



Shailesh J Mehta
School of Management
IIT BOMBAY





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MESSAGE FROM THE DIRECTOR



Prof. Devang Khakhar

The Indian Institute of Technology Bombay (IITB) was established in 1958 for providing leadership in education and research with focus on science and technology. Over a period of nearly six decades, about 44,000 students have graduated with Bachelors, Masters and Ph.D. degrees. Today, IITB is a leading institution globally for education and research in engineering, management, pure sciences, social sciences and design. We aspire to make significant contributions to the development of our country and improvement in the quality of life of its citizens.

We are pursuing a strategy that fosters creativity, supports interdisciplinary research and

quality education. Shailesh J. Mehta School of Management is an integral component of this strategy and has been established to leverage the synergies with our engineering and science departments and provide leadership in management education with an emphasis on developing future managers and leaders.

I feel happy to see that the School has made its distinct place as a business management school globally, known for both its excellent educational programmes and for the research being pursued by its faculty. I look forward to continuing high quality contributions by the School to management education and research.

MESSAGE FROM THE HEAD



Prof. Shivganesh Bhargava

To have the natural advantage of integration of Engineering and Social Sciences and provide management education, research and training, Indian Institute of Technology Bombay (IITB) visualized, in 1995, a management school on the campus. School was named as the Shailesh J. Mehta School of Management (sjmsom) in the year 2000. The School offers Master of Management and Ph.D programmes and has launched an Executive MBA, jointly with the Washington University based at St. Louis, USA.

It is known that IITB offers its faculty academic independence, opportunities for research, consulting and freedom to explore new expertise. Students at sjmsom get an

opportunity to interact with faculty members associated in all domains and have access to a diverse student community (engineering, sciences, social sciences and others). sjmsom has a continuous process of interaction with industry leaders through Seminars, Lectures and other student activities related to all functions of Management. Ph.D students have the leverage to work on research with the wide research fraternity of IITB.

Today, the School has a distinct place as a business management school to explore, synergize and experience the journey of quality management education directed towards innovation, leadership and entrepreneurship.

SHAILESH J. MEHTA SCHOOL OF MANAGEMENT



IIT Bombay established its School of Management in 1995 with an objective of transforming professionals into future Leaders. In the year 2000, the School was named as the Shailesh J. Mehta School of Management (sjmsom).

Today, the school leads the way in preparing graduates to respond to the new challenges of businesses, by drawing on varied intellectual resources of IITB and providing outstanding and innovative programs in management education.

PROGRAMMES OFFERED

- Doctoral program (Ph.D) in Management
- Master of Management: Two-year Full-time
- Executive MBA jointly with Olin Business School, Washington University in St. Louis, USA
- B.Tech. (Minor) Courses in all areas of Management
- Certificate and Management Development Programs



VISION

To excel in creation, dissemination and application of management knowledge.

MISSION

To nurture intellectual capital by leveraging on research, teaching, training, consultancy and collaborations within the IIT Bombay ecosystem and beyond.

ADVISORY BOARD

- Prof. Devang Khakhar, Director, Indian Institute of Technology Bombay
- Dr. Shailesh J. Mehta, President, Granite Hill Capital Ventures LLC, USA
- Dr. Murari Saraf, Member, Hindi Vidya Bhavan Academy, Mumbai
- Mr. K. Venkataraman, Chief Executive Officer & Managing Director, L&T, Mumbai
- Mr. K. Ramkumar, Executive Director, ICICI Bank Ltd., Mumbai
- Mr. Ravi Kant, Former Vice Chairman, Tata Motors Ltd., Mumbai
- Dr. Ashank Desai, Non Executive Director, Mastek Ltd., Mumbai
- Dr. Mahendra Gupta, Dean, Olin Business School, Washington University, USA
- Prof. Devi Singh, Ex-Director, Indian Institute of Management Lucknow
- Prof. Rishikesha T Krishnan, Director, Indian Institute of Management Indore
- Prof. S. Bhargava, Head, Shailesh J. Mehta School of Management, IIT Bombay

FACULTY



Prof. Shivganesh Bhargava

Professor & Head School of Management
Ph.D, Gujarat University, Ahmedabad

Areas of interest:

Talent, Entrepreneurial and Performance
Management, Social Development, Value Based
Leadership, Work Life Balance



Prof. Gajendra K. Adil

Professor
Ph.D, University of Manitoba, Canada

Areas of interest:

Operations Management, Decisions Sciences



Prof. Atanu Ghosh

Professor
Ph.D, IIT Bombay
Areas of interest:

Strategic Management, Innovation, Customer
Service and Relationship, Leadership



Prof. Usha Ananthakumar

Professor
Ph.D, IIT Bombay
Areas of interest:
Applied Statistics, Multivariate Data Analysis



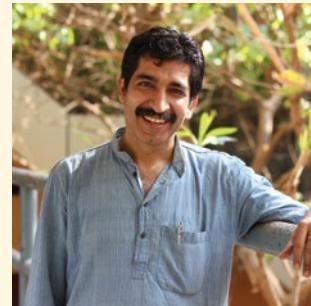
Prof. Karuna Jain

Professor

Ph.D, IIT Kharagpur; Post-Doctoral Fellow,
Faculty of Management, University of Calgary

Areas of interest:

Technology and Innovations Management, Supply
Chain Management, Project Management,
Intellectual Property Rights



Prof. Vinish Kathuria

Professor

Ph.D,
Indira Gandhi Institute of Development Research

Areas of interest:

Economics of Regulation, Economics of Industrial
and Urban Pollution, Industrial Economics



Prof. A.T. Kusre

Professor

M. Tech., IIT Bombay

Areas of interest:

Management of Technology, Innovation and
Entrepreneurship, Creation of New Ventures



Prof. Kirankumar S. Momaya

Professor

Ph.D, University of Toronto

Areas of interest:

Competitiveness, Cooperative Strategies,
Management of Technology and Innovation

FACULTY



Prof. Anand Patwardhan

Professor

Ph.D, Carnegie Mellon University

Areas of interest:

Policy Responses to Climate Change, Science, Technology and Innovation Policy with a Focus on Clean Technologies



Prof. S. Narayan Rao

Professor

Ph.D, IIT Madras

Areas of interest:

Mergers and Acquisition, Financial Engineering, Security Analysis and Portfolio Management, Corporate Finance, Capital Markets



Prof. S. V. D. Nageswara Rao

Professor

Fellow, IIM Ahmedabad

Areas of interest:

Corporate Finance, Capital Markets, Mutual Funds



Prof. Pankaj Dutta

Associate Professor

Ph.D, IIT Kharagpur

Areas of interest:

Operations Research, Supply Chain Modeling and Optimization, Retail Inventory Management, Reverse Logistics, Mathematical Finance



Prof. Shishir K. Jha

Associate Professor

Ph.D, Syracuse University

Areas of interest:

Knowledge Economy, Intellectual Property Rights,
International Business



Prof. Indrajit Mukherjee

Associate Professor

Ph.D, IIT Kharagpur

Areas of interest:

Operations Management, Quality Engineering
Management



Prof. Rajendra Sonar

Associate Professor

Ph.D, University of Pune

Areas of interest:

Knowledge-based Systems, Hybrid Intelligent
Systems and their applications to Management,
Computer Based Information Systems



Prof. Varadraj Bapat

Assistant Professor

Ph.D, IIT Bombay

Areas of interest:

Managerial Accounting, Financial Accounting,
Financial InclusionSpirituality in Management

FACULTY



Prof. Sarthak Gaurav

Assistant Professor
Ph.D, Indira Gandhi Institute of Development Research

Areas of Interest:

Development Economics, Insurance Markets, Decision making under Uncertainty, and Behavioral Finance



Prof. Arti D. Kalro

Assistant Professor
Ph.D, IIT Madras

Areas of interest:

Integrated Marketing Communications, Marketing Research, Media Studies



Prof. Trupti Mishra

Assistant Professor
Ph.D, IIT Kharagpur

Areas of interest:

Economics of Pollution, Economics of Climate Change, Valuation of Environmental Resources



Prof. T. T. Niranjan

Assistant Professor
Fellow, MDI Gurgaon

Areas of interest:

Supply Chain Management, Service Operations



Prof. Ashish Pandey

Assistant Professor
Fellow, MDI Gurgaon

Areas of interest:

Organization and Leadership Development,
Human Resource Management, Spirituality in
Management, Corporate Social Responsibility



Prof. Rahul Patil

Assistant Professor
Ph.D, University of Colorado, Boulder

Areas of interest:

Supply Chain Management, Operations
Management, Decision Models in Management



Prof. Dinesh Sharma

Assistant Professor
Fellow, MDI Gurgaon

Areas of interest:

Marketing Strategy, Marketing Research, Brand
Management, Sales and Distribution Management



Prof. Ashish Singh

Assistant Professor
Ph.D, Indira Gandhi Institute of Development
Research

Areas of interest:

Economics of Distribution, Discrimination, Social
Exclusion and Growth, Public Health

MASTER OF MANAGEMENT

Shailesh J. Mehta School of Management, IIT Bombay offers a two year, full-time residential program leading to the Master of Management (M.Mgt.) degree that develops managers with an integrated understanding of all business functions. Through a judicious blend of concepts, tools and skills, the M.Mgt. curriculum provides an in-depth understanding of the operational and strategic aspects of management.

The program emphasizes on:

- Holistic understanding of various aspects of business
- Analytical reasoning, teamwork and effective communications
- Experience sharing through guest lectures and seminars by senior executives from the industry
- Industry interaction through course projects, summer internship and practicum work.

ADMISSION ELIGIBILITY CRITERIA:

For Domestic candidates

Applicant must possess one of the following qualifications:

- i. A four year Bachelor Degree or a Masters Degree in any discipline with first class or 60% marks (55% for SC/ST) in aggregate (including all years/semesters) or minimum CPI of 6.5 (6 for SC/ST) out of 10
- ii. CA/ICWA with a first class Bachelors Degree in any discipline (60% marks (55% for SC/ST) in aggregate (including all years/semesters) or minimum CPI of 6.5 (6 for SC/ST) out of 10)
- iii. Those appearing for the final degree examination can also apply. The admission in such cases will be subject to their fulfilling the minimum eligibility criteria as stated in (i) or (ii) at the time of joining the course.

For International candidates

For the purpose of application, international applicant is one who holds a foreign passport, or has Indian passport but is studying/working abroad continuously for more than or equal to two years (as on 30 September of preceding year of joining the programme).

- i. A four year Bachelor Degree or a Masters Degree in any discipline with first class or 60% marks (55% for SC/ST) in aggregate (including all years/semesters) or minimum CPI of 6.5 (6 for SC/ST) out of 10
- ii. CA/ICWA with a first class Bachelors Degree in any discipline (60% marks (55% for SC/ST) in aggregate (including all years/semesters) or minimum CPI of 6.5 (6 for SC/ST) out of 10)
- iii. Those appearing for the final degree examination can also apply. The admission in such cases will be subject to their fulfilling the minimum eligibility criteria as stated in (i) or (ii) at the time of joining the course.
- iv. One who holds a foreign passport and does not have Indian passport, should have cleared TOEFL or IELTS.



CURRICULUM

The Master of Management curriculum is structured around four semesters with two terms in each semester. A total of 156 credits are covered during the entire program. Students undertake 8-10 weeks Summer Internship program in various organizations across different management functions at the end of the first year of course work.

Semester 1 (Core)

- Communication and Inter-Personal Skills
- Statistical Methods
- Micro Economics
- Financial Reporting and Analysis
- Organizational Behavior
- Marketing Management - I
- Decision Models in Management
- Macroeconomics
- Costing and Control System
- Operations Management - I

Semester 2 (Core)

- Marketing Management - II
- Corporate Finance - I
- Operations Management - II
- Management of Human Resources
- Information Systems
- Summer Project Work
- Business Ethics
- Corporate Finance - II

Semester 3 (Core)

- International Business
- Corporate Strategy
- Strategic Management of Technology
- Legal Aspects of Business

Elective Courses

Accounting and Finance

- Mergers, Acquisitions and Business Valuation
- International Finance
- Indian Financial and Business Model
- Security Analysis and Portfolio Management
- Fixed Income Securities
- Derivatives and Risk Management
- Management Control Systems
- Strategic Financial Management
- Behavioral Finance

Quantitative Techniques

- Business Forecasting
- Managerial Decision Making under Risk and Uncertainty
- Business Dynamics Modelling and Simulation
- Simulation of Business Systems
- Large-Scale Optimization
- Multivariate Data Analysis

Economics and Strategy

- Applied Industrial Organization
- Aviation Business Strategies
- Strategic Transformation
- Economics of Regulation
- Strategies for Growth
- Game Theory for Business Decisions

International Business

- Historical and Contemporary Perspectives in International Business
- Managing with New Business Models in a Knowledge Economy
- Managing International Business and Policy
- WTO and Indian Business
- International Trade

Operations and Technology Management

- Advanced Planning and Scheduling
- Introduction to ERP
- Logistics and Supply Chain Management
- Lean Management
- Quality Management
- Purchasing and Supply Management
- Operations Strategy
- Innovation Management
- Project Management
- Innovation and Sustainability Lab
- Warehouse Operations
- Supply Chain Optimization
- Technology Strategy Lab
- Service Operations Management
- Technology Forecasting and Assessment
- Innovation and Entrepreneurship
- Design of Manufacturing Systems
- Technology Acquisition, Transfer and Absorption
- High Tech Ventures: From Concept to Commercialization
- Science, Technology and Innovation policy

Information Technology

- Software Project Management
- Intelligent Systems
- Hospital Information System
- Information Technology Infrastructure Management
- Systems Analysis and Design
- Electronic Business Strategies and Implementation

Human Resources and Organisational Behavior

- Performance Evaluation and Management System
- Organization Theory and Design
- Management of Change

General Management

- Management of New Ventures
- International Competitiveness
- Managerial Effectiveness Skills
- Environmental Management
- Infrastructure Development and Financing
- Policy Responses to Climate Change
- Competitiveness for Sustainable Enterprise
- Managing Intellectual Property
- Patterns of Entrepreneurship
- Corporate Competitiveness
- Business Research Methods
- Business and Sustainable Development
- Leadership and Vision

Marketing

- Advertising and Media Management
- Customer Relationship Management
- Brand Management
- Business to Business Marketing
- Consumer Behavior
- Product Management
- Marketing Research
- Services Marketing
- International Marketing
- Sales and Distribution Management
- Online Marketing
- Strategic Marketing

**Final Project*

**Project Work*

IMPORTANT EVENTS

Avenues

The Annual International Business Festival

Avenues, the annual international business festival of Shailesh J. Mehta School of Management (SJM SOM), IIT Bombay, consisting of a series of management events that test the skills of managers. The festival hosts more than fifteen events focused on different management functions and witnesses participation from several top business schools. All the events are keenly contested and judged by well-known people from the industry and academia.

Avenues has grown by leaps and bounds since its inception. Avenues 2014 with the theme “*Breach the Zenith*”, explored ways to continually raise the bar by the incumbents through the plethora of competitive events, leadership lectures and panel discussions. The theme for Avenues 2015 was “*Innovate, Improvise, Implement.*”



Alankar - Distinguished Lecture series, which is held as a part of Avenues, presents an opportunity to directly engage eminent leaders as they seek to narrate their experiences through their eventful lives. The past list of eminent speakers in Alankar include Mr. Kamal Haasan, Mr. Adi Godrej, Mr. Harsha Bogle, Dr. Prakash Amte, Dr. Mylswami Annadurai and Mr. Niranjan Hiranandani to name a few.

Diksha

The Industry Interaction Sessions

Diksha is a process of transfer of knowledge and wisdom from a Guru to her/his disciples, whereby the latter become more enlightened. Keeping with this Indian tradition, we at the Shailesh J. Mehta School of Management, IIT Bombay invite doyens from the industry and academia to impart valuable learning and insights from their rich experience.

Diksha, which attracts captains of the industry and eminent academicians, acts as a forum, wherein contemporary business issues are discussed and dissected to the fullest. These leaders, known for their contribution to their respective fields, bring with them a first-hand perspective on various topics of concern and share their thoughts and views with the students. Attending these sessions provoke the students to understand and appreciate the challenges faced by these business leaders.



Some of the distinguished speakers in the past include:

- **Mr. Jayendra Nayak**, MD and Country Head, Morgan Stanley
- **Ms. Rupa Kudwa**, CEO, Crisil
- **Prof. Yasheng Huang**, MIT Sloan School of Management
- **Mr. Vikram Bector**, Chief Talent Officer, Reliance Industries Ltd.
- **Mr. Thomas Kuruvilla**, Managing Director, Arthur D. Little
- **Mr. Govind Shrikhande**, Customer Care Associate & Managing Director, Shoppers Stop Ltd

Continuum

The Rolling Seminar Series

Continuum, the rolling seminar series, has been a distinct feature of the student's activity at SJMSOM, that encompasses the following management domains:

Consulting, Marketing, Operations, Finance, Human Resources, Technology and Systems.

Each year's Continuum brings together eminent speakers from industry as well as from academia and focuses on relevant issues and challenges faced by managers in the prevailing economic atmosphere. The Continuum seminars include interactive talks, panel discussions involving eminent speakers and workshops for hands-on learning.



They are well attended by delegates from different organizations, distinguished alumni of the school, and students from other business schools as well as from other departments of IIT Bombay. The Continuum series also features a number of student competitions, including case study contests, paper presentations and business games.

SOMA AND CLUBS

SOMA

(*School of Management Association*)

SJMSOM always encourages its students to learn management hands on. To encourage participation in policy making and implementation along with actual management of day-to-day students' affairs, the School has created the SOMA Council.

This council is an apex decision-making body of SJMSOM, which manages all the student driven activities of the school. It is a joint faculty-student council. The main functions of the SOMA council as per its charter are to lay down budgets, organize and co-ordinate events of interest to its members, such as distinguished lectures, events and workshops. SOMA is also an important link with the School's esteemed Alumni who are the strength of the school.



Clubs

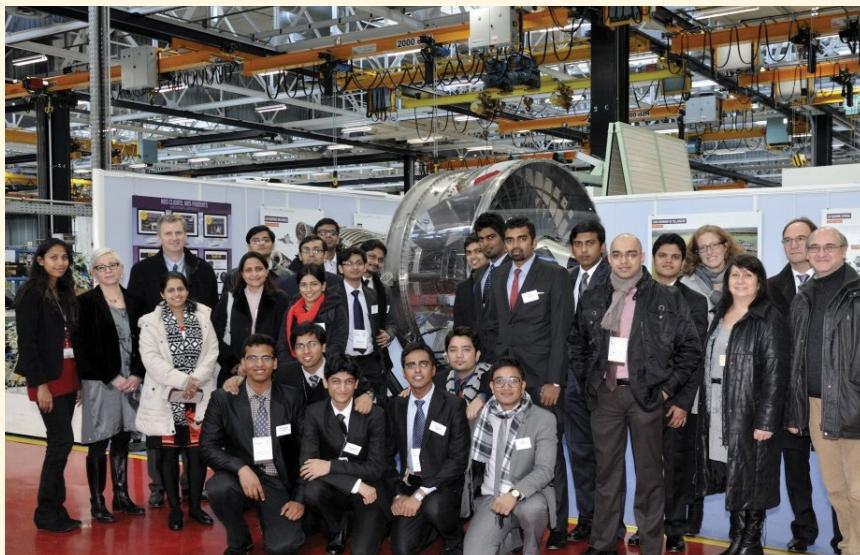
At SJMSOM education is not confined to the boundary of the classrooms. In order to promote peer learning, the students of the School also organize various activities under the umbrella of the following clubs:

Opera - Operations Club
Marktrix - Marketing Club
Consig - Consulting Club
Systematics - Systems Club
Finesse - Finance Club
Humane - HR Club
E-Club - Entrepreneurship Club
Spike - Sports Club

These clubs provide a forum for students to share their ideas, knowledge and experiences in their respective domains. They supplement academic life by helping students to continuously learn and improve themselves so as to make them ready for the rigor of the industry. These clubs help build the students competencies by organizing workshops, knowledge sharing sessions, industry interactions and case study solving sessions among others.

INTERNATIONAL STUDENT EXCHANGES & RELATIONS

In order to effectively meet the dramatic changes and challenges occurring around the world in every sphere, the School promotes International Relations as an integral part of its curriculum. The School intends to promote International Relations activities among its students through a number of diverse channels. IITB has Memorandum of Understanding (MoU's) with a number of universities worldwide and intends to leverage these for providing international exposure to its students. The School believes that a global perspective of the international businesses is imperative to the success of budding managers and future leaders.



STUDY TOURS, INCUBATOR & EXCHANGE PROGRAMS

The Study tours of the School are a platform to prepare its students to take international business challenges of today's globalized world. Study tours consist of company visits to various multinationals and start-ups combined with the guest lectures by eminent speakers which help the students understand the intricacies of global businesses.

In the past, students have visited the University of Washington, Bothell (USA) and Telecom Ecole de Management (France). They also visited the Headquarters of companies like Amazon, Boeing, Phillips, Microsoft, Zillow in the US and Brofasud, BNP, Snegma, Peugeot, France Telecom, Orange, Bouygues Telecom in France. Students also interacted with the leaders of these companies, participated in live case studies and teamed up with students from countries such as Italy, Romania and USA. Students have developed a truly international perspective during these tours.



The School has established an ongoing relation with the University College London with SJMSOM students visiting UCL in July 2014 and July 2015 for the Global Summer School Exchange Program. This program witnessed 31 business graduate students from 5 different countries. SJMSOM has hosted a series of lectures for international students coming from different countries.

CAMPUS ENGAGEMENT ACTIVITIES

Live Projects

Companies are invited for offering live projects to the students, giving a chance for both the student and the organization for a more enriching experience.

In the past, students have taken up live projects with organizations such as: Ebay, Future group, L&T, RIL, SBI, ACG, DHL, Abbott Healthcare, Titan, Reckitt Benckiser, Godrej & Boyce, Frost & Sullivan, IshaArogya Foundation, Mahindra Reva, Cummins, Religare, Jabong, Bloomberg, Louis Dreyfus, Cochlear Medical Devices, Glenmark Pharmaceuticals, Cummins.



Batch Profile

The School admits students through a rigorous written and oral process. The first round of screening of CAT scores is followed by a process of personal interviews and written and oral communication skills assessment.

CAT scores, used at the screening stage are among the top 5 in the country. For the years 2014 and 2015 the cut off scores have been 98.64 and 97.50 percentile respectively.

Students joining SJMSOM have Work experience in organizations such as Tata Group (Tata Steel, TCS, Tata power, Tata Motors), Reliance Group, Aditya Birla group, HSBC, Nomura, Deloitte Consulting, Accenture, ITC, United Breweries, Thomson Reuters, L&T Shipbuilding, American Express, Bank of America, Renault Nissan, M&M Automotive, Maruti Suzuki, Samsung, Oracle, BPCL, GMR, Crompton Greaves, Cisco and JP Morgan to name a few.

Winter Internships

SJMSOM also provides students with the option of taking up winter internships of 4 to 5 weeks during the months of November and December. In the past, students have been offered such internships by Benchmark Six Sigma, Mother Dairy and Tata Communication.

Workshops & Competitions

SJMSOM collaborates with many well-known organizations to host workshops and competitions for students. Asian Paints, DHL Supply Chain and Futures First are among the many who have collaborated in such workshops.

STUDENTS' ACHIEVEMENTS

Name of Event	Year	Company /B School	Position Achieved	Domain of Event (Finance/Ops/ Systems/HR)
The Power of Shunya	2014	DuPont	National Runners Up	Innovation
Loreal Brandstorm	2015	L'Oreal	National Finalists	Marketing
YES Aspire to Innovate	2015	YES Bank	Winner	Scholarship
Best Project (Summer Internship)	2015	Johnson & Johnson	Winner	Operations
The PepsiCo Apprentice Challenge	2015	PepsiCo	Winners	General
Aditya Birla Group 3T Challenge	2015	Aditya Birla Group	National Runners Up	Sustainability
Kotak Innovation Challenge- Case Study	2015	Kotak Mahindra Bank	National 3rd Prize	Marketing & Innovation
GEP Consulting Case Competition	2015	GEP	National Runners Up	Consulting
BIP Africa	2015	BIP Africa	National Finalists	Entrepreneurship
Snapdeal - Xolo 'Marketer of the Year'	2015	Xolo and Snapdeal	National Finalists	Marketing
Asian Paints Canvas Competition	2015	Asian Paints	National Finalists	Sales and marketing
Amazon ACE challenge	2013	Amazon	Winner	Seller Services
Parivartan	2014	IIM A	National Finalists	Public Policy
House of Commons	2014	IIM A	Winner	Public Policy
Amaethon 2015 Rural Crusaders	2015	IIM A	National Finalist	Food & Agribusiness
StratoMania	2014	SCMHRD	Winner	Article writing 'Scripting growth'

PLACEMENTS

The School has an annual, on campus, placement process that is coordinated by the Faculty Placement Coordinator with support from a student placement committee. The placement process begins with Pre-placement talks by companies, usually scheduled between the months of October and December. An elaborate and carefully planned slotting criteria is used to slot interested companies for the placement process. The Pre-placement talks are followed by the Lateral Placement Process, which is tailor made for recruitment of students with prior work experience. This is immediately followed by the Final Placement Process.

The Lateral Placement Process specifically targets companies that wish to recruit fresh talent with relevant work experience. The process evidently, is a win-win situation for both students and companies. Companies get to recruit students who could be inducted directly, while students are provided with an opportunity to further leverage their relevant work experience and improved engagement with the business world. Typical job profiles in this area vary from diverse middle management roles to very specialized senior management positions. The process is usually scheduled in the month of December.

Key Recruiters at SJMSOM

Banking and Finance

American Express, Bank of America, Barclays Capital, Citibank, DBS, Enam, Goldman Sachs, HSBC, ICICI Bank, ICICI Securities, ING Vysya Bank, Irevna, JP Morgan Chase, Kotak, Nomura, MSCI Barra, SBI Life, Standard Chartered, Tata Capital, UBS and Yes Bank

Consulting

Accenture, Avalon Consulting, Deloitte, Ernst & Young, Feedback Ventures, GeP, Ipsos, IMaCS, KPMG, Synovate, Tholons and Universal Consulting

IT and Technology

Amazon, Capgemini, Cognizant, eBay, GE, HCL, Honeywell, HP, IBM, Infosys, Intel, Microsoft, Patni, SAP, Sybase and Wipro

Leadership

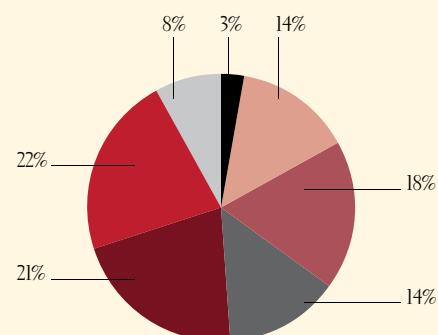
GE, HCL, JSPL and TechMahindra

Operations and Supply Chain Management

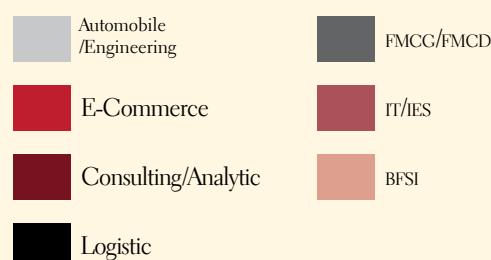
Amazon, Asian Paints, Cargill, Colgate Palmolive, Dell, ECS, Flipkart, Glenmark, Godrej, General Mills, GSK, HCCB, ITC, L'Oreal, Marico, Mondelez, Nestle, P&G, Raymond, RPG, TATA Motors, Texas Instruments and TPG.

Sales & Marketing

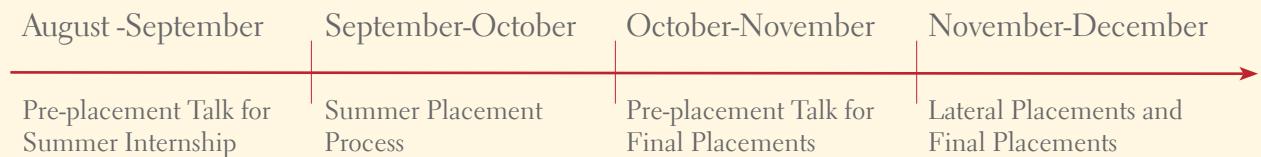
Britannia, Castrol, Croda, Godrej, ITC, L'Oreal, Marico, National Instruments, Raymond, RPG, Titan and TATA Motors



Sectors where students were placed

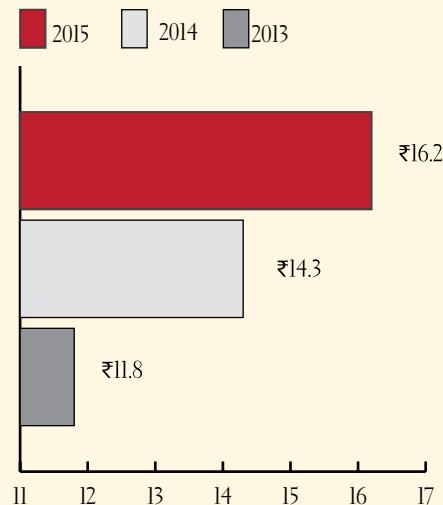
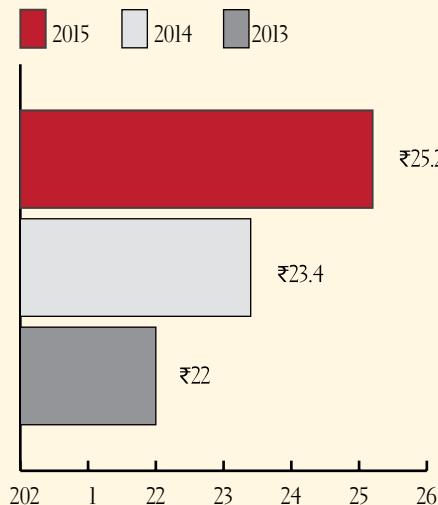


Placement calendar



Highlights – Graduating Batch of 2015

- Total number of students 79
- Total number of PPOs & PPIs converted 25
- Total number of offers made to students 60
- Total number of companies participating 68
- Highest annual compensation (LPA) ₹25.20
- Average annual compensation (LPA) ₹16.20
- Average annual compensation (Top 50% of the students) (LPA) ₹19.90



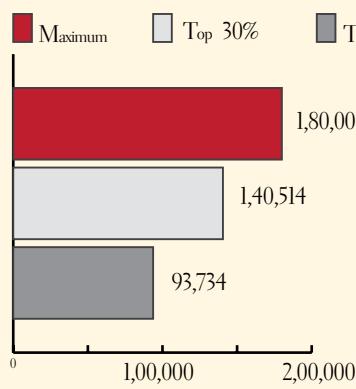
SUMMER INTERNSHIP

The Summer Internship at the end of the first year places a strong emphasis on making students apply their conceptual understanding to actual work situations. Students engage in a summer internship for a period of 8-10 weeks at the end of the first year. For the duration of the internship, students are exposed to the real

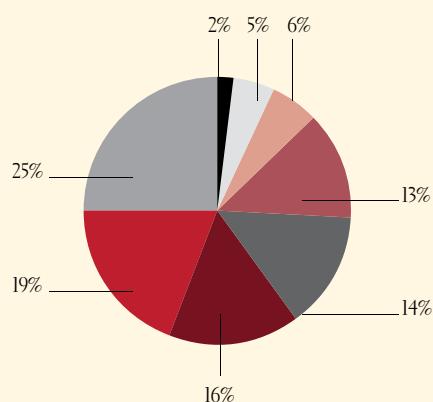
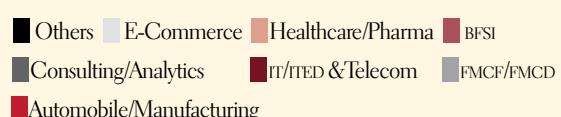
life challenges of the corporate world. This enriching exposure provides students with a clear perspective once they step out of school. The summer placement process takes place in the month of October. Confidential feedback is sought from organizations on student's performance.

Companies offering Summer internships in the past

Amazon	Frost & Sullivan	L'Oreal	Nestle
American Express	GE	Marico	P&G
Asian Paints	GeP	Microsoft	RB
Barclays	Glenmark	Mondelez	RBL Bank
Britannia	Godrej	Mphasis	Reliance Comm.
Capgemini	Goldman Sachs	National Instruments	TATA Motors
Citi Bank	Texas Instruments	ICICI	HCCB
Cochlear Medical	HCL	Johnson & Johnson	Times Group
Deloit	HP	JPMC	Voltas
Ebay	HSBC	Kimberley Clarke	Colgate Palmolive
Idea	Peoplestrong	Wipro	Cummins



Stipend (₹)



Summer Placements 2015

DOCTORAL PROGRAMME

The Doctoral Program prepares the students for careers in teaching and research. The academic program leading to the Ph. D degree is broad-based and involves a minimum course credit requirement and research thesis. The institute also encourages research in interdisciplinary areas through a system of joint supervision and interdisciplinary group activities. The presence of a strong research oriented faculty provides excellent opportunities for such a program.

The Institute also undertakes sponsored research and development projects given by industries and other organizations both from the public as well as private sector.

Entry into the Ph. D program is twice a year in Spring and Autumn semesters, with the option of admitting exceptional candidate round the year. The School conducts personal interviews of shortlisted candidates for final selection.

ADMISSION PROCESS

Entry into the Ph. D program is twice a year in Spring and Autumn semesters, with the option of admitting exceptional candidate round the year. The School conducts personal interviews of shortlisted candidates for final selection.

Eligibility for Admission

At least one of the following criteria must be met:

- i. B.E/B.Tech or equivalent with 60% marks/6.5 CPI (55% marks/6.0 CPI for SC/ST) and at least two years of work experience and qualified in GATE/UGC-NET (Lectureship)/UC-JRF/CSIR-NET (Lectureship)/CSIR-JRF or having CAT/GMAT/GRE score within the last five years.
- ii Master of Management /ME /M.Tech / M.Phil/2 years MBA or 2 year PG Diploma in Management from any institute recognized by a Government body (AICTE/UGC/AIU) with 60% marks/6.5 CPI (55% marks/6.0 CPI for SC/ST).
- iii. M.Sc/M.A/ M.Com/LLM/MCA or equivalent with 60% marks/6.5 CPI (55% marks/6.0 CPI for SC/ST) at post graduation level and qualified in GATE/UGC-NET Lectureship (LS)/UGC-JRF/CSIR-NET Lectureship/CSIR-JRF, or having CAT/GMAT/GRE score within the last five years.
- iv. CA with 60% marks/6.5 CPI (55% marks/6.0 CPI for SC/ST) in the preceding degree.
- v. At the time of applying to SJMSOM, candidates must submit a sample of their recently published writings on a relevant topic or a research proposal (1500 words) on a topic of their research interest in place of Statement of Purpose. The proposal must contain – a) problem identification, b) brief review of literature, and c) proposed methodology.

Doctoral Program Structure

The School offers a program leading to the Ph.D. degree in Management. The Doctoral program has two distinct phases namely, Course work and Research Work.

Candidates without a MBA are required to complete a minimum of 52 credits while a candidates with a MBA are required to complete a minimum of 40 credits.

For confirmation of registration to the Ph. D. program, each student has to complete the following core courses: Introduction to Research Methods (3 credits), Qualitative Research Methodologies (3 credits), Survey

Research and Experimentation (3 credits), Statistics for Business Research (6 credits) and Economics (6 credits). In addition to these courses, they also have to complete a Credit Seminar of 4 credits (at most 2 credit seminars), and Communication course (an Institute level course with no credits).

After successful completion of course work, the PhD registration is completed; Subsequent research work commences under the supervision of the respective faculty guides.

Doctoral Dissertation

The dissertation is expected to be a scholarly contribution that is pertinent to the understanding and resolution of management problems. For the degree requirement, a candidate submits and orally defends orally the dissertation before a Board of Examiners.

Ph.D. Scholars Achievements

Our research scholars have published multiple papers in reputed international journals and presented them in international conferences. They have also contributed to book chapters in various management streams.



Opportunities after Ph.D.

Most candidates joining the Ph.D program at SJMSOM explore opportunities in academia, industry and as independent consultants or entrepreneurs. Those interested in academia usually work as the faculty at institutes of national importance such as the IIT/IIM. Some pursue postdoctoral research at premiere

institutes across the world prior to taking up faculty assignments. Candidates with an industry orientation take up professional work within the organized sector.

Areas of Research

Economics

Managerial Economics, Economics of Industrial & Urban Pollution, Economic Environment of Business, Industrial Economics, Economics of Industrial and Urban Pollution, Applied Econometrics

Financial Management

Corporate Finance, Capital Markets, Financial Engineering, Security Analysis and Portfolio Management, Mergers and Acquisitions, Accounting

Information System Management

Knowledge Based Systems, Hybrid Intelligent Systems, Computer Based Information Systems

General Management and Inter-disciplinary Research

Interdisciplinary research spanning conventional research domains such as Marketing, Operations Management, Organizational Behavior, Strategy, Behavioral Operations Management, Judgment and Decision Making, Intellectual Property Management and Service Management

International Business

Management of International Business and WTO, New Business Models in the Digital Economy, WTO and Global Political Economy, Export Competitiveness and Internationalization

Marketing Management

Marketing Strategy, Marketing Research, Services Marketing, Digital Media Marketing Communications and Online Marketing, Brand Management

Operations Management

Production Planning, Warehouse and Retail Facility Design, Manufacturing Strategy, Decision Sciences, Quality Engineering and Management, Supply Chain Management, Project Management, Discrete Optimization

Organizational Behavior and

Human Resource Management

Organizational Behavior, Strategic Human Resource Management, Entrepreneurial Management, Leadership, Performance and Knowledge Management

Quantitative Techniques and Applied

Operations Research

Pattern Recognition, Statistical Inference, Statistical Quality Control, Fuzzy Optimization and Multi-Objective Decision-Making, Supply Chain Modelling, Project Management, Inventory Management

Strategic Management

Leadership, Network Competition, Strategic Transformation, Aviation Management, Corporate Competitiveness, Growth Strategies, Environmental and Enterprise Sustainability

Technology Management

Innovation Management, Intellectual Property Management, Strategic Management of Technology, Technology Road Mapping and Foresight, R&D Management, Technology Audit

B.TECH MINOR IN MANAGEMENT

The School offers some core management courses to undergraduate students of IIT Bombay having strong background in Technology. The objective is to provide them with a strong foundation in crucial management subjects so as to help them in comprehending management milieu and practices in the industry. Over the years these courses have become popular among the IIT Bombay student community as it provides them with a unique opportunity to learn about managing complexities of an organization and its operations.

B.Tech students having completed first year successfully are eligible to take up these

courses and are selected on the basis of CPI or academic performances. Each course is of 6 credits and class projects are an integral part of most of the courses.

Presently, the School is offering the following B. Tech (Minor) courses in management to institute's undergraduate students across all disciplines.

- Accounting and Financial Management
- Operations Management
- Marketing Management
- Human Resource Management
- Project Management
- International Competitiveness
- Entrepreneurship



EXECUTIVE MASTER OF BUSINESS ADMINISTRATION (EMBA)

(Jointly with Olin Business School, Washington University in St. Louis)

The Program

Shailesh J. Mehta School of Management, in association with Olin Business School, Washington University in St. Louis, offers a unique, first of its kind, joint-degree Executive MBA program. This program which is focused on honing leadership skills of upwardly mobile professionals and entrepreneurs, accords them an opportunity to pursue education while continuing to attend to their expanding business responsibilities. A program typically beginning in April every year is spread over 18 months, with a residency of 4 days once in a month, for 17 consecutive months in Mumbai followed by a two-week

capstone experience in Olin Business School. A convenient Thursday to Sunday residency format makes a demand of only two working days and only two week-end days, once in a month, on a busy professional. Each residency in Mumbai is focused on one core course through a full day engagement over 4 days, Stay arrangements during these four days are offered to all the candidates, whether from Mumbai or elsewhere. The two-week stint in Olin Business School has three courses to offer. Learning during these residencies is expected to be supplemented by sufficient prior preparation and follow-up work.

Admission Eligibility Criteria

Candidates who have a degree from a recognized university in India or abroad and at least 7 years of experience and 5 years of managerial experience are eligible to apply. Considering that there is a significant time commitment to the program, a commitment letter from the organization that the candidate works for, is a requirement for admission, even if the candidate is financing the program

fees. Further, two recommendations for admission are also required to be submitted in the prescribed format. The candidates is also required to submit a personal statement and three essays on certain topics which provide a good background about the candidate's credentials, quality of experience and motivation.

Admission Process

Admission application as well as submission of documents are expected to be done online and do not require any payment of fee. On completion of the required documentation, the candidate is invited for an interview either to SJMSOM or to the Olin campus, as is convenient to the candidate and is interviewed by a panel of faculty members who are from both the institutions. The panel

evaluates quality of experience, leadership ability, communication skills and motivation of the candidate and then recommends the candidate for admission. Once the admission letter is issued, the candidate is given two-week's time to secure admission.

The Inaugural Batch of the Program

The inaugural batch of this unique program commenced in April 2015 and admissions are open for the second batch beginning in April 2016. The average age of the 27 participants in the inaugural batch is 40, with average experience of 17 years. The inaugural cohort has very senior level professionals including heads of organizations and leaders of diverse functional disciplines. This program has attracted participation from all over the country, with participants from Hyderabad, Pune, Bengaluru, and Delhi and Kerala in addition to those from Mumbai. Participants

have varied qualifications with academic backgrounds in engineering, commerce, arts, information technology, architecture, medicine and management. Many have post-graduate qualifications too. Participants are drawn from industries as varied as energy, renewable energy, healthcare, aerospace and defense, railways, engineering, information technology, consulting, auto components, automotive, software, financial services, chemicals.

List of Courses covered in the EMBA Program

- Strategic Management
- Organizational Behavior and Design
- Data Modeling and Decisions
- Introduction to Financial Accounting
- Marketing Management
- Managerial Economics
- Communication and Negotiation Skills
- Operations and Manufacturing Management
- Strategic Cost Analysis
- Corporate Finance
- Leadership
- Growth, Valuation, and Sustainability
- Managing Power and Influence in Organizations
- Global Supply Chain Management
- Competitive Strategy and Industry Analysis
- Macroeconomics
- Advanced Marketing
- Global Business Planning & Strategy
- Strategic Management of Innovation



development program.
• Optimize the contract workforce.
• Use Government machinery to mediate in the process.
• Shift press briefing from head office to plant (factory)

MANAGEMENT DEVELOPMENT PROGRAM

Short and long duration ‘inhouse’ and ‘open’ Management /Leadership /Faculty development programs for Corporate executives and professionals

A Management Development Program (MDP) is aimed at enhancing competencies amongst managers and executives working at different levels. MDP is offered by the School Of Management in different areas such as Finance, Marketing, HRM, Operations, Project Management, Information Systems, Technology Management and Corporate Strategy. These MDPs can be delivered as ‘in-house’ for special corporate needs or conducted as ‘open’ programs.

SJMSOM has conducted many in-house Management Development or Continuing Education Programs of short and long duration for companies like Godrej, ACC Cements, DRDO, ACG Worldwide, Axis Bank, Crompton & Greaves, Department of Atomic Energy, eClerx, Larsen & Toubro, Toyo Engineering, Reliance Industries.

The School has also coordinated many Faculty Development Programs for institutes like ICT Matunga, Walchand College of Engineering Sangli, Bhimrao Ambedkar Technological University Lonere, Kalinga Institute of Industrial Technology, Odisha.

Faculty of the School also offer open programs of short and long duration in their area of expertise in all fields of management.

INFRASTRUCTURE AND FACILITIES

Students at SJMSOM have access to the best infrastructure to facilitate their stay and study. SJMSOM has state-of-the-art classrooms, specially designed and equipped with latest audio-visual aids and wireless Internet connectivity to enhance group discussions and learning activities.

Students derive immense benefits from not only the School resources, but also the

world-class resources of IIT. Some of these resources include the Central Library, Student Activity Centre, Convocation Hall, F. C. Kohli Auditorium, and Sports Facilities like Swimming Pool, Tennis Courts, Squash Courts, Badminton Courts, Basketball Courts, Football ground, Cricket Ground, Hockey Ground, Gymnasiums and many more.



Knowledge resources



Online Databases

Complete CMIE Package, Capitaline, Euro-monitor

Library Collection (SJMSOM)

Books (8100) and cases, Audio Visual Material (380), Thesis & Dissertations (734)
Other Reports

Library Collection (Central Library)

Management Related Books (5000), Printed Journals (38)

Full-text Electronic Journal Database

EMERALD, Science Direct, ABI/Inform, EBSCO

Computing

The School provides access to some of the best computing facilities in the country. IIT Bombay has a gigabit Ethernet network that connects all academic buildings, faculty residences and student hostels. Network outlets are provided in each hostel room.



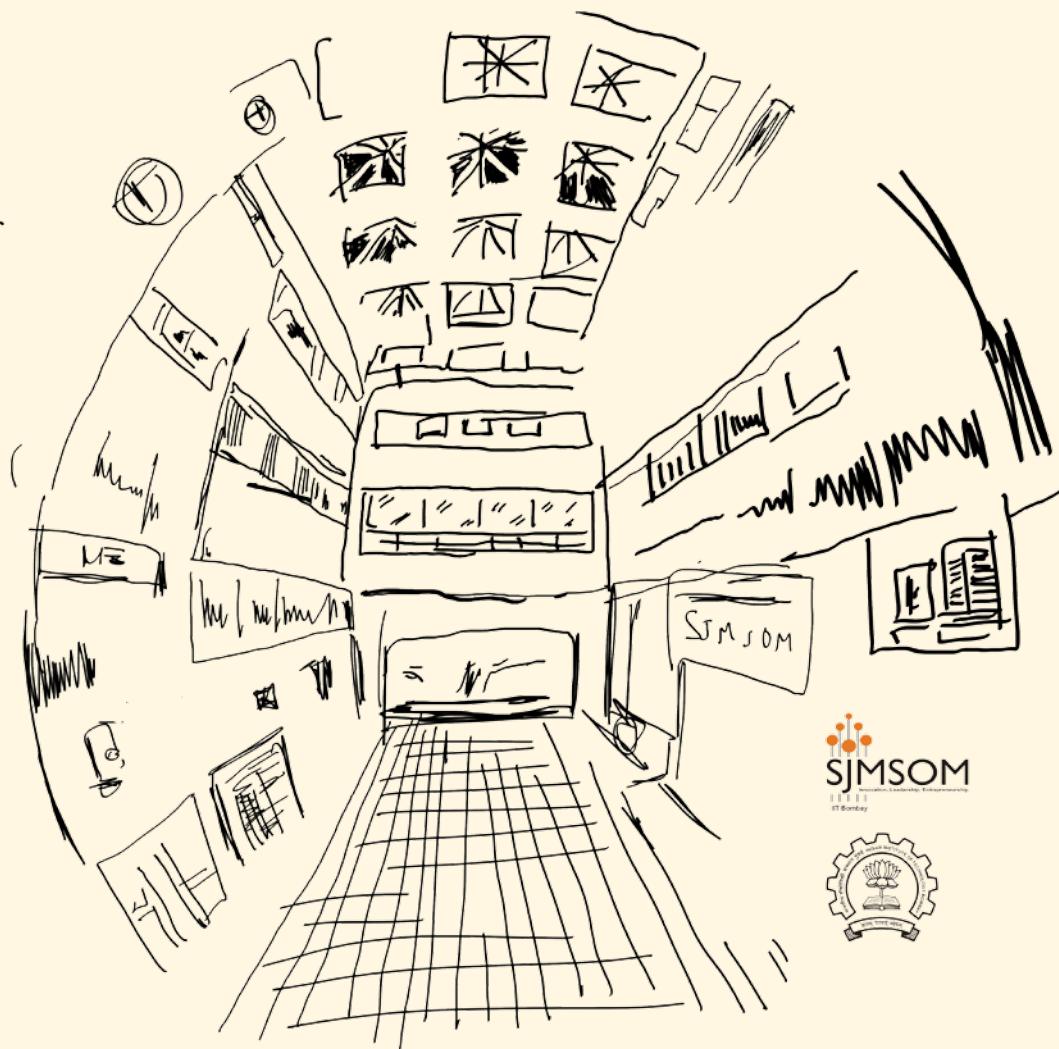
The School building has a wireless Ethernet network that allows students to connect to the campus network from anywhere in the building, including the classrooms. The School is a member of the Microsoft Developer Network (MSDN) Academic Alliance, through which students and faculty have access to various operating systems and development environments. The School provides access to industry-standard application software, including SAS, IBM SPSS AMOS, Minitab, Prowess, STATA and other optimization packages.

ALUMNI

Alumni best represent what our School stands for. Each program of the School of Management, be it the Masters in Management Program, the Doctoral Program or the Working Professional batches of (2001-2004) have seen alumni of the highest caliber. Unique to the School is the contribution of the alumni towards the admission process by helping identify characteristics in the applicants that are critical for the industrial

or research careers. The alumni have been an integral part of the School's co-curricular developments in the form of interaction programs - Avenues, Continuum and Diksha Series.





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