SIES College of Management Studies
(SIESECOMS)
Offers
AICTE Approved
AIMA
Post-Graduate Diploma in Management
(PGDM)
(A two year full-time Management Program)
About SIESCOMS

The SIES College of Management Studies (SIESCOMS) was established in 1995. SIESCOMS envisages providing quality management education for the nascent professionals, the dynamic future managers for 21st century. SIESCOMS’s foundation maps its roots to the rich tradition of South Indian Education Society (SIES), one of the oldest and value-based educational trusts that run a number of educational institutes in the city of Mumbai and Navi-Mumbai. SIESCOMS boasts of one of the best physical infrastructure and academic ambience befitting a modern B-school.

Ever since its inception, academic programs of the institute enjoy full support and patronage of corporate sector and other stakeholders. Today SIESCOMS holds a place of distinction among premier business schools on Pan India basis. It is the first B-school in the country to start an exclusive vertical MBA program for pharmaceutical industry. Similarly, it is one of the few B-schools to conceive a vertical program for the biotech sector.

SIESCOMS has always been striving to provide quality education and in that pursuit SIESCOMS received the ISO 9001:2008 Certification for quality management education. An important milestone on its journey of continuous quality improvement was reached when SIESCOMS was conferred upon with the prestigious Ramakrishna Bajaj National Quality (RBNQ) award for the year 2008 in the “Education” category. This is the only award developed in the country on the lines of the Malcolm-Balridge National Quality Award.

A highly committed group of qualified and experienced core group of faculty (54 in number) enjoying respect and recognition in academic
community and corporate sector forms an enviable part of our academic team. Majority of them have managerial experience and continue to maintain close links with the corporate world through consulting and research. The core faculty team comprises of specialists from various domains including general management / strategy, human resources, marketing, financial management, pharmaceutical & biotechnology management among others. This core faculty team is supplemented with over 100 visiting faculty from the corporate world. Thus the students get exposure to abundant mix of academic / theoretical and applied aspects of various management theories / paradigms / practices.
About AIMA

The All India Management Association (AIMA), was created as an apex body of professional management with active support of the Government of India and Industry in 1957.

AIMA is represented on a number of policy making bodies of the Government of India and a number of National bodies / organizations. Some important ones are as under:

- All India Council for Technical Education (AICTE), which is the apex regulatory body for professional education in the country under the Ministry of Human Resource Development (HRD), Government of India.
- Council of Institute of Applied Manpower Research
- Boards of Governors, Indian Institutes of Management (Ahmedabad, Bangalore, Calcutta, Indore, Kozikode, Kashipur, Udaipur, Ranchi, Rohtak, Tiruchirapalli and Raipur)
- Bureau of Indian Standards, New Delhi
- National Productivity Council, New Delhi
- Central Direct Taxes Advisory Committee

As a part of its activity, AIMA conducts a 2-year full-time PGDM program which is approved by AICTE. This program is one of the apex programs run by AIMA through various partners across the country.
Highlights of AIMA- PGDM Program:

This program is a joint venture between SIESCOMS and AIMA and the quality is ensured through final examination conducted by AIMA. The program spans over 4 semesters. While the first two semesters contain general management subjects and subjects from various functional domains, the 3rd semester mainly contains the specialization subjects. The 4th semester contains integrative subjects and an integrated project. Further class-room teachings will be done for 3 days in a week and remaining 3 days will be spent by the students in a corporate environment. This would improve the application orientation of the knowledge gained during the class-room teaching.

This program is being offered in 5 specializations:

a. Finance
b. Marketing
c. Human Resource
d. Information Systems
e. Operations

Eligibility & Admission Procedure

Eligibility Criteria:

- Candidates with minimum 50% in Graduation (under 10+2+3 scheme) from a recognized University are exempted from the entrance test for admission.
- Interested candidates with below 50% in graduation are required to appear in the test (MAT/ CAT/ XAT/ ATMA / any other state level test.) to be eligible for the interview. There will be no cut off score.
Admission Procedure:

- Eligible candidates need to appear for the personal interview.

SIESCOMS - AIMA – PGDM Course Outline

Semester – I

Management Functions & Organization Behaviour
Managerial Economics
Business Statistics
Financial & Management Accounting
Introduction to Information Technology
Business Communication

Semester – II

Operations Management
Human Resource Management
Marketing Management
Economic and Social Environment
Research Methodology
Financial Management

Semester - III Specialization Module

Marketing Management (MM)
Sales and Distribution Management
Advertising and Brand Management
International Marketing Management
Marketing of Services
Consumer Behaviour

Financial Management (FM)
Management Control Systems
Security Analysis & Portfolio Management
International Finance
Corporate Finance
Management of Financial Services

Information Systems (IS)
Computer Networks
Fundamentals of E-Commerce
Software Engineering
Database Management
Management of Information Technology

Human Resource Management (HRM)
Performance Management
Training and Development
Managerial Leadership

International Human Resource Management

Managing Change through Organisational Development

**Operations Management (OM)**

Technology Management

Project Management

Supply Chain Management

Operations Strategy

Quality Management

**Semester - IV**

Business Law & corporate Governance

International Business

Entrepreneurial Management

Strategic Management & Ethics

Project Work
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