business knowledge, and critical problem-solving expertise to efficiently and effectively transform data into sound business decisions that give a competitive edge.





## HIGHLIGHTS OF THE PROGRAM

- BITS Pilani has been ranked 7th in the university category in India as per NIRF 2025.
- BITS Pilani is in the 451-500 band globally for Business and Management Studies by QS World University Ranking by Subject (2025).
- Two year on-campus programme benchmarked with the best in the world
- Top class faculty with doctoral and post-doctoral experience
- Legendary alumni network
- World class infrastructure in a lush green campus
- One to one mentoring programme and continuous interaction with industry leaders
- Option of six months' structured and paid internship
- Paid teaching assistantship opportunity





# OVERVIEW OF THE PROGRAM

## ACADEMICS

The curriculum of MBA in Business Analytics is globally benchmarked with the leading Business Analytics programme across the globe and is vetted by industry practitioners. Lectures supplemented by case studies and software tools are carried out in all the courses which enhance students analytical, problem solving, and decision-making skills. This facilitates active learning among the students as they face real business issues, apply their classroom knowledge, and strengthen their business acumen. An intellectually stimulating learning environment is provided by our well-qualified and experienced faculty. Students can also pursue Off-campus Thesis/Semester Abroad programmes in foreign universities/ institutes ranked in the first 400 by QS and Time Higher Education.

## SKILL-BASED LEARNING

The Department of Management facilitates the students to earn certification in 21st-century industry-relevant skills such as Design Thinking, Data Visualization, and Project Management Practitioner (PMP). To cater to the expectations of Generation Z students, the department has created the Personality Improvement, Leadership Orientation and Teamwork (P.I.L.O.T.) programme to provide customized learning experiences according to their needs factoring in their areas of skill gap, learning preferences, and future professional choices.

## ALUMNI

The Mentorship Programme for MBA in Business Analytics is a unique initiative by the Department of Management at BITS Pilani to impart industry-relevant skills to the students in collaboration with the BITS Alumni Association. Under this programme, management students are given an opportunity to interact and be mentored by BITS alumni experienced in the Analytics domain. Alumni are also frequently called for invited talks to share industry insights with the students.

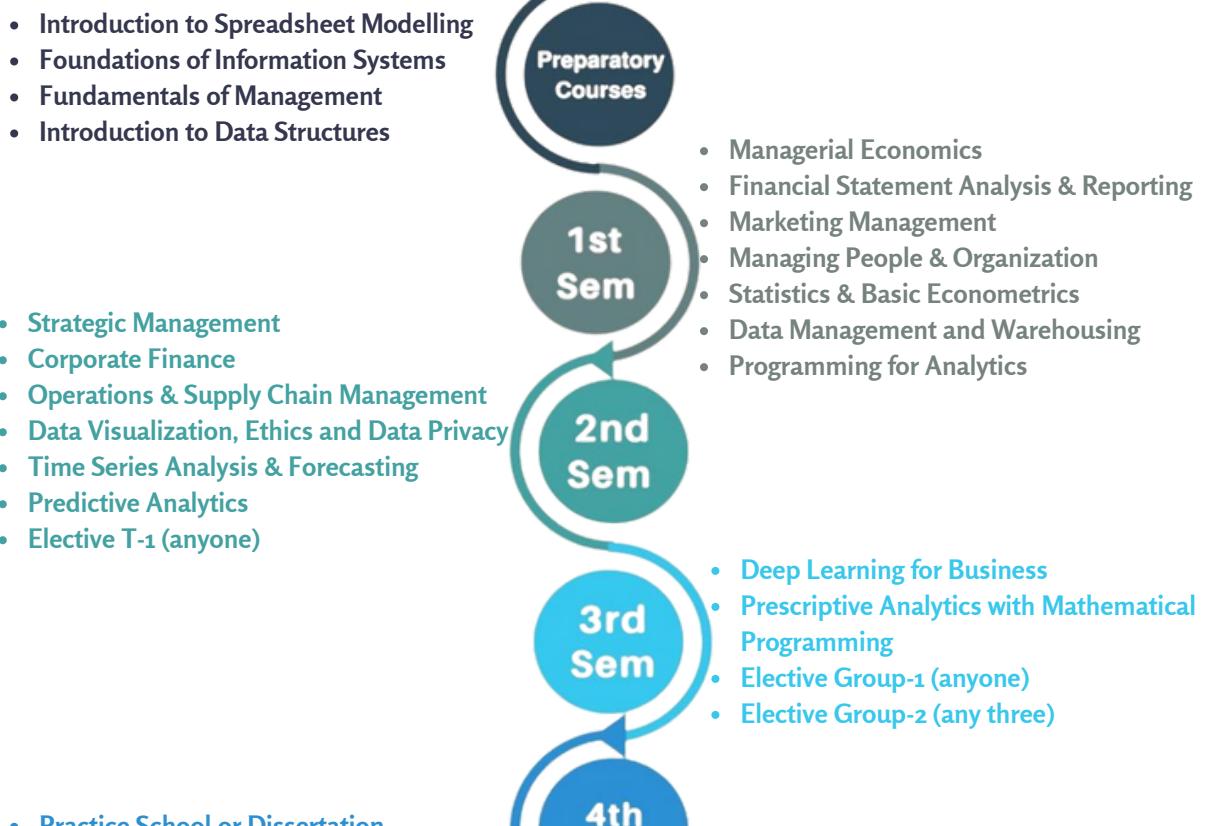
## INDUSTRY CONNECT

At the end of their second semester, students go on a two-month integrated industry exposure in the form of summer internships in reputed organizations. All students also have the opportunity to enroll for 6 months of structured Practice School, as a part of the curriculum. In addition, the webinar series organized by the department invites eminent guests from the industry on a regular basis. These guests having huge experience and unparalleled expertise come from varied industries and diverse countries, contributing to student learning.



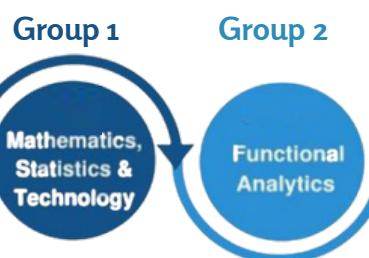
# CURRICULUM

## ACADEMICS



## ELECTIVES

- Advanced Spreadsheet & Macro Programming for Business
- Big Data Analytics
- Bayesian Analysis
- Natural Language Processing for Business
- Data Structures and Algorithmic Thinking



- Analytics for Supply Chain
- Supply Chain Finance
- Discrete Event Simulation
- IT Project Management
- Marketing Analytics
- Digital Analytics
- Pricing Analytics
- Retail Analytics
- Customer Engagement & Analytics
- Marketing Research & Metrics
- Financial Analytics
- Financial Derivatives & Analysis
- Financial Modelling & Valuation
- Financial Technology
- People Analytics
- Strategy Analytics
- Knowledge Management & Digital Strategy
- Critical Product Management



# FACULTY



**Prof. Praveen Goyal(HoD)**  
Ph.D (IIT Roorkee)  
Marketing, Pricing & Retail  
Analytics



**Prof. Anil K Bhat**  
FPM (IIM Bangalore)  
Marketing Research  
& Analytics



**Prof. Jyoti Tikoria**  
Ph.D (IIT Delhi)  
Strategy and  
Entrepreneurship



**Prof. Udayan Chanda**  
Ph.D (University of Delhi)  
Decision Sciences /  
Analytics



**Prof. Pabitra Biswas**  
MSc Data Science (IASRI,  
New Delhi)  
Data and Analytics



**Prof. Leela Rani**  
Ph.D (BITS Pilani)  
Economics



**Prof. Satyendra K Sharma**  
Ph.D (BITS Pilani)  
Operations & Supply Chain  
Management Analytics



**Prof. Jayashree Mahesh**  
Ph.D (BITS Pilani)  
Organizational Behavior  
and HR



**Prof. Saurabh Chadha**  
Ph.D (IIT Roorkee)  
Finance, Accounting,  
& Analytics



**Prof. Rajesh Matai**  
Ph.D (MNIT Jaipur)  
Production & Operations  
Management  
Predictive Analytics

## ACADEMICS



# FACULTY

## ACADEMICS



**Prof. Nirankush Dutta**

Ph.D (BITS Pilani)  
Marketing Analytics,  
Digital Marketing



**Prof. Mohammad Faraz Naim**

Ph.D (IIT Roorkee)  
Organizational Behavior  
& HR Analytics



**Prof. Achint Nigam**

FPM (IIM Lucknow)  
Marketing Analytics



**Prof. Debasmita Dey**

Ph.D (IIM Lucknow)  
Information Technology  
& Systems



**Prof. Daitri Tiwary**

Ph.D (BIMTECH)  
Financial Economics



**Prof. Abhishek Verma**

Ph.D (IIT Kharagpur)  
Data Analytics



# GUEST LECTURES

Guest lectures and workshops by various industry experts and alumni stands to be a key factor in providing students with industrial insights and guidance to enhance their skillset and enabling them to get relevant exposure for their career.

## **Mr. Mayank Verma**

Global Head, Data & AI, XEBIA

## **Mr. Samir Katiyar**

Solution Architect, Deloitte

## **Mr. Deepak Malhotra**

CIO, Kimberly Clark India

## **Mrs. Ajaya Gummadi**

Product Leader for Data Lakehouse, Teradata

## **Ms. Veena Bansal**

IIT, Delhi

## **Mr. Aditya Sachan**

Regional HR Manager,  
Malaysia, Tech Mahindra

## **Mr. Rojers P Joseph**

Associate Prof.,  
Strategic Management, IIM Ranchi

## **Mr. Vamsidhar Ambatipudi**

Associate Prof, WILP, BITS Pilani

## **Mr. Sarath Botlagunta**

ML & Big Data Architect,  
SYNTASA - Herndon, VA

## **Mr. Ashok Mittal**

Retired Prof., IIT Kanpur

## **Mr. Dinesh U**

Prof, IIM Bangalore

## **Mr. Pratyush Banerjee**

Associate Professor, IMI Bhubaneswar

## **Mr. Ashutosh Vyas**

Sr. Manager, Data Science and Quantum  
Computing, Mphasis - NextLabs

## **Mr. Amol Nagar**

Director Manufacturing Operations,  
GE Aviation

## **Mr. Anupam Purwar**

Research Scientist, Amazon

## **Mr. Ravishankar Balasubramanian**

VP Data Science & Analytics, Victoria's Secret & Co.

## **Ms. Ashwini Chandrasekharaiyah**

Senior Manager Data Science, Walmart Global Tech  
India

## **Mr. Aniruddha Ganguly**

Assistant Vice President, Deutsche Bank

## **Mr. Sandeep Girotra**

Group Chief Sales Officer, STL

## **Mr. Raghu Nandan Chawla**

AGM, JCB India

## **Mr. Sarath Kumar**

Lead Consultant at Virtusa

## **Mr. Brajendra Shrivastava**

Solutions Architect, HCL Tech

## **Ms. Sandhya Sharma**

CFO, Schindler India

## **Mr. Pramath Raj Sinha**

Founder & Chairman, Harappa Education

## **Mr. Hitesh Goel**

Vice President,  
Marketing, Schlesinger Group

## **Mr. Aseem Purohit**

Vice President-Odessa

## **Ms. Poornima Suryawanshi**

Delegation Consultant, HR Advisor, Siemens Ltd

## **Mr. Kshitij Batra**

Regional Head (HR), HDFC Bank

## **Mr. Parag Agarwal**

Head of Global Marketing & NPD, Hero MotoCorp  
Ltd.

## **Mr. Asheesh Saksena**

Chief Growth Officer for Gap

## **Mr. Sandeep Dayal**

Managing Director, Cerenti Marketing Group



## INTERNATIONAL COLLABORATION

An International Programmes and Collaboration Division (IPCD) has been set up which represents all the four campuses of BITS Pilani, to promote relations with renowned institutions abroad. Students of BITS Pilani have been pursuing Off-campus Thesis / Semester Abroad programmes in foreign universities/ institutes ranked in the first 400 by QS and THE (Times Higher Education). To make further inroads in terms of collaborative participation in research and teaching, Memoranda of Understanding (MOUs) have been signed with various Universities/Industries at home and abroad.

### ACADEMICS



HIROSHIMA UNIVERSITY



University of  
Nottingham  
UK | CHINA | MALAYSIA



Laurentian University  
Université Laurentienne



# BEHAVIORAL SKILLS & DEVELOPMENT



Future Leaders in order to succeed should learn to balance technical knowledge with people-related skills and competencies. The PILOT certification programme envisages laying down the foundations of the behavioral skills core and aims to equip the students with the necessary competencies in the domains of self-awareness, emotional intelligence, communication, teamwork, and leadership orientation through active learning processes like self-assessment inventories, team activities, and simulations. The sessions are designed on the basis of sound behavioral knowledge such that it leverages blended, experiential and team based learning pedagogies, and gives students time for reflection and application so as to build skills and transfer them at work. The key takeaways like customized feedback, counseling, and action plans aided by certified in-house trainers help the students learn about their own self, know others, and craft a meaningful purpose for their life. A PILOT Lab has been setup in the department with the necessary hardware and learning tools. The customized modules of the programme have been designed and developed accredited trainers in the domains of MBTI and Belbin team accreditations.



# CERTIFICATIONS

## SKILL-BASED LEARNING

### DESIGN THINKING

Design thinking is the iterative approach of solving complex problems through a structured method called a human-centered mindset. It begins with empathizing with existing and potential users & understanding their hidden needs. The outcome is thus adding value to both users' lives and businesses. The Dept. of Management, in collaboration with its industry partners, organizes a Design Thinking workshop for the students.

### DATA VISUALIZATION

Data visualization is the application of graphical tools to represent data and information in an accessible, intuitive, and informative manner. It uses visual elements like graphs, charts, and maps, they highlight trends, outliers, and patterns for decision-makers. Data visualization has become even more relevant in the age of unstructured and Big Data. The department has registered for the 'Tableau for Teaching' programme to hone the data visualization capabilities of its students.

### ADVANCED EXCEL

Advanced Excel is an extremely important and most desired certification which helps gain deep insights on Business Analytics from experienced industry experts and get students acquainted with current industry trends and practices. The certification gives in depth foundation of tools, functions and applications of advanced excel and macro programming.

### LEAN SIX SIGMA

Lean Six Sigma is a fact driven methodology to ensure desired outcomes are achieved repeatedly where organizations can deal with cost pressures through waste reduction & better process control through methodologies which are applicable across industries, helps organizations improve processes, focuses on efficiency & agility and ensures compliance.



# MENTORSHIP PROGRAMME

BITS Alumni Mentoring Programme (BITS-AMP) helps students and alumni navigate and AMP-lify and enrich their lives beyond BITS. Through mentoring interactions facilitated by BITS-AMP, a student or alumnus will be able to meet and benefit from life experiences and advice provided by alumni mentors. The core team of this programme performs the pairing of mentors with mentees and thereafter lets both parties interact stepping in only wherever facilitation of something or the other is required.

The Mentoring Programme for MBA in Business Analytics is a unique initiative by the Department of Management (BITS Pilani) to impart industry-relevant skills to the students in collaboration with the BITS Alumni Association. Under this programme, MBA (Business Analytics) students of BITS Pilani will be given an opportunity to interact with and to be mentored by BITS alumni working in the Analytics industry. While their coursework will provide them with sound theoretical and technical knowledge, the aim of the mentorship programme is to scope and shape students' learning in a way that makes them industry-ready.

ALUMNI

## OBJECTIVES

- To increase students' awareness of the analytics industry and potential opportunities.
- To help students in shaping their profile as analytics professionals.
- To make the students industry-ready with help from their mentors.



# WEBINAR SERIES

## KALEIDOSCOPE & PROPEL

The webinar series aims at making future managers industry-ready by acquiring the latest industry trends and the critical skills to work for the new-age organizations. It is one of many steps to build collaboration with industry experts across the globe, allowing them to share their vast industry experience with the students, thereby nurturing aspiring business leaders.

Some of the webinars conducted in 2025 are mentioned below:

- **Analytics beyond Numbers**  
Mr. Ankitash Tulyani  
CEO, Kновон Consulting
- **Bridging the AI Gap: From Tools to Implementation**  
Mr. Rammesh Pattnaik  
Vice President – Sales & BD, PMI Pune Chapter
- **Power Networking and Professional Mindset**  
Mr. Prashant Jhakarwar  
CEO, PixelPie Media
- **From MBA to Business Analyst: Practical Skills For Landing Your Dream Job**  
Nishant Babel  
Co-founder & CTO, Vire Insights
- **Analytics and Product Management**  
Monisha Chakrapani  
Podcast Host, Product Management in Financial Services

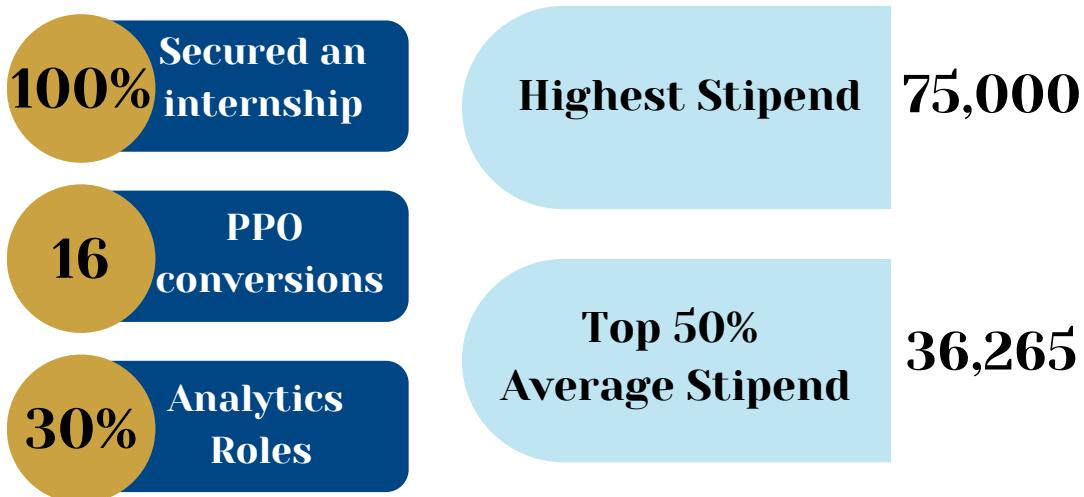


# SUMMER INTERNSHIP PROGRAMME

Industrial learning forms a principal part of managerial studies helping the students gain hands-on experience and identify their prospective areas of work in the overall organizational function. Hence the management department at BITS, Pilani offers a two-month integrated exposure to the industries in the form of summer internships in reputed organizations. Students are involved in this internship at the end of their second semester. This opportunity also serves as the groundwork for the placement season to come in the next semester.

Some of the organizations where our students completed their summer internship in the recent past are mentioned below.

## 2024-26 SIP Statistics



## RECRUITERS



accenture



MOODY'S



INDUSTRY CONNECT



## PRATICE SCHOOL

The practice school (PS) is a unique feature of the MBA in Business Analytics programme at BITS Pilani. After three semesters of learning, students may undertake this PS programme which is a part of the curriculum.

Some of its salient features are:

- 24-week, structured and evaluative internship.
- Students work on real-time projects in domains of their interest.
- Enhancement of business acumen by focusing on attributes like analytical skills, decision-making ability and teamwork.
- Insight of an industry that grooms the students for corporate culture.
- In tandem with the foundation, advanced courses, and electives in the first, second and third semesters respectively.
- Handsome stipends along with other perks.
- Many students are offered Pre-Placement Offers (PPOs) on successful completion of the PS.

### INDUSTRY CONNECT

### MAJOR PS STATIONS





## PLACEMENT

In the last three years, 40 plus companies have recruited students from the Department of Management, BITS Pilani, through institutional effort.

Major recruiters for students from the Department of Management include companies from the IT industry, Banking and Financial Services, Consulting, Retail, Marketing Research, Tele-services, E-Commerce, Automobile and Aerospace, Retail, Healthcare etc.

### MBA in Business Analytics Batch 2023-25

**26 LPA**  
**Highest Package**



**18 LPA**  
**Median Package**



**16.57 LPA**  
**Average Package**



#### TOP PROFILES OFFERED

**Analytics**

**Supply Chain**

**Consulting**

**Finance**

**Data Science**

#### RECRUITERS



**TATA CAPITAL**

**accenture**



## INFRASTRUCTURE



BITS Pilani campus is one of the most beautiful campuses in India spreading over 328 acres. The campus is self-contained and houses all the amenities and buildings that befit an institute of international standards.

The fully residential institute has 11 hostels for boys and one hostel complex for girls. Around 4500 students live on campus along with 350 faculty members, their family and a vast pool of support staff.

The campus also boasts of a magnificent library complex with a floor area of 65,000 sq. ft and room for up to 8,000 students offering 738 open-access study places and 246 open-access IT workstations. The Department of Management maintains a computer lab near the research scholars' work zone. Students, scholars and faculty members of the department have access to the computer lab. This lab specifically caters to the computational need of the learners of management discipline. Some of the software available for the students in the lab are SAS University Edition, Tableau Desktop for Students, IBM SPSS Statistics 25.0 with AMOS etc.



## INFRASTRUCTURE

The campus is divided into different academic blocks for smooth delivery of lectures to a large number of students specializing in different fields of study. Most of the lectures for management courses are delivered in the New Academic Block (NAB). Located amidst a well-designed landscape below the ground level, these classrooms are spacious enough to comfortably accommodate students. All classrooms are centrally air-conditioned and are equipped with computers, projectors, screens, speakers and blackboards.



To ensure that the students have adequate access to different games and sports, the institute offers a lot of facilities. The Student Activity Centre (SAC) is abuzz with students during the morning and evening, when they voluntarily gather there for playing badminton, tennis, table tennis, squash or boxing. A gymnasium housed within this building has facilities for aerobics, cardio and weight training exercises for members of the health club. Yoga and martial art are taught to students every semester. A 25m X 12.5m swimming pool provides a facility for swimming and playing water polo. Membership for the health club and the swimming club can be obtained on payment of a nominal fee. There are multiple playgrounds within the campus for playing football, cricket, basketball, hockey, volleyball and practising other athletics sports. Besides these, all students' hostels have facilities for indoor games like table tennis, badminton, chess, carom etc.

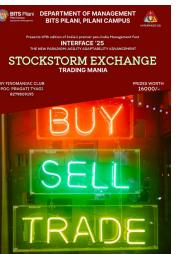


# STUDENT ACTIVITIES



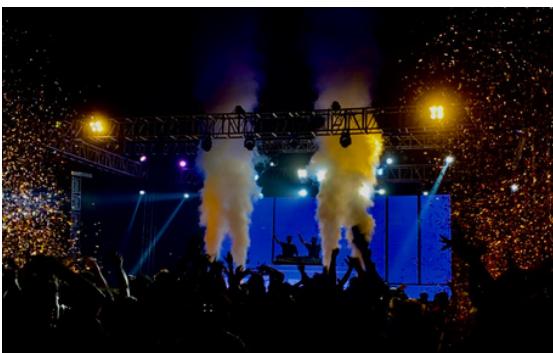
## ENIGMATIC ENCLAVE

FROM 10:30 AM  
TO 11:30 AM  
VENUE: NAB Auditorium



"Interface" is the prestigious PAN India Management Fest hosted by the Department of Management, BITS Pilani - Pilani Campus. The legacy event is a 3-day extravaganza combining academic vigor and industry insights, where the pulse of business innovation resonates within every participant, propelling the essence of this event. The 47th edition of Interface embraced the theme, **The New Paradigm: Agility, Adaptability, Advancement** aiming to inspire emerging business leaders to explore the powerful synergy between forward-thinking ideas, strategic clarity, and innovation-driven growth.

Year after year, BITS Pilani also hosts an array of cultural and technical fests breathtaking in magnitude and impact. Whether it is our groundbreaking cultural fest **OASIS**, the most awaited **BITS Open Sports Meet (BOSM)**, or our signature opus tech fest **APOGEE**, our events calendar remains abuzz round the year, giving students an opportunity to experience life in the BITSian way!! And no different is the Annual Management fest **INTERFACE**, organized and conducted entirely by the MBA Students.





## AWARDS AND ACCOLADES

- Subodh Joshi, Aman Tanwar, Priyanka Chitlangia, Pramit Ghosh secured 3<sup>rd</sup> position in the National Level Case Competition organized by IIT Delhi (2025)
- Usha Ramani and Parvathi Nair secured 1<sup>st</sup> position in Kano Quest Business Case Study competition organized by IIM Vishakhapatnam (2025)
- Abhinav Pratap Singh, Himanshu Sharma, Akshat Veerwal & Ankit Kumar secured 3rd position in the **Global Case Study competition Case Crucible** at Chandigarh University (2024).
- Sarvesh Kulkarni won Silver medal in **Handball** Game representing BITS Pilani in the intercollegiate sports meet BOSM 2024.
- Advaith Achanta presented his research paper on 'Machine Learning based Chronic Disease (Heart Attack) Prediction' at the Innovative Data Communication Technologies and Application (ICIDCA) conference.
- Abhra Dubey secured 3rd position in **Powerlifting** and Naitik Sinha secured bronze medal in **Swimming** representing BITS Pilani in the intercollegiate sports meet BOSM 2023.
- Arjun Jaideep Bhatnagar and Ankita Upadhyay secured the 1<sup>st</sup> position in Rajneeti-A Political Case Study, 2023, organised by Public Policy & Opinion Cell - IIT Kanpur.
- Aditya Anand Iyer won the DCB Bank's The Top Recruit Program Season 9 - flagship B- school competition, 2022.
- Sayantan Paul, Indika Debnath & Parthasarathi Bera secured 2nd position in **Analytica-The Data Analysis Event** of Sankalp 7.0-2022 conducted by ICAR-National Academy Research Management, Hyderabad.
- Palak Bansal, VV Swarat and Naman Dhameja were one of the top 10 National Finalists in Marketing Meraki conducted by StratLadder in collaboration with Entrepreneurship Cell of BITS Pilani, Goa Campus, 2022.
- Sajitha Mary G secured silver medal in **Table Tennis** representing BITS Pilani in the intercollegiate sports meet BOSM 2022.





## STUDENT COMMITTEE



### EXECUTIVE COMMITTEE

The Executive Committee of the Department of Management, BITS Pilani is responsible for various student-centric events which are directed to bridge the gap between academia and the industry. Ten clubs fall under this committee, and it is the primary duty of the Executive committee to coordinate with these clubs to plan and conduct various activities around the year. In addition to this, the committee is responsible for organizing the Annual Department Fest - Interface.

### PLACEMENT COMMITTEE

Placement Committee contacts the companies and invites them to campus for final recruitment/summer internship drives. It acts as a link between the recruiters and students. It is responsible for the hospitality of the visiting recruiters and for conducting the placement drive smoothly. It also manages the database of students as per the needs of recruiters, conducts training and workshops as per industrial trends.





## STUDENT CLUBS



### ALUMNI RELATIONSHIP CELL

The Alumni Relations Cell was established with the aim of bridging the gap between its alumni and the university. The committee is constantly working towards keeping the alumni engaged with the university and serving as a bridge for effective communication between alumni and students to bring in the experience of our alumni to upskill students and prepare them for the industry by conducting various alumni sessions, mentorship program and other initiatives.



### INDUSTRY LINKAGE CLUB

Industry Linkage Club aims to lessen the gap between the industry and the academics by organizing Guest Lectures, Workshops & Case Studies with distinguished personalities in the industry and academia.



### MEDIA RELATIONS CLUB

The club maintains a healthy relationship with external public relations entities like the media houses and news groups on behalf of the department. It stays active on all major media platforms by providing insights of happening of DOM happening around the year.



## STUDENT CLUBS



### CREATIVE & TBI CLUB

This club intrinsically takes care all promotion related activities. It is responsible for publishing the yearly magazine - The Business Insights, which is aimed at engaging, informing and associating alumni, faculties and students about the recent trends and happenings in management, business, economy etc.



### TECH GEEKS CLUB

The mission of Tech Geeks Club is to inculcate a practice of disciplined exploration of any kind of data and promoting knowledge of the latest data technologies, trends, and concepts with an emphasis on statistical analysis and beyond.



### SPONSORSHIP CLUB

The sponsorship club is engaged in building and maintaining a marketing plan and inviting sponsors for the events organized by the student clubs in order to meet and exceed the shared overall objectives.



### VISHWAST: MARKETING CLUB

Vishwast helps management students to explore employment opportunities in the diverse field of marketing without missing out on creativity and performance. It inspires students to add value by knowledge and experience.





## STUDENT CLUBS



### VISHWAKARMA: THE OPERATIONS CLUB

Operations club aims to provide a platform where students abreast themselves with the global operations management, best practices, industry standards and latest tools and techniques that industries use to optimize their processes.



### MANAV: THE HR CLUB

HR club works to create awareness about importance of human resource management in various businesses and organizations. It imparts the knowledge in the field of human resources for students and inculcate necessary people skills required in every domain.



### FINOMANIAC: FINANCE CLUB

The club focuses on getting insights in the financial world as well as the intersection of these fields with investment banking, corporate banking and financial services. Its goal is to utilize the knowledge and efforts of today's business leaders to create the professional financial forerunners of tomorrow.



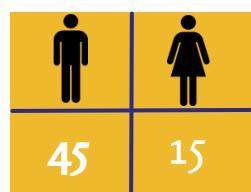


# STUDENT PROFILE

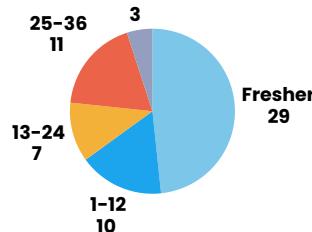
Department of Management, BITS Pilani believes that peer learning helps students to develop team skills. Experiences gained at the workplace when applied during classroom studies and discussions, make room for value enhancements. Hence, the Institute encourages diversity of students in terms of gender, educational background and work experience.

## Batch of 2025-27

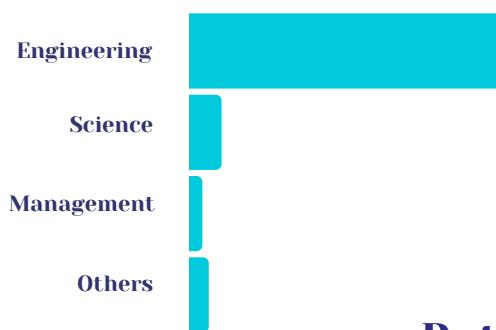
### Gender Diversity



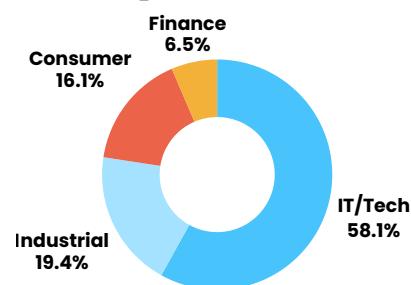
### Work Experience (in Months)



### Academic Domain

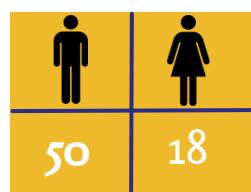


### Work Experience Domain

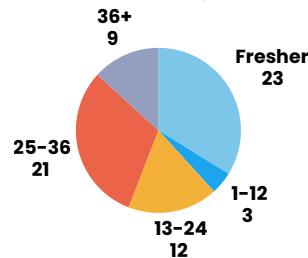


## Batch of 2024-26

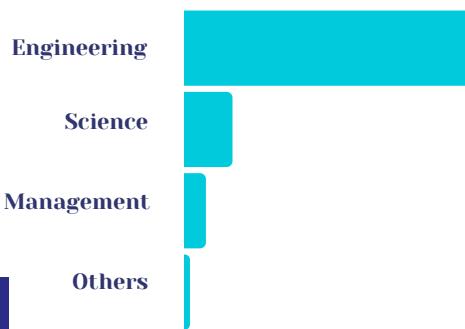
### Gender Diversity



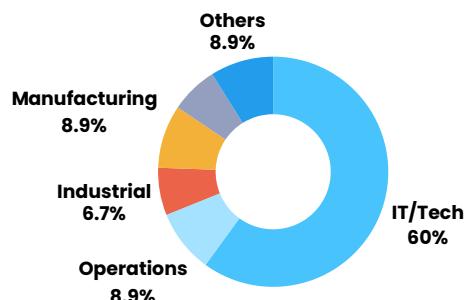
### Work Experience (in Months)



### Academic Domain



### Work Experience Domain





## NOTABLE ALUMNI

The importance of breaking down data silos, integrating data from data warehouses, data marts, databases, on-prem, and in cloud throughout its life cycle, and applying deep learning models and algorithms to predict and automate the future is the value we want to unlock for our customers.

**Ajaya Gummadi**  
**Google Product Leader**



I A wise man once said, the future belongs to those who see possibilities before they become obvious and data science is that future.

**Vikram Menon Malik**  
**Director, Process Excellence  
and Compliance, OLA**

Data drives decisions in product development. For products using AI/ML, a sound understanding of Business Analytics helps understand product health, find growth levers and identify opportunities for optimization.

**Pratik Lahiri**  
**Applied Scientist, Amazon**



Business Analytics is evolving into a core function in every company just like Finance, Marketing, Sales & Operations. Every Business leader that aspires to be a CEO must acquire skills around Analytics to be able to successfully lead an organization.

**Harsha Konduri**  
**Cloud Data & AI Leader, Microsoft**



## NOTABLE ALUMNI

### **Chandra Bhople**

Co-founder & Chief Talent Officer,  
Eltropy (USA)

### **Jiten Trasy**

Director & Regional Head Trust &  
Agency Services (TAS) Operations,  
Deutsche Bank

### **Subbu Hariharan**

Managing Director at UBS

### **Gokul Varma**

Vice President & Business Head at  
Tech Mahindra

### **Sreenivasulu Vanaparthi**

Vice President at Bank of America

### **Ankita Kumar**

Co-Founder at Mocxa

### **Sharat Dhall**

Chief Operating Officer,  
Policybazar.com

### **Shyamal Kumar**

Founder & CEO, Lavelle Networks

### **Manoj Saxena**

Chairman CognitiveScale & AI Global

### **Abhisek Rath**

Vice President (Technology), Sony  
Pictures Entertainment

### **Sriram Gutta**

Deputy Head, India and South Asia,  
World Economic Forum

### **Arunodoy Bhattacharjee**

Sr.Finance Officer, ONGC Ltd

### **Suresh Kumar P**

Advisory Board Member,  
Walnut Knowledge Solutions

### **Sunil Ranjhan**

Director, HR&MS LG Electronics Ltd

### **Ashish K Mukherji**

Chief Operating Officer,  
Decision Minds

### **Sanjay Malhotra**

Executive Director,  
JPMorgan Chase & Co

### **Ranganathan Jagannathan**

Sr. Vice President - Corporate Quality,  
Ramco Systems

### **Sandeep Kaul**

Senior Vice President Operations,  
Amentum

### **Devesh S**

Senior Director, Strategic Alliances

### **Balaji Viswanath**

Head - Digital Acquisition,  
Standard Chartered

### **Swaminathan C**

Senior Director - Digital Engineering,  
Product Management & Customer  
Experience,  
Cognizant Technology Solutions



# ADMISSION PROCESS

## ELIGIBILITY CRITERIA

Candidates holding a bachelor's degree of minimum **three years** duration in any discipline or its equivalent with at least 60% aggregate marks, and having studied at least one subject in mathematics or statistics at the high school (10+2) or higher level. Students who are in the final year of their Qualifying Degree programme are also eligible to apply, provided they can submit the original copies of the results by 1st October, 2026, and fulfil other criteria.

## SELECTION PROCESS

- Candidates will be required to appear for the Business Analytics Aptitude Test conducted by BITS Pilani. Candidates will be shortlisted for a Personal Interview based on the Test performance. Final selection will be based on overall performance in i) Business Analytics Aptitude Test, ii) Personal Interview & iii) CAT (2025) / XAT (2026)/ GMAT (2025) (if available), along with prior work experience (if any), and previous academic history.
- Exposure to a programming language is desirable.

\* Meeting the minimum eligibility does not guarantee admission into the programme.

# Equivalence of First Degree of BITS Pilani for consideration of 'Qualifying Degree' will be determined by an expert committee.

~ IIMs have no role either in the selection process or in the conduct of the programme.





## FEE STRUCTURE

### For Academic Year 2025-26 (in INR)

The fee structure and other information in this page are applicable for the students who took admission in the Academic Year 2025-26. The fee structure for the Academic Year 2026-27 will be shared at the time of offering provisional admission to the shortlisted candidates.

Fees	Amount
Admission Fees	<b>60,500/-</b>
Semester/Term Fees	
First Semester	<b>2,75,000/-</b>
Second Semester	<b>2,75,000/-</b>
Summer term	<b>96,300/-</b>
Students' Union fee	<b>450/-</b>
Students' Aid Fund	<b>225/-</b>
Hostel fee (for on-campus students only)	
First Semester	<b>32,700/-</b>
Second Semester	<b>32,700/-</b>
Summer term	<b>16,350/-</b>
Mess & Electricity advance	
First Semester	<b>10,000/-</b>
Second Semester	<b>10,000/-</b>
Summer term	<b>5,000/-</b>
<i>(Payable at the beginning of each semester/term and adjustable at the end of the same)</i>	
Other Advances	
First Semester	<b>12,000/-</b>
Second Semester	<b>12,000/-</b>
<i>(Payable at the beginning of each semester/term and adjustable at the end of the same)</i>	
Institute Caution Deposit	<b>3,000/-</b>

All fees are to be paid in advance. Only caution deposit and mess advance are refundable after adjustment of dues at the time of withdrawal from the institute. This applies to prospective candidates who are seeking admission as well as ongoing students at the institute.

#### Notes:

- Students admitted in AY 2025-26 paid tuition fee of ₹2,75,000/- per Semester in AY 2025-26. In subsequent years (AY 2026-27, 2027- 28 etc.), tuition fee will increase @5% every year for 2025-26 batch students.
- Additional fees towards registration for summer term courses and Practice School will also apply as appropriate. Candidates will be informed accordingly of the same.



## FINANCIAL ASSISTANTSHIP

Applicants for admission to the MBA in Business Analytics programme are considered for Teaching Assistantship. Students are selected on the basis of their skills and/ or their CGPA. Those who are selected for teaching assistantship are required to participate in teaching and other development programmes of the institute under the guidance of faculty. The students can be allotted the work into three different categories where:

- Students are required to work and aid in a particular course under the guidance of the faculty in their own department (Department of Management, BITS Pilani).
- Students are required to aid in the daily activities of the Department of Management BITS Pilani, Pilani campus.
- Students are required to work and aid in a particular course under the guidance of the faculty in some other department provided their skills match with the required skill set that the department is necessitating.
- Students will get the opportunity to work under various Departments, Divisions or Units of BITS Pilani through Teaching Assistantship.

As per their requirements and prevailing norms of the institute, students can avail of financial assistantship by opting to work as Teaching Assistants.





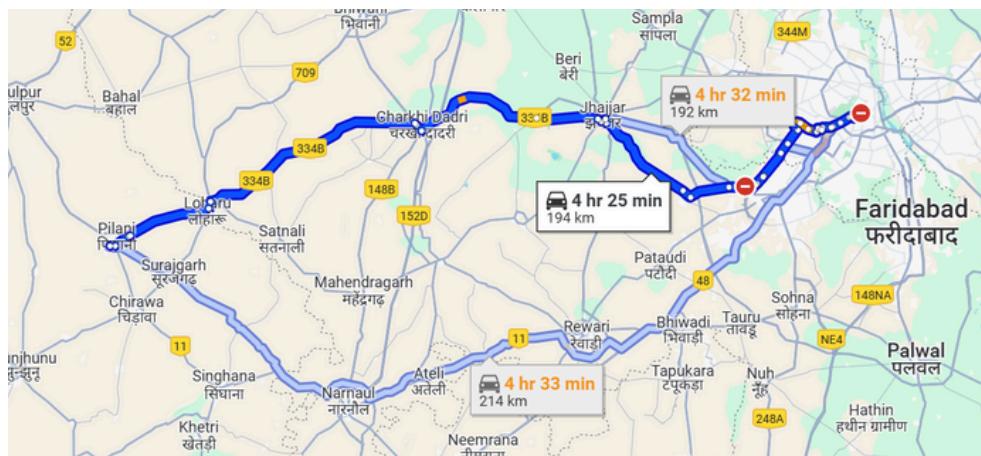
# HOW TO REACH PILANI

Pilani is easily reachable through railways, buses and private transport from New Delhi, Jaipur and other major cities.

## MAJOR ROUTES

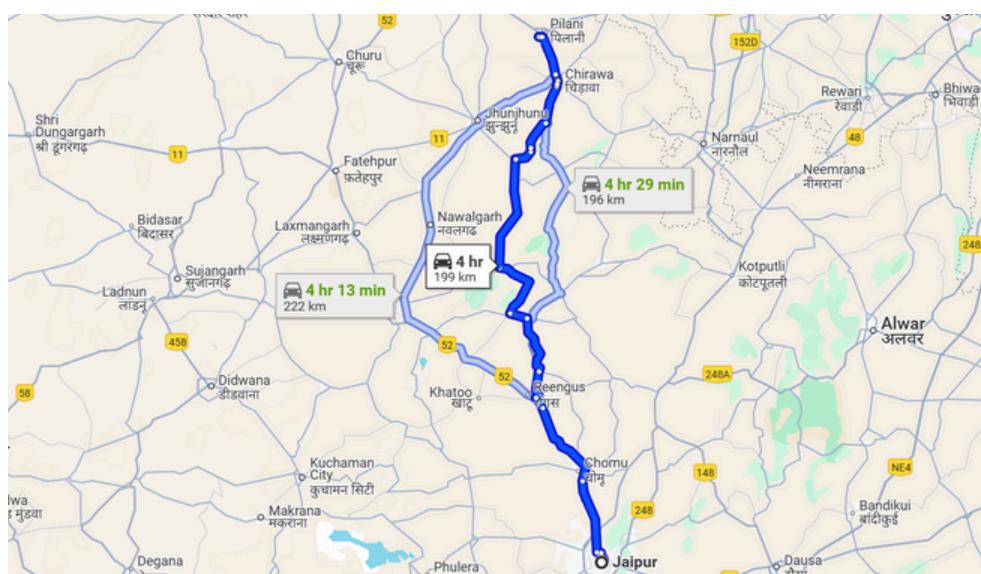
### Delhi to Pilani

New Delhi is located at a distance of 194kms from Pilani with a commute time of about 4.5 hrs



### Jaipur to Pilani

Jaipur is located at a distance of 222kms from Pilani with a commute time of about 4hrs to 4.5hrs.





# APPLICATION PROCESS FOR AY 2026-27 INTAKE

## TENTATIVE DATES

1. Start of application form: 15th Dec 2025
2. Deadline for online submission of the application: 16th Feb 2026
3. Timeline to edit the submitted applications: 2nd March 2026
4. Release of admit card for Business Analytics Aptitude Test (BAAT): 16th March 2026
5. Date of Business Analytics Aptitude Test (BAAT): 22nd March 2026
6. PI/ Extempore etc. (in online mode): 7th April 2026 onwards

\* BITS Pilani reserves the right to change the admission process as well as dates.

## IMPORTANT LINKS

Department of Management: <https://dom.bits-pilani.ac.in/>

Online Application Portal: <https://admissions.bits-pilani.ac.in/MBA/mba.html>



/MBA.BITS.Pilani



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/BITS\_MBA



<https://www.linkedin.com/in/dept-of-management-bits-pilani-913759228/>



## GLIMPSES OF BITS PILANI





**BITS Pilani**  
Pilani Campus

**Department of Management**

BITS PILANI- 333031 (RAJ.) INDIA  
[mba.admissions@pilani.bits-pilani.ac.in](mailto:mba.admissions@pilani.bits-pilani.ac.in)  
Phone: +91-1596-25-5334

**Faculty In-Charge**

**Prof. Nirankush Dutta**

[nirankush.dutta@pilani.bits-pilani.ac.in](mailto:nirankush.dutta@pilani.bits-pilani.ac.in)  
Phone: +91-1596-25-5858

**Student Representatives**

Divy Jain- 1st Year  
Shradha Bhaduria - 2nd Year