

D | Department  
M | Management  
S | Studies

Indian Institute of Technology Delhi (IITD) is one of the premier teaching, research and consulting institutions in India. The Department of Management Studies (DMS) leads the Management education in the country as one of the oldest within the IIT system. DMS alumni hold, inter-alia, top management positions in the best of Indian as well as multinational companies, both in India and abroad. Faculty of the Department has contributed at the highest policy making levels of the government, academia and industry. Its faculty has had the privilege of designing and initiating two of the seven IIMs. The scholastic and infrastructural resources of the Department include one of India's largest single collections of field reports in Management area. The computational facilities are state of the art and comparable to the best academic institutions globally. DMS also contributes to Management Research by its quarterly International Journal – *Journal of Advances in Management Research*. These achievements are now recognized in various rankings which rate DMS among Top B-Schools in the country. The Department provides excellent environment to the students to hone up various skills. The Department has been able to attract the leading firms of large number of sectors to take part in the campus recruitment. For the last five years, all students have been placed in reputed firms. This year's full placement was achieved on the very first day of the placement week.

#### About MBA Programme

Post-graduate education in Management at IIT Delhi has existed for over three decades. More recently, it was christened 'MBA'. The Department currently runs a two-year full time MBA programme with focus on 'Management Systems' and 'Telecommunication Systems Management'. It also runs a three-year part time MBA programme with focus on 'Technology Management' for executives. The students for the following two Full-Time programs are admitted through JMET followed by a group discussion and interview.

#### MBA (Full Time) with Focus on Management Systems (86 seats)

With unique features of blending creativity and analytical problem-solving skills, MBA with focus on "Management Systems" is aimed to develop holistic managers who internalize a synthesis of conventional and modern management thinking that can comfortably adapt to changing business requirements. This programme is comprehensive in nature, involving all the business functions- Accounting, Finance, Organization, Operations, HR management, Marketing, and Business computing.

#### MBA (Full-Time) with Focus on Telecommunication Systems Management (29 seats)

The emphasis of Telecommunications Systems Management provides a strong foundation in Telecom System Management to become effective managers especially in the Telecom sector. This programme draws Telecom technology inputs from Bharti School of Telecom Technology & Management (BSTTM) of IIT Delhi. Typical employers would be corporations, which provide telecom networks, telecom service providers, and telecom equipment vendors. This programme is also comprehensive in nature, involving all the business functions- Accounting, Finance, Organization, Operations, HR management, Marketing, and Business computing.

#### Eligibility

The candidates having the following qualifications are eligible to apply for admission to the MBA programme:

- (i) Bachelor's degree in any branch of Engineering/ Technology /Architecture/Pharmacy/B.Sc. Agriculture Engineering (Minimum 4 years after 10+2)
- (ii) Master's degree in any branch of Physical/Chemical/Mathematical Sciences like Physics, Chemistry, Mathematics, Statistics, Computer Application, Electronic Science, Environmental Science, Operations Research, Computational/Information Science, Agriculture or Master's Degree in Commerce/ Economics, CA/ICWAI.

Those appearing in the final year examination may also apply. However, the candidates must finish their final qualifying examination before the last date of registration, i.e. 31<sup>st</sup> July 2010 (exact date to be notified in admission letter). Minimum of 60% marks in aggregate (of all the years/semesters) or 6.75 CGPA on a 10 point scale or equivalent in the above mentioned degree programmes are essential for admission. There is a relaxation of 5% in marks or equivalent in CGPA for SC/ST candidates and as per Institute norms for PH category. Those having applied to IIT Delhi MBA programmes on qualifying the JMET 2010 will be short listed and then invited for a group discussion and interview, which will be held at IIT Delhi.

All core and elective courses are of 3 credits each, whereas the compulsory audit courses are of 1 credit each



भारतीय प्रौद्योगिकी संस्थान दिल्ली  
Indian Institute of Technology Delhi



**Modules**

**Core Courses (3 credits each)**

- SML710 Creative Problem Solving
  - SML720 Business Environment and Corporate Strategy
  - SML730 Organization Management
  - SML731 Human Resources Management
  - SML740 Quantitative Methods in Management
  - SML745 Operations Management
  - SML760 Marketing Management
  - SML770 Managerial Accounting and Financial Management
  - SML780 Managerial Economics
- Compulsory Audit Courses**  
(Equivalent to 1 credit each)
- SMP791 Computer Laboratory
  - SMV793 Statistics for Management
  - SML794 Communication Skills
  - SMV795 Systems Thinking
  - SMV895 Management Research Methodology
  - SMV896 Human Values in Management
- Focus Module: Management Systems**
- Core Courses (3 credits each)**
- SML713 Information Systems Management
  - SML715 Quality and Environment Management Systems
  - SML716 Fundamentals of Management Systems
  - SML717 Business System Analysis and Design

**Electives (Technology Management)(3 credits each)**

- SML704 Science and Technology Policy Systems
  - SML801 Technology Forecasting and Assessment
  - SML802 Management of Intellectual Property Rights
  - SML804 Technical Entrepreneurship
- Focus Module: Telecommunication Systems Management**
- Core Courses (3 credits each)**
- SML723 Telecommunication Systems Management
  - SML726 Telecommunication Systems Analysis Planning & Design
  - SML728 International Telecommunications Management
  - SML727 (EE767) Telecommunication Systems

**Electives Telecom Systems Management (3 credits each)**

Available from various areas as listed below. For candidates without adequate background in Telecom Technology, an Audit prerequisite (Bridge course No. EEL882 "Introduction to Telecom Systems" 3 credits) will be recommended on case-to-case basis.

- EEL882 "Introduction to Telecom Systems" 3 credits) will be recommended on case-to-case basis.

**Specialization Electives**

**Information Technology Management (3 credits each)**

- SML815 Decision Support and Expert Systems
- SML859 Current Emerging Issues in Information Technology Management
- SML850 Management of Information Electronic Commerce
- SML852 Network Systems: Application and Management
- SML853 Software Project Management
- SML856 Business Intelligence Database Management
- SML857 Information Systems Knowledge Based System Design

**Finance Management (3 Credits each)**

- SML870 Advanced Financial Management
- SML871 Accounting for Decision Making
- SML872 Working Capital Management
- SML873 Security Analysis and Portfolio Management
- SML874 Indian Financial System
- SML875 International Financial Management
- SML879 Current and Emerging Issues in Finance

**Marketing Management (3 credits each)**

- SML861 Market Research
- SML862 Product Management
- SML863 Advertising and Sales Promotion Management
- SML864 Distribution Management
- SML865 Sales Management
- SML866 International Marketing
- SML867 Industrial Marketing Management
- SML869 Current and Emerging Issues in Marketing Management

**Operations & Manufacturing Management (3 credits each)**

- SML840 Manufacturing Strategy
  - SML843 Supply Chain Logistics Management
  - SML844 Systems Reliability, Safety and Maintenance Management
  - SML845 Total Project Systems Management
  - SML846 Total Productivity Management
  - SML849 Current and Emerging Issues in Manufacturing Management
  - MEL661 Materials Management
  - MEL667 Group Technology and Production Strategy
  - MEL783 Automation in Manufacturing
- Strategic Management (3 credits each)**
- SML820 Global Business Environment
  - SML821 Strategic Management
  - SML822 International Business
  - SML823 Strategic change and Flexibility
  - SML824 Policy Dynamics and Learning Organization
  - SML825 Strategic in Functional Management
  - SML826 Business Ethics

- SML828 Global Strategic Management
- SML829 Current and Emerging Issues in Strategic Management
- SMC891 Strategic Leadership Practice

**Organization Management (3 credits each)**

- SML830 Organizational Structure and Processes
- SML831 Management of Change
- SML832 Managing Innovation for Organizational Effectiveness
- SML833 Organizational Development
- SML835 Labour Legislation and Industrial Relations
- SML839 Current and Emerging Issues in Organization Management
- HUL710 Personality Structure and Dynamics

**Public Sector Management (3 credits each)**

- SML881 Management of Public Sector Enterprises in India
- SML889 Current and Emerging Issues in Public Sector Management

**Consultancy Management (3 credits each)**

- SML897 Consultancy process and Skill
- SML898 Consultancy and Professional Practices

- SML833 Organizational Development
- SML845 Total Project Systems Management
- SML822 International Business
- SML895 Current and emerging issues in Consultancy Management

**Open Electives (3 credits each)**

- SML734 Management of Small Scale Industrial Enterprises
- SML783 Management Laboratory
- SML816 Total Quality Management
- SML817 Management of System Waste
- SML818 Industrial Waste Management
- SML887 Business Law

**(Open slot to float new course)**

- HUL762 Industrial Economics
- HUL738 International Economics
- CSL740 Software Engineering
- CSL820 Computer Networks

**Project**

- SM792 Minor Project (3 credits only for Telecom System Management)
- SM890 Project (6 credits)
- SM893 Industrial Training Seminar
- SM894



### Course Fee Structure

Fee structure and payment schedule for the MBA programme is given the table (The institute has right to revise this). Tuition fee of Rs.25,000 per candidate per semester for first four semesters. For International students the fee is US \$6,000 per semester for four semesters. (Hostel and mess fee will be separate).

### The Break-up of fee

At the time of joining		Every subsequent semester	
Tuition fee	Rs. 25,000	Tuition fee	Rs. 25,000
One time fee	Rs. 1,200	Semester Fee	Rs. 1,235
Semester Fee	Rs. 1,235	Others	Rs. 500
Refundable Security Deposit	Rs. 2,000	Total	Rs. 26,735
Alumni Assoc.Fee (life)	Rs. 1,000		
T & P Charges	Rs. 500		
Total	Rs. 30,935		

Hostel fee, cost of books/course material, placement fee etc are additional as applicable. (Hostel room rent will be Rs.6300 per semester)



भारतीय प्रौद्योगिकी संस्थान दिल्ली  
Indian Institute of Technology Delhi

Faculty		
<p>Head Surendra S. Yadav 26591242</p>  <p>International Finance</p>	<p>Vinayshil Gautam 26591198</p>  <p>Organization Management</p>	<p>P.K. Jain 26591199</p>  <p>Financial Management</p>
<p>D.K. Banwet 26591197</p>  <p>Operations Management</p>	<p>Sushil 26591167</p>  <p>Strategic Management</p>	<p>Rajat K. Baisya 26596395</p>  <p>Marketing Management</p>
<p>S.K. Jain 26591168</p>  <p>Managerial Economics</p>	<p>Kanika T. Bhal 26591175</p>  <p>Human Resource Management</p>	<p>M.P. Gupta 26591173</p>  <p>Information Systems E-governance</p>
<p>Ravi Shankar 26596421</p>  <p>Supply Chain Management</p>	<p>Kiran Momaya 26591174</p>  <p>International Competitiveness</p>	<p>Harish Chaudhry 26591170</p>  <p>Marketing Management</p>
<p>Seema Sharma 26596332</p>  <p>Economics and Market Research</p>	<p>Mahim Sagar 26591172</p>  <p>Marketing Management</p>	<p>Jaijit Bhattacharya 9818213067</p>  <p>IT Management</p>

## HOW TO APPLY

After qualifying in the JMET 2010 the following procedure is required to be completed by the candidates interested in seeking admission to the Master of Business Administration (MBA) Programme of IIT Delhi.

**Step 1:** Send your request on a plain paper asking for an Application Form along with Self-addressed stamped (Rs.7.00) envelope (Size 9"x4" ) to the Deputy Registrar (PG) Section, Indian Institute of Technology Delhi, Hauz Khas, New Delhi-110016. The application form can also be downloaded from the Website: [www.iitd.ac.in](http://www.iitd.ac.in)

**Step 2:** Obtain a demand draft for Rs.1000/- (Rs.500/- for SC/ST/PH candidates) made in favour of 'Registrar IIT Delhi' payable at New Delhi. Fill in the details of this draft on the Application Form as specified.

**Step 3:** Send the Application Form, duly filled in and signed, along with the requisite demand draft to:

The Deputy Registrar (PG)  
Indian Institute of Technology Delhi  
Hauz Khas, New Delhi-110016.

Do not send this application to the GATE Office. Also, if you are sending applications to more than one participating Institute of the JMET, make sure you send the correct form and demand draft to the correct Institute.

**Step 4:** If you have any other questions, please contact The Deputy Registrar (PG), Indian Institute of Technology Delhi on Telephone at 11-26591723, 11-26591737, 11-26597034, on Fax 11-26582037, 11-26582277, and email to [mba@dms.iitd.ernet.in](mailto:mba@dms.iitd.ernet.in) (Keep visiting IIT Delhi website: [www.iitd.ac.in](http://www.iitd.ac.in) for updates).

**The last date for receiving your duly filled application form is 29 January 2010.**

Note Important Dates	
JMET 2009 Written Test	13 Dec 2009 (Sunday)
JMET Result	04.1.2010 (Monday)
Issue of forms	05.1.2010
Last date of receipt	29.1.2010 (Friday)
GD+PI	26-29 March 2010 (Fri-Monday)
Results	21 April 2009 (earliest)
New Students to report	23 July 2010
Orientation	24-25 July 2010
Registration	26 July 2010
Classes begins	28 July 2010

Please note that Group Discussion/Interviews will be conducted only at IIT Delhi on the above dates. Candidates short-listed for GD/Interview will be intimated by registered post/courier. Individual regret letters will not be sent to applicants who are not called for GD/Interview.



## Extension Activities

### Dalmia Research Program on Comparative Management Practices in Asia

The Department hosted an industry sponsored research programme on Management in Asia. A series of 10 volume publication has been published under the aegis of this research programme.

### Interdisciplinary Entrepreneurship Development Program

The Entrepreneurship Program was started at IIT Delhi in 1987. The Program has been recognized as one of the premier sources of research, teaching, training and consultancy in the area of entrepreneurship in India. Several research projects have been completed by the Faculty.

### SIDBI Program on Entrepreneurship Management

The programme actively covers Entrepreneurship Management Education and Research. As part of this, SIDBI sponsored three-phase programs are designed, developed and implemented for developing skills and competencies for entrepreneurial ventures.

### Intellectual Property Rights Cell

Early initiative began in 1992/1993 towards spreading IPR education. Since then several programmes and conferences have been conducted by the Department, including the 'International Conference on Intellectual Property Education and Training' which was jointly sponsored by WIPO and MHRD in July 2001. IIT Delhi is the first technical institution in the country to have started a full-semester course on IPRs.

### Management Development Programs

The Department has a high profile in the world of learning-training activities and activities related to development of organizations. Major industries of the public & private sector have drawn upon the expertise of the Department.

### E-learning programs

Three E-Learning courses IIT Delhi and Macmillan India Limited (MIL) to provide online courses to working executives on the Internet. The 3 courses under this category are Supply Chain Management, Finance for Non-Finance and International Finance. Additionally along with Hughes Escort Communication Ltd. using directWay, two programmes on 'Project Management' and 'Operations Management' have also been held.

### Journal of Advances in Management Research (JAMR)

Launched in year 2003 by the Hon'ble President of India Dr. A.P.J. Abdul Kalam, this Journal provides a platform for the dissemination of research in current and emerging areas of management. It is a refereed journal and is known for the quality of research papers that appear in it.

### Center for Excellence in E-governance

A 'Center for Excellence in E-governance' has been established under a MoU signed between IITD and Sun Microsystems (Banglore) dedicated to promote research in the area of e-governance.



भारतीय प्रौद्योगिकी संस्थान दिल्ली  
Indian Institute of Technology Delhi

## Associated, Honorary Visiting & Guest Faculty

### Prof. Arun Kanda

Mechanical Engg, IIT Delhi

### Prof. S.G. Deshmukh

Director, IIITM Gwalior

### Prof. V. Upadhyaya

Humanities & Social Sciences, IIT Delhi

### Dr. A. Khurana

Humanities & Social Sci., IIT Delhi

### Prof. M.Y. Khan

Ex. Dean, Faculty of Business (Delhi University)

### Prof. Abid Haleem

Jamia Milia Univeristy, Delhi

### Prof. Suman Modwel

School of International Business ENPC France

### Prof. (Dr.) Arvind Mahajan

University of Texas, USA

### Dr. Vinay Bharat Ram

CEO, DCM group

### Mr. Umeshwar Srivastava

M.D., Ei-In (Pvt) Ltd

### Dr. Vinay Kumar

Ex-Advisor, DSIR

### Mr. Ashok Wahi

Director, Convergys

### Dr. P. Rai

Director, WIPO

### Prof. Stan Kachnowski

Columbia University

### Dr. Shyam S. Sethi

Life Time advisor, Whirlpool and consultant, Delhi

### Prof. V. Upadhyaya

Humanities & Social Sciences, IIT Delhi

## Industrial Interaction

### Building India Inc

"Building India Inc", the annual seminar series organized by Department of Management Studies IIT Delhi, is a podium to highlight the contribution of Corporate India in the Indian Economy and towards making India a developed nation. This seminar is an attempt to bring together the government, corporate and the academia, to deliberate on the issues and challenges facing the nation and share their experiences and views with the larger audience. Building India Inc, witnesses active participation from top people in the corporate world, faculty from leading institutions and students from top B-schools. The event is organised by the students of DMS under the aegis of the Industrial Interaction Committee.

### Rostrum

Rostrum is a monthly seminar series, with each session focusing on one functional area of management. During the seminar, speakers from the industry come to the campus and give their views on the issues under study. The seminar is an interactive session thus helping the students to learn from real industry practioners.

### Rostrum Series

- Strategy Rostrum
- HR Rostrum
- Marketing Rostrum
- Operations Rostrum
- Finance Rostrum
- IT Rostrum
- Media and Communication Rostrum
- Telecom Rostrum

### Student Clubs

- Marketing Club (The 5th P Prodigy)
- Finance Club (Finatics Club)
- IT Club (I-Prabhat)
- Strategy Club (Club Strategica)
- Operations Club (OP Centre)
- HR Club (Resource Dimensions)

The objective of these clubs is to provide students a platform to discuss relevant emerging issues in each of these functional areas. People from the industry are invited to present their views at the sessions of these clubs. These clubs form a part to the industrial interaction committee and help organize the respective rostrums.





## Department of Management Studies

The Department of Management Studies (DMS) has some distinguishing features:

- Heavy research orientation, which is used extensively for designing courses to respond to current industry issues and continuously revise the contents.
- Home to country's first and till date only research program on 'Comparative Management Practices in Asia'.
- A widely acclaimed faculty, which has been invited to teach in various parts of the globe.
- The MBA program with three (3) focus areas namely 'Management Systems', 'Technology Management', and 'Telecom Systems Management'
- One of the pioneering entrepreneurship programs in the country that has obtained funding and support from various agencies including SIDBI.
- Till date over its nearly three decades of existence, over 70 PhDs have been produced.
- The faculty has contributed at the highest policy level committees of Government of India (GoI), served on various boards of corporate entities, as Chairman 'All India Board of Management Education (AICTE)' and contributed to the establishment of 5th Indian Institute of Management (IIM) at Kozhikode; currently two members of the consulting team including the leader, for setting up the 7th Indian Institute of Management at Shillong are from the Department.
- The Department faculty has published over five (5) dozen books and over 1000 papers in various journals and conference volumes.
- World class IT infrastructure with a very high computer to student ratio, a rich software repository that facilitates computer aided instructions and enables hands on experience on leading business enterprise.

Head of Department

## Department of Management Studies

Indian Institute of Technology Delhi  
Vishwakarma Bhavan,  
Shaheed Jeet Singh Marg  
New Delhi 110.016

Phone: 91-11-26591171, Fax: 91-11-26862620

E-mail: [mba@dms.iitd.ernet.in](mailto:mba@dms.iitd.ernet.in)

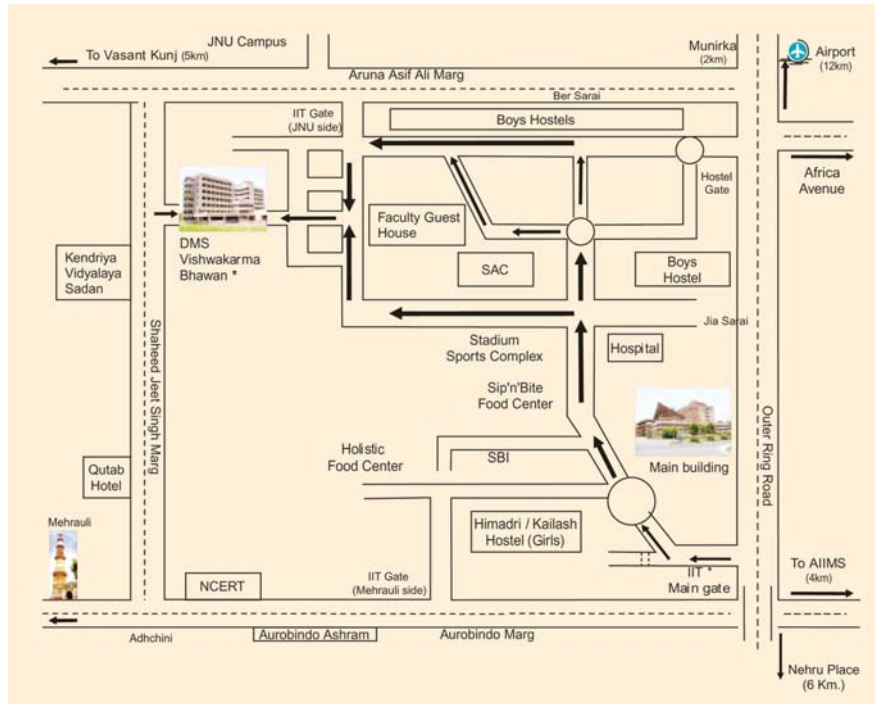
<http://www.iitd.ac.in/acad/deptcntr/mgmt/index.html>

<http://www.dmsiitd.org>



भारतीय प्रौद्योगिकी संस्थान दिल्ली  
Indian Institute of Technology Delhi

# How to reach DMS, IIT Delhi



\* Visitor entry from IIT Main Gate and Vishwakarma Bhawan Gate (Shaheed Jeet Singh Marg)

