FAQs for PGDM / PGDM (Pharma and Biotech) Admission
For the Batch 2014-16

1) What is the minimum educational qualification required to get into the PG program?
   Ans: Graduation (minimum three year duration) in any discipline from a recognized university with minimum of 50 per cent marks. The students who are appearing for final year examination / awaiting final year results can also apply. However, for Pharma & Biotech program, one needs to be Pharma graduate or graduate in any science discipline with 50 per cent marks.

2) What are the various exams considered?
   Ans: We consider marks in any of the following all India examinations:
   CAT/ CMAT / ATMA / MAT/MH-CET

3) What are the minimum cut off scores in each of the tests that are considered?
   Ans: SIESCOMS believes in the overall personality while selecting students considering their past academic records, work experience, if any, among others. There is no prescribed minimum cut off score for any test. However, due weightage is given to the test scores.

4) Can I apply for PGDM program if I have not appeared for any of the above mentioned entrance tests?
   Ans: No

5) What scores do I submit if I have given all the exams?
   Ans: You can submit all the scores whatever you have appeared at or wherever you have scored highest.

6) What are the selection criteria for PGDM programs?
   Ans:
   1. Test score
   2. Group Discussion (GD) / Oral Communication Ability Test (OCAT)
   3. Personal interview
   4. Past academic records
   5. Work experience, if any

   Based on weighted average of the above parameters, the merit listing is done.
7) What weightage do we give for various parameters in selection process?

Ans: Weightages vary from year to year. Apart from OCAT/GD, and PI, weightage is also given to past academic credentials and work experience. Test scores also carry a weightage.

8) Where would the admission process be conducted?

The admission process would be conducted at
Mumbai - SIESCOMS campus (18th April, 2014 onwards),
Delhi (26-27 April 2014),
Bengaluru (4th May 2014),
Bhopal (27 April 2014),
Ahmedabad (27 April 2014).

Note: Any of the outstation centers can be changed at the discretion of the institute depending on response. Other centers also may be added depending on response. The venue of the process at the outstation campus would be uploaded within a few days.

9) What ranking / positioning does SIESCOMS have on an All India basis?

Ans:

- **OUTLOOK Magazine** – SIESCOMS ranked 41st by in its Annual *India’s Best Business Schools* Ranking (Drishti survey2013)
- **Business Barron B-School survey** - 15th Among all Management Institutes in India (carried out among CEO's & Senior executives to rank the brand equity of India’s leading B-Schools) (Feb-March 2013 issue)
- **Times Group – TNS B-School Survey 2013 (PAN INDIA)**
  - SIESCOMS in the Top 50 B-Schools including IIM’s.
  - SIESCOMS ranked 13th on Factual Rank Score Card (All India Basis).
- **Career 360 Nov 2013** - SIESCOMS ranked AAAA among all B-Schools
- **DNA & Star of Industry Group presented** SIESCOMS with **B-School Leadership**
- **Award** and **Best B-School with Innovative Marketing to the Target Market Segment Award (17th February 2013)**
- **SIESCOMS bags the 7th Indy’s Best B-School Leadership Award (14th February 2013)**
- **Business India B-School ranking**: Issue Nov 2012- A++ Among all Management Institutes in India.
- **Free Press Journal B-School Ranking 2012** - AA among all B-schools in Mumbai Region across the streams.
Forbes: 18th among all B-Schools for most preferred college by the companies for marketing placements (Ref: ET-Corporate Dossier 15th April-2011)

Economic Times: 31st Among all B-Schools in India (Ref: Corporate Dossier 15th April-2011)

Business India: 32nd among all B-schools (Ref: October, 2010)

All India Management Association: A2 among all B-schools (Ref: Indian Management, October, 2009)

BT-Nielsen: 29th among all B-schools (Ref: India Today, October, 2009)

Open-C Fore Survey: 18th among all private B-schools (Ref: Open Magazine, September, 2009)

C Fore-Mint Survey: 14th among all private B-schools (Ref: Mint, September, 2008)

Dalal Street Ranking: Listed as one of the top 100 B-schools in India (Ref: Dalal Street, December 2008)

10) How is the placement scenario SIESCOMS?

Ans: The placement is quite decent at SIESCOMS. The institute has very good relationship with a large number of corporate from various sectors. The placement for the batch 2012-14 is still going on. The statistical details of 2011-13 batch are as under:

a. Highest salary: Rs 11.6 lacs p.a.
b. Average salary: Rs 5.5 lacs p.a.
c. Lowest salary: Rs 3.50 lacs p.a.
d. No. of companies visited till date: 204

The ROI for SIESCOMS is quite comparable, if not better, than many of the comparable institutes considering the fees and initial placement salary. For other details including companies coming to the campus, please refer to the institution website.

11) What are the different specializations offered by SIESCOMS?

Ans: The institute offers four specializations in PGDM program: **Marketing, Finance, HR and Operations**. Information Technology may start from next year. SIESCOMS also has a dual specialization facility. Pharma & biotech have the main specialization in areas of sales & marketing though dual specialization facility is there.

12) What is the intake of students in different programs?

Ans:
1. Post Graduate Diploma in Management (PGDM)-AICTE approved: **120 seats**
2. PGDM (Pharmaceutical Management)-AICTE approved: **60 seats**
3. PGDM (Biotechnology Management)-AICTE approved: **30 seats**
4. MMS (Masters in Management Studies)-University of Mumbai affiliated and AICTE approved: **120 seats** (plus 1 from J & K)
5MCA (Masters in Computer Application) University of Mumbai affiliated and AICTE approved: **60 seats**

13) What type of reservations the institute has?

Ans: SIES is a Linguistic Minority Institute (Tamil). Hence 50 per cent seats of all programs are reserved for **Maharashtra domiciled** Tamil speaking students. However, if adequate number of qualified candidates is not available from the above category, such seats are made open to general candidates. Further, all admissions to SIESCOMS are based purely on merit. The only exception is children of employees of SIES institutions.

14) What is the application fee for each program?

Ans: For our AICTE approved programs (all PGDM programs), the fee structure is as follows:

<table>
<thead>
<tr>
<th>One Program</th>
<th>Rs.2000/-</th>
</tr>
</thead>
<tbody>
<tr>
<td>More than one programs</td>
<td>Rs. 3000/-</td>
</tr>
</tbody>
</table>

Note:-PGDM (Pharma and Biotech) would be considered as one program for the purpose of application fee.

15) How is the application fee to be paid?

Ans: The application fees are to be paid through demand draft, favoring **SIES College of Management Studies**, payable at Mumbai.

16) What is the fee structure for various PGDM programs?

Ans: The fee structure for the year 2014-16 is as follows:

**PGDM - Rs 2, 60,000 per year**

**PGDM (Pharma and Bio tech)- Rs 2, 15,000 per year**

Fees are payable annually.

17) Are there any management seats?
Ans: No, all seats are purely on merit. The institute does not charge any Capitation Fees, whatsoever. Further, the institute does NOT have any admission agents for the purpose of admission to any of the programs at SIESCOMS.

18) Will I get refund of fees if I cancel my admission?

Ans: Yes, As per AICTE rules.

19) Does SIESCOMS offer any loans / financial assistance through banks?

Ans: The institute has tie-up with SBI & IDBI banks and assistance is provided for getting bank loans. However, usual terms & conditions of the banks would apply.

20) Does SIESCOMS provide hostel facility?

Ans: Private accommodation is available locally both at hostels as well as private apartments. The institute helps admitted students in identifying private accommodation and hostel facilities. This is an easy process.

21) Where will I get the SIECOMS application form for PGDM, PGDM (Pharma and Biotech Management) programs?

Ans:
• Institute office at Nerul, Navi Mumbai on all working days (10.00 am to 4.00 pm)
• Website (www.siescoms.edu) from where they can be downloaded and submitted to the institute personally or by post.
• At select IMS learning centers (details at www.siescoms.edu)

22) What is the last date for sale and submission of Application Forms?

Ans: Last date of sale of forms: 30th March, 2014; Last date of submission of forms: 6th April, 2014

23) What is the date of declaration of results?

Ans: May / June-2014

24) What is the date of Commencement of classes for PGDM programs?

Ans: July-2014

25) Which is the institute number / email id where I can get some admission related information:

Ans: Numbers: 27708376 /77. Contact persons: Ms. Bindu or Ms. Rachna
Office admission Id: admissions@siescoms.edu

Admission helplines: 9324892434 / 9324364263

26) Any faculty member I can get in touch with for my doubts.
   a. Prof. Nitin Vazirani- vazirani.nitin@siescoms.edu
   b. Prof C R Radhakrishnan- radhakrishnan.cr@gmail.com
   c. Prof Swati Kulkarni- malavika.swati@gmail.com
   d. Prof. Parag Amin- parag@siescoms.edu
   e. Prof. Chitra R- chitra.ramanan@siescoms.edu or chitra.ramanan38@gmail.com
      (with specific reference to Pharma / biotech programs)
   f. Prof. Sharmila Mohapatra- sharmila@siescoms.edu

General Information:

In case you have major issue, please contact the Mentor of the institute Dr. A K Sen Gupta at aksengupta51@gmail.com.