INDIAN INSTITUTE OF TECHNOLOGY BOMBAY

The Indian Institute of Technology Bombay was established in 1958 as an institute of national importance by an enabling act of the Indian Parliament. IIT Bombay was the second such institute to be established for providing leadership in education and research with a focus on Technology and Science. Over a period of more than four decades, about 23,000 students have graduated from the Institute with Bachelors, Masters and Ph.D. degrees. IIT Bombay has now established itself as a leading institution for education and research in Engineering, Science, Social Sciences, and Management.

The Institute can boast of one of the best locations in India with the Powai and Vihar Lakes in the vicinity of the campus, and verdant hills in the neighborhood. The Institute is located in a 220 hectare green campus in the North-eastern suburbs of Mumbai. The campus is a self-contained community with all day-to-day facilities in easy access. There are two banks, post-office, and a hospital. For the athletically inclined, the campus boasts of a swimming pool, tennis and badminton courts, playgrounds for field games, and excellent hiking and biking trails amongst the surrounding hills and lakes.

Shailesh J. Mehta School of Management

Since its establishment in 1995, the Shailesh J. Mehta School of Management (SJMSOM) has emerged as one of the leading management schools in the country (ranked 10th overall, and 1st amongst new B-schools in the Business World – Cosmode survey, September 2003; and 6th in the TNS – Business Barons' survey of CEO's in January 2004). The School has been generously supported by ICICI Ltd, Hindustan Lever Ltd, Larsen and Toubro Ltd, Hindi Vidya Bhavan, Ministry of Human Resource Development, and Dr. Shailesh J Mehta, who is a distinguished alumnus of IIT-Bombay, and in whose honor the School has been named. By establishing strong linkages with other academic units in IIT and, industry, the School provides a rich blend of perspectives in management. The School, through its academic programmes, seeks to fulfill the growing and acute need felt by Indian organizations for managers equipped to deal with rapid technological change.

Academic Programmes

Academic Programmes at the Shailesh J. Mehta School of Management include:
- Postgraduate programme in management leading to the award of _Master of Management_ degree.
- Doctoral programme in management leading to the award of _Ph.D._ degree.
- Management Development Programmes for working executives

Library and Information Resources

Students of SJMSOM have access to dedicated library and information resources in the School, and at IIT Bombay. These resources include books, journals, company, market, and economic information, CD-ROM databases, magazines, and reports on management and technology, industry reports, and are comparable to the best in the country. Library is fully computerized.

Online Databases	Full-text electronic journal databases	Library Collection (SJMSOM)	Library Collection (Central Library)
CMIE Prowess	EMERALD	Books: 6,800	Books: 2,23,000
Capitaline	Elsevier Science Direct	Audio Visual Material: 350	Electronic Journals: 12,000
Business Beacon	ABI/Inform	Thesis & Dissertation: 575	Printed Journals: 1,456
CII Directory	EBSCO	MDP Reports: 55	Databases: 1456

Computing

Faculty and students in SJMSOM have access to centralized computing resources of the institute, which are amongst the best in the country. IIT Bombay has a world class Gigabit Ethernet network that connects all academic buildings, faculty residences and student hostels. The school provides Laptop to all master of management students at the time of joining the school. The school building has a wireless Ethernet network that allows students to connect to the campus network from anywhere in the building, including classrooms. The school has two computer Labs for Master of Management student use, Ph.D. lab for research scholars and individual PC's / laptop with for faculty, range of industry-standard application softwares, including SAS, SPSS and optimization packages. The Institute has alliance with Microsoft, which provides all softwares through this alliance program.

Accommodation

Students are provided accommodation in the Institute hostels, with access to the Institute LAN from individual hostel rooms.

Support and Linkages

The School enjoys the generous support of a number of leading industries and organizations such as ICICI, Hindustan Lever Ltd, Larsen & Toubro, Hindi Vidya Bhavan, State Bank of India, Union Bank of India, Cubic Computing Pvt. Ltd. to name a few. Collaborative relationships exist with the J L Kellogg Graduate School of Management, Northwestern University, USA, University of Connecticut, USA, Monash University, Australia, Dongguk University, Korea. Hoseo University, Korea, The School enjoys strong relationship with Government of India departments such as Department of Scientific and Industrial Research, Council of Scientific and Industrial Research, Department of Science and Technology, and other Indian organizations such as SISL and Qimpro College, Mumbai. The School is in the process of developing collaborative relationship with National University of Singapore, Rice University, USA; Wilfrid Laurier University, Canada.

Master of Management Programme

The Master of Management (M.Mgt.) Programme is a two-year **full time** postgraduate programme. The programme is oriented towards the needs of contemporary businesses.

Programme Structure

The Master of Management curriculum is structured as four semesters with two terms in each semester. A total of 156 credits are covered during the whole programme. Students undertake an 8-10 weeks Summer Internships Programme in various business firms across various management functions at the end of the 1st year of the programme. In the third and fourth semesters, students choose electives in their areas of interest, in addition to core courses. In the fourth semester, the students may opt for a project in lieu of 12 credits of courses. Most of the courses (4-credit, 28 hours) in the School are organized as half semester courses, thus allowing students to complete as many as ten courses in a semester. Students are also allowed to pursue related courses from other departments in IIT Bombay.

Course Curriculum

(L = Lecture hours, T = Tutorial hours, P = Practical hours, C = Credits)

Year	First Semester		LTPC	Second Semester		LTPC
	MG 603	Statistical Methods	2004	MG 611	Operations Management-I	2004
F I R S T	MG 615	Decision Models in Management	2004	MG 612	Operations Management – II	2004
	MG 651	Communication and Presentation Skills	2004	MG 616	Management of Human Resources	2004
	MG 661	Financial Accounting & Control	2004	MG 625	Legal Aspects of Business	2004
	MG 663	Cost Accounting and Control	2004	MG 662	Financial Management – I	2004
	MG 664	Management Information Systems	2004	MG 673	Financial Management – II	2004
	MG 665	Managerial Economics	2004	MG 712	Introduction to Marketing	2004
	MG 666	Management of Information Technology	2004	MG 692	Marketing Management	2004
	MG 667	Economic Environment and Policy	2004	MG 693	Management of Technology -I	2004
	MG 771	Organisational Behavior	2004	MG 694	Management of Technology -II	2004
		Total Credits	40		Total Credits	40
Summer Training						
Year	Third Semester		LTPC	Fourth Semester		LTPC
S E C O N D	MG 655	Corporate Strategy	2004	MG 670	Leadership and Vision	2004
		Electives	34-36		Electives	34-36
		Total Credits	38-40		Total Credits	38-40

Minimum Credit Requirements for the Master of Management Programme = 156

Elective Courses

Technology and Operations Management

Sr. No.	Course Number	Course Name	LTPC	Sr. No.	Course Number	Course Name	LTPC
1.	MG 623	Quality Management	2004	8.	MG 649	Operations Strategy	3006
2.	MG 631	Innovation Management	2004	9.	MG 652	Maintenance Management	2004
3.	MG 632	Technology Forecasting and Assessment	2004	10.	MG 654	Logistics and Supply Chain Management	2004
4.	MG 634	Project Management	2004	11.	MG 657	Technology Evaluation, Negotiation and Acquisition	2004
5.	MG 635	Manufacturing Strategy	2004	12.	MG 659	World Class Manufacturing Systems	2004
6.	MG 640	Design Management	2004	13.	MG 669	Technology Systems, Environment and Policy	2004
7.	MG 641	Materials Management	2004	14.	MG 697	Service Operations Management	2004

Economics and Strategy

1.	MG 626	Applied Industrial Organization	3006	6.	MG 680	International Trade	2004
2.	MG 629	Aviation Business Strategy	2004	7.	MG 706	WTO and Indian Business	2004
3.	MG 647	Innovation and Entrepreneurship	3006	8.	MG 708	Insurance and Risk Management	2004
4.	MG 658	Public Investment Planning and Pricing	2004	9.	MG 779	Indian Business in Transition	2004
5.	MG 675	Strategic Transformation	2004				

Finance and Accounting

1.	MG 643	Management of Financial Institutions	2004	6.	MG 682	Security Analysis and Portfolio Management	2004
2.	MG 676	Valuation, Mergers, Acquisitions and Corporate Control		7.	MG 703	Fixed Income Securities	2004
3.	MG 677	Financial Engineering	2004	8.	MG 775	Derivatives and Risk Management	2004
4.	MG 679	Management Control Systems	2004	9.	MG 781	Business Analysis and Valuation	2004
5.	MG 681	International Finance	2004	10.	MG 782	Strategic Financial Management	2004

Marketing Management

1.	MG 605	Brand Management	3006	6.	MG 678	Management of Sales and Distribution Channels	2004
2.	MG 614	Industrial Marketing	2004	7.	MG 702	Advertising and Media Management	2004
3.	MG 630	Product Planning and Marketing	2004	8.	MG 772	Customer Relationship Management	2004
4.	MG 639	International Marketing	2004	9.	MG 774	Services Marketing	2004
5.	MG 648	Marketing Research	2004				

Systems and IT

1.	MG 602	E Business Strategies and Implementation	2004	5.	MG 645	Systems Analysis and Design	2004
2.	MG 604	Software Project Management	2004	6.	MG 660	Business Process Reengineering	2004
3.	MG 606	Business Data Systems	2004	7.	MG 704	Knowledge Management	2004
4.	MG 636	Intelligent Systems in Management	2004				

Organization Behavior and Human Resource Management

1.	MG 637	Management of Change	2004	4.	MG 687	Business Entrepreneurship Development	3006
2.	MG 644	Systems Approach to Organizational Design	2004	5.	MG 701	Psychometric Methods in Management	2004
3.	MG 674	Managerial Effectiveness Skills	2004	6.	MG 813	Organization Theory	3006

International Business

1.	MG 639	International Marketing	2004	5.	MG 681	International Finance	2004
2.	MG 656	Management of International Business	2004	6.	MG 695	Managing International Business and Policy	3006
3.	MG 680	International Trade	2004	7.	MG 785	Managing with New Business Models in the Knowledge Economy	2004

Quantitative Methods & Decision Sciences

1.	MG 646	Systems Dynamics	2004	4.	MG 689	Large Scale Optimization	3006
2	MG 653	Simulation of Business Systems	3006	5	MG 691	Multivariate Data Analysis	3006
3.	MG 685	Business Forecasting	2004	6.	MG 811	Analysis and Modeling of Risk and Uncertainty	3006

General Management/Entrepreneurship

1.	MG 608	Managing Intellectual property	2004	4.	MG 687	Business Entrepreneurship Development	3006
2.	MG 633	Management of New Ventures	2004	5.	MG 688	Corporate Governance	2004
3.	MG 683	Environmental Management	2004				

Project

MGP 601   Project Work   12 Credits

Institute Electives to be offered by Shailesh J. Mehta School of Management.

MG 614	Industrial Marketing	2004	MG 687	Business Entrepreneurship Development	3006
MG 626	Applied Industrial Organization	3006	MG 695	Managing International Business and Policy	3006
MG 637	Management of Change	2004	*MG 696	Engineering Project Management	3006
MG 647	Innovation and Entrepreneurship	3006			

*MG696 is not available for M. Mgt students.

Elective courses in SJMSOM cover the complete range of specializations and areas within management. In addition, students can, and do, take courses from other departments in the institute, such as IE&OR, KReSIT, HSS, and Industrial Design Center.

Faculty

SJMSOM currently has core faculty members, adjunct faculty members, associate faculty members from other departments of IIT, and guest faculty from the corporate sector.

Core Faculty

Anand Patwardhan, Ph.D., Carnegie Mellon University, Professor	R.M. Sonar, Ph.D., University of Pune, Associate Professor
Anand Kusre, M. Tech., IIT Bombay, Professor	S. Bhargava, Ph.D., Gujarat University, Professor
Atanu Ghosh Ph.D., IIT Bombay, Professor	S.V.D. Nageswara Rao, Fellow, IIM, Ahmedabad, Associate Professor
Dinesh Sharma, Fellow, MDI, Gurgaon, Assistant Professor	S. Narayan Rao, Ph.D., IIT Madras, Associate Professor
Gajendra Kumar Adil, Ph.D, University of Manitoba, Canada, CPIM, Professor	Shishir Kumar Jha, Ph.D., Syracuse University, Associate Professor
Indrajit Mukherjee, Ph.D., IIT Kharagpur, Assistant Professor	Ms. Trupti Mishra, Ph.D., IIT Kharagpur, Assistant Professor
Hans Huber, Ph.D., HEC Geneva, Switzerland, Associate	Ms. Usha Ananthakumar, Ph.D., IIT Bombay, Associate Professor

Professor	
Ms. Karuna Jain, Ph.D., IIT Kharagpur; Professor	Varadraj Bapat, Ph.D., IIT Bombay, Assistant Professor
Pankaj Dutta, Ph.D., IIT Kharagpur, Assistant Professor	Vinish Kathuria, Ph.D., IGIDR, Mumbai, Associate Professor
Rahul Patil, PhD, University of Colorado, Boulder, USA, Assistant Professor	

Distinguished Guest Professors

Jahar Saha, PhD, Case Western, ex-Director, IIM Ahmedabad	Prem Vrat, Ph.D., IIT Delhi, ex-Director, IIT Roorkee

Adjunct Faculty

Damodar Rath, M. Tech., IIT Bombay	Raj Hirwani, Ph.D., IIT Bombay
Kamal Sharma, Ph.D., IIT Bombay	Shashikant Kelkar, Ph.D. University of Michigan

Placement

Thirteen batches of students have been placed in a range of private and public sector companies and multinational corporations. The School has an excellent 100% on campus placement track record. Placements are usually completed during a placement week in the first week of January on campus. A student-led placement committee, supported by a faculty coordinator forms the placement office, which explores career opportunities and facilitates placement of students.

This year, SJMSOM beat the global recession on the strength of the variety of sectors recruiting at the final placements for the batch of 2009. A total of 60 companies participated in the placement process for the batch of 72 students, with many students getting multiple job offers. This included the pre-placement offers to students as a result of their summer internship with companies. Some of the current and past recruiters are as mentioned below:

ABN Amro Bank	E-funds	IDBI Bank	Polaris
Accenture	Elbee	Idea Cellular	Progeon
Adventity	Emergent Ventures	Iflex	Providian Financial
Anand Group	Evalueserve	Inductis	PWC
Aranca	Fractal	Infosys	Ramco
Ashok Leyland	Feedback Ventures	ING – Vysya	Ranbaxy
AV Birla Group	GE	Ingersoll Rand	RPG
Avalon consulting	GE Capital	Intel	SAP India Pvt.Ltd.
Bank of America	GE Oil & Gas	Irevna	Satyam Computers Ltd.
Bennett and Coleman	GECIS	ITC	SBI
Bharti Televentures	Geometric Software Solutions Co. Ltd.	J.P.Morganchase	SBI Caps
Birla Management Consultancy	Genpact	Johnson & Johnson	SBI Life
BirlaSoft	Glenmark	Jumbo Electronics	SISL
Britannia	Global eProcure	Kotak Mahindra Bank & Life insurance	Stallion
Bristlecone	Global Telesystems	Kotak Securities	Standard Chartered
Cadburys (I) Ltd	Godrej	KPMG	Scope International
Capital One	Godrej & Boyce	Lafarge	Sun Microsystems
Capgemini	Godrej Industries Ltd	L'Oreal	Symphony
Castrol	HCL Perot	Lehman Brothers	Tata Consultancy Services
Cairn India	HCL Technologies	Mahindra & Mahindra	Tata International Ltd
Citibank	HDFC Bank	Mahindra British Telecom	Tata Motors
Coca Cola	Head Strong	MAQ Software	Tata Strategic Management group
Cognizant Technologies	Hero Honda	Marico	Tech Mahindra
Colgate-Palmolive	Hewlett-Packard	Mckinsey Knowledge Centre	TESCO
Compsoft	Honeywell	Microsoft	Tholons
CSC	HPCL	Mindtree Consulting	Times Group & RPG Group
Cummins India Ltd.	HSBC	Mphasis	Trinity Corporation
Datamatics Technosoft Ltd.	i2 Technologies	Nicholas Piramal	The Progress Group
Dell International	IBM	Olam International	TVS Electronics
Deloitte	ICI Paints	Oracle SSI	Universal Consulting
DHL Worldwide Express	ICICI Bank	P&G	Vyasa Bank
Ernst & Young	ICICI Infotech	Patni Computer Systems Ltd	Whirlpool
Eclerx	ICICI Prudential	Pepsi Foods	WIPRO Technologies
ECS	ICICI Securities	Philips	Yes Bank
Edelweiss Capital Ltd	ICRA IMaCS	Photon	Zensar Technologies

Admission

Admission to the Master of Management Programme is based on criteria such as the candidate's academic record, work experience, performance in JMET, group discussion and interview.

Eligibility

1. Candidates must have first class Bachelor's degree in engineering (as given by the Institute/University). Candidates must have 60% marks in aggregate (all years/sems put together). If candidate is M.Sc. he / she must have 60% in bachelor's degree as well as M.Sc. degree. Even if candidate is M.Tech. his qualifying degree would be B.Tech./B.E. only.
2. There is a relaxation of 5% in marks or equivalent in CGPA for SC / ST candidates and as per Institute's norms for PD category.
3. International Students
   a. Valid GMAT (there is no cutoff, shortlisting would be done internally)
   b. Should have cleared TOFEL or IELTS

4.   People staying abroad having Indian Passport.(NRI)
     a.   If have been staying abroad continuously more than or equal two years (as on 31 Dec 09) with minimum qualification prescribed and valid GMAT score (there is no cutoff: shortlisting would be done internally) will be considered as International students.
     b.   Candidates with less than two year would be considered same as Indian student (have to qualify JMET).

Candidates appearing for the final degree examination can also apply. Such candidates, if selected, will be admitted provisionally, provided they complete all requirements for the qualifying degree at the time of joining the course.

Fees

National student

The approximate fee per semester is: Rs.2,00,000/-. This fee includes tuition fees of Rs.1,00,000/-(waived in case of SC/ST students) and other specific fees (includes library, teaching aid, computational facilities) of Rs.1,00,000/-. In addition to the above fees, Institute fees of Rs.8550/-, Semester Mess advance (Rs.10000/-) are paid separately by the students. Students will have to pay a one-time admission fee (Rs.1350/-), Institute annual charges per year Rs.2176/- and institute, library and hostel (refundable) deposits (Rs.5,000/-) The fee is subject to revision, from time to time.

International student

The approximate fee per semester is: $7500/-. This fee includes tuition and other consolidated fees. Semester Mess advance of Rs.10000/-, Hostel charges ($150) and Use of Institute Facilities ($150). In addition to the above fees, students will have to pay a one-time admission fee ($150), registration fees ($150), International students Association fee ($50), Library Security deposits of Rs.10000/- (refundable), Institute Security deposits of $150 (refundable) and Mess Security deposits of Rs.2,500/- (refundable). The fee is subject to revision, from time to time.

Financial Aid

A number of merit based scholarships are awarded to students admitted to the programme.

Application procedure

After qualifying in the JMET 2010, the following procedure is to be completed by candidates interested in seeking admission to the Master of Management (M. Mgt.) Programme at IIT Bombay. (International candidates may submit their GMAT score in lieu of the JMET).

Candidates are required to fill the application form available online**.** The online application form will be available on the website: www.som.iitb.ac.in from the last week of December, 2009.

Step 1:. Obtain a demand draft for Rs.1000/- (Rs.500/- for SC/ST candidates) drawn in favour of "**The Registrar, IIT Bombay**". Fill in the details of this draft and the other details in the application form.

Step 2: Send a printed copy of the online Application form, dully filled in and signed, along with the requisite Demand Draft to the following address. For any further details also, write to (superscribing the envelope "Admission to Master of Management"):

The Deputy Registrar (Academic),
Academic office, Indian Institute of Technology Bombay, Powai, Mumbai – 400 076
Phone: (022) 2576 7066 / 7041, Fax: (022) 2572 4041.
E-mail: dracad@iitb.ac.in
Website: http://www.iitb.ac.in/pgprgm.html

Step 3: Short-listed candidates will be called for Group Discussion and Personal Interview.

THE LAST DATE FOR RECEIVING DULY FILLED APPLICATION FORM ALONG WITH DEMAND DRAFT IS <u>JANUARY</u> <u>29</u>, <u>2010</u>.

Please note that Group Discussion/Interviews will be conducted during the first week of March 2010. Candidates short-listed for GD/Interview will be intimated by registered post/courier during **February 2010**. Individual regret letters will not be sent to applicants who are not called for GD/Interview.