



ONE INSTITUTION
**A WORLD OF
POSSIBILITIES**

TKM INSTITUTE OF MANAGEMENT



MENTORING LEADERSHIP
SINCE 1995



MBA full-time Programme re-accredited
by the National Board of Accreditation (NBA-AICTE)



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WHY CHOOSE LEADERSHIP

RECOGNITION

TIM has been recognized as having one of the best curriculum, ambience, and conducive learning environment from where executives are hired by leading organizations.

PRESTIGE

TIM is amongst the prestigious B-Schools in Kerala managed by one of the most well known and respected groups in education.

EXPERTISE

Here you undertake a course mentored by a committed faculty team that transforms you to a leader, not just a manager.

CHOICE

The choice for specialization in the 3rd & 4th semesters, an opportunity for internship of one month duration during the 2nd semester and a summer project cum internship of two months duration during the 4th semester provide a comprehensive industrial exposure and ensure a head start in participants' careers.

RELEVANCE

As a market focused and research intensive institute, TIM's courses are designed keeping in mind the industry developments.

LOCATION

Located in a scenic hillside in the beautiful city of Kollam, well connected by road and rail.

THE LEGACY OF LEADERSHIP

JANAB. A. THANGAL KUNJU MUSALIAR (Founder)



“The life of Thangal Kunju Musaliar exemplifies a personal drive with ‘vision’ in its true sense. The Government of India has issued a commemorative stamp in his recognition.”

The name Thangal Kunju Musaliar conjures up memories of an era, when the call for independence echoed in every corner of the country. As a visionary, he understood that empowering an emerging nation lay in a strong and self-reliant economy. Thus, he pioneered the cashew export trade and soon built a vast business empire through impeccable planning and systematic implementation. By 1940, he had the unique distinction of being one of the world's largest employers. To him, it meant sustainable income to thousands of families. His next step was to bring quality education to the society. Indeed, his extraordinary foresight made him an industrialist, educationalist and philanthropist par excellence. The life of Thangal Kunju Musaliar exemplifies a personal drive with 'vision' in its true sense. The Government of India has issued a commemorative stamp in his recognition.

TKM COLLEGE TRUST

The year 1956 marked the beginning of a new epoch in the realm of Higher Education in the 'cashew capital' of the country, Kollam, with Janab A Thangal Kunju Musaliar founding the TKM College Trust. Ever since its inception, the TKM College Trust has traversed miles in pursuit of excellence in education. TKM College of Engineering was the first ever private engineering college in

Kerala and was founded in 1958. The Trust has since established several other premier centers of learning including TKM Institute of Management, TKM College of Arts & Science, TKM Institute of Technology, TKM School of Information & IT, TKM Centenary Public School, TKM Higher Secondary School, TKM School of Architecture.

WELCOME TO LEADERSHIP

JANAB. SHAHAL H. MUSALIAR

- **PRESIDENT:** TKM College Trust
- **CHAIRMAN:** TKM Educational Institutions
- **FORMER CHAIRMAN:** Cashew Export Promotion Council of India
- **FORMER MEMBER:**
 - ◇ Syndicate Anna University, Chennai.
 - ◇ Senate-Madurai Kamaraj University



Keeping in tune with the legacy of our Founder, we at TKM College Trust firmly believe that we should always do the utmost without compromising on our ideals and goals.

The TKM Institute of Management has always been close to my heart as it is the place where young minds are trained to live and sustain in the changing global scenario. I am sure that with the training imparted to the students of this Institution they will achieve excellence in their career and be the change leaders of tomorrow.

DIRECTOR'S MESSAGE

Leading change in the current century is shaped by the rapid technological change that is impacting each one of us. At TIM, we endeavor to provide industrially relevant education in the swiftly transforming world. We strive to ensure that the TIM thinking reflects the current business environment. We attempt to capture the influence of technology on management.

The TIM focus is on imparting knowledge to help the graduate manage matters of career entry and professional growth with ease. We attempt to equip participant with qualitative inputs so that the graduate is able to make positive changes in the way businesses are managed and give the employers a sustainable competitive advantage.

The TIM emphasis is on developing leaders shaped through experiential learning. The participant is on to a learning basket of assignments, cases, simulation, summer projects, internships and dialogues with industry managers. At the end of it all, we hope to impart a set of unique competitive strengths that provide an advantage to our graduate and leave the graduate with a strong commitment to professionalism. The TIM MBA seeks to empower the participant through a blend of practice of business with theory on the subject.

At TIM, we believe that the faculty and participants are on a collaborative effort to imbibe values, performance oriented aptitude and attitude, commitment, dedication and enthusiasm. It gives me great pleasure to think that the participants of TIM would, in a short time, master the art of driving business and perform with passion.

Dr. Jayaram Nayar
Director



THE ONE PLACE WHERE LEADERS ARE MENTORED



VISION

To nurture managers of tomorrow by igniting passion for excellence

MISSION

To achieve pre-eminence in management education and research with societal significance and global perspective

CORE VALUES

Commitment, Passion and Integrity

ABOUT THE INSTITUTE

Started in 1995, TKM Institute of Management (TIM) – the first private B-School under the University of Kerala is a pioneer in Management education in Kerala. TIM has an enviable record of consistently moulding committed management professionals who occupy coveted positions in leading organizations in India and abroad since last two decades. TIM has been conducting two year residential MBA programme, affiliated to the

University of Kerala and approved by AICTE. The Institute's picturesque campus located away from the city facilitates all round personality development through a combination of curricular, co-curricular and extracurricular activities. TIM continues to be in the forefront of Management education in the state. The MBA programme of TIM is re-accredited by National Board of Accreditation (NBA).

GOVERNING COUNCIL

CHAIRMAN

Janab Shahal H. Musaliar

President : TKM College Trust
Chairman : TKM Educational Institutions
Former Chairman : Cashew Export Promotion Council of India
Former Member : Syndicate - Anna University, Chennai
Senate-Madurai Kamaraj University



MEMBERS PROFESSIONAL & OFFICIAL

Dr. A.H. Kalro *Former Director, IIM, Kozhikode*
Mr. J. Alexander IAS *Former Chief Secretary & Ex. Minister, Govt. of Karnataka*
Mr. TP Sreenivasan IFS (Retd.) *Former Vice Chairman Higher Education Council, Kerala*
Mr. M. Ayyappan *Chairman, AS Group of Companies*
Officer Regional *All India Council for Technical Education*
Officer *Representing Government of Kerala*
Officer *Representing University of Kerala*

MEMBERS TKM COLLEGE TRUST

Mr. T.K. Jalaluddin Musaliar
Mr. T.K. Usman Musaliar
Mr. T. Abdul Karim Musaliar
Mr. T.K. Jamaludeen Musaliar
Mr. Sadiq S. Thaha
Mr. Khalid H. Musaliar
Mr. Mohammed Haroon
Mr. Tariq S Musaliar
Mr. Afsal Musaliar

MEMBER SECRETARY

Dr. Jayaram Nayar *Director, TIM*

LEADERSHIP IS ABOUT HAVING THE RIGHT COMBINATION

State of the art Library, Computing Center, Language Laboratory and Soft Skill Training provide contemporary business management education as well communication skills to our MBA Participants.



Name of Faculty

Designation

Dr. Jayaram Nayar , MA (Econo.), Ph.D	<i>Director</i>
Prof. T. Abdul Karim Musaliar , BSc. (Engg.), MBA	<i>Professor and Executive Director</i>
Prof. A.M. Salim , BSc. (Engg.), PGDTC (Hons.), PGDBA (IIM-A)	<i>Professor Emeritus</i>
Prof. P. Nizzar , BE, M.Tech (IIT- Kharagpur)	<i>Professor Emeritus</i>
Dr. A Viswanathan , BSc. (Engg.), MBA, Ph.D	<i>Professor and Dean</i>
Dr. Santhosh VA , MBA, MS, PGDMM, Ph.D	<i>Prof., HR & Associate Dean-Operations</i>
Dr. Vinith Kumar Nair , M.Com, PGDM, (ASB-C), Ph.D	<i>Prof., Marketing & Associate Dean- External Relations</i>
Dr. Manoj Krishnan CG , MBA, Ph.D	<i>Associate Professor, Human Resource</i>
Prof. Anju A , MA (Lit), B.Ed, PST	<i>Assistant Professor, Soft Skills and Business Communication</i>
Prof. Alex Koshy , B Tech, MBA	<i>Assistant Professor, Operations & Systems</i>
Prof. Archana S , MBA	<i>Assistant Professor, Finance</i>
Dr. Aravind M , MBA, Ph.D	<i>Assistant Professor, Finance</i>
Prof. Anil Kumar R , B.Tech, MBA	<i>Assistant Professor, Marketing</i>
Prof. Azhar Basheer , MBA, LLM	<i>Assistant Professor, Marketing</i>
Prof. Mohammed Siddiq Musaliar , B-Tech, PGDM	<i>Assistant Professor, Marketing</i>
Ms. Nisha S	<i>Research Associate</i>
Ms. Fathima Nazar	<i>Research Associate</i>

Guest Faculty

Designation

Dr. Abraham Koshy , MBA, Fellow (IIM-A)	<i>Guest Faculty</i>
Dr. P.R. Poduval , M.A (Psy), IIP (Harvard)	<i>Guest Faculty</i>
Dr. Anandakuttan B. Unnithan , BTech, MBA, PhD	<i>Guest Faculty</i>
Dr. P.C.Thomas , M.Com, PhD	<i>Guest Faculty</i>



INFRASTRUCTURE

The Central Library of TIM caters to the needs of the students, faculty and researchers with an outstanding collection of management publications including E-books, updated regularly. The library also subscribes to Ebsco online data bases including national and international Journals . TIM library uses automation software with a fully bar-coded collection and web-enabled OPAC service throughout the campus.

The TIM Computing Centre is equipped with state-of-the-art hardware and softwares including a Language Lab, to enable participants to enhance their skills in line with industry requirements.

PEDAGOGY

Corporate Interface Ecosystem-TIMs phased training approach & CACO (Campus to Corporate training programme). To ensure better learning outcomes, the pedagogy of TIM is a combination of different techniques where participants are encouraged to practice collaborative and peer learning. This also enables them to enhance their interpersonal skills which make them competent for today's workplace. Student faculty ratio of 15:1 facilitates effective guidance & mentoring.



CURRICULUM

FIRST SEMESTER

MGT 101	Principles and practice of Management
MGT 102	Managerial Economics
MGT 103	Business Communication and soft skills
MGT 104	Accounting for Managers
MGT 105	Organizational Behavior
MGT 106	Quantitative Techniques
MGT 107	Business Environment and Ethics

SECOND SEMESTER

MGT 201	Business Law
MGT 202	Operations Research
MGT 203	Human Resources Management
MGT 204	Marketing Management
MGT 205	Financial Management
MGT 206	Operations Management
MGT 207	Research Methods for Managers

THIRD SEMESTER

MGT 301	Management Information Systems and Cyber Security
MGT 302	Environmental Management
MGT 303	Innovation Management
MGT 304	Business Analytics
Elective -I	
Elective -II	
Elective-III	
Elective-IV	
MGT 305	Internship and Comprehensive viva

FOURTH SEMESTER

MGT 401	Strategic Management
Elective -I	
Elective -II	
Elective -III	
MGT 402	Project/ Independent Research Study
MGT 403	Comprehensive viva voce

Apart from the general course, participants are encouraged to pursue value added courses in emerging areas as:

- Business Analytics
- Block Chain
- Artificial Intelligence
- Microsoft certified Advanced Excel
- Certified General Marketeer
- Certification in Logistics & Supply chain
- Business English Certification

CORPORATE INTERFACE ECOSYSTEM

1. TIM enables the growth of a responsible corporate professional through a series of carefully planned interactions with industries
2. The internships are conceived as per the requirements of specific companies. Hence the candidate is expected to do any task within the organisation generally performed by entry level management graduates
3. This gives an opportunity for the organisations to appraise the participants well before the course completion
4. MBA participants at TIM are encouraged to undertake Diploma/ Certification in value added courses



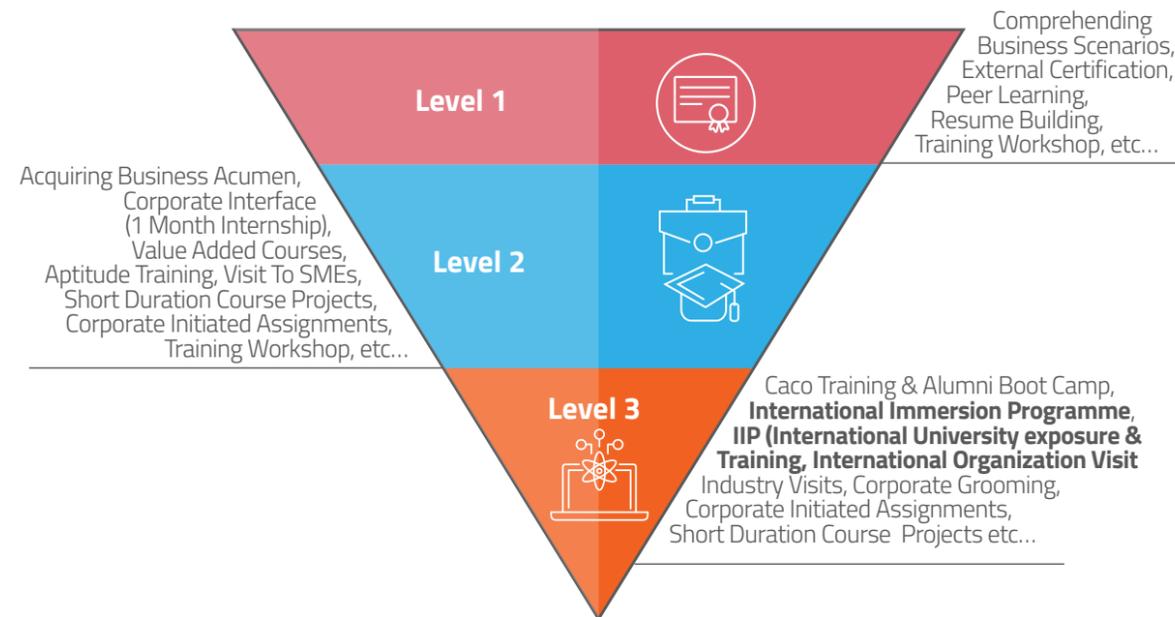
TIM'S PHASED TRAINING APPROACH

The CACO (Campus to Corporate) training program encompasses all the activities that aims at the holistic development of the participant like the : Industry visits, book reviews, aptitude training sessions, training for GD & interviews, employability skills training, value added courses, internships and projects ,live projects, participation in management fests and contests, paper presentations and publications, International immersion Programme, SME visits ...

CACO – CORPORATE INTERFACE ECOSYSTEM COMPRISES OF THREE LEVELS OF TRAINING THAT FOCUSES ACROSS THE FIRST THREE SEMESTERS OF THE MBA PROGRAM

OBJECTIVES & FOCUS

- The training aims at developing and sustaining comprehensive employability skills necessary to get placed in the corporate world
- Develop in participants effective communication skills that enables the easy transition from campus to corporate
- Focuses on training that brings about changes in thinking and behavior
- The training emphasizes on the three fundamental aspects of learning namely, Knowledge, Skills, and Attitude that is crucial for the survival in the changing market scenario.



CACO	Level I & II	I year
CACO	Level III	II year

TKM BUSINESS INCUBATION CENTRE

TKM Business Incubation Centre (TKMBIC) was set up in the year 2015, in association with Kerala State Industrial Corporation (KSIDC), in line with the 5 Business Incubators announced by Govt. of Kerala, in the Young Entrepreneurs Summit (YES). The Centre has 25 work stations, with state of art facilities, including discussion rooms, separate cabins for incubates etc. Following Initiatives are carried out by TKMBIC for supporting prospective entrepreneurs

- Mentoring support provided by real time entrepreneurs from various sectors, professional bodies including KSIDC, CII etc.
- Seminars, Workshops.
- Diploma In 'Entrepreneurship', in association with Entrepreneurship Development Institute (EDI), Ahmedabad.
- Providing support for internship and summer projects in SMEs.
- Idea pitching sessions
- Business feasibility study and preparing business plans
- Providing support for funding
- Support for family business

Ministry of HRD, Govt. of India has certified TKM Institute of Management to establish Institution Innovation Council as per the norms of the MHRD's Innovation Cell (MIC).

Campus to Business Programme (CAB)

TKMBIC organizes its 3 day flagship programme Campus to Business (CAB), every year, with the intention of providing a hands on training for prospective entrepreneurs. Entrepreneurs, experts from different fields including CA/CS, Personnel from KSIDC, KFC, Industries department handle the sessions during the programme.

Highlights of the programme: ▪ Developing entrepreneurial traits ▪ Opportunities in different sectors ▪ Start ups, dilemmas and issues ▪ Pitching business idea ▪ Access to Finance ▪ Preparing Business plan ▪ Registration and applicable laws

Corporate Mentorship Programme

Understanding that leadership is relationship based, it is accomplished by empowering, enabling and coaching by those leaders in organizations who are charged with contributing to creative achievement of the participants of TIM. The corporate mentors provide personalised advice, encouragement and offer insights into professional development thus helping them succeed in their field of choice.

Professional Associations



LEADERSHIP'S MULTIFACE

TACT-TIM's Active & Competent Team is the apex Council of the MBA Participants which provides a platform for developing organizational & leadership skills through various extracurricular and co-curricular activities.

Under the TACT umbrella, the following functional clubs provide opportunities for conducting domain specific activities.

- AGORA –MARKETING CLUB
- SYNERGY- HR CLUB
- NIDHI- FINANCE CLUB
- OXYGEN-OPERATIONS CLUB

In addition to the above...

Media Cell facilitates the Institute's online presence across various platforms.

Innovation Club fosters creative thinking and helps students nurture their hidden talents.

Entrepreneurship Development Club promotes specialized knowledge in the field of entrepreneurship development and strives to identify talent for entrepreneurial works among participants.

Newspaper Club enables the participants to keep abreast with the dynamic business scenario through regular reading and analysis of business dailies.

Nature Club 'LEAVES'; enables the participants to recreate the lost connections with the Nature.

Towards the society...

TIM OUTREACH - THE COMMUNITY DEVELOPMENT CLUB

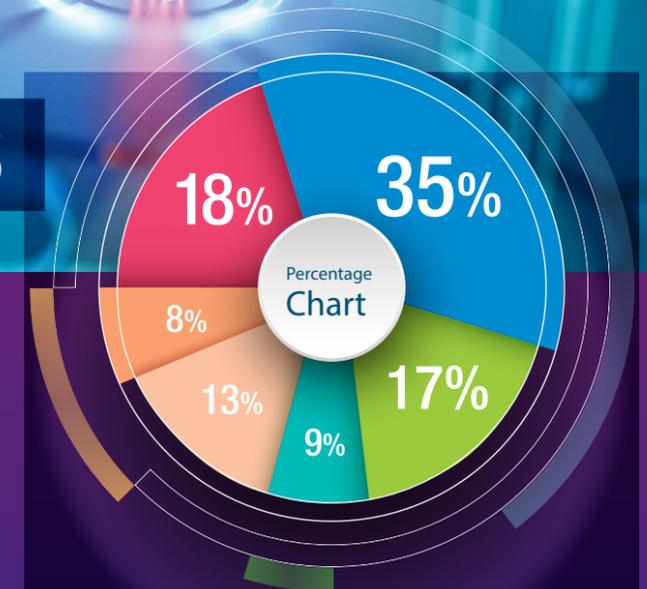
To reiterate TIM's vision as a socially responsible and enlightened B-School, TIM OUTREACH organizes various community development initiatives at TIM such as surveys, motivational training for school students in the locality, organizing Documentary Film Fests on management and social development, organising blood donation and eye camps etc. TIM OUTREACH has associations with Young India, CII, HLPPT & TerumoPenpol (Club 25).



THE WORLD WANTS LEADERS

PLACEMENTS AT A GLANCE

- 18% ■ FMCG
- 35% ■ Banking & Financial Services
- 17% ■ IT/Logistics/Telecom
- 9% ■ Media/Healthcare
- 13% ■ Retail/Manufacturing
- 8% ■ Analytics/Consulting



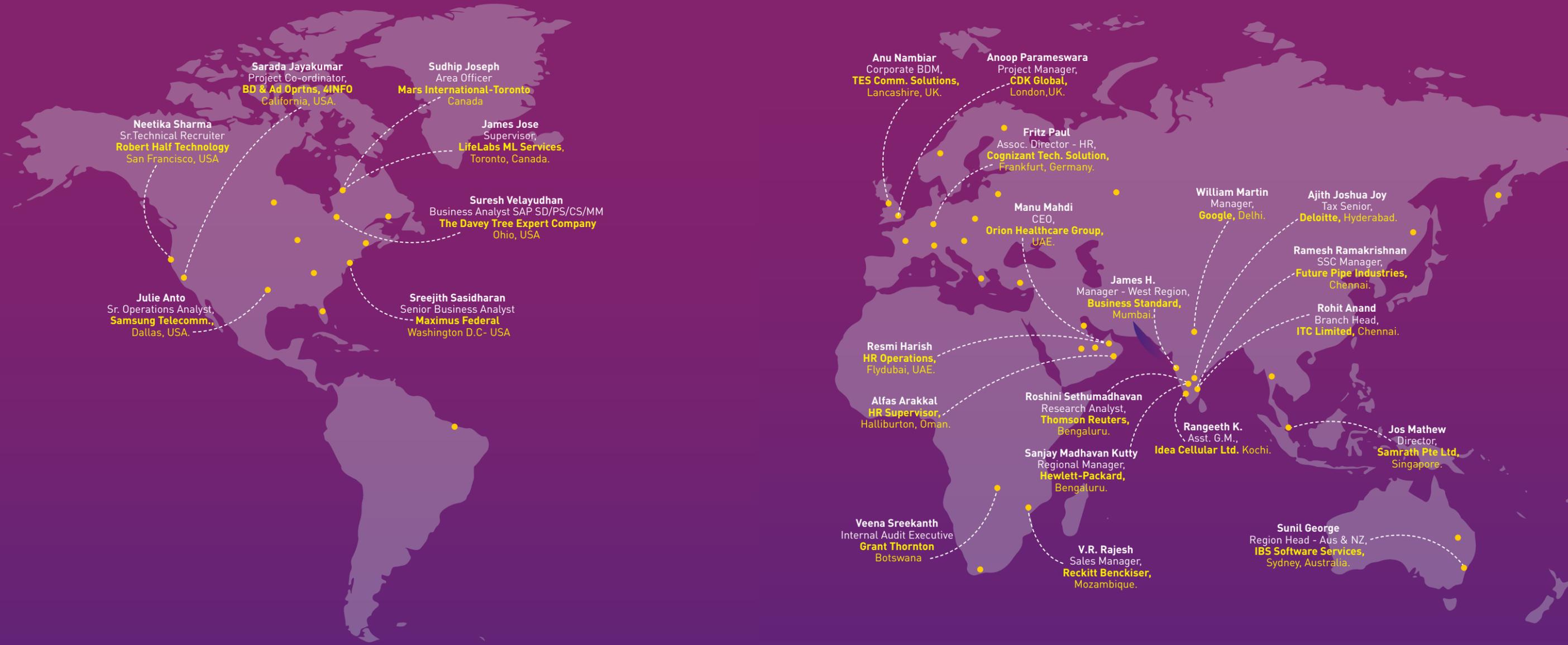
TIM witnessed a healthy participation of recruiters across industries, reaffirming the Institute's ever growing brand equity. The overwhelming response displayed by recruiters is a testimony to the quality of the pedagogy employed at TIM as well as the diligent efforts of the participants.

PARTICULARS OF THE PLACEMENTS FOR 2016-18 ARE GIVEN BELOW

No. of Companies participated	67
Highest CTC Offered	9.6 LPA
Average CTC	3.7 LPA
No. of Offers made	102

CORPORATE RELATIONS CELL (CRC)

The Corporate Relations Cell (CRC) plays a crucial role in shaping the careers of participants from their induction and orientation, summer internships, mid-term projects, right to their final placements and beyond. CRC undertakes various academic and non-academic initiatives to equip participants meet the varied industry requirements. The CRC networks with the Institute's alumni for creating more career opportunities. It further supports the alumni with new career opportunities for growth, through its network. CRC engages in brand building activities too.



ALUMNI ACROSS GLOBE

SMRITHI, the alumni association of TIM with over 1500 members makes its presence permeate across the globe. TIM alumni is constantly engaged in the Institute's advancement activities and their influential positions aid to source placements for the current batches of participants too. SMRITHI has an Alumni Engagement portal to connect and engage with their key stakeholders - students, alumni, faculty, corporates & well wishers- <https://tkmimalumni.fourthambit.com>

Apart from the portal, Smrithi has also launched a unique Mobile App which is available in Google Play store and Apple App Store.

“Our alumni are our ambassadors to the corporate world, and continue to uphold laurels.”

EVENTS



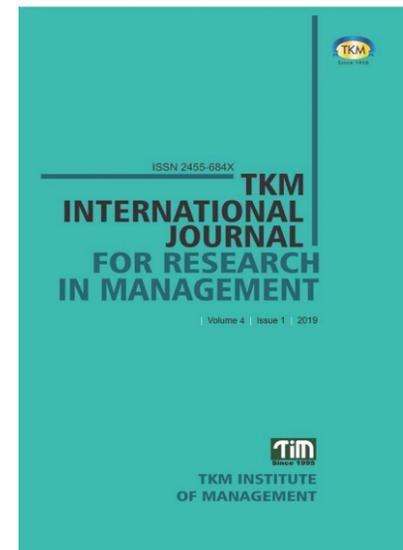
CONSULTANCY & TRAINING PROGRAMMES

TIM faculty regularly undertake consultancy projects for various organisations including Central and State Government institutions, ICSSR, and conduct frequent training programmes for the industry and the Government (MDP).

TIM conducts Faculty Development Programme (FDP) for the academic community and also organises training programme for Small and Medium Enterprises (SMEs).

CONSULTANCY	CLIENTS
Entrepreneurial orientation among professional college students	ICSSR, Govt. of Kerala
Kollam Growth Pole-Project	Industrial Leasing & Financial Services Ltd, New Delhi (IL&FS)
Social Accountability of Higher Education's in Kerala	Kerala State Higher Education Council
Work Life Balance of IT Employees	Kerala Institute of Labour & Employment Ministry of Labour, Govt. of Kerala
Impact Study	Amrita Create
Six Months Training	Managers & Clerical Staff of Kerala State Cashew Development Corporation (KSCDC).
Feasibility study	Franchise owned Aravind Store
Change Management Implementation	Techno Trade Retail Services Ltd (TecQ)
Strategy and Staff Training	Sree Gurudeva Central School, Kollam
Impact Study	Coir Directorate, Govt. of Kerala

The **TKM International Journal for Research in Management** published quarterly, provides a platform for knowledge advancement and dissemination of research. The peer reviewed journal welcomes submissions from academia and corporate on emerging practices and concepts across the business world.



Annual Research Conferences
Title
Sustainability and Management Strategy
Trends in Innovation and Intellectual Property Management
Insight to Innovation in Science, Technology, Engineering, Management

MANAGEMENT DEVELOPMENT PROGRAMMES (MDP) (2016-18)

TITLE	CLIENT
Outbound Training Programme	Managers & Executives, Oracle India, Trivandrum
People Management issues in Retail Sector	People Management issues in Retail Sector
Marketing Management & Techniques	Business start-ups (District Industries Centre, Trivandrum)
Strategy, Marketing, HR & General Management	Employees of Kerala Financial Corporation, Kollam
CRM, Leadership, Interpersonal relationships	Employees of Wayanad District Co-operative Bank
Advanced Quality Management	Managers of Public sector undertakings Centre for Management Development & Bureau of Public Entrepreneurs, Govt. of Kerala
Strategic Management	Sr. Executives of Public Sector undertakings Centre for Management Development & Bureau of Public Entrepreneurs, Govt. of Kerala.
Personal & Business Excellence	Ostrich Mobility Pvt. Ltd, Bangalore
Management of Human Behavior & Organisational Performance	Plant Lipids, Cochin
Demystifying the Initial Public Offering	IBS, Trivandrum
ASAP- Orientation Training for Trainers of School Students.	Industry Participants
Two Days MDP on Retailing Excellence	Vas De Life Style LLP
MDP on Lead Schools	Principals & Administrators of Schools
Make in India- Zero Defect, Zero Effect	IRE
Bureau of Public Enterprises Training Program	CMD, Trivandrum
Bureau of Public Enterprises Training Program for the Managerial & Supervisory Personnel's in PSU's	
Project Formulation & Management	
Effective selling of Automotive Products	Managers & Executives of automotive industry
Orientation Program for Trainers of School Students (PCFCT and ASAP, Kerala)	Industry Participants
Intellectual Property Rights (PIC, KSCTE and KSIDC)	Industry Participants
Retailing in Disruptive times	Industry Participants
Demystifying GST	Industry Participants
Contemporary Retailing	Industry Participants
Enhancing Entrepreneurial Skills Among Women	Self help group of Kudumbasree

FACULTY DEVELOPMENT PROGRAMMES (FDP) 2016-18

FDP Theme	
Research methods for beginners	IFRS-Scope in Indian Context
LEAD Schools	Introduction to "R"
Facilitation Programme	STRUCTURAL EQUATION MODELING USING SPSS AMOS
Commodity and Financial Derivative (Demystifying Derivatives)	Introduction to Econometrics
Data analysis for social science researchers	Practices and Regulatory Insights: Indian Securities Market in Association with SEBI (Securities Exchange Board of India)
Enhancing Teaching Effectiveness in Management Education	Introduction to Qualitative Research

OUR CORPORATE PARTNERS

FMCG • RETAIL • MANUFACTURING



IT • CONSULTANCY • ANALYTICS • LOGISTICS



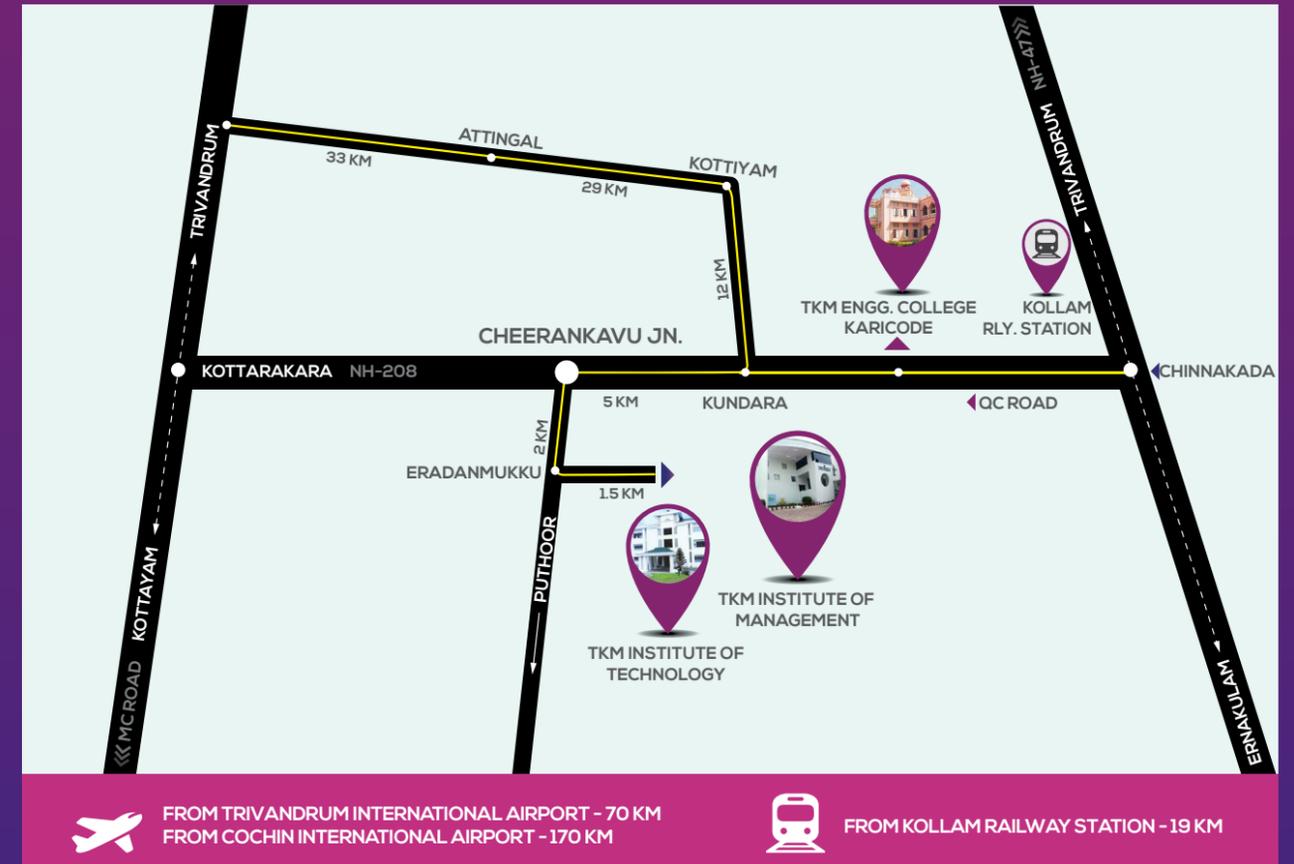
BANKING & FINANCIAL SERVICES



TELECOM • MEDIA • HOSPITALITY • MEDICAL



CAMPUS LOCATION



FROM TRIVANDRUM INTERNATIONAL AIRPORT - 70 KM
FROM COCHIN INTERNATIONAL AIRPORT - 170 KM



FROM KOLLAM RAILWAY STATION - 19 KM

TIM JOURNEY

Marked the beginning of the third Centre for Excellence under the TKM College Trust, TKM Institute of Management, under the leadership of Prof. A.M. Salim (Alumnus, IIM-A) with an intake of 30 students

1995 THE BEGINNING

NEW CAMPUS 2000

Developed the TKM Centre for higher learning and shifted TIM to the new campus at Musaliar Hills as a fully residential programme

Entrepreneurship Cell formed as part of students' initiative

2003 ENTREPRENEURSHIP

LAUNCHING 2006

Launched Centre for Research & Consulting

Developed a complete modern building with state-of-the-art infrastructure

2008 MODERN BUILDING

INTAKE INCREASING 2009

The intake was increased periodically with 60 in 2001, 90 in 2005 & 120 in 2009

MBA Programme Accredited by the National Board of Accreditation

2013 NBA ACCREDITATION

INCUBATION CENTRE 2014

Incubation Centre set up with the involvement of Kerala State Industrial Development Corporation and signed MOUs with IAAP, UK; CII, Cambridge University, UNAIP & many more

Government of India Sponsored Students under the Silver Jubilee Scholarship Scheme 2015-16

2015 ADMITTED INTERNATIONAL STUDENTS

INTERNATIONAL IMMERSION PROGRAM 2016

International Immersion program in Malaysia & Campus visit - Workshop at University of Malaya, Malaysia

2017 CORPORATE MENTORSHIP

TIM REACCREDITATION 2018

2019 TIM celebrates 25 years

25 Years of mentoring leadership

TKM GROUP OF INSTITUTIONS



CAMPUS

TKM Institute of Management
Musaliar Hills, Karuvelil P.O.,
Kollam – 691 505, Kerala
Phone : 0474 -2482465, 2482466

TKM TRUST

TKM College Trust
Musaliar Nagar, II Mile Stone,
Kollam – 691 004, Kerala
Phone: 0474 -2731021



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