

**Symbiosis Institute of
Management Studies
(SIMS)**





Brig. Dr. Rajiv Divekar (Retd)
Director

Director Profile:

Brig Dr. Rajiv Divekar (Retd): is a veteran soldier and an academician. He had a very distinguished career in the Army which included service with the United Nations in Somalia and Lebanon. He was a Faculty at Indian Military Academy, College of Engineering, Defence Services Staff College and Army War College. He has also done the Staff Course at Camberely, UK. He is B. E. Civil (Gold Medalist) and was Head of Faculty 'Strategic and Operational Studies' at Army War College and a faculty member in Defence Strategic Studies at Defence Services Staff College, Wellington. He has done M.Phil from D. A. V. V. University and M.Sc. from Madras University. He has done his MBA specializing in Human Resource Management. He is recipient of the "Rajiv Gandhi Education Excellence Award", "Rashtriya Vidya Gaurav Gold Medal Award" and "Education Leadership Award". In the six years of his Directorship, SIMS has been rated as one of the best B Schools in India.

Institute Profile:

Set up in 1993, SIMS is a premier Management Institute ranked amongst the top B Schools in India. SIMS is a constituent of the prestigious Symbiosis International Institute and is the only MBA institute of its kind in India and a shining example of PPP (Public Private Partnership) between Symbiosis and Government of India – Ministry of Defence since 2002. Its flagship MBA course is primarily for Defence Personnel and their Dependents with some seats for Civilian candidates. This ideal mix of defence dependents and civilians brings out the best in both and ensures holistic development. SIMS has an ergonomically designed and ideally located campus in the heart of Pune. It provides secure residential accommodation to over 600 girl and boy students, state of the art facilities and infrastructure. It is truly a "Home away from Home".

SIMS is an ISO 9001:2008 quality certified management institute, one of the three institutes in complete Western India. SIMS is an accredited "Centre for Corporate Governance" of the 'National Foundation of Corporate Governance' (established by Ministry of Corporate Affairs and CII) and one of the few recognized as a Centre for Entrepreneurship by Department of Science and Technology.

SIMS has an enviable placement record and it offers an excellent return on investment in terms of the placement packages. Top Companies such as Deloitte, JP Morgan Chase, Credit Suisse, Infosys, TCS, Gartner, ICICI, HDFC, GE, Eaton Tech, Marsh, Mother Dairy, SBI, Religare Securities, Bajaj Allianz, Tata Motors, Tally Solutions, WNS, etc. are some of the loyal recruiters of SIMS student managers.

SIMS is the B-School which creates leaders who "Make a Difference". Come and be a part of SIMS, become a leader and "Make a Difference"

Programme Profile:

Name of the Programme: MASTER OF BUSINESS ADMINISTRATION (MBA)

Duration:

Two Years Full Time

Intake: 300

Eligibility:

Candidate should be a graduate from any statutory university with a minimum of 50% marks (45% for SC/ST) at graduation level.

Candidates appearing for final year examinations can also apply, but their admission will be subject to obtaining a minimum of 50% marks (45% for SC/ST) in the qualifying examination.

Defence category candidates should be ward of Defence personnel.

IMPORTANT: It is the responsibility of the Candidates to ascertain whether they possess the requisite qualifications for admission. Having been admitted provisionally does not mean acceptance of eligibility. Final eligibility for admission will be decided by Symbiosis International University.

Reservation of Seats: As per MoU with Ministry of Defence/ As per the University norms



(From Left) Brig. Rajiv Divekar, Director, Symbiosis Institute of Management Studies; Dr. Vidya Yeravdekar, Principal Director, Symbiosis Society; Lt. Gen. RJ Noronha, AVSM, SM, Chief of Staff, Southern Command; Padma Bhushan Mr. Adi Godrej, Chairman, The Godrej Group; Padma Bhushan Dr. S.B. Mujumdar, Founder and President, Symbiosis; Dr. Rajani Gupte, Vice Chancellor, Symbiosis International University

SIMS Alumni Cell presented 'Leadership from Within'-A Moderate Session by Industry Experts. The dignitaries who participated in the session included (From Left) Mr. Venkatraman V, Vice President(Finance) Appolo Hospitals.; Mr. Madhav Mohan, Leadership Management and Personal Growth Mentor; Mr. Vikram Bector, Chief Talent Officer, Reliance Industries and Nilesh Ghuge, President & Head, Agri Business Management, Yes Bank

5TH ANNUAL CEO CONCLAVE AND CORPORATE SUMMIT 2016 (September 23, 2016)
From the centre: Mr. Ettore Cuchetti (CEO, ACG Inspection); Mr. Bijender Vats (Director - HR, MSD India) and Dr. Gaurav Buch (Group Head - HR, Rasna International)





From the left: Cdr. Pankaj Joshi (Head of Aviation, Bajaj Industries and VC – MCCIA); Mr. Ranjit Anand (Director – Head, Pune COE) and Ms. Reema Tendulkar (Anchor and Research Analyst, CNBC-TV18)



NATIONAL ALUMNI MEET (September 24-25, 2016)
SIMS Alumni of 2001 batch participating in the National Alumni Meet

Reservation Policy:

| CATEGORY | PERCENTAGE RESERVATION OF SEATS |
|---------------------------|---|
| Defence Category- General | 80% seats for dependents (Children/Ward) of Defence personnel (as per merit). |
| Open Category | 10% seats are in open category to civilian candidates sponsored / recommended by the Industry (as per merit). |
| Defence category- Special | 10% seats for dependents of Defence personnel killed in action (war, Counter Insurgency or war like operation), disabled in action (war, Counter Insurgency or war like operation), with more than 50% disability, next of kin of service personnel who have died while in service, death being attributable to military service.(as per merit) |

Important Dates:

| ACTIVITY | DATE |
|--|--|
| Online SNAP Registration for SNAP Test and SIMS | 24th August, 2016 * Wednesday |
| Online Registration for SIMS commences | 01st September, 2016* Thursday |
| SNAP Examination | 18th December, 2016* Sunday |
| Last date of online registration for SIMS MBA Programme (till 11.59Pm) | 06th January, 2017, Friday |
| SNAP Result | 09th January, 2017, Monday |
| List of candidates shortlisted for PIWAT | 17th January, 2017 *, Tuesday |
| Dates of PIWAT | 4th,5th,11th & 12th February 2017* Saturdays & Sundays |
| Merit list of selected candidates | 24th February, 2017* Friday |
| Last date for payment of 1st installment | 15th March, 2017* Wednesday |
| Programme commences | 31st May, 2017* Wednesday. # |

The dates for programme subsequent to programme commencement will be given in the Students Handbook issued on joining.

DISCLAIMER:

These dates are tentative and are subject to change. Any changes will be reflected on institute website: <http://sims.edu/>

Orientation and Pedagogy:

SIMS conducts approximately two and half months (March-May) pre-induction and orientation programme. A study material consisting of tutorials on Economics, Statistics, Accounting and Case Study methodology is sent to a student on taking admission. Faculty members are available to guide and clarify and explain in case of any doubts. Online exams (minimum two) in each subject are held to assess the level of assimilation. Prizes are given to the two students scoring the highest marks. The charge for the programme is Rs. 35,000/- (non-refundable) and is to be paid along with 1st instalment of fees.

SIMS also gives access to the students for the Harvard Business Publishing (HBP) online learning module which covers the subjects ranging from financial accounting to business communication. These online modules will help students to gain knowledge into the various subjects of management, before the actual classes can start.

Fee Structure

| Programme Fees For MBA - Open Defence & Study Leave Officer (Indian Students) | Amount in ₹ |
|---|-------------|
| Academic Fees (Per Annum) | 3,40,000 |
| Institute Deposit (Refundable) | 20,000 |

| Programme Fees For MBA - OPEN (Formerly - Industry Sponsored) (Indian Students) | Amount in ₹ |
|---|-------------|
| Academic Fees (Per Annum) | 5,65,000 |
| Institute Deposit (Refundable) | 20,000 |

| Programme Fees For MBA - Open Defence & Study Leave Officer (International Students) | USD equivalent to INR |
|--|-----------------------|
| Academic Fees (Per Annum) | 8,50,000 |
| Institute Deposit (Refundable) | 20,000 |
| Administrative Fees (Non Refundable) | 40,000 |

| **Hostel and Mess Fees for Indian & International Students. (Subject to change campus and accommodation type wise, e.g. Single Sharing, Twin Sharing, Triple Sharing, Four Sharing, Dormitory) | Amount in ₹ (For Indian Students) | USD equivalent to INR (For International Students) |
|---|--------------------------------------|---|
| Mess Fees (Per Annum) | 50,000 | 50,000 |
| Hostel Deposit (Refundable) | 15,000 | 15,000 |
| Hostel Fees (Different, subject to Sharing, Per Annum) | | |
| **Three Sharing | 47,000 | 47,000 |
| ** Hostel / Mess Fees could increase by 10% annually. | | |

| Installments for MBA & Study Leave Officer (Indian Students) | 1st Year (Amount in ₹) | | 2nd Year (Amount in ₹) | |
|--|--------------------------|-----------------|------------------------|-----------------|
| | 1st Instalment | 2nd Instalment | 3rd Instalment | 4th Instalment |
| Academic Fees (Per Annum) | 2,02,500 | 1,37,500 | 2,02,500 | 1,37,500 |
| Institute Deposit (Refundable) | 20,000 | | | |
| Hostel Deposit (Refundable) | 15,000 | | | |
| **Hostel Fees (Per Annum) | 47,000 | | 47,000 | |
| **Mess Fees (Per Annum) | 50,000 | | 50,000 | |
| Installments | 3,34,500 | 1,37,500 | 2,99,500 | 1,37,500 |
| Installments pay by date | At the time of Admission | 30-Nov-2017 | 31-Jul-2018 | 30-Nov-2018 |

| Installments for MBA -OPEN (Industry Sponsored) (Indian Students) | 1st Year (Amount in ₹) | | 2nd Year (Amount in ₹) | |
|---|--------------------------|-----------------|------------------------|-----------------|
| | 1st Instalment | 2nd Instalment | 3rd Instalment | 4th Instalment |
| Academic Fees (Per Annum) | 3,25,000 | 2,40,000 | 3,25,000 | 2,40,000 |
| Institute Deposit (Refundable) | 20,000 | | | |
| Hostel Deposit (Refundable) | 15,000 | | | |
| **Hostel Fees (Per Annum) | 47,000 | | 47,000 | |
| **Mess Fees (Per Annum) | 50,000 | | 50,000 | |
| Installments | 4,57,000 | 2,40,000 | 4,22,000 | 2,40,000 |
| Installments pay by date | At the time of Admission | 30-Nov-2017 | 31-Jul-2018 | 30-Nov-2018 |

| Programme Fees For MBA - Open Defence & Study Leave Officer (International Students) | At the time of acceptance of 'Offer Letter' (USD equivalent to INR) | 1st Year (USD equivalent to INR) | | 2nd Year (USD equivalent to INR) | |
|--|---|----------------------------------|-----------------|----------------------------------|-----------------|
| | | 1st Instalment | 2nd Instalment | 3rd Instalment | 4th Instalment |
| Administrative Fees (Non Refundable) | 40,000 | | | | |
| Academic Fees (Per Annum) | 45,000 | 4,80,000 | 3,25,000 | 5,25,000 | 3,25,000 |
| Institute Deposit (Refundable) | 20,000 | | | | |
| Hostel Deposit (Refundable) | | - | | | |
| **Hostel Fees (Per Annum) | | 47,000 | | 47,000 | |
| **Mess Fees (Per Annum) | | 50,000 | | 50,000 | |
| Installments | 1,05,000 | 5,77,000 | 3,25,000 | 6,22,000 | 3,25,000 |
| Installment Pay by Date | | At the time of Reporting to SCIE | 30-Nov-2017 | 31-Jul-2018 | 30-Nov-2018 |

Programme Structure

Master of Business Administration (MBA)

Semester I

- Organizational Behaviour
- Business Statistics
- Operations Research
- Managerial Economics
- Essentials of Marketing Management
- Introduction to Operations Management
- Human Resource Management
- Contemporary Practices in Business
- Financial Accounting
- Legal Aspects of Business
- Advanced Excel
- Business Communication
- Business Environment
- Basics of Financial Management
- Research Methodology

- Sales and Distribution Management
- Brand Management(M)
- Consumer Behaviour
- Marketing Strategy and Implementation

Finance

- Retail Banking(M)
- Financial Services (M)
- Financial Management
- Direct Taxation
- Financial Statement Analysis (M)
- International Finance

Core

- Corporate Accounting
- Insurance Management
- Introduction to Trade Finance and FOREX

Information System

- Software Quality Systems
- Software Engineering
- Enterprise Resource Planning (M)
- Business Analytics (M)
- Business Development in Knowledge Economy (M)

International Business

- Export Import Management(M)
- Global Business Environment(M)

- Business, Government and the Global Political Economy
- International Logistics(M)
- International Banking
- Foreign Trade Policy

Human Resource Management

- Talent Acquisition(M)
- HRD Audit and Scorecard
- Performance Management Systems
- Learning and Development(M)
- Compensation and Reward Management(M)
- Industrial Relations

Core

- HR Analytics
- HR Challenges in Mergers and Acquisitions
- Talent Management

Operations

- Quality Management
- Project Management(M)
- World Class Manufacturing Techniques (M)
- Operations Strategy and Control(M)
- Advanced Operations Research
- Materials Management

Semester II

- Advance Statistics
- Information Technology and Intellectual Property
- Knowledge Management
- Macroeconomics for Manager
- Management Information Systems
- Management Accounting

Marketing

- Product Management(M)
- Services Marketing (M)

Retail Management

- Retail Distribution and Logistics(M)
- Retail Merchandising and Buying(M)
- Retail Store Operations Management(M)

Entrepreneurship

- Introduction to Entrepreneurship (M)
- Business Modelling and Business Plan (M)

Semester III

- Strategic Management
- Summer Internship
- Introduction to Business Intelligence
- Creativity and Innovation
- *Integrated Disaster Management
- Global Immersion Programme

Marketing

- Retail Management(M)
- Business to Business Marketing
- International Marketing (M)
- Customer Relationship Management
- Integrated Marketing Communication (M)
- Rural Marketing
- Digital Marketing
- Sustainable Marketing
- Product Innovation

Finance

- Security Analysis and Portfolio Management(M)
- Financial Engineering and Analytics
- Financial Modelling
- Derivative Markets
- Financial Risk Management(M)
- Investment Banking (M)
- Wealth Management

Core

- Indirect Taxation
- Project Feasibility and

Financing

- Mergers and Acquisitions

Information Systems

- CRM (M)
- Software Project Management
- Cases in Information Technology(M)
- Cloud Management(M)

International Business

- Sales Force and Channel Management (Not for Marketing Specialization)
- Intellectual Property Rights (M)
- Global Strategic Management
- International Business and Global Strategy (M)
- Multinational Management
- Operations and Diversity Management (M)

Human Resource Management

- Organizational Development and Change(M)
- International Human Resource Management
- Strategic Human Resource Management(M)
- Employment Related Laws
- Leadership and Capacity Building(M)

Core

- Coaching Mentoring and Counselling
- Technology in HR /SAP HR/ People Soft
- HRD Instruments

Operations

- Enterprise Resource Planning (M)
- Advanced Project Management
- Supply Chain Strategy(M)
- Technology and Innovation Management (M)
- Service Operations Management
- Warehouse Management

Retail Management

- Retail Strategy (M)
- Retail Franchising(M)
- e-Retailing(M)

Entrepreneurship

- Regulatory Framework for Entrepreneurs (M)
- Marketing Strategies for Entrepreneurs (M)

Semester IV

- Corporate Governance and Ethics
- Entrepreneurship
- Environment Management System
- Advanced Strategic Management
- Business Intelligence- I
- Dissertation
- Project (Corporate Social Responsibility)
- International Development and International Business
- Global Immersion Programme

*Integrated Disaster Management is mandatory for the award of degree.

Please visit www.sims.edu for information related to:

- Teaching Faculty including educational qualification(s) and teaching experience
- Learning Resources
- Physical and Academic Infrastructure Facilities
- Co-Curricular and Extra Curricular Activities
- Hostel Accommodation
- Health Care Services

*Expressions (January 21, 2016)
Mrs. Sonali Kulkarni, the famous movie-star
addressing students at SIMS*



*360 DEGREE TALK SERIES
The Power of One (February 15, 2016)
Mr. Lucky Ali, the renowned singer, songwriter, composer
and actor addressing students at SIMS*



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