

POST GRADUATE DIPLOMA IN MANAGEMENT

Two year full time AICTE approved programme



K J Somaiya Institute of Management Studies & Research,
Mumbai, India

Program Highlights

- Two year full time AICTE approved program since 1993.
- Equivalent to MBA from 1st June 2012 as per AIU (Association of Indian Universities) notification.
- Intake: 120 seats + 18 (15 % Supernumerary quota).

Program Highlights (contd...)

- 15% Supernumerary seats are open to students from India and abroad including Non-Resident Indians (NRI's), Persons of Indian Origin (PIO's), Children of Indian Workers in Gulf Countries (CIWGC) and Foreign Nationals (FN).
- Program was accredited in the year 2005 for a period of 5 years by National Board of Accreditation (NBA), a body of AICTE, Ministry of HRD, and Govt. of India. The Institute has already received re-accreditation for 5 years from 2016.

Program Highlights (contd..)

- The courses offered are reviewed by “Subject Boards” of different subjects.
- “Subject Boards” comprises of industry experts and experienced academicians.
- It makes the program up-to-date and relevant for industry.
- It also increases employability of students.

Cornerstones of the program

- The Post Graduate Diploma in Management program is the flagship program offered by K J Somaiya Institute of Management Studies & Research.
- The program focuses on inculcating leadership and integrative thinking skills in the learners.
- It has an illustrious history of students who have made a name for themselves in the corporate world, both in India and abroad.

Illustrious Alumni

Alumni Name	Organisation	Designation
Kamlesh Dangi	UTI MF	Group President HR
Loveena Khatwani	Edelweiss Capital	Chief Client Experience Officer
Nirav Dalal	Yes Bank	President & Managing Director -Debt Capital Market
Kishore Subramaniam	Mullen Lintas	Executive VP
Nair Prakash	Ogilvy & Mather Advertising	Executive VP
Gaurang Desai	Dubai Gold & Commodities Exchange	CEO
Dholakia Jagannath	Bank of America Merrill Lynch	Managing Director - Global Corporate & Investment Banking
Sudhakar Manoj	Accenture	Managing Director, Financial Services

Objectives of the Program

- Making students into competent value-driven professionals.
- Providing strong grounding in management principles and processes.
- Imparting holistic education incorporating ethics, good governance and social responsibility.
- Competencies in chosen specialization areas.

Learning Goals of the Program

- Management knowledge
- Critical thinking
- Communication skills
- Team orientation
- Global awareness
- Ethical responsibility

Program Structure

- The program is of two years duration.
- Divided into six trimesters.
- Each trimester is of approximately 12 weeks.
- In the first year of the program, compulsory general management subjects are offered.
- In the second year, specialization subjects are offered along with a bouquet of electives.

Specializations

- Program offers specialization in
 - Finance
 - Marketing
 - Human Resource Management
 - Operations
- During second year electives are also offered to the students which helps them to get inter-disciplinary perspectives.

List of Courses, Batch: 2018-20

Trimester I			
Sr. No.	Subjects	Sessions*	Marks
1.1	Business Communication	10	50
1.2	Business Perspectives in Global Context	10	50
1.3	Business Statistics	20 + 10	100
1.4	Financial Accounting	20	100
1.5	Information Technology for Management	20	100
1.6	Leadership & Organizational Behavior	20 + 10	100
1.7	Managerial Economics	20 + 10	100
1.8	Marketing Management – I	20 + 10	100
1.9	Operations Management	20	100
	Total		800

List of Courses, Batch: 2018-20

Trimester II			
Sr. No.	Subjects	Sessions*	Marks
2.1	Business Research	20 + 10	100
2.2	Cost & Management Accounting	20	100
2.3	Design and Management of Information Systems	20	100
2.4	Human Resource Management and Industrial Relations	20 + 10	100
2.5	International Business	20 + 10	100
2.6	Logistics and Supply Chain Management	20	100
2.7	Macro Economics	20	100
2.8	Marketing Management – II	20 + 10	100
	Total		800

List of Courses, Batch: 2018-20

Trimester III			
Sr. No.	Subjects	Sessions*	Marks
3.1	Business & Corporate Law	20	100
3.2	Enterprise Systems	20	100
3.3	Entrepreneurship Management	20	100
3.4	Financial Management	20	100
3.5	Global Economic Environment & Policy	10	50
3.6	Management Control Systems	10	50
3.7	Operations Research	20 + 10	100
3.8	Strategic Management	20	100
3.9	Total Quality Management (TQM)	20	100
	Total		800

List of Compulsory Courses - PGDM (Finance) Batch: 2018-20



Trimester IV		Marks	
4.1	Business Policy	50	
4.2	Leadership Lab	50	
4.3	Data Analytics (Using R Programming)	100	
4.4	Advanced Financial Management	100	
4.5	Financial Institutions and Markets	100	
4.6	Security Analysis and Portfolio Management	100	
4.7	Derivatives and Risk Management	100	
4.8	Mergers and Acquisitions	100	
4.9	Investment Banking	100	
	Total	800	
	Summer internship	100	

List of Compulsory Courses - PGDM (Finance) Batch: 2018-20



Trimester V			
5.1	Banking and Insurance	100	+ Electives of total 200 marks
5.2	Infrastructure and Project Finance	100	
5.3	International Finance	100	
5.4	Advanced Derivatives and Risk Management	50	
5.5	Personal Tax Planning	50	
	Total with electives	600	

List of Compulsory Courses - PGDM (Finance) Batch: 2018-20

Trimester VI			
6.1	Business and Personal Ethics	50	+ Electives of total 300 marks
6.2	Corporate Governance	50	
6.3	Wealth Management	100	
6.4	Quantitative methods in Finance	100	
	Total with electives	600	
	Master Thesis	100	

List of Compulsory Courses - PGDM (Marketing) Batch: 2018-20

Trimester IV		Marks	
4.1	Consumer Behavior	100	
4.2	Market Research	100	
4.3	Rural and Social Marketing	100	
4.4	Sales and Dist. Management	100	
4.5	Digital and Social Media Marketing	100	
4.6	Marketing of Financial Services	50	
4.7	Leadership Lab	50	
4.8	B 2 B Marketing	100	
4.9	Services Marketing	100	
	Total	800	
	Summer internship	100	

List of Compulsory Courses - PGDM (Marketing) Batch: 2018-20

Trimester V			
5.1	International Marketing	100	+ Electives of total 200 marks
5.2	Advanced Marketing Strategy	100	
5.3	Strategic Brand Management	100	
5.4	Integrated Marketing Communications	100	
	Total with electives	600	

List of Compulsory Courses - PGDM (Marketing) Batch: 2018-20

Trimester VI			
6.1	Business and Personal Ethics	50	+ Electives of total 300 marks
6.2	Corporate Governance	50	
6.3	Retail Marketing	100	
6.4	Marketing Finance	50	
6.5	CRM	50	
	Total with electives	600	
	Master Thesis	100	

List of Compulsory Courses - PGDM (Human Resource) Batch: 2018-20

Trimester IV		Marks	
4.1	Business Policy	100	
4.2	Compensation and Benefits Management	100	
4.3	Competency Management	100	
4.4	Performance Management System	50	
4.5	Industrial Relation	100	
4.6	Labour Legislations	100	
4.7	Organization Theories Structures and Designs	100	
4.8	Talent Planning	50	
4.9	Learning and Development	100	
	Total	800	
	Summer internship	100	

List of Compulsory Courses - PGDM (Human Resource) Batch: 2018-20

Trimester V			
5.1	HR Consulting	50	+ Electives of total 200 marks
5.2	Diversity and Inclusion	50	
5.3	Leadership Pipeline and Succession Planning	50	
5.4	Leadership Lab	50	
5.5	Organization Development and Learning Organization	100	
5.6	Talent Analytics	50	
5.7	Psychometric testing in HR	50	
	Total with electives	600	

List of Compulsory Courses - PGDM (Human Resource) Batch: 2018-20

Trimester VI			
6.1	Business and Personal Ethics	50	+ Electives of total 300 marks
6.2	Corporate Governance	50	
6.3	Competitive decision making	50	
6.4	Negotiations Skills	50	
6.5	Strategic HRM	50	
6.6	Talent Engagement & Audit	50	
	Total with electives	600	
	Master Thesis	100	

List of Compulsory Courses - PGDM (Operations) Batch: 2018-20

Trimester IV		Marks	
4.1	BPR and Bench Marking	100	
4.2	Operations Planning and Control	100	
4.3	Quantitative Techniques in Operations	100	
4.4	New Product Devt. and Concurrent Engg.	100	
4.5	Business Process Flows	100	
4.6	International Logistic Management	100	
4.7	Service Operations	100	
4.8	Materials Management	50	
4.9	Leadership Lab	50	
	Total	800	
	Summer internship	100	

List of Compulsory Courses - PGDM (Operations) Batch: 2018-20

Trimester V			
5.1	Manufacturing Strategy and Technology Management	100	+ Electives of total 200 marks
5.2	Big Data Analytics	100	
5.3	SCM Modeling	100	
5.4	Advanced logistic and supply chain Mgt	100	
	Total with electives	600	

List of Compulsory Courses - PGDM (Operations) Batch: 2018-20

Trimester VI			
6.1	Business and Personal Ethics	50	+ Electives of total 300 marks
6.2	Corporate Governance	50	
6.3	Industrial Engg applications and Management	50	
6.4	Project Management	100	
6.5	Six Sigma	50	
	Total with electives	600	
	Master Thesis	100	

Electives for batch PGDM 2018-20- Trimester V

Area	Sr. No.	Course	Marks
General Management	1	Creativity and Innovation	50
Marketing	1	B 2 B Marketing	100
Finance	1	Financial institutions and markets	100
	2	Technical Analysis	50
Operations and Information Technology	1	Big Data Analytics	100
Information Technology	1	Cloud Computing and Internet of things	100
	2	Business Development of IT	100
HRM	1	Diversity and Inclusion	50
	2	Business and HR Consulting	50
Economics	1	Environmental Management	100

Electives for batch PGDM 2018-20- Trimester VI

Area	Sr. No.	Course	Marks
Information Technology	1	Business intelligence	50
	2	Software Project Management (With MS Projects)	100
Gen. Mgt.	1	Public Policy	50
	2	Dynamic Competitive Strategy	50
Marketing	1	Sales and Distribution Management	100
Finance		Mergers and Acquisitions	100
Operations	1	Project Management	100
HRM	1	Competitive Decision Making	50
	2	Negotiations skills	50
Economics	1	Econometrics	100

Learning Methodology

- The pedagogy comprises of diverse tools.
- The teaching-learning process lays emphasis on peer group learning.
- The Institute has subscribed to Harvard case studies and research databases to promote culture of research.
- The Institute has “Bloomberg” data base lab.
- Industry internship and research based Master’s thesis.

Courses delivery tools

- Extensive and interactive classroom lectures
- Case study analysis
- Spreadsheet applications
- Data analysis packages
- Student projects & presentations
- Field projects & visits
- Individual & group assignments
- Guest lectures, Conferences and Seminars
- Role plays
- Experiential learning initiatives
- Students can become members of various clubs and committees

Complete Management Program

- PGDM program at SIMSR is a complete program for future managers of business and industry, which develops them into effective leaders displaying high levels of ethical & social concerns.
- Students are also encouraged to take up entrepreneurial activities .

Thank You

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