

# MBA



## Information Bulletin - 2011

MBA & DOCTORAL PROGRAMMES

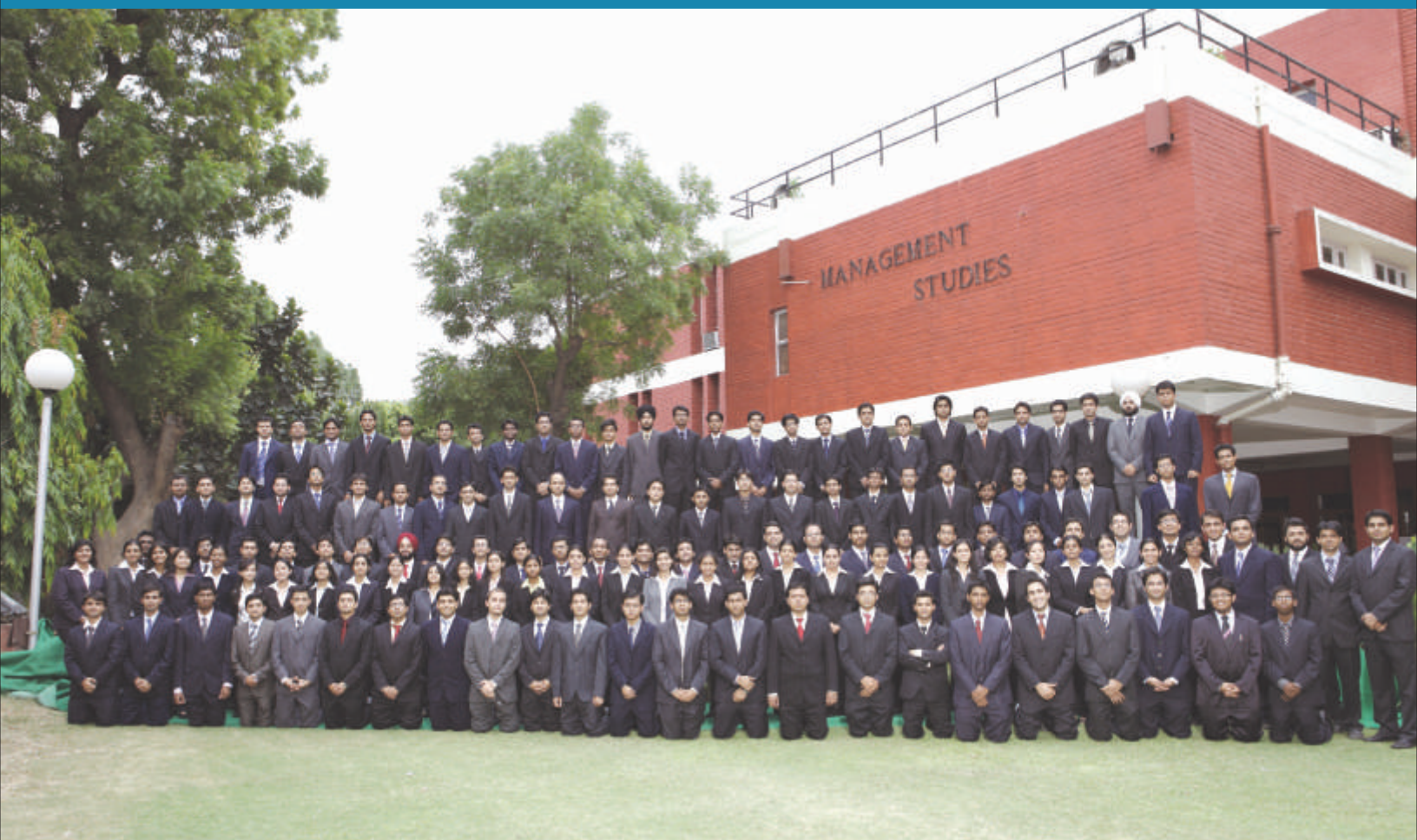


# FMS

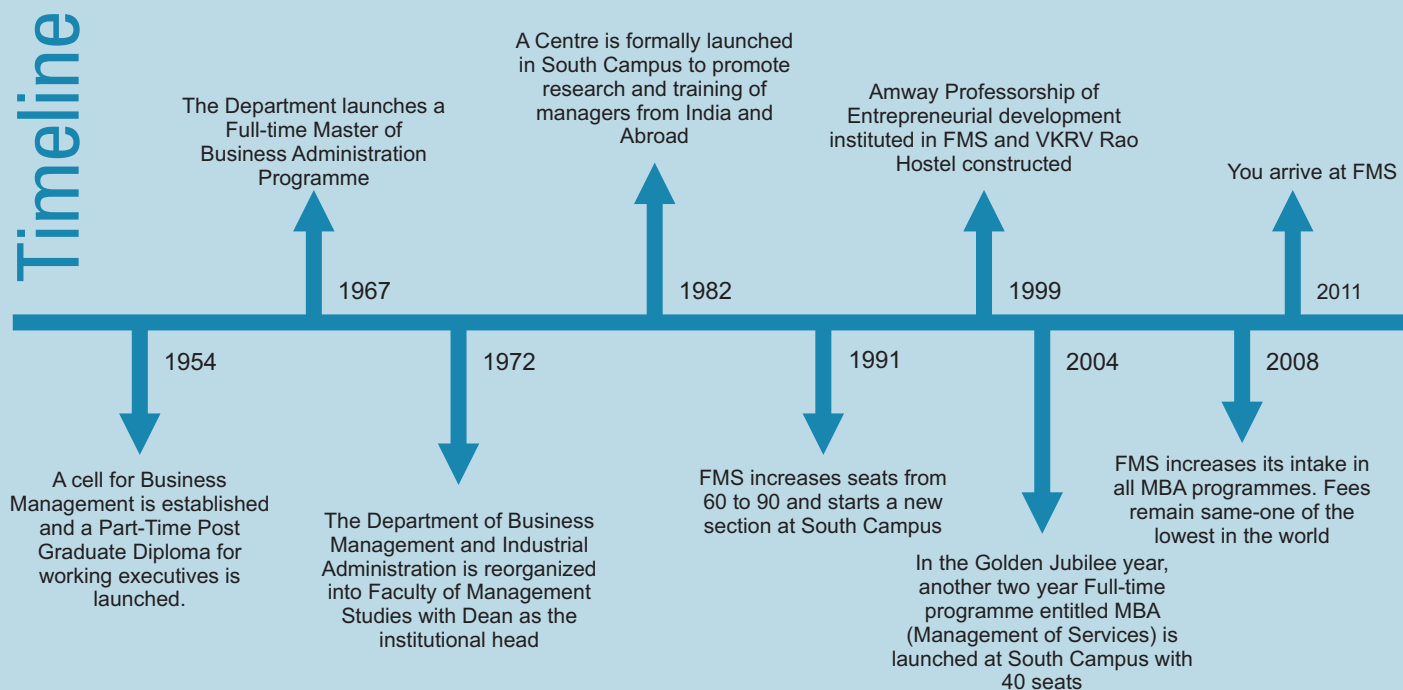


Faculty of  
Management Studies  
UNIVERSITY OF DELHI

# FMS



# Leading from the Front... Since 1954



## Our Vision

**To provide world-class education and thought leadership in management within a university based institution.**

Leaders are those who reject conventional wisdom and chart out their own path of success. They compete not with their peers but with themselves, continuously raising the bar of excellence. They possess a rare degree of conviction, challenge assumptions and relentlessly pursue perfection in all their endeavors. Leadership is all about unwavering faith in one's values and a tacit contract of symbiosis with one's environment.

At FMS, we nurture leaders. We inspire all participants to act and achieve the pinnacles of excellence. With a heritage of 56 years, we have enabled each participant to perform and excel. With world class pedagogy and frequent mentoring by our global alumni, we inspire you to be thought leaders and pave the way for creating a better tomorrow for the world.

FMS has remained the unique University-based Management Institution fulfilling every participant's dreams. Our frequent industry interactions and mentorships consistently add to the knowledge of the relevant tools, and the ability to decisively think through problems and opportunities. Our excellent placement records over the years only reiterate the fact that, at FMS, everyone is an achiever.

## Aspire...Act...Achieve

Today's environment is of constant and turbulent change, where effective leadership depends on the ability to think beyond the obvious, and to find answers from imperfect information. It requires strategic vision and practical wisdom, a mastery of core business disciplines along with the skills to communicate that vision, to drive a team forward and to manage conflict as it arises.

At FMS, we will not just quench your thirst for knowledge; we will inspire and nurture the stamina you will need to actualize your potential. FMS builds character and confidence. FMS encourages a collaborative spirit, with different personalities and diverse mindsets. It provides for an education that is a powerful blend of academic rigor with applied leadership experience necessary to produce extraordinary results in a rapidly changing business world.

Welcome to FMS, a business school that has been fulfilling many a dream since 1954.





## Message from the Dean

Faculty of Management Studies (FMS), University of Delhi, has been a pioneer and a leader in the field of management education in India. Started in 1954, FMS today offers several programmes from the North campus and the South Campus facilities of the University of Delhi. In response to the changing needs of the industry, in particular, FMS has always taken the initiative to develop new programmes and constantly update the curriculum and teaching pedagogy. FMS enjoys the privilege of being a part of the University of Delhi, thereby bound by the academic rigour and administrative standards set for admission, curriculum preparation, teaching and examination processes. Highly accomplished teaching faculty engaged in continuous research, training, consulting and publication adds immense value to the academic life at FMS.

Apart from the regular class room inputs provided through the four-semester system of the two year (Full Time) programmes and the six-semester system of the three year (Part Time) programmes, FMS maintains close interface with the corporate world. Experienced leaders of the corporate world, including several of the accomplished alumni of FMS, visit FMS on a regular basis to share their knowledge with the students, while the students undertake several practical projects to enrich the class room learning. To supplement the strong focus on theoretical foundation and conceptual learning, students are encouraged to take leadership initiatives by organising seminars, workshops and extra-curricular activities. FMS has an enviable placement process which brings the most reputed companies to the campus. We are proud of the track record of our alumni who stand tall in many walks of life.

FMS is seeking applications to the two-year full time MBA programme, three-year MBA (Part Time) programme for working executives, three-year (Part Time) MBA in Health Care Administration for medical professionals with MBBS degrees, and to the Ph.D. programme.

Welcome to all the aspirants and best of luck in your endeavour.

**Kuriakose Mamkoottam, Ph.D.**



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# Two Year (Fulltime) MBA Programme



## Programme Structure

The two-year MBA (MS) programme has been integrated with the two-year MBA (Full Time) programme and the two have been merged into one programme – MBA (FT) - with effect from 2011 admissions. However, students already admitted to the MBA (MS) programme through the same entrance test as the MBA (FT) programme will continue to pursue the existing MBA (MS) curriculum till the current batches pass out in 2012.

The curriculum of the newly revamped MBA (FT) rests on two pillars: one, providing a strong analytical foundation in key functional areas and the other, enabling a high degree of academic flexibility allowing students to handcraft their MBA experience. The first year introduces students to the essential models and tools, needed to act on their aspirations and enable their evolution into thought leaders and change managers. In the second year, the learners decide on their professional development plans by reflecting on their first year's learning and summer internship experiences. This experience is augmented by interactions with an eclectic mix of world class faculty and corporate luminaries. After two years of 360 degree learning, the learner moves on to achieve the best of the best in the corporate world.

**The total provisional intake of 2011-13 programme is 226 participants.**

## Course Structure

MBA has a course structure closely aligned with the business requirements in today's scenario. The focus is on producing managers with sound fundamentals to hit the ground running when they enter the corporate world; the ability to challenge conventional wisdom by path-breaking innovations; the ability to execute the most daunting of challenges in the most trying of circumstances; the ability to create synergies amongst the most diverse set of variables; the ability to continuously learn, to improvise, to adapt, to energize, to grow and take the world in their stride.

Students here are required to complete 8 core or elective courses or a combination of both in every semester. The First year of the course concentrates on imparting management fundamentals like Human Resources, Organizational Effectiveness & Change, Marketing Management, Financial Management, Quantitative Methods, Computer Applications in Management etc. This ensures that the student is introduced to the technical, economic, social and human side of management. The Second year continues the momentum by building on these fundamentals and requires focus on chosen specializations by taking courses in the areas of marketing, finance, systems, operations and human resources. Along with these specialization courses, the student is exposed to business strategy courses which focus on skills that enable managers to diagnose complex business situations and resolve strategic and organizational problems. These courses are supplemented by simulation games which reinforce the classroom teachings and give hands-on experience to the learners. In addition to these courses, the learner can opt for non-credit courses in each semester, subject to the approval of the Programme Coordinator. The classroom sessions are supplemented by corporate sessions, guest lectures, field sessions, live projects, workshops and many such activities which ensure that the student remains in touch with the contemporary corporate environment and learns the practical applications of the acquired knowledge.



## Flexibility

Students at the MBA programme have the option of customizing their own programmes based on their unique strengths and interests. This is done through their own inference about the shape which they want to lend to the trajectory of their career paths and thus prepare themselves for a successful future. This ensures that the stress of the programme is not on teaching, but on 'learning'!!

## We, The People

The combination of a flexible curriculum, a wide array of learning opportunities and a conducive academic environment is the hallmark of this programme. Starting from Day one on the campus, the learner will be helped in getting acquainted with the people, the place and the processes. The learner empowered initiatives keep on increasing exponentially throughout the year.

As much as it is possible to sum up a community, this is FMS: Thought Leaders who approach work and play with equal intensity, who are confident enough to make mistakes, and grounded enough to know that getting to the top is easier and more fun when the journey is shared.

It is this drive and enthusiasm that separates us from all others and gives us the winning edge - wherever we go, whatever we do.

## Selection Procedure

Applications for admission to the programme are invited through advertisements in major national newspapers every year. Applicants are required to visit our website ([www.fms.edu](http://www.fms.edu)) and make on-line registration and payment.

**Eligible candidates (including candidates of all reserved categories) will then be called for the Entrance Test for the MBA (Full-Time) programme to be held on December 05, 2010 at 2.00 p.m.** The applicants, on the basis of their performance in the test, will be called for interview, extempore and a group discussion. The candidates will be required to produce their original certificates and mark sheets at the time of the interview. The final list of candidates selected to the programme will be declared after completing the processes for all candidates.

### Eligibility Criteria for MBA (Full Time) Programme:

Candidates applying for admission to the MBA (Full Time) programme must have pursued at least a 3-year Bachelor's Degree programme after twelve years of formal schooling in any of the following disciplines, having secured minimum aggregate marks as indicated below:

- Arts, Commerce or Social Sciences – 50 %
- Sciences – 55 %
- Mathematics or Statistics – 60%
- Medicine, Engineering or Technology – 60% / CGPA of at least 6 on a scale of 10

OR

- Post Graduate Degree or 2<sup>nd</sup> Degree examination after 10+2+3 scheme, securing at least 60% marks.

Note: Candidates appearing in the final year examination of Bachelor's / Post Graduate Degree Examinations are eligible to apply and appear in the Entrance Test irrespective of their percentage of scores obtained till the time of application, provided that they expect to fulfill the eligibility criteria when their results are declared and which must be submitted to the FMS Office before 1<sup>st</sup> October 2011.



# Three Year MBA (Part Time) Programme



## Programme Structure

The Part-time Master of Business Administration programme is designed for working professionals. Learners should have a minimum of three years work experience at the time of entering the programme. The programme is specifically designed to be in synchrony with participants' career paths. For that reason, learners are expected to maintain full-time employment during all semesters for which they are enrolled. The faculty, curriculum and environment foster essential management skills, knowledge and attitudes. Classmates in turn share their diverse management backgrounds. The two synergize to provide participants with the insight and capacity to make successful on-the-job contribution, preparing them for higher executive responsibility. This programme has several streams of specialization.

**The total provisional intake of this programme is 232 participants divided equally between the North and South Campus of FMS**

## Selection Procedure

Applications for admission to the programme are invited through advertisements in major national newspapers every year. Applicants are required to visit our website ([www.fms.edu](http://www.fms.edu)) and make on-line registration and payment.

**All applicants are required to clear an Entrance Test to be held on January 23, 2011 at 2 :00 pm in Delhi.** Eligible applicants will be called for an interview. Candidates will be required to produce original certificates and mark-sheets at the time of Interview. The final list of candidates selected to the programme will be announced after completing the interview processes.

## Eligibility Criteria

Every candidate seeking admission should have passed a Bachelor's Degree Examination of at least three years duration with a minimum of 45% marks in the aggregate. Relaxation of this criterion may be made for those who scored more than 55% marks in the aggregate in their post graduate degree/ at least 60% marks in a Diploma in Personnel Management, Diploma in Management, Diploma in Sales & Marketing or Diploma in Administrative Management of Delhi University conducted by FMS in earlier years.

- Candidates should have at least three years experience as an executive or an administrator in a commercial, industrial or government establishment after passing the Bachelor's Degree Examination.
- Three years Full-Time experience shall be determined as on 1st August of the year of admission.
- The candidate must be sponsored by his/her present employer.

Note: Sponsorship requires applications to be certified by the present employer. The employer need not bear any financial responsibility.



# Three Year MBA (Part Time) Health Care Administration Programme



## Programme Structure

The educational programme in Health Care Administration was started in 1972 to impart knowledge of basic as well as specific areas of management to professionals responsible for management of health care services. To meet the educational challenges of this rapidly evolving field, the Health Care Administration (HCA) programme provides learners with a managerial and technical foundation for careers in consulting, medical products, pharmaceuticals, biotechnology, financial services, venture capital, health care systems, health plan management and insurance, associations and government.

The programme and the pedagogical techniques are designed to develop initiative, analytical ability, effective communication & problem-solving skills which are critical for any manager in health services organizations. The specific objectives of this programme are:

- To provide management education to medical professionals working in the field of health care services administration.
- To equip executives concerned with health care administration with up-to-date knowledge about management and to develop relevant skills and attitudes.
- To prepare them to apply modern management techniques in managing health care services in the country.

**The total provisional intake of this programme is 42 participants.**

## Selection Procedure

Applications for admission to the programme are invited through advertisements in major national newspapers every year. Applicants are required to visit our website ([www.fms.edu](http://www.fms.edu)) and make on-line registration and payment.

Eligible applicants will be called for an interview. The candidates will be required to produce original certificates and mark-sheets at the time of interview. The final list of candidates selected to the programme will be announced after completing the interview processes.

## Eligibility Criteria

- Candidates seeking admission to the course should have passed a Bachelor's Degree Examination in Medicine of the University of Delhi or an examination recognized as equivalent.
- Candidates should have at least five years experience in Health Care System after acquiring the Bachelor's Degree in Medicine. Five years experience shall be determined as on 1st August of the year of admission.
- The Candidate must be sponsored by his/her present employer.

**All applicants are required to clear an entrance test to be held on January 23, 2011 at 2:00 pm in Delhi.**

# Ph.D. (Full Time) Doctoral Programme



The Doctoral Programme offered at the Faculty of Management Studies provides the opportunity to undertake pioneering research. The PhD programme at FMS encourages scholars to engage in original work in different areas and aspects of management, which should, in turn, augment the knowledge and data for teaching and for practical implementation.

**Total number of annual intake of PhD students shall not exceed 20.** However, FMS may fill only as many seats as the number of suitable candidates found and the availability of supervisors in a given year.

## Eligibility Criteria

To be eligible for admission to the PhD programme, a candidate must have obtained a Master's/ M. Phil degree of the University of Delhi, or any other recognized University, or any postgraduate degree in an allied subject recognized as equivalent in the subject in which the candidate wishes to pursue a course of research. She/ he must have obtained either a minimum of 50% marks or equivalent grade in the M.Phil degree or a minimum of 55% marks or equivalent grade in the Master's degree.

Candidates with a Bachelor's Degree of four years or more, viz. B.Tech or M.B.B.S who have obtained a minimum of 70% and 60% marks or equivalent grades respectively, and also have obtained any national level fellowships are also eligible to apply.

## Admission Procedure

Candidates (except those belonging to the categories listed below) seeking admission to the doctoral programme, are required to take the Admission Test to be held on **5<sup>th</sup> December 2010**. Shortlisted candidates will thereafter be required to submit the form of the Board of Research Studies (Management) at the Faculty of Management Studies, University of Delhi by 31<sup>st</sup> January 2011.

All eligible candidates, including those declared successful in the Entrance Test, will be required to appear for a personal interview for finally being considered for admission to the doctoral programme.

## Study leave

Permanent teachers of any recognized University/ College other than the University of Delhi and/ or employees of a Research Institute in India having a minimum of three years teaching/ research experience, and candidates sponsored by their employers will be considered for admission to the PhD programme only if they obtain study leave for a period of two years to fulfill the residency requirements of the PhD programme of the University of Delhi. These candidates will, however, be required to appear for the Admission Test.

For detailed information regarding the eligibility criteria for enrolment to the Doctoral programme of the University of Delhi refer to Ordinance VI B of the University of Delhi ([www.du.ac.in/du/phd\\_ordinance.pdf](http://www.du.ac.in/du/phd_ordinance.pdf)).

## Candidates Exempted from Admission test

1. Teachers of University of Delhi holding permanent, temporary or ad-hoc positions and having completed two years of service as teacher in a Department/ Constituent College of University of Delhi.
2. Applicants appearing in the final year examination of MBA (FT/ MS/PT/HCA) programmes at FMS, University of Delhi and / or candidates who have successfully completed MBA (FT/MS/PT/HCA) programme from FMS during the last two years.
3. Applicants in receipt of National fellowships such as:
  - JRF through UGC/ NET and CSIR/ NET
  - Fellowship of CSIR/CAR/CCSR/DBT/DST or from any other recognized Government Institutions/ Organization
  - Rajiv Gandhi Fellowships from UGC

Candidates exempted from the Admission Test will be required to apply by submitting the completed form of the Board of Research Studies at the Faculty of Management Studies, University of Delhi by 31<sup>st</sup> January 2011. The application form should be submitted along with a Demand Draft of Rs. 250/- drawn in favor of the Registrar, University of Delhi.

## Foreign Nationals

All Foreign Nationals seeking admission to PhD (Management) should apply through the office of the Dy. Dean (Foreign Students). Hard copies of the Foreign Students' Registry Form along with the required documents should be sent to Dy. Dean (Foreign Students), Foreign Students Registry Office, c/o Faculty of Management Studies, University of Delhi, Delhi – 110 007 (India). There is no NRI/ PIO quota.

1. Foreign Nationals studying in India are required to write the Entrance Test and appear for the interview, if shortlisted.
2. Foreign Nationals with Indian degrees (but who are not currently staying in India) are required to submit GMAT scores (minimum score of 650). Foreign Nationals with foreign degrees are advised to submit GMAT and TOEFL scores. **They are, however, required to submit a research proposal, clearly indicating the research objective, methodology and a tentative bibliography.**
3. All Foreign Nationals will also be required to fill the form of the Board of Research Studies (Management), if selected for the PhD programme. The BRS (Management) form should be submitted along with a DD of Rs. 250/- in favor of the Registrar, University of Delhi.
4. If selected for admission to PhD (Management), admission will be granted only after the candidate arrives with a valid Research Visa and gets registered with the Foreign Students' Registry Office, University of Delhi.







## Fee Structure

The fee for various programmes is payable at the beginning of the academic year. The annual fee payable to Faculty of Management Studies, University of Delhi is Rs. 10,000 approximately for all MBA programmes. Besides this fee, the students of both the full-time programmes have created registered bodies, comprising of various societies which charge membership fee for the services provided.

## Reservations / Relaxations

Reservations/Relaxations are provided to the candidates as per the guidelines issued by the University of Delhi.

- 2-year (Full Time) MBA Admission 2011-13: **Total seats** 226. **Unreserved (General)-** (101), **Reserved: SC** (30), **ST** (15), **OBC** (54). **Supernumerary: PH** (6), **CW** (10), **FS** (10)
- 3-year (Part Time) MBA Admission 2011-14: **Total seats** 232. **Unreserved: General** (109), **Reserved: SC** (32), **ST** (16), **OBC** (58). **Supernumerary: PH** (6) and **CW** (11)
- 3-year (Part Time) MBA (HCA) Admission 2011-14: **Total seats** 42. **Unreserved: General** (19), **Reserved: SC** (6), **ST** (3), **OBC** (11). **Supernumerary: PH** (1), and **CW** (2)

Each applicant will choose to apply in one of the following 10 Categories: Open or Unreserved (**Gen**), Scheduled Caste (**SC**), Scheduled Tribe (**ST**), Other Backward Class, non-creamy layer (**OBC**), Visually Challenged (**PH1**), Auditory Challenged (**PH2**), Orthopaedic Challenged (**PH3**), Children of Defence Personnel killed/disabled in Action (**CW1**), Children of Defence Personnel killed/disabled on Duty (**CW2**), Foreign Nationals not studying in India (**FS**). Relaxation of 5% marks in the minimum eligibility will be allowed only to candidates of the following categories of SC/ST/OBC/PH/CW.

OBC candidates need to send both the caste and the non-creamy layer certificates to claim reservation against OBC quota. Creamy layer OBC candidate should apply as a General category candidate. PH (Physically Handicapped) candidates should apply under PH1 (Visually challenged), PH2 (Auditorily challenged), or PH3 (Orthopaedically challenged) and send the certificates accordingly. Note that only those candidates who qualify the test in their respective PH category and are cleared by the Medical Board of the University of Delhi set up for such test-qualified candidates will receive call letters for the GD & PI. CW (Children of War Widow) candidates need to clearly specify the category of

C W 1: Windows/Wards of Defence personnel killed in action;

C W 2: Wards of serving personnel and ex-servicemen disabled in action;

C W 3: Windows/Wards of Defence personnel who died in peace time with attribute to military service;

C W 4: Wards of Defence personnel disabled in peace time with disability attributable to military service;

C W 5: Wards of Ex-servicemen personnel and serving personnel including police personnel who are in receipt of Gallantry Awards.

Entitlement Certificate issued only from Secretary, Kendriya Sainik Board Delhi; Secretary, Rajya/Zila Sainik Board; Officer-in Charge, Record Office; and First Class Stipendiary Magistrate is acceptable.

There is no reservation or quota for NRI students or students belonging to the Union Territory of Delhi.

Foreign Nationals presently studying in India need to apply as General Category students and are required to qualify the FMS Admission Test. Other Foreign Nationals who are graduates and are out of India for a minimum period of one year need to apply via their consulate and embassy (with mandatory GMAT scores). Only hard copy applications should be made and sent to Dy. Dean (Foreign Students), c/o Foreign Students' Registry Office, **Faculty of Management Studies, University of Delhi, Delhi 110007, latest by end of February 2011**. There is no quota for NRI or PIO and all such candidates need to take the Entrance Test as General Category candidates.



## Attestations

FMS accepts self attested copies of documents/papers provided by the students. It is made clear that if any false attestation/falsified records are detected, the student will be debarred from attending any course in the University for the next five years and in addition, a criminal case under relevant case of IPC (Viz. 470, 471, 474 IPC etc.) will be instituted against him/her.

FMS is one of the pioneers in India in conducting Entrance Tests for its highly-rated programmes. FMS Entrance Test has been designed to examine the skill and aptitude of an applicant for the management courses taught at FMS, University of Delhi. There is no prescribed syllabus or format for this multiple choice 2-hour admission test.

## Important Note:

The total percentile rank and sectional percentile rank scores will be declared in the result of FMS Entrance Test to be held **on December 05, 2010 for admission to PhD** and MBA (FT) programmes. At least 50th percentile rank score in each section of the test is required by a candidate to qualify for being short-listed in GD and/or Interview.

The merit list for admission to MBA (PT) and MBA (PT) HCA programmes will be prepared on the basis of total percentile rank scores in the Entrance Test to be held **on January 23<sup>rd</sup>, 2011. At least 50th percentile rank score** is required by a candidate to qualify for being short-listed for the Interview.

The percentile rank will be calculated on the basis of the category of the candidate. Therefore, inter-category transfer or comparison will not be possible.

## Entrance Test Schedule

MBA (Full Time) programme & the Ph.D programme: **December 05, 2010 at 2.00pm** at allotted centres in the following cities:

**Ahmedabad, Amritsar, Bangalore, Baroda, Bhopal, Bhubaneswar, Chandigarh, Chennai, Delhi, Guwahati, Hyderabad, Jaipur, Jammu, Kanpur, Kochi, Kolkata, Mangalore, Mumbai, Nagpur, Patna, Pune, Roorkee Varanasi and Visakhapatnam.**

Note: FMS reserves the right to cancel any of the above centres at its own discretion.

MBA (PT) and MBA (HCA) Entrance Test: **23<sup>rd</sup> January 2011 in Delhi only**

## Mode of Application

- All candidates will have to register using the online registration system.
- There will be no other mode of registration
- Opening date: 06<sup>th</sup> September 2010
- Closing date: 15<sup>th</sup> October 2010





## Mode: Online Registration

1. Visit the FMS website <http://www.fms.edu>
2. You will be directed to the Online Registration page. Fill in the required information correctly.
3. Verify the data entered. After the registration information is confirmed, no data can be modified.
4. You will be able to pay the admission fee through either of the two routes shown below. Choose the appropriate mode of payment after you have confirmed your registration information

### Route-A: Payment through online Internet Payment Gateway

- i. You will be directed to the Internet Payment Gateway of the Axis bank.  
Confirm payment through credit card / debit card.
- ii. After successful online payment, you will be directed back to the admission website. A page (Admit Card format) will appear stating the candidate's name, registration number, address, space for photograph and space for signature.
- iii. Take a printout of the page. Affix your recent passport size colour photographs and put your signature and thumb impression at appropriate places.
- iv. Send the completed forms above along with Caste/Category certificate (if applicable) to Administrative Officer, Faculty of Management Studies, University of Delhi, Delhi-110007 clearly postmarked before the last date.
- v. Your online application will be further processed only upon receipt of the above documents and satisfactory verification of Caste/Category Certificate (if applicable) by the FMS admission office.

### Route – B: Payment through Demand Draft

- i. After you choose the DD payment route and fill in the details of the DD, a page (Admit Card format) will appear stating the candidate's name, registration number, address, space for photograph, space for signature and the amount to be paid by the candidate as admission test fee.
- ii. Take a printout of the page. Affix your passport size colour photograph, put your signature and thumb impression at appropriate places. The Demand Draft needs to be drawn in favour of 'Registrar, University of Delhi' and made payable at Delhi.
- iii. Send the completed form along with the Demand Draft and Caste/ Category Certificate (if applicable) to Administrative Officer, Faculty of Management Studies, University of Delhi, Delhi-110007 clearly postmarked before the last date.
- iv. Your online application will be further processed only upon the realization of the demand draft and satisfactory verification of caste/category certificate (if applicable) by the FMS admission office. The receipt would be acknowledged through e-mail once the demand draft is realized.





## Technology Resources

FMS has resources and facilities in both the campuses of the University of Delhi. The North campus of FMS is a fully Wi-Fi enabled campus with a learner-to-computer ratio of 1:1. This enables the learners to work from anywhere in the Campus (including the Canteen and Library) from where they can access Live Databases, Online Journals and the World Wide Web. In addition to Wi-Fi, FMS North Campus has a state-of-the-art Computer Centre with over 100 computer systems. The computer-to-learner ratio is amongst the highest in any institute in the country. The entire campus has a Switch-Based Local Area Network (LAN) operating on Windows 2000 and XP. The learners can work on various platforms such as Linux and Windows XP. High-speed network laser printers, scanners and CD writers support the systems. The centre is equipped with a variety of software such as SPSS, Lotus Smart Suite, Corel Word Perfect, Oracle, RDBMS, Visual Basic, Visual C++ etc. A number of business and management software and business games like Business Simulation, Investment Analysis and Portfolio Management, Quantitative Analysis and Multi-Dimensional Scaling are also available in the Computer Centre. The learners can also make use of a host of CD-ROM based Corporate Databases such as CMIE's PROWESS. Each student is provided with individual e-mail address facility. The MBA learners have access to 1 Mbps leased-line internet connectivity keeping them connected with the rest of the world round the clock.

The South Campus of FMS is equally equipped with a network of high-end Pentium workstations to work on various platforms including Unix, Linux and Windows. It is also Wi-Fi enabled and has a learner-to-computer ratio of 1:1. The Centre is linked to Campus Area Network and workstations are networked to a dedicated server to provide various software and computing services. Other than its own Computer Centre, a dedicated Internet Access centre is also available in the nearby UDSC Library. Both University wings (North and South) are getting connected through a Wide Area Network. FMS is equipped with avant-garde Audio Visual and Video Conferencing facility, which can be accessed from anywhere in the Campus.

## Library

FMS North Campus has an air-conditioned Library housing over 40,000 books and Journals (including 60 foreign Journals). The Library is well-stocked with books and other documents. Learners also have access to the Delhi University Library System which has a collection of over 5,96,000 books (through Online Public Access Catalogue) and over 8,000 Journals (including Online Journals). In addition, learners also have access to 27 online databases including ABI/INFORM, EBSCO publishing and UGC-Info Net. The learners can also access the University Library as well as study rooms, depending upon their interests. The FMS North Campus library has automated the process of its circulation and acquisition activities.

The learners at the South Campus can also avail the facilities of their own Library at S P Jain Centre along with the University of Delhi South Campus Library, both of which together have more than 1,50,000 books and bound volumes of periodicals. The Library remains open on all working days (except on Sundays and national holidays) from 9.00 a.m. to 9.00 p.m. Access to various Online Journals are also available at the South Campus.

## Professorial Chairs

There are four Professorial chairs instituted by industry at FMS.

- The Amway Corporation Chair
- The Industrial Finance Corporation of India Chair
- Rajiv Gandhi Chair for Technology Management and Innovation (MHRD, GOI)
- Shanti Prasad Jain Advanced Management Research Centre Chair (Bennett, Coleman & Co.)



## Hostel Accommodation

Non-Delhi students of all full-time programmes can expect to get hostel accommodation by applying to the following:

### Men

The Provost, VKRV Rao Hostel, North Campus  
The Provost, D.S. Kothari Hostel, North Campus  
The Provost, International Students House, North Campus  
The Provost, Gwyer Hall, North Campus  
The Provost, Mansarovar Hostel, North Campus  
The Provost, Post-Graduate Men's Hostel, North Campus  
The Provost, Saramati Hostel, South Campus  
The Provost, Aravali Hostel, South Campus

### Women

The Provost, University Hostel for Women, North Campus  
The Provost, International Hostel for Women, North Campus  
The Provost, North East Council Hostel for Women, North Campus  
The Provost, Meghdoot Hostel, North Campus  
The Provost, Geetanjali Hostel for Women, South Campus



## Scholarships

- OP Jindal Engineering and Management Scholarship (OPJEMS)
- TMI Scholarship
- IFCI Scholarship
- Bharti Scholarship
- His Holiness "The Pope" Scholarship
- Award of Pandit Manmohan Nath Dhar Endowment Scholarship
- G L Mehta Scholarship for Academic Excellence
- All India Post Graduate Scholarship
- Guru Harkrishan Educational Society Scholarship
- NDPL Scholarship
- NTPC Scholarship
- New Central Scholarship scheme of top class education



# Faculty Information



The world renowned faculty at FMS makes learning management a different experience altogether. Few schools can match FMS for its breadth of experience. Our faculty is collaborative and much of our research is interdisciplinary. This comes across in our integrated teaching which helps the learners appreciate how each field links with others. The faculty shares information, elicits responses, spurs dialogue, encourages differences of opinion and debates ideas. They expect their learners to do the same, in the classroom and on their own. This is where ideas compete and people collaborate.

Active engagement, informed thought and dynamic teamwork makes the FMS experience unique among its peers. No business background is necessary; all one needs to bring to the table is a willingness to stretch ones mind in new directions.

**Prof. K. Mamkoottam**  
M.A., Ph.D.  
Human Resource  
Management &  
Industrial Relations



**Prof. Raj S. Dhankar**  
M.Com., Ph.D.  
Financial Management,  
Security Analysis,  
Portfolio Management  
(On leave as Vice Chancellor MDU)



**Prof. A.S. Narag**  
M.Sc., Ph.D.  
Quantitative Methods



**Prof. M.L Singla**  
B.E., MBA, Ph.D.  
Management of Information Technology,  
Computer Application in Management,  
Business Process Re-engineering



**Prof. V.K. Bhalla**  
M.A., Ph.D.  
Security Analysis & Portfolio Management,  
Financial Derivatives,  
International Finance &  
Corporate Decision Making



**Prof. Vijay Kapur**  
M.B.A, Ph.D.  
Marketing, Sales and  
Strategic Management



**Prof. Raghav Gaiha**  
M.A. Ph.D.  
Economics in Business  
Environment



**Prof. Sunita Singh Sengupta**  
M.A., Ph.D.  
Organizational Behavior



**Prof. J.K. Mitra**  
M.A., Ph.D.  
Organizational Behavior,  
Organizational Development,  
Strategic Management



**Prof. Vivek Suneja**  
M.A., Ph.D.  
International Economics,  
Strategic Management





# Faculty Information

**Prof. Madhu Vij**

M.Com., Ph.D.  
International Financial Management  
Financial Management,  
Management of Financial Services,  
Management Accounting

**Dr. H. D. Gupta**

B.E., MBA, Ph.D.  
Production & Operations Management,  
Quality Management

**Prof. V.K. Seth**

M.A., Ph.D.  
Human Resource,  
Management & Health Economics

**Dr. Sunil Sharma**

M.Tech., MBA, Ph.D.  
Production & Materials Management

**Dr. S. K. Tuteja**

M.Com., FCS, Ph.D.  
Business Legislation,  
Accounting & Finance

**Dr. Simrit Kaur**

M.A., Ph.D.  
Managerial Economics,  
Economic Environment of Business

**Dr. Ajay Pandit**

B.E., MBA, Ph.D.  
Marketing & Strategic Management

**Dr. Mala Sinha**

M.A, Ph.D.  
Organizational Behavior,  
Business Communication,  
Business Ethics and Corporate Governance

**Dr. Preetam Khandelwal**

M.A., Ph.D.  
Organizational Behaviour,  
Organizational Development

**Dr. A. Venkatraman**

M.A. Ph.D.  
Human Resource Management,  
Health Care Administration

# Faculty Information



**Dr. Kavita Singh**  
M.A., M.Phil., Ph.D.  
Organizational Behavior,  
Organization Effectiveness & Change



**Dr. Debadyuti Das**  
M.Tech., Ph.D.  
Operations & Supply Chain Management  
and Quantitative Techniques



**Dr. Tanuja Aggarwala**  
M.A., M.Phil., Ph.D.  
Human Resources Management &  
Organizational Behavior



**Dr. Monica Singhanian**  
M.Com., Ph.D., F.C.A.  
Financial Management & Corporate Taxation



**Dr. Harsh V. Verma**  
M.Phil., Ph.D.  
Marketing Management  
Marketing of Services,  
Consumer Behaviour &  
Brand Management



**Dr. Amit Bardhan**  
M.Sc., Ph.D.  
Operations Research and  
Marketing Engineering



**Dr. Anupama Vohra**  
MBA, Ph.D.  
Marketing Management



**Mr. Hamendra Dangi**  
B.Tech., M.B.A.  
Distribution Management



**Dr. Pankaj Sinha**  
M.Sc., Ph.D.  
Financial Engineering



**Mr. Shree Narain**  
M.Com,  
Security Analysis and  
Portfolio Management



## Administration

Lajpat Rai Malhotra, A.C.  
R.K. Jatav, S.O. (Accounts)  
Mrs. Chander Kanta, S.O. (Academic)  
Mrs. Sharda Sehgal, S.O. (South Campus)  
Mrs. Arun Anand, P.A. to Dean



## Talk to the Consultant

A new initiative where top consultants came to FMS and spoke about the world of consulting.

The various chapters were presided over by

- Mr Vishal Pandit, Head, Consulting Business (India, Middle East, and SAARC, Hewitt Associates India)
- Mr. N S Rajan , Partner & National Head- Human Capital, Ernst & Young
- Mr. Vikas Aggarwal, Director-Advisory Services, KPMG
- Mr. Arsh Maini, Director, Deloitte Consulting
- Mr Manish Upadhyay, Senior Consultant, Bain & Co.
- Mr Ashok Puri from the Hinduja Group and
- Mr.Ratan Shrivastava from Frost & Sullivan

## Extra Mural Lectures

The EML series is an initiative aimed at providing a forum for students to learn and discuss a diverse range of topics that are of contemporary interest. These lectures are conducted by some very eminent speakers from the corporate world:

- Mr. T. S. Dayanand, General Manager, Glaxo SmithKline
- Mr. Amit K Roy, Head Business Development, International Business Division, ITC Ltd.
- Dr. Gurudutt Banavar, Associate Director, IBM India Research Lab
- Mr. Arvind Mohan, Chief Strategy Officer, Rediffusion Y&R India
- Mr. Parvez Dewan, CMD, ITDC

## GAMA

Graduating from the first Business School in India, FMS Alumni have demonstrated their performance across the expanse of the globe. GAMA aims for the holistic development of students and would serve as a platform for our alumni across the globe, to interact with each other and their alma mater, thus bringing the 54 years of nurtured intellect under one umbrella.

## Singapore Alumni Chapter Meet

Ivory- An Indian cuisine restaurant at Clarke Quay was the place designated for the first ever Singapore Meet. Prof. M.M. Anand shared his views on the inauguration and how he saw this initiative being taken forward in the years to come. Students of 2011 batch who had their summer internships in Singapore were in full force and enjoyed the proceedings.

The response to the meet was overwhelming with more than 50 Alumni making their presence felt.

The evening ended with parting Alumni merchandise to all who had been the making of the Singapore Alumni Chapter.





## Guest Lectures

'Understanding Software Piracy through Cultural Branding'

**Mr. Arvind Mohan (Chief Strategy Officer, Rediffusion DY&R India) and Mr. Vineet Durani (Marketing Lead, Microsoft India)**

A day @ Job'

**Mr. T. S. Dayanand, General Manager, GSK and Mr. Vikram Bindra, Brand Manager, GSK**

Entrepreneurship and the Internet'

**Mr. Sanjeev Bhikchandani, CEO, Naukri.com and InfoEdge(India)**

The business value of SSME'

**Dr. Gurudutt Banavar, Associate Director, IBM India Research Lab**

Entrepreneurship & Leadership: How to project yourself as a potential leader'

**Mr. Mohit Malik, Head, Leadership and Strategy Practice, Anooa Consulting**

Challenges in an entrepreneurial venture'

**Mr. Amit Agnihotri, Co-Founder of Exchange4Media**

'Services Marketing'

**Mr. Krishnan Chatterjee, HCL Technologies**

'IT Driven Business Strategy in the Banking and Financial Services Space'

**Mr. Anirvan Saha, Practice leader, Consumer Lending, BFSI, Cognizant Technology Solutions**

Typical Consulting Assignments'

**Mr. Pradeep Prabhala, Consultant, Monitor Group**

'Impact of Globalization: A Consultant's Perspective'

**Mr. Thomas Kuruvilla, MD, Arthur D Little**

Middle class in India: Through the eyes of a marketer'

**Mr. Anand Singh, Director ( Knowledge & Insights) Coca-Cola, India**

'India' s Competition Act'

**Prof. Aditya Bhattacharjee (Delhi School of Economics)**

Corporate Social Responsibility'

**Mr. Ranjeet Nirguni, Founder-Secretary of Prayaan**

Structured Trade and Commodity Finance'

**Mr. Nirvikar Jain, VP (Structured Trade & Commodity Finance), Citigroup**

Emotional Quotient'

**Ms. Kshipra Narain, Head HR & Senior Consultant, TMI**



## Workshops

**Derivatives - Dun & Bradstreet Certified Workshop** by DnB covering futures, forwards, swaps and options

**Investment Banking Course** by Mr. Neeraj Batra, an Investment Banker with more than 25 years of experience

**Valuations and Financial Modeling workshop** conducted by Mr. Dhiraj Vaidya, Corporate Bridge

**Securitization and Credit Derivatives** Mr. Vinod Kothari, Acclaimed trainer and expert, Securitization and Credit Derivatives

**Business Process Management - Services Innovation Cell (SIC)** in collaboration with IBM organized a certified Business Process Management Workshop

**Workshop on Microsoft Excel:** Training on the spreadsheet application covering advanced topics with respect to finance and marketing

**Workshop on advertising** by FCB Ulka

**Workshop on Human Resource Outsourcing** Ms. Gauri Sarin, President, Approach Talent Solutions

## Management Development Programme

The Faculty of Management Studies has been at the forefront of imparting quality management education not only to its students, but also to the corporate world. This is reflected in the extensive number of management development programs that the faculty at FMS has conducted for executives from various organizations. The clientele includes, among many others -

- The Taj Group of Hotels
- GAIL Ltd.
- Department of Posts, Government of India
- North Delhi Power Ltd.
- NTPC Ltd.

The programs are designed to provide innovative and practical solutions to critical management challenges facing managers and span a wide-range of topics like:

- Business Planning & Growth Strategies for World Class Performance
- Competency Assessment and Recognition of Excellence
- Emerging Marketing Challenges for Indian Post Offices in Today's Global Economy
- Finance for Non-Finance Managers
- Managerial Effectiveness for Excellence
- Marketing & Sales Management
- Negotiation Skills
- People Skills in Hospitality Management
- Proactive Leadership
- Project & Contract Management
- Project Appraisal & Feasibility
- Six Sigma
- Strategic Financial Management for Value Creation
- Superannuation and Beyond
- Supply Chain & Materials Management
- Update on Corporate Taxation Policies & Practices
- Work-Life Balance & Stress Management



## PhD Doctoral Thesis

The main objective of the Doctoral research at FMS is to encourage original work in different aspects of management and to develop scholars who go on to contribute towards its growth through teaching and research. The fulltime Doctoral programme enables the researchers to achieve competitive profile and to, become part of the next generation of faculty at the top business schools in the world.

We at Faculty of Management Studies, aim to provide an environment in which our researchers can flourish. The programme promotes interdisciplinary research and develops framework to integrate the tools and approaches from the disciplines of finance, economics, information technology, marketing, organizational behavior, corporate strategy, production & operations management and human resource management. The doctoral programme creates an energetic and stimulating work environment and opens up opportunities for candidates from multi disciplinary backgrounds and diverse nationalities to pursue their dreams in their respective fields of research. Some of the ongoing topics of research are as follows:

- A three nation study on the Impact of Culture in Developing Virtual Teams
- Geopolitical Strategies for Oil Security: A model of Mutual Interdependence
- Role of Strategic and Entrepreneurial Orientation in the Growth of SMEs
- Assessing Corporate Social Responsibility and its correlates in Select Indian Organizations
- Strategies for R&D Management in Pharmaceutical Industry: A comparative Study of select Global and Indian firms.
- A Study of Microfinancing as a Business Model
- Involving the Individual at Work: A Comparative Study of need Gratification Theory
- Relationship between Appreciative Intelligence and Leadership Capability: A Study of Middle Level Managers in select Indian Organizations
- Supply Chain Management with Capacitated Multi-Location Transshipments
- Traditional Leadership vis-à-vis E-Leadership: Comparative analysis of Business Organizations
- Stock Markets in SAARC Countries: A study of Growth, Development and Efficiency.
- Asset Pricing Models: An Empirical Study of Indian Stock Market
- Consolidation Trends in Indian Banking industry and its impact on Financial sector
- TQM (Total Quality Management) in Indian organizations: An appraisal.
- The knowledge of utilization capability as an enabler of architectural innovations in business process outsourcing.
- Capital Market Efficiency and Performance of Indian Mutual Funds





The world for which the MBA's prepare is multicultural and multinational. FMS strives to give its students and faculty members the opportunity to develop and apply cross-cultural skills and concepts in global business contexts. As a founding member of the Association of Management Development Institutions of South Asia (AMDISA), FMS has had a rich history of relationships with excellent institutions around the world and is exploring further areas of collaboration:

## International Associations

- ESADE, Barcelona, Spain
- Harvard Business School, Boston, USA
- INSEAD, Fontainebleau, France
- Katholieke Universiteit, Leuven, Belgium
- Manchester Business School, England
- Rotterdam School of Management, Netherlands
- SDA Bocconi, Milan, Italy
- University Bielefeld, Germany
- University of California, Berkeley, USA
- University of California, Fullerton, USA
- Wisconsin University, White Water, USA

## Foreign Exchange Programs

- Lahore University of Management Sciences, Pakistan
- IAE de Lyon Business School of the Universite Jean Moulin of France
- Indo-Korean Youth Exchange Program, Ajou University, South Korea
- Indian Youth Delegation to China, MOU with Government of China
- University of Melbourne, Australia\*
- McGill University, Canada\*
- Fudan University, China\*
- University of New South Wales, Australia\*
- University of British Columbia, Canada\*
- Shanghai Jiao Tong University, China\*
- University of Queensland, Australia\*
- University of Hong Kong\*
- University College Dublin, Ireland\*
- Waseda University, Japan\*
- Tecnológico de Monterrey, Mexico\*
- University of Auckland, New Zealand\*
- National University of Singapore\*
- Korea University, South Korea\*
- Lund University, Sweden\*
- University of Birmingham, UK\*
- University of Virginia, USA\*
- University of Edinburgh, UK\*
- University of Glasgow, UK\*
- University of Nottingham, UK\*

\* As part of Universitas21 Agreement promoting faculty and student exchange and joint research among member institutions. Only University of Delhi is the member institution from India.



## International Dignitaries on Campus

[Address by Mrs. Hillary Rodham Clinton, Secretary of State USA](#)

Prof. Gordon Patzer, a Full Bright Scholar from University of Roosevelt, Chicago taught at FMS for one year

[Prof. Allen Boge, Germany taught at FMS for one Semester](#)

Hosted Prof. John Brinkman, Dean, Liverpool Hope Business School

[Hosted delegation from IESEG business school, Lille, France](#)

Mr. John Davison, Economic Minister Counsellor at the U.S. Embassy in New Delhi, on "Barack Obama & Indo- US relations"

[Prof. Zahoor Hassan, Vice Chancellor, Lahore University of Management Sciences, Pakistan](#)

Prof. T.G. Woldemariam, Vice President, Post-Graduate Programmes, Addis Ababa University.

[Prof. Robert Fouchet, Dean, IMPGT & Vice Rector University Paul Cézanne, Aix-en-Provence, France.](#)

Prof. Hongjoo Jung, Prof. of Management & Associate Dean, SungKyunKwan University, Seoul, Korea.

[Prof. Guy Scoffoni, Director, International Relations, University Paul Cézanne, Aix-en-Provence, France.](#)

Prof. Gilles Guyot, IAE-Lyon, Université Jean Moulin Lyon 3, Lyon, France.

[Prof. Gerald Pillay, Vice Chancellor, Liverpool Hope University, Liverpool, UK.](#)

Prof. Emile-Francois Callot, Director International Relations, Université Jean Moulin Lyon 3, France.

[Prof. Denise Dimon, Director MBA Programs, University of San Diego, California, USA.](#)

Prof. Alain Boge, Coordinator India Programme, IAE-Lyon, Université Jean Moulin Lyon 3, Lyon, France.

[Prof. Aiji Tanaka, Waseda University, Tokyo, Japan](#)

Prof. Salman Akhtar, Jefferson Medical College and Psychoanalytic Centre of Philadelphia, USA

[Prof. Gert Bruche, Vice President, Berlin School of Economics, Berlin, Germany](#)

Mrs. Valerie Pecresse, .Minister for Higher Education & Research, Government of France.

[Mr. Wolfgang Holtgen German-India Business Center, Hannover, Germany](#)

Mr. W.K.W. Michael, State Minister, Technical and Vocational, Federal Democratic Republic of Ethiopia

# Student Profile MBA

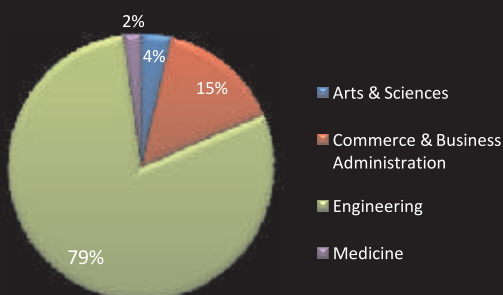


Faculty of  
Management Studies  
UNIVERSITY OF DELHI

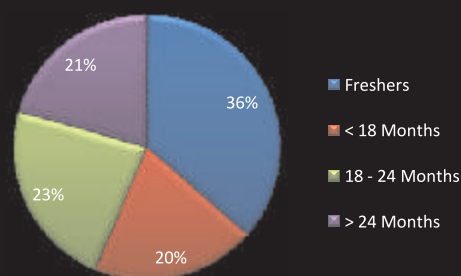
## FACULTY OF MANAGEMENT STUDIES

University of Delhi  
Batch of 2009 - 2011 (MBA)  
Total Student = 144

### Educational Background



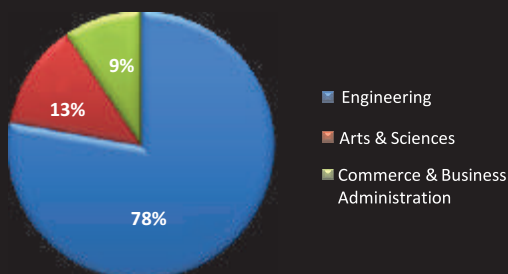
### Work Experience



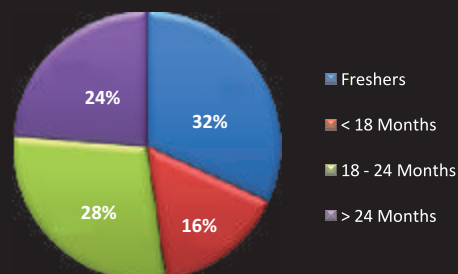
## FACULTY OF MANAGEMENT STUDIES

University of Delhi  
Batch of 2009 - 2011  
(MBA-Management of Services)  
Total Student = 63

### Educational Background



### Work Experience



There are 207 students in the MBA Part Time programme and 37 students in the MBA Part Time HCA Programme



"FMS experience for me has really been centered around entrepreneurship, leadership and discovery. This has helped me do the unconventional, and have fun while doing it."

**Sailesh Sood**, Batch of 1988,  
Director, Protection Products,  
Discover Financial, US

"FMS mixed the best of my engineering background with best of management education creating a balanced aptitude that is absolutely crucial for professional success"

**Vikrant Saraswat**, Batch of 1997,  
Deloitte Consulting LLP, USA

"FMS taught me to be serious in intent and light hearted in behaviour, at the same time"

**Ravi Kiran Sahoo**, Batch of 1990,  
CEO-South East & South Asia,  
Starcom MediaVest Group



# Prominent Alumni



<b>A.K. Puri</b>	Former CMD, BHEL
<b>Achal Ghai</b>	Managing Partner, Avigo Capital
<b>Ajay Mahajan</b>	MD, Union Bank of Switzerland
<b>Amit Jain</b>	Managing Director, Akzo Nobel India (ICI India)
<b>Arpita Vinay</b>	SVP, Sales & Service (Premier), HSBC India
<b>Ashok Bhasin</b>	Managing Director, Wadhawan Food Retail Pvt. Ltd.
<b>D.S. Brar</b>	Chairman, GVK Biosciences
<b>Dalip Sehgal</b>	MD, Godrej Consumer Products Ltd.
<b>Harit Nagpal</b>	Director (Marketing), Vodafone Essar Ltd.
<b>Hemant Lamba</b>	AVP, Banking and Capital Markets, Infosys
<b>Hirod Mirchandani</b>	Director, (CHPD) Pfizer
<b>Kamal Oberoi</b>	CMD, M&C Saatchi
<b>Kamlesh Goyal</b>	CEO & Regional Head, Bajaj Allianz Life Insurance
<b>R.K. Dutta</b>	Former CMD, OIL India Ltd.
<b>Manoj Kohli</b>	CEO, International Business Group, Bharti Airtel
<b>Manoj Vaish</b>	Former President & CEO, Dun and Brandstreet
<b>Maneesh Srivastava</b>	Head, Sales & Service, PFS (HSBC India)
<b>Manoj Joshi</b>	Head, Sales, Banking and Capital Markets, Infosys
<b>Neelam Dhawan</b>	MD, Hewlett Packard (India)
<b>R. Mukundan</b>	MD, TATA Chemicals
<b>Raghav Behl</b>	MD, TV18 Indian Media
<b>Rajan CR</b>	President, Murugappa Group
<b>Ranjan Sen</b>	Head, Strategic distribution, HSBC Bank (India)
<b>Ravi Deol</b>	MD & CEO, (IHC)
<b>Ravi Kiran</b>	CEO (South Asia), Starcom Media Vest Group
<b>Ritesh Idnani</b>	COO, Infosys BPO
<b>Sandeep Goyal</b>	Chairman, Dentsu Communications & Marcom
<b>Sanjiv Vohra</b>	Managing Director, Citibank, Phillipines
<b>Sarvesh Swaroop</b>	Head, Retail Banking, Abu Dhabi Islamic Bank
<b>Shumeet Banerji</b>	CEO, Booz & Co.
<b>Sunder Hemrajani</b>	Managing Director, Times OOH
<b>Sukanta Acharya</b>	Head, MFG Americas, Infosys
<b>Vishal Pandit</b>	Head of Consulting for India, Hewitt Associates



## Fiesta

The annual management festival of FMS provides a platform for students to test their wits and fine tune their skills by learning from the sharpest minds in the business. With a rich legacy of 32 years, the Annual Convention, the flagship event of Fiesta, provides excellent opportunities for leading policy makers, industry leaders, academicians, entrepreneurs and management thinkers to get together and deliberate on latest management trends and path-breaking innovations in the industry.

Some Activities (2009-10):

### **Annual Convention**

#### **Fiesta 2009**

**Conducting business, general quizzes**

## E-Cell, The Entrepreneurship Cell

'Entrepreneurship Cell' symbolizes the emerging face of FMS accentuating the need to be innovators, inventors, discoverers and pioneers. It is an endeavor to create opportunities and to provide people with a platform for their start-Ups and convert their ideas and plans into sustainable realities.

Some Activities (2009-10):

### **International Entrepreneurship Challenge 2009**

#### **Guest Lectures**

Mr. Sanjeev Bikhchandani – Founder&CEO Naukri.com

Prajakt Raut – CoFounder, Orange Cross(healthcare)

Raghav Aggarwal – Truetech

Live Projects Fractal Solutions

ITDC

Neuve Consultancy

### **E-Week in association with National Entrepreneurship Network**

## FINSOC, The Finance Society

Finance Society' is an endeavor to educate each and every FMSite about all aspects of modern day finance and financial institutions; to help develop practical knowledge and apply it in the markets and to create superior access to career opportunities available in the financial marketplace. Some Activities (2009-10):

Panel Discussion - Union Budget and its Implications on the Economy

National Paper Presentation Competition

The Banker's Summit

Workshop & Courses

Derivatives - Dun & BradstreetA two day extensive workshop on Derivatives -futures, forwards, swaps and options

Investment Banking and Wealth Management:

Conducted by Mr. Neeraj Batra: Ex- hedge fund manager and Director, Inbuss

Practical application of Global macro economics in Investing decisions across global asset classes



## PRAXIS, HR & OB Society

PRAXIS is an endeavor to facilitate discovery of the self and a better understanding about one's own responses and reactions to various situations.

Some Activities (2009-10) :

Conclave:

Theme:

Ownership & Management: Rethinking of Corporate Governance in 21st Century

Mr. Ashish Anand, Sr. Vice President, Religare Enterprises

Workshops:

Initiatives:

Contact a senior – Mentorship Programme for Batch 2012

Outbound Trip - Student / Faculty Interaction

Placement Updated Database

Live Projects

## Media Relations Cell

The main objective of the Media Cell is to enhance the image of FMS in the minds of various stakeholders, whether they are corporate houses, alumni or prospective students. The Media Relations Team conducts both internal & external communications at FMS and serves as our official mouthpiece.

Activities

- Over 100+ insertions in print media
- Successful media partnerships for events @ FMS with media houses including CNBC TV18, HT Mint, Indian Express and Business World

## MARKSOC, The Marketing Society

The objective of the Marketing Society is to bring about an appreciation and understanding of the intricacies in ever-evolving field of marketing. It is an endeavor to empower budding marketers through information, education, simulation exercises, relationships and resources that will enrich their professional development and careers.

Some Activities (2009-10) :

Annual Marketing Conclave

Session 1: Marketing Tools in Recessionary Times

Session 2: Advertising is the answer..... What is the question?

In-house events

What lies beneath: An event focused on learning about the hottest trends and concepts in the marketing world

Merchants of Delhi: A selling and entrepreneurial event aimed at testing both creativity and selling skills

MarkQuest: Evaluate 2 brands in the same category and find the Winner

Mark-o-pedia: A category analysis event

Guest Lectures

Live Projects





## FMS Consulting Club

Consulting Club @ FMS aims to be an incubator for consultants par excellence and is powered by ideas and innovation. It has been built on the edifice of passion, performance and perfection. ConClub works towards preparing students at FMS for a career in consulting by leveraging their growing interest in this domain.

Some Activities (2009-10) :

CONCLAVE Talk to the Consultant :

The various chapters were presided over by

Mr Vishal Pandit, Head, Consulting Businesses (India, Middle East, and SAARC, Hewitt Associates India

Mr. N S Rajan , Partner & National Head- Human Capital, Ernst & Young

Mr. Vikas Aggarwal, Director-Advisory Services, KPMG

Mr. Arsh Maini, Director, Deloitte Consulting

Mr Manish Upadhyay, Senior Consultant, Bain & Co.

Mr Ashok Puri from the Hinduja Group and

Mr.Ratan Shrivastava from Frost & Sullivan

SECTOR SPEAK

CONSILIUM MAGAZINE

Q-EQUIP BUSINESS INNOVATION CHALLENGE

LIVE PROJECTS

GUEST LECTURES

WORKSHOPS

## SYSSOC, The Systems Society

The objective of Systems and Operations society is to provide a window to best practices in the industry verticals and strategize using IT. The main objective of the society is to expose students to cutting-edge technological developments that are impacting businesses all across the globe today.

Activities

- Kshitij- IT Conclave on the theme 'Information Technology for Strategic Management'
- Samanvaya Summer Project Competition, to provide students across India a stepping stone to bring out their IT innovations in the limelight.
- IBM Supply Chain Workshop, focusing on understanding how supply chain principles and processes are critical to supporting and delivering services
- Inter B-School tie up for competitions as an endeavor towards enhancing the exchange of ideas and increasing awareness about contemporary issues



## VIHAAN, The Social Service Cell

Vihaan seeks to render managerial services and professional advice to voluntary organizations committed to working for the benefit of the society.

### Activities

- Silent Auction, an innovative game of raising money to fund education for the girl child
- Blood Donation and Eye Donation Camps
- Lecture by GreenPeace on Global Warming and ways to counter it
- Tie-ups with NGOs like Pratham, Parichay and i-volunteer

## FMS Alumni Association

Some Activities (2009-10) :

- FOOTPRINTS' magazine
- Annual Alumni Dinner
- City Chapter meets at Mumbai, Kolkata, Bangalore, Chennai, Hyderabad, Singapore, etc
- Family Picnic, Light Musical Programmes, Hasya Kavi Sammelans

## FSC, FMS Scholastic Council

The mission of the FMS Scholastic Council (FSC) is to sustainably rejuvenate the academic orientation of students at FMS by providing curriculum design support and execution through Faculty and Guest Lecturers.

Some Activities (2009-10) :

- Arranged EMLs (Extra Mural Lectures) at the college from speakers and guest lecturers with varied backgrounds
- Tap the rich intellectual resource pool that is the pride of Delhi University
- Working with faculty to introduce live cases as part of curriculum



## FMS 2010: Stamping its authority

FMS once again reinforced its standing as one of the top B-schools in India with the recently concluded final placement process. The Faculty of Management Studies, since long a paragon for University run B-Schools, has always managed to deliver on the promise made to its graduating students and this year was no different. After a relative lull last year, companies descended down at FMS Delhi to pick up from the best of talent available across the country. Consulting firms, with one of the most coveted job profiles, were back in a major way with 18% of the batch opting for jobs in this domain. The campus also witnessed an abundance of offers in the field of Finance highlighted by the presence of 4 new Investment banks on campus. Domestic banks made a strong presence and picked up a substantial number of students for different roles and designations.

This year saw a shift in the general pecking order with students giving more importance to the job content and profile offered as opposed to the customary factors of compensation and brand name. The Lateral candidates (students with work experience of more than 18 months) of the batch of 2010 were provided with ample opportunities to negotiate with recruiters based on their past work experience and bagged some of the highest paying jobs on campus.

## Placement Statistics

The below placement figures cover both of the full time programs at the Faculty of Management Studies; the MBA and MBA-MS programs with a combined strength of 152 students.

	MBA	MBA-MS
Number of companies confirming presence	103	
Number of companies participating	77	
Total Number of Offers	128	49
Number of candidates	106	46
No. of Lateral Candidates	46	22
Number of Pre Placement Offers/ Interviews	35	10
Average Domestic Salary (INR lakhs per annum)	<b>13.1</b>	<b>12.31</b>
Average Domestic Salary for lateral candidates (INR lakhs per annum)	<b>14.00</b>	<b>13.05</b>





FMS has always prided itself on providing students with a wide variety of roles in different domains and this trend continued with the batch of 2010. All the major functions of Marketing, Finance, Consulting and IT/ Operations witnessed a balanced representation. As the corporate sector visited the campus with renewed vigor, the institute showcased its capability of emerging from the economic downturn with its reputation intact.

The campus also saw some very senior profiles being offered to the Lateral candidates which ranged from the role of a Senior Consultant to the role of Brand Manager in an FMCG.

A few highlights of the placement season this year:

- The average domestic salary for the MBA batch of 2010 touched INR 13.1 lakhs per annum; an increase of 12.5% over last year.
- Nearly 36% of the batch opted for a career in Finance, closely followed by Marketing with 29%; Consulting drew in 18% of the batch with IT and Operations also hitting the double digit mark at 10%.
- The finance domain enjoyed a healthy mix of roles covering Investment Banking, Treasury, Corporate Finance, Corporate Banking, Commercial Banking, Retail Banking and Insurance.
- Commercial Banks were the single biggest recruiters with more than 20 offers. These included Standard Chartered, CitiBank, HSBC, Axis Bank, Yes Bank, ICICI Bank among others for a variety of profiles.
- In addition, Investment banks like Lazard, Nomura, JP Morgan, SBI Capital provided excellent opportunities to students who chose to make a career in the field of Finance.
- Consulting firms made a sizeable presence with Accenture Business Consulting, CEB, Deloitte, HCL Infosystems, Hewitt Associates, KPMG, Technopak all picking up students for roles across the country.
- Marketing profiles were well represented with all the major FMCGs like HUL, P&G, ITC, Cadbury, Britannia, Dabur, Godrej, Reckitt Benckiser, Pepsico maintaining their strong association with FMS. In addition, Airtel, Microsoft, Eli Lilly, among others provided options in non FMCG marketing roles.
- The Operations and IT domain had good representation in the form of Bristlecone, Directl, Infosys, Wipro etc.
- TAS, Mahindra and Mahindra and Essar Group continued their relationship with the institute and recruited in big numbers for General Management roles.

Functional break-up of offers made:

## Final Word

“With the economy on an upswing, placements for the class of 2010 afforded students the opportunity to apply to a gamut of companies – Consultancies, I-banks, FMCGs, IT and Operations - amongst others. We are pleased to see the increase in maturity amongst students in shaping their future careers. There has been a greater focus on practical aspects of a job including profile, function, career track, growth prospects and culture fit with an organization over compensation and brand name. Over the next few years, we hope to strengthen this trend in FMS Delhi.”, said Prof. (Dr) Madhu Vij, Placement Convenor at FMS.





Corporate Participation in the recruitment process in the last two years (2009 & 2010) and over the last few years :

## Finance

ABN AMRO Bank

Avigo Capital

Avigo corporation, Dubai

Bank of America

Citibank N.A.

Deutsche Bank

Edelweiss Capital

GE FMP

HSBC AMC

ICICI Lombard

IL & FS

ING Vysya

Kotak Mahindra Bank

Nomura

Olam International

SBI Capital Services

Tata Capital

UTI Bank

Zeus Infra

American Express

Avendus Advisors Private Ltd.

Axis Bank

Citi Financial

CRISIL

DSP Merrill Lynch

Fidelity Investments

HSBC Bank

Helion Ventures

IDBI Bank

India Bulls

JP Morgan Chase India Pvt Ltd

Lazard

Power Finance Corporation

RBI

Standard Chartered Bank

Temasek Holdings

Yes Bank

## Consultancy & General Management

Arthur D. Little

Bristlecone

Birla Management Corporation

Deloitte

e-ValueServe

IBM Strategy

Mahindra & Mahindra

Nodwin

TATA Administrative Services

Watson Wyatt

Bristlecone

Bennett Coleman and Company Limited

Corporate Executive Board

Essar Group

Hewitt Associates (India)

KPMG

TAS

KSA Technopak

Tata Strategic Management Group



## Marketing and Sales

AIG

Apollo Healthcare

Asian Paints

Brittania

Coca Cola (India) Limited

Dabur

Gillette

Glaxo SmithKline Limited

Heinz

India Today Group

Jumbo Electronics

Lafarge

Max New York Life

Microsoft India

Nicholas Piramal

Perfetti

Perfetti

Quadra Advisory

Reckitt Benckiser

Seagrams

UB Group

Wockhardt

Amway

Apple

Bharti Group

Cadbury India Limited

Colgate Palmolive (India) Limited

Electrolux

Godrej

Hindustan Lever Limited

ICI Paints

ITC Limited

Kellogs

Maruti Udyog Limited

Mindshare

Nestle India

Pepsi

PepsiCo

Proctor and Gamble

Ranbaxy

RPG

TATA Motors

Whirlpool India

Wrigleys

## Operations and Information Technology

American Express

Computer Science Corporation

E-Clerx

HCL Technologies

IBM Consulting

Infosys

Patni

Sapient

V Customers

Blue Star Infotech Limited

Covansys

GE IMLP

Hewlett-Packard

iGate

Infotech Enterprises Limited

QAI

TCS

Wipro Technologies



## MBA

Winners -War-Room, Mahindra & Mahindra  
IIM Kozhikode  
Nikhil Jain, Shivani Poddar, Azeez Narain, Nikhil Aggarwal

Winners - BootStrat - Cognizant Business Consulting, IIM-Ahmedabad  
Nikhil Jain, Shivani Poddar, Gaurav Malhotra

Winners - Arthur n I  
MDI Gurgaon  
Vaibhav Batra, Sukhbir Chimni, Mansi Prasad, Yangchen Yongzon

Winners, Udghosh (Functional Level Competition)  
TISS Mumbai  
Anirudh Kaushik, Gaurav Aggarwal, Ravish Agarwal, Sourabh Hembrum

Winner - Survivor  
IIM Kozhikode  
Arkesh Ajay

Winners - Slingshot  
IIM Kozhikode  
Dhruv Anand, Siddhesh Agashe

Winner - National Youth Conference, Panel Discussion, IIM Indore  
Aditya Maheswar

Winner -Best summer project in Rural Marketing, RMAI, RC&M  
Dilip Karthik J.

Winners - B-Plan competition 'Nirvaan 09'  
IIM Lucknow  
Anjum Kakkar, Anuj Thakur

Winners - Leo Burnett & McDonald "Adcetera", Manifest-IIM Lucknow  
Vaibhav Anand, Dharam Vir Singh

Winners - Damage Control  
IIM Kozhikode  
Vaibhav Batra, Mansi Prasad

Winners - BrandWarst  
IIM Lucknow  
Azeez Narain, Gaurav Malhotra

Winners - Case Study Competition  
Amity Business School, Delhi  
Puja Kasat, Priyanka Garg

Winners - Paper Presentation  
IIT Madras  
Ankur Goyal, Aanchal Garg



## MBA-MS

Winners - Parthenon  
IIM Lucknow  
Mayank Mehta, Zuhaib Tufail

Winners, International Thought Champion IIM Lucknow  
Amulya Vaddadi, Sabarinath K, Anindita Deo

Winners - Khoz - Equity Research Competition  
SPJIMR Mumbai  
Hitesh Jain, Puneet Kokru

Winners, Bee Game - Strategy Simulation Event  
MDI Gurgaon  
Tanu Kaushik, Anindita Deo, Sabarinath K

Winners - Ursa Taurus, Finance Quiz and Trading Simulation Game  
IMI Delhi  
Anshul Batra, Rahul Bajaj

Winner - Klueless, International Quizzing Competition  
IIM Indore  
Chirag Taneja, Riddhi Dutta

Finalist - Genesis- B Plan Competition  
IIM Bangalore  
Anuj Nangia, Girish Singhi

Finalists, Cerebrate - International Strategy Competition  
NUS Singapore  
Zuhaib Tufail, Abhinaw Sureka, Ayesha Patial, Sambit Parija





Important Dates:

	Start of Online Registration	Last Date of Registration	Test Date
MBA (Full-Time Programme) & Doctoral Programme	06/09/2010	15/10/2010	05/12/2010
MBA (Part-Time Programme) & MBA (Health Care Administration)	06/09/2010	15/10/2010	23/01/2011

\* All candidates applying to any of the FMS Programme are required to send in the acknowledgment form to the FMS office on or before 15th October 2010.

\* All matters of dispute are subject to legal jurisdiction of Delhi only.



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