

## Frequently Asked Questions (FAQs) for PGDM / PGDM (Pharma and Biotech) Admission

### For the Batch 2017-19

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 (45% in case of candidates belonging to reserves category). 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 (45% in case of candidates belonging to reserves category).

2. What are the various exams considered?

Ans: We consider marks in any of the following all India examinations:  
CAT/ CMAT/ / MH-CET/ GMAT/ XAT/ MAT / ATMA

3. If I have not appeared for any of the examinations till date, but planning to appear or my results are awaited, will I be considered for admissions?

Ans: Yes, you can submit the test results by 15<sup>th</sup> May 2017.

4. What are the minimum cut off scores in each of the tests that are considered?

Ans: **There is no prescribed minimum cut off score for any test. All students can appear for the process irrespective of their scores.**

6. 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.

8. What are the selection criteria for PGDM programs?

Ans: SIESCOMS believes in the overall personality while selecting students considering their past academic records, work experience, if any, marks obtained

in all India qualifying exams and the selection process of the institution. However, due weightage is given to all the given parameters as per the AICTE guidelines.

Sl. No.	Parameters/ Components	Weightage
1	Score in common entrance tests	50%
2	Group discussion	10-15%
3	Interview (2rounds of interviews)	15%
4	Academic performance in X Std., XII Std., Degree/ Post Graduate Degree, Sports/ Extra-Curricular activities, Academic diversity and gender diversity	15-20%
5	Work experience	5%

Interviews will be based on-

- a. **Technical Interview:** These interviews test your basic knowledge and look into your overall understanding.
- b. **Competency based In Interview:** Competency or behavioral interviews are based on the assumption that past behaviour is the best predictor of future behavior. The interviewer will want specific examples of when and how you demonstrated particular behaviors.

**Based on weighted average of the above parameters, the merit listing will be done.**

9. Where would the admission process be conducted?

Ans:

Last year the process was conducted at SIESCOOMS campus, Navi Mumbai, Delhi, Jaipur, Bengaluru, Bhopal, Nagpur and Ahmedabad. The details of the centres for this year along with dates will be uploaded separately. Please keep in touch with the website.

Note: Any of the outstation centers can be changed at the discretion of the institute depending on response. Other centers may also be added depending on response.

10. What accreditation / ranking / positioning does SIESCOOMS have on an All India /International basis?

Ans: As a result of the strong intellectual capital, academic ambience and close liaison with the industry, the institute, has always featured amongst the **top business schools** at the national level.

### **International Accreditation:**

SIESCOOMS is accredited from **Accreditation Council for Business Schools and Programs (ACBSP), USA**, one of the world's leading accreditation agencies. This accreditation has been granted for its Post-Graduate Diploma in Management ((PGDM) program, the 2-year full-time autonomous flagship Management Program.

### **Our National Rankings :**

**Times of India-Best B-School survey (1<sup>st</sup> Mar 2016):** SIESCOOMS ranked 25<sup>th</sup> among all B-Schools in India

**Outlook Best Business Schools Ranking (Sep 2016):** SIESCOOMS ranked 32<sup>nd</sup> - Drishti survey

**Forbes India “The Great Indian B-School” (Feb 2016):** Featured among top 100 B Schools of the country

**HIGHER Education Review (Mar 2016):** SIESCOOMS ranked 20<sup>th</sup> among all B-Schools in India Beyond IIM's

**Business World (Dec 2016):**30<sup>th</sup> among all Private B-Schools in India

**Business Today-India's Best B-School Survey (Nov 2016):** 53<sup>rd</sup> Among all Management Institutes in India

### **Awards:**

**SIES College of Management Studies, will be** presented with the “**State Rank 1 in Maharashtra**”, at the **7<sup>th</sup> National Conference & Game Changer Awards** to be held on Saturday, January 21, 2017 at Mumbai

**Best Management Institute of the year 2016-** By BMA in April 2016

**Best B-school with innovative marketing to the target segment 2015** by DNA and Star Group 18<sup>th</sup> Feb 2015

**Business School with Industry Related Curriculum in Marketing** at *the ABP News Education Awards 2014*

**DNA & Star of Industry Group presented SIESCOOMS with Best B-School with Innovative Marketing to the Target Market Segment Award (17<sup>th</sup> February 2014)**

**Dewang Mehta Award for B-School with Best Academic Input(Syllabus) IN Pharma Management ,23<sup>rd</sup> Oct 2013**

**SIESCOOMS bags the 7<sup>th</sup> Indy's Best B-School Leadership Award (14<sup>th</sup> February 2013)**

**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 (17<sup>th</sup> February 2013)**  
**IMC Ramakrishna Bajaj National Quality (IMCRBNQ) Award** under Education Category for the year 2008

11. 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 statistical details of the **placement** of the batch 2014-16 are as under:

- **Highest salary:** Rs 17.50 lacs p.a.
- **Average salary:** Rs 6.7 lacs p.a.
- **Lowest salary:** Rs 4.50 lacs p.a.
- **No. of companies visited:** 236

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 recruiting from the campus, please refer to the institution website.

12. What are the different specializations offered by SIESCOMS?

Ans: The institute offers **five** specializations in PGDM program: **Sales and Marketing, Finance, HR, Operations and Supply Chain Management and Information Technology**. SIESCOMS also has a minor specialization facility. Pharma & biotech have the major specialization in areas of **Sales & Marketing and Operations & Supply Chain Management**.

13. What is the intake of students in different PG programs?

Ans:

Post Graduate Diploma in Management (PGDM): **120**

PGDM (Pharmaceutical Management):- **60**

PGDM (Biotechnology Management):- **30**

**Note:** All the above programs are AICTE approved.

14. What are the other Programs offered by the Institute?

15. Ans:

MMS (Masters in Management Studies)-University of Mumbai affiliated: **120 seats** (plus 1 from J & K)

MCA (Masters in Computer Application) University of Mumbai affiliated: **60 seats**

PGDM (AIMA)- **60 seats**  
PGDM (AIMA) Weekend Program for Working Executives

16. What type of reservations the institute has?

Ans: SIES is a Tamil Linguistic Minority Institute. Hence 51 per cent seats of all programs are reserved for Maharashtra domiciled students with 'Tamil' as the mother tongue.

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.

17. What is the application fee for each program?

Ans: a) For our AICTE all PGDM programs), the Application Fee is as follows:

One Program	Rs.2000/-
More than one programs	Rs. 3000/-

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

b) For **Current students of SIES institutions** the Application Fee is as follows.

One Program	Rs.1000/-
More than one programs	Rs. 2000/-

**However the students have to get their current Identity proof card for getting the concession in the application fee.**

18. 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.

19. What is the fee structure for various PGDM programs?

Ans: The fee structure for the year 2017-19 is as follows:

PGDM - **Rs 3, 60,000** per year (including formal suit, fees for Peregrine Evaluation, and industry visits)

PGDM (Pharma and Bio tech)- **Rs 2, 70,000** per year (including formal suit, and industry visits)

**Note: for students who would like to go in for global immersion program have to pay additional approx. sum of Rs 1.50 lacs to cover the cost of international trip.**

Fees are payable annually.

20. Are there any management seats?

Ans: No, all seats are purely on merit except children of employees of SIES institutions. 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.

21. Will I get refund of fees if I cancel my admission?

Ans: Yes, as per AICTE rules.

22. Does SIESCOMS offer any loans / financial assistance through banks?

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

23. Does SIESCOMS provide hostel facility?

Ans: The Institute takes special care to ensure all students are helped to get students' accommodation in close proximity. The students who would like to get assistance for getting hostel accommodation are requested to get in touch with the Registrar Mr R Chandrasekhar: [racs18@rediffmail.com](mailto:racs18@rediffmail.com) (022-61083402/ 022-27708333).

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

Ans:

A. Institute office at Nerul, Navi Mumbai on all working days (10.00 am to 4.00 pm)

B. Website ([www.siescoms.edu](http://www.siescoms.edu)) from where they can be downloaded and submitted to the institute personally or by post.

25. What is the last date for sale and submission of Application Forms?

Ans: Last date of sale of forms: 30<sup>th</sup> **March, 2017**; last date of submission of forms: **3<sup>rd</sup> April, 2017**

26. What is the date of declaration of results?

Ans: Within one month from the date of GD/PI process.

27. What is the date of commencement of classes for PGDM programs?

Ans: July-2017

28. Which is the institute number / email id where I can get some admission related information?

Ans: Numbers: 61083425: Ms. Bindu Alex and 61083430 and Ms. Rachna Jadhav

Office admission Id: [admissions@siescoms.edu](mailto:admissions@siescoms.edu)

Admission help lines: 9324892434 / 9324364263

29. Any faculty member I can get in touch with for my doubts.

Ans:

Prof Pankaj Srivatava - [pankajksrivastav@gmail.com](mailto:pankajksrivastav@gmail.com)

Dr. Chitra R- [chitra.ramanan38@gmail.com](mailto:chitra.ramanan38@gmail.com) (with specific reference to Pharma / biotech programs)

Dr. Nitin Vazirani- [vazirani.nitin@gmail.com](mailto:vazirani.nitin@gmail.com)

Prof Swati Kulkarni- [malavika.swati@gmail.com](mailto:malavika.swati@gmail.com)

Prof C R Radhakrishnan- [radhakrishnan.cr@gmail.com](mailto:radhakrishnan.cr@gmail.com)

## **General Information:**

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