Vision & Mission

VISION
To strive to achieve leadership position in management education by facilitating learning and holistic development of students through providing the most effective resources and environment.

MISSION
To provide world class quality Management education at affordable cost.

VALUES
Passion | Trust | Responsibility
Integrity | Gratitude
Humility | Excellence | Respect

AICTE APPROVED FULL TIME MANAGEMENT PROGRAMS
PGDM

- Post Graduate Diploma in Management
- Post Graduate Diploma in Pharmaceutical Management
- Post Graduate Diploma in Bio-Tech Management
Dear Friends,

The higher education system, particularly technical and professional educational system in India is at the crossroads. GER is at a lower level compared to the global average and there is a need for expansion along with the societal demands for access, equity and inclusion. Quality at the same time is the other crucial vertex as expansion without excellence will eventually lead to a mediocre system bereft of global standards. The dilemma is increasingly becoming a nightmare for the regulators; besides the islands of excellence, there are a plethora of institutes which are devoid of quality and hence, of lesser value for a future India.

It is in this scenario that an institution like SIES College of Management Studies (SIESCOMS) is poised to be an institute with a difference. Being a part of the South Indian Education Society (SIES), one of the oldest and premier educational trusts in the city of Mumbai, SIESCOMS is actively engaged in creating not only corporate professionals, but also responsive and responsible citizens who can be proud inhabitants of an India of tomorrow. Competence and Character are the two basic competencies that SIESCOMS tries to inculcate in all its students through its various Post-Graduate Management, as well as, Technical Programs.

The institute has a strong belief in the axiom that it is not only the physical infrastructure and ambience but the presence of conducive, intellectual and supporting climate is what is at the core of an educational institution. The culture, therefore, at SIESCOMS is more like an extended family than a classical hierarchical set-up. With a large pool of faculty both from the world of academics as well as corporate, good quality of students, well-laid systems and processes that include a mix of Indian culture and modern techniques / tools, SIESCOMS is today consistently rated as one of the best business schools from the perspective of students, corporate recruiters as well as the larger community in which the institute operates.

This institute brochure is a brief compendium of the various programs and initiatives of the institute. We believe in providing a conducive, learning environment and some of the best practices that industry has today. We are confident of our continued journey towards excellence in this competitive and complex world while maintaining our identity and uniqueness. We are in constant search for our quest to balance between creating global citizens of Indian values and ethos.

Regards

Dr. A K Sen Gupta
Mentor
SIES College of Management Studies (SIESCOMS)
Our Parentage

“This Society should sincerely serve the cause of education and the educational needs of the common man of this cosmopolitan city”

The South Indian Education Society (SIES) is one of the oldest educational societies in India. Founded in 1932 by Shri M.V. Venkateshwaran with a modest six-student beginning, SIES has grown to become a conglomerate of various institutions with over 15,000 students under its wing. In the process of imparting quality education, SIES has established high schools, various arts, and science and commerce colleges, along with academic and professional institutions of higher learning. This includes establishment of Centre for Excellence in Management Research and Development (CEMRD), SIES School of Packaging, SIES Indian Institute of Environment, and SIES Graduate School of Technology (an Engineering institute). Two ventures of a different nature to be added to the SIES family are, SIES Sri Chandrasekarendra Saraswathi Veda Pathashala and SIES Seniors’ Home.
And the story of our achievements & Milestones continues……...

Milestones

<table>
<thead>
<tr>
<th>Year</th>
<th>Institution Name</th>
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</thead>
<tbody>
<tr>
<td>2013</td>
<td>SIES Institute of Chromatology and Spectroscopy</td>
</tr>
<tr>
<td>2004</td>
<td>SIES Institute of Medical and Laboratory Technology</td>
</tr>
<tr>
<td>2004</td>
<td>SIES Centre for Excellence in Management Research &amp; Development</td>
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<tr>
<td>2003</td>
<td>SIES Veda Pathashala, Nerul</td>
</tr>
<tr>
<td>2003</td>
<td>SIES Senior’s Home, Nerul</td>
</tr>
<tr>
<td>2003</td>
<td>SIES Shri Chandrasekarendra Granthalaya</td>
</tr>
<tr>
<td>2003</td>
<td>SIESVyayamshala</td>
</tr>
<tr>
<td>2002</td>
<td>SIES Graduate School of Technology, Nerul</td>
</tr>
<tr>
<td>2002</td>
<td>SIES School of Packaging, Nerul</td>
</tr>
<tr>
<td>2001</td>
<td>SIES Centre for Professional Research &amp; Education</td>
</tr>
<tr>
<td>1999</td>
<td>SIES Indian Institute of Environment Management, Nerul</td>
</tr>
<tr>
<td>1998</td>
<td>SIES College of Arts Science and Commerce, Nerul</td>
</tr>
<tr>
<td>1995</td>
<td>SIES College of Management Studies</td>
</tr>
<tr>
<td>1889</td>
<td>SIES College of Commerce and Economics, Sion East</td>
</tr>
<tr>
<td>1980</td>
<td>SIES Institute of Comprehensive Education, Sion West</td>
</tr>
<tr>
<td>1960</td>
<td>SIES College Arts, Science and Commerce, Sion West</td>
</tr>
<tr>
<td>1932</td>
<td>SIES High School</td>
</tr>
</tbody>
</table>
The SIESCOMS Advantage

The SIES College of Management Studies was established in 1995 with the primary objective of providing quality management education to budding professionals. SIESCOMS' foundation maps its roots from the rich and glorious tradition which is the crux of The South Indian Education Society. At SIESCOMS every student is inculcated with the necessary skills and knowledge to help him devise new ways/new solutions in today’s challenging and ever changing business scenario.

Accreditation 9001-2008 ISO Certificate of Quality in Management Education
Lloyd Register Quality Assurance (LRQA): ISO 9002

Rankings & Awards

❖ Business Today - 57th Among all B-Schools in India Survey conducted by MDRA (Oct 2013 Issue)
❖ OUTLOOK Magazine - SIESCOMS ranked 41st by in its Annual India’s Best Business Schools Ranking (Drishti Survey 2013)
❖ 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 (On All India Basis).
❖ Business India B-School ranking: A++ Among all Management Institutes in India. (Nov 2012 Issue)
❖ Free Press Journal B-School Ranking 2012 - AA among all B-schools in Mumbai Region.
❖ IMC Ramakrishna Bajaj National Quality (IMCRBNQ) Award under Education Category for the year 2008
❖ SIESCOMS bags the 7th Indy’s Best B-School Leadership Award (14th 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 (17th February 2013)

Journal Publications

❖ SIES Journal of Management - A Bi-Annual Journal - ISSN Publication
❖ Idea Research - Compendium of Research Papers by SIESCOMS students - ISBN Publication
❖ Prerna - A Bi-Annual Journal of Social Issues - ISSN Publication
❖ Pharma Biotech Management - Journal on Pharma/Biotech sector - ISSN Publication
Unique Features

✦ No capitation fees is charged for any programs of SIES College of Management Studies
✦ Educational Loan facility available with SBI and IDBI banks
✦ All admissions are strictly through merit except for the children of SIES staff
✦ Located within minimum distance of Nerul railway station.
✦ Laptop usage in students aiding a paperless culture
✦ Contemporary subjects & syllabus updated every year through a panel of experts comprising academicians and corporates.
✦ Early exposure to the market-place, customers and other market dynamics through MBP [Market Based Projects]
✦ Continuous interaction with the corporate world through weekly theme based Corporate Interactions Seminars [CIS], Conferences & Seminars
✦ Rigorous practical exposure to the industry through a 3 month “Summer Internship Project.”
✦ Specializations offered in the subjects of Marketing, Finance, Human Resources & Operations
✦ All-Round The Year Corporate Seminars, Workshops, Research Colloquiums And Conferences to aid corporate development of students
✦ “Idea Research Program” to inculcate research acumen in students.
✦ Mandatory Experiential Learning Tour
✦ Mandatory Industry Visits, Business Reading, Corporate Mentoring & Mock GD /Interview sessions
✦ Mandatory three phased Skill Linked Immersion Projects to instill Domain & Functional skills in the students
✦ Mandatory annual NGO Project aimed at making students socially sensitive corporate managers
✦ “Capstone Projects” & “Concurrent Projects” for live Industry Exposure
✦ Innovative teaching Pedagogy viz. Group Discussion, Class Debates, Management Films, Book Reviews, Case Studies, Simulations, etc.
✦ Participation in national & international industry conferences.
✦ Student driven culture through Student Committees
✦ Foreign Language Certification
✦ “Centre of Excellence in HealthCare” (CEHC) to foster academia-industry interface
Infrastructure and Facilities

**Academic Ambience**

- **260 seater fully equipped auditorium**
- **22 spacious air conditioned Lecture rooms** and Tutorials rooms with LCD Projector
- **Well-equipped Administrative Block and Faculty Rooms**
- **2 State of the art Conference Halls**
- **4 large fully equipped Seminar Halls**
- **World class Library fully computerized**, well-stocked with **25,000 plus books** and with the facility on-line journals of **EBSCO, JGate, Prowess (CMIE)**

**Placement Cell**

**Research Cell**

**Student Engagement Ambience**

- **Wi-Fi Campus** with 500 networked terminals with uninterrupted **5 MB broadband internet facility**
- **Amphitheatre**
- **Student Recreation Centre** with TT & Indoor Games
- **In–house Banking & ATM Facility**
- **Limited Residential hostel facility especially for female students**
- **Well-equipped Gymnasium**
- **Canteen with subsidized food facility**
- **Yoga and Meditation Centre**
- **Play Grounds**
Diverse Learning Methods - 2013

- Case Studies
- Lecture & Discussions
- News Analyses
- Learning Labs
- Problem-Solving Sessions
- Role-Plays & Simulations
- Live Field Projects
- Theoretical Impressions
- Corporate Immersions

Sample Teaching Method Mix

<table>
<thead>
<tr>
<th>Managerial Finance</th>
<th>OB &amp; HRM</th>
<th>Entrepreneurship</th>
</tr>
</thead>
<tbody>
<tr>
<td>Experiments</td>
<td>Case Study &amp; News Analysis</td>
<td>Lectures / Discussions</td>
</tr>
</tbody>
</table>

SIESCOMS USP

1. **Lateral Thinking Module** - Creativity and innovation are the key drivers of success for many of today's leading companies. Some of the most dramatic gains in shareholder value over the last few years (e.g., Google, Apple) are due to a culture of creative innovation. It is with this objective that SIESCOMS decided to introduce a module on “Lateral Thinking” for its students. Some of the major benefits to the students are as follows–

   - Discovering new ways of thinking,
   - Trouble shooting,
   - Visualization,
   - Approaches to Problem Solving,
   - Root cause Analysis,
   - Situational Analysis,
   - Decision Making

2. **Entrepreneurship Development Cell (EDC)** - SIESCOMS has always been striving for providing best quality education in the realm of management to its student community. In view of the changing employment scenario and increased competition, it was felt that the focus has to shift from developing “Employment seeking” students to “Employment generators”. It was with this intention that the “Entrepreneurship Development Cell” (EDC) was launched at SIESCOMS in January 2013. EDC was also able to forge a partnership with Headstart, which is a not-for-profit organization run by volunteers and full time professionals to create and promote the innovation and entrepreneurship ecosystem in India. Through this partnership, SIESCOMS EDC hosts the “Start-up Saturdays” - a monthly event that brings successful as well as budding entrepreneurs along with investors under one roof.

3. **SPIC MACAY Tie up** - One of the unique facets of SIESCOMS is producing Managers and Leaders that are deeply rooted in Indian culture, Philosophy and Ethos. Students are exposed to Indian values and culture through various structured seminars, talks and workshops by leading speakers and intellectuals. Apart from this, SIESCOMS has also established an association with Society for the Promotion of Indian Classical Music and Culture Amongst Youth (SPIC MACAY). Together, SIESCOMS and SPIC MACAY endeavor to promote, harness and conserve the rich cultural heritage of India by organizing performances of leading luminaries in the realm of Classical music, dance, drama and Philosophy.

The above initiatives have greatly facilitated the all round and holistic development of the student community at SIESCOMS. This helps them in better placements and in their transition from leaders to globally responsible citizens.
Learning Pedagogic Pillars

Academic Portfolio
“The courses offered at SIESCOMS are varied. Each course sets a pace for Higher learning and achievement. It is not mere knowledge but wisdom coupled with knowledge that makes the difference”

PGDM - Post Graduate Diploma in Management
The Post Graduate Diploma in Management (PGDM) is an AICTE approved program offered by SIESCOMS, addressing the need for multi-faceted and multi-skilled managers who are capable of handling complex situations and are quick to adapt to change. The PGDM is a 24-month full time program spanning over four semesters and offers students a choice of subject specialization ensuring that they are thoroughly skilled in at least one functional area while sometimes, also facilitating a dual specialization, under certain circumstances, thus ensuring a fundamental working knowledge of another. The PGDM course seeks to enhance the students’ learning by offering knowledge - building projects in each semester, while fine-tuning their Leadership, Entrepreneurial, Communication, Inter-personal skills and contributing towards making them ethically sound and socially sensitive corporate leaders and managers.

PGDM Course Outline

First Year
Semester I
- Organizational Behavior
- Financial & Cost Accounting
- General Management
- Taxation
- Managerial Economics
- Business Communication
- Research Methodology
- Legal Aspects of Business
- Statistics for Management
- Marketing Management
### Semester II

- Human Resource Management
- Management Accounting
- Strategic Management
- Financial Management
- Advanced Marketing Management
- Decision Science
- Macro Economics
- Managerial Communication
- Operations Management-I

### Marketing Specialization

- CIBB
- Sales and Distribution Management - I Micro
- Negotiation and Leadership Skills

### Finance Specialization

- Banking
- Insurance
- Financial Markets and Institutions
- Credit Appraisal

### HR Specialization

- Labour Laws
- HR Applications

### Operation Specialization

- Service Operations Management
- Advanced Operations Management

### Summer Internship Project

An exclusive three months training program at the end of the first year. It is a firsthand unique opportunity to the students to relate all the classroom discussions and theoretical education with the practical corporate arena. This is considered as a major stepping stone in their career, which also help students crystallize their future career path.

### Second Year

#### Semester III

**Core Papers for all specializations:**

- Corporate Law
- International Business

### Marketing Specialization

- Advertising and Sales Promotion
- B2B & CRM
- Brand Management
- Marketing Strategy
- Quantitative Models in Marketing
- Retail Management
- Rural Marketing
- Services Marketing
- Supply Chain Management

**Minor Specialization:**

- Banking, Insurance & Wealth Management
- IT Applications and Business Analytics

### Finance Specialization

- Advanced Financial Management
- Derivatives
- International Finance
- Investment Banking
- Portfolio Management and Security Analysis
- Quantitative Models in Finance
- Sales and Marketing of Financial Services
- Strategic Cost Management
- Valuation
HR Specialization
- Compensation and Benefits
- Competency and Performance Management
- HRP & HRA
- Introduction to Industrial Relation & Labour Welfare
- Organization Development
- OTOS
- Psychometric Testing
- Strategic HR Management
- Training and Development

Operations Specialization
- Advanced Supply Chain Management
- BPR & Bench Marking
- Logistics and Supply Chain Management
- Materials Management
- Operations Planning & Control
- Quantitative Models in Operations
- Technology Management Including Manufacturing
- World Class Manufacturing Practices

Semester IV
Core Papers for all specializations
- Entrepreneurship and Innovations Management
- Business Ethics, Human Rights and Corporate Governance
- Project Management
- Leadership and Change Management
- International Business
- Infrastructure Management
- Capstone Project

Marketing Specialization
- Social Media Marketing
- Media Planning and Management
- Advanced Brand Management
- Marketing of Non-Profit Organization

Finance Specialization
- Commodities and Derivatives
- Stress Asset Management
- Financial Modelling
- Project Finance
- Mergers and Acquisitions

HR Specialization
- International HR Management
- Change Management
- HRIS
- Counselling and Mentoring

Operations Specialization
- Advanced Operations Management
- Service Operations Management
- Operation Strategy
Value Adds - PGDM

*Labs for Operations Specialization in II and III Semesters:

**Binary Lab**
The binary laboratory is an unique feature of SIESCOMS which has been inducted for our students specializing in Operations. This will provide them an opportunity to train themselves with the information technology enabled practices in the operations specialization through various software’s such as SAS, SPSS, Minitab, TORA, Excel with Solver. Under this laboratory students are allowed to appear for certification programs for ITIL Certification, Six Sigma – Yellow and Green Belt, SAS Certification, CSCA for Certified Supply Chain Analyst etc.

**Analytical Laboratory**
An opportunity for students specializing in Operations, to gain the expertise in analytical and numerical skills after solving application oriented problems from both manufacturing as well as service sector.

*Skill Linked Immersion Project (SLIP)*

<table>
<thead>
<tr>
<th>Semester –I</th>
<th>Self Development Skills</th>
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<tbody>
<tr>
<td>Phase I</td>
<td></td>
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<tr>
<td>Phase II</td>
<td>Functional Skills</td>
</tr>
<tr>
<td>Phase III</td>
<td>Domain / Functional Skills</td>
</tr>
</tbody>
</table>
Post Graduate Diploma in Management (Pharmaceutical Management)

This 2-year full time four semester program is an attempt by the institute to create managers exclusively for the pharmaceutical industry. Launched in 1997 as the first private sector initiative along with Indian Drug M manufacturers Association (IDMA), this program is well accepted by the pharmaceutical companies in India. This program is AICTE approved.

Course Outline

First Year

Semester I
- Principles of Management
- Financial and Cost Accounting
- Marketing Management - I
- Managerial Economics
- Legal Aspects of Business
- Decision Science
- Management Information System
- Business Communication-I
- Organizational Behavior
- Pharmaceutical Manufacturing
- Anatomy & Physiology
- Pharmacology - I

Semester II
- Human Resource Management
- Business Communication-II
- Production, Logistics & Supply Chain Management
- Strategic Management
- Research Methodology & Market Research
- Intellectual Property Rights
- Marketing Management-II
- Product & Brand Management
- Financial Management
- Pharmacology – II
- Corporate Readiness
- Summer Project
- Market based Project
- SPSS / Excel
- Foreign Language

Summer Internship Project

At the end of first year, exclusive three-month on the job training is given to the students. It provides a platform for the students to actually relate the classroom and theoretical deductions with practical exposure Pharmaceutical sector.
Second Year
Semester III

- OTC and Retail Marketing
- Marketing Strategy
- Sales and Distribution Management
- Indirect Taxation
- Consumer Buying Behavior
- Insurance
- Readings in Pharmaceutical Business
- Rural Marketing
- Hospital Management
- Pharm Arc Young Analyst Program
- Clinical Research
- International Business
- Regulatory Affairs
- International Marketing & Foreign Trade Policy
- Medico Marketing
- Integrated Marketing Communications

Minor Specialization (Any one)
- HR
- Clinical Research Management

Semester IV

- Project Management
- Innovations
- Business Development
- Social Media Marketing
- Entrepreneurship Management
- Service Marketing
- Capstone Project

Post Graduate Diploma in Management (Bio-Tech Management)

In the background of substantial synergy, that exists between pharmaceutical and biotech industry, the institute along with SIES (IIEM), from academic year 2005-06 has commenced an exclusive 2-year full time management program aimed at creating managers for the Bio Technology sector. This program is AICTE approved.

Course Outline

First Year
Semester I

- Legal Aspects of Business
- Decision Science
- Organizational Behavior
- Financial and Cost Accounting
- Principles of Management
- Managerial Economics
- Marketing Management - I
- Applied Biochemistry
- Applied Physiology and Bioinformatics
- Business Communication-I
- Management Information System
- Pharmacology - I
- Pharmaceutical Manufacturing
- Food Biotechnology
Semester II
- Agricultural and Environment Biotech
- Pharmaceutical, Industrial Biotech & Nano Technology
- Human Resource Management
- Business Communication-II
- Production, Logistics & Supply Chain Management
- Strategic Management
- Research Methodology & Market Research
- Intellectual Property Rights
- Marketing Management-II
- Product & Brand management
- Financial Management
- Pharmacology – II
- Corporate Readiness
- Summer Project
- Market based Project
- SPSS / Excel
- Foreign Language

Summer Internship Project
At the end of first year, exclusive three-month on the job training is given to the students. It provides a platform for the students to actually relate the classroom and theoretical deductions with practical exposure to the Bio Technology sector.

Second Year
Semester III
- OTC Marketing
- Marketing Strategy
- Sales and Distribution Management
- Indirect Taxation
- Consumer Buying Behavior
- Insurance
- Readings in Pharmaceutical Business
- Rural Marketing
- Hospital Management
- Pharm Arc Young Analyst Program
- Clinical Research
- International Business
- Regulatory Affairs
- International Marketing & Foreign Trade Policy
- Medico Marketing
- Integrated Marketing Communications

Minor Specialization(Any one)
- HR
- Clinical Research Management

Semester IV
- Project Management
- Innovations
- Business Development
- Social Media Marketing
- Entrepreneurship Management
- Service Marketing
- Capstone Project
Value Adds - Pharma Management & Biotech Management

**Centre of Excellence In Healthcare [CEHC]**
SIESCOMS has launched its Centre of Excellence in Healthcare [CEHC]. The CEHC is a milestone in the academia-industry collaborative ventures of SIESCOMS, one amongst the first B-schools to initiate a management course to meet the needs of the pharmaceutical industry in India. The CEHC focuses on “knowledge driven endeavors” exclusively for the healthcare industry.

The CEHC comprise of a Core Panel of Experts which is a collaborative, multi-disciplinary body of senior industry professionals and richly experienced academicians who are subject-experts. The SIESCOMS CEHC has been evolved to support the pharmaceutical & biotechnology industry to address its unique challenges and complex issues that are a characteristic of these industries.

The Centre focuses on the pharmaceutical and biotechnology sectors of the healthcare industry with an all-round perspective on strategy, brand management, sales operations, people management, efficiency & productivity management, communications, human resource development, new product development and launches, marketing-analytics, customer relationship management and marketing research.

**Additional Initiatives of SIESCOMS**

**Doctoral Program**
This Ph.D. Program has a unique appeal for working professionals from industry as well as academics, especially due to the panel of distinguished academicians and corporate associated with this program guides as well as external experts.

The institute is a recognized research Centre for 2 premier Universities-
- Shreemati Nathibai Damodar Thackersey (SNDT) Women's University.
- Mumbai University.

Research can be undertaken in the following functional areas of Management like General Management, Marketing, Finance, Human Resource, Environment Management, Strategic Management

**Corporate Training and Consultancy**
Corporate Training and Consultancy is an inherent and active part of SIESCOMS. Training programs tailor made to suit the need of the industry is provided to the companies. These programs revolve around functional areas of Management including strategy and soft skills. Consulting activities and research work are also undertaken on a large scale to meet the needs of our corporate clientele. Some major tie-ups for ones include IIBF, BSE, ICICI Prudential, ISPAT and ICAI.

SIESCOMS has also created Centres of Excellence with a view to create niche expertise in specific areas of Banking, Finance, Ethics and Values, Pharmaceutical Management and Entrepreneurship. Some of the corporate entities of the past include Atomic Energy Regulatory Board (AERB), ISPAT, Kotak Securities and Glenmark Pharmaceuticals.
Our Intellectual Capital – Core Faculty

✣ Finance
Prof. C. R. Radhakrishnan  
M Com, CAIIB, Cert In Industrial Finance, CLA(USA)
Prof. A. R. Parasuraman  
M Com, FICWiD, ACS, DMS, MFM. (JBIMS)
Dr. Kaustubh Arvind Sontakke  
MA, M.Com, M. Phil, Ph.D (Fin.) & Ph.D (Accountancy)
Prof. Manoj Bagesar  
B.E (Mech), MBA (Finance)
Prof. Madhavi Dhole M.Com, MBA
Prof. K. R. Venkateswaran  
M.Com, LLB, CAIIB, FCS
Prof. Ramachandran V.  
B.Com (Hons), FCA
Prof. V. Sivakumar  
M.Stat, LLB, CAIIB, DFS

✣ General Management
Prof. Sharmila Mohapatra MA
Ms. Deepa Donde PGDBA
Ms. Ira Kumar M Sc, MBA
Ms. Lalitha Pillai M Com, PGDPMIR
Prof. Pankaj Srivastava MBA, M.Com
Ms. Pranjali Gadgil B.Sc.; MBA
Prof. Sandeep Bhanot BE, MMS
Dr. Sonali Bhandarkar BHMS, MBA
Prof. Sujatha V. Rao M.A, MBA
Prof. Tapash Sen Gupta

✣ Human Resource Management
Dr. Nitin Vazirani  
M.Com(Accounts), M.Com (Management), NET, MHRDM, Certified in Psychometric tests of MBTI, FIRO-B and Brain Mapping (Prism)
Prof. Susen Varghese  
B.Com (Hons), MSW, PGDHRD, Internationally Certified User of Thomas International’s PPA
Prof. P. P. Roy MA
Prof. Nishi Kaul MA, MPhil
Dr. Sarita Kumari MA, MBA, Ph.D

✣ Marketing
Prof. Vikram Parekh PGDBA
Prof. Parag Amin BE, MBA
Prof. Rajesh Nair M Com, MDBA
Prof. Sanjukta Bhattacharya Srivastava MBA
Prof. Swati Kulkarni B.E, EPGPB
Prof. Vatsala Bose MSc, MBA
Prof. Vidya Iyer M Com, MBA, PGDMM

✣ Operations Management
Prof. Vilas K. Chaudhari  
M.Sc, MCM, MBA, PGDCA.

✣ NGO Management
Dr. Durga Surekha MA, MPhil, Ph.D

✣ Economics
Prof. Jharna Lulla DBM, MA

✣ Systems
Prof. Neha Jayant Chopade MCA
Prof. Anupkumar Palsokar MCA, M Phil
Dr. Ela Goyal MCA
Prof. L. S. Swasthimathi MCA, M Phil
Prof. Mamta Sharma MCA
Prof. Monali Mavani B Tech, MBA
Prof. Pankaj P. Rai bagkar MCA
Prof. Shilpa Deshmukh MCA
Prof. Snehal Dahima MCA, MBA (Operations)
Prof. Vidhya Rao MCA, ADCSSA, BTE

✣ Pharmaceutical & Biotech Management
Dr. Suhas Tambe M Sc, M Phil, PhD
Dr. Chitra Ramanan M Sc, PGDMM, Ph.D
Prof. Suniel G. Deshpande  
B. Pharm, MBA (Marketing)
Dr. Shuchi Midha  
M.Sc, Ph.D, Post Doctorate, PGD- Drug Regulatory Affairs
Checklist of Documents to be Submitted Along with Application Forms

1. Xth Std. Marksheet
2. Xth Std. Passing Certificate
3. XII Std. Marksheet
4. XII Std. Passing Certificate
5. Graduation Degree Marksheet (If applicable of each year)
6. Graduation Degree Passing/Provisional Certificate (If applicable)
7. Work Experience Certificate(s)
8. Receipt towards purchase of Application Form
9. Passport size Photo (2 nos.) – (Application Form and Admit Card)
10. Minority Affidavit
11. Maharashtra Domicile Certificate
12. Photocopy of score sheet of any valid Competitive tests
### SIESCOMS Corporate Clientele

#### Host Recruiters

<table>
<thead>
<tr>
<th>99 acres</th>
<th>Canara Robeco</th>
<th>ICICI Life Insurance</th>
<th>RBS</th>
</tr>
</thead>
<tbody>
<tr>
<td>A.K.Capital</td>
<td>Cerebrus Consulting</td>
<td>IDBI Bank</td>
<td>Sanoﬁ Aventis</td>
</tr>
<tr>
<td>Abbott Healthcare</td>
<td>Cipla</td>
<td>Ingram Micro</td>
<td>SBI LIFE</td>
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<td>AC Nielsen</td>
<td>CRISIL</td>
<td>Kotak Mahindra Group Companies</td>
<td>South Indian Bank</td>
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<tr>
<td>Accelya Kale</td>
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<td>Standard Chartered</td>
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<td>ACG Worldwide</td>
<td>DNA</td>
<td>L&amp;T Group Companies</td>
<td>Star TV</td>
</tr>
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And many more.....
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Road map to SIESCOMS
1. To commute by train, nearest station is Nerul on the Harbor Line.
2. To commute by bus, the bus nos. that will help you reach SIESCOMS are 506, 507, 511 and 512. Please Note that bus nos. 504 and 505 stop at LP Bus Stop on the Bombay-Pune Highway.