SIESCMS

ADMISSION BROCHURE
2015-17

A TRANSITION FROM LEADERS TO GLOBALLY RESPONSIBLE CITIZENS
Vision

“To be one of the preferred Business Schools in India."

Mission

“Imparting Quality and holistic education for developing Business Managers & Technocrats”

Values

* Respect for Individuals * Respect for Freedom
* Creativity & Innovation * Quality Focus in Process
* Belief in Achievement * Self Confidence to Achieve
* Social Sensitivity * Integrity
* Credibility * Self Esteem

AICTE APPROVED FULL TIME MANAGEMENT PROGRAMS
PGDM

- Post Graduate Diploma in Management
- Post Graduate Diploma in Pharmaceutical Management
- Post Graduate Diploma in Biotechnology Management
From the Mentor’s Desk

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, Indian values & ethos.

Regards

Dr. A K Sen Gupta
Mentor
SIES College of Management Studies (SIESCOMS)
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, SIES College of Arts, and Science and Commerce, SIES College of Management Studies, 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 added to the SIES family are, SIES Sri Chandrasekarendra Saraswathi Veda Pathashala and SIES Seniors' Home.

And the story of our achievements & Milestones continues........

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

### Milestones

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

- **Business World** Dec2014: SIESCOMS ranked 40th among all B-Schools in India
- **OUTLOOK** Magazine-SIESCOMS ranked 41st by in its Annual India's Best Business Schools Ranking (Drishti survey-Oct 2014)
- **The Week** - SIESCOMS ranked 42-among all B-Schools in India Nov 2nd,2014
- **Times of India** B-School Ranking 56th Among top B-Schools in India (Nielsen Survey March 31st 2014)
- **Business Today-India**'s Best B-School Survey- Oct 2014-56th Among all Management Institutes in India Oct 2014
- **OUTLOOK** Magazine-SIESCOMS ranked 41st by in its Annual India's Best Business Schools Ranking (Drishti survey-2013)
- **Business India** B-School ranking: Issue Nov 2013-55th Among all Management Institutes in India.
- **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 2013issue)
- **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
- **Business World-Best B-Schools of India** July 2013 -56th rank at all India level.
- **Business Today-India’s Best B-School Survey Oct 2013-55th Among all Management Institutes in India.**

Awards

- **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)**
- **Business School with Industry Related Curriculum in Marketing** at the ABP News Education Awards 2014.
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 by 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 Series [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 & Information Technology.

★ 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 two 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.


★ 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.
The green and expansive spread of SIESCOMS campus ensures a warm welcome to every visitor. The tranquility of campus provides an ideal launching pad for budding fliers. SIESCOMS boasts of state-of-the-art infrastructure, befitting a modern B-school. These include:

- 225-Seater auditorium
- 18 Spacious Lecture rooms and tutorials rooms with LCD Projector
- 4 Large seminar halls primarily dedicated for management development programs
- Large student activity centre
- Well equipped Administrative block and faculty rooms
- 2 Conference Halls
- 400 Networked terminals with uninterrupted 1 MB broadband internet facility
- Fully computerized and well-stocked library facility and reading room (with on-line journals)
- 4 Large seminar halls primarily dedicated for management development programs
- Research Cell
- Career counselling & Placement Cell
- Amphitheatre
- Yoga and Meditation centre
- Play Grounds
- Boys common room & Girls common room
- Well equipped Gymnasium
- Banking & ATM Facility
- Medical Facility
- Recreation Room
- Moodle (Modular Object-Oriented Dynamic Learning Environment): an open source LMS—All courses are hosted on moodle at the institute’s server
- Placement Cell

All these facilities are spread out in a large open space in a serene climate in the suburbs of Mumbai, conducive for learning processes.
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.
“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”

Program Mission: “Imparting Quality and holistic education for developing Business Managers & Socially Responsible Citizens”

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. The 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.
First Year

**Semester 1**
- Financial and Cost Accounting
- General Management
- Legal Aspects of Business
- Managerial Communication
- Managerial Economics
- Marketing Management
- Organizational Behavior
- Research Methodology
- Statistics for Management
- Taxation

**Semester 2**
- HRM
- Advanced Marketing Management
- Decision Science
- Financial Management
- Macro Economics
- Management Accounting
- Managerial Communication
- Operations Management
- Strategic Management

**SUMMER TRAINING:** This is an exclusive two-three months training program at the end of the First year. It is a firsthand unique opportunity to the students to actually relate all the classroom discussions and theoretical education with the practical corporate arena. Considered as a major stepping stone in their career, these summer internships also help students crystallize their future career path.

Second Year

**Semester III**
**Core Subjects:** International Business

**Marketing Specialization**
- B2B and CRM
- Brand Management
- IMC
- Marketing Strategies
- Quantitative Models in Marketing
- Retail Management
- Rural Marketing
- Services Marketing
- Supply Chain Management
- Consumer and Institutional Buying Behaviour
- Sales and Distribution Management
- Banking, Insurance and Wealth Management
- IT Applications and Business Analytics

**HR Specialization**
- Compensation and Benefits
- Competency and Performance Management
- HRP and HRA
- Introduction to Industrial Relation and Labor Welfare
- Organization Development
- OTOS
- Psychometric Testing
- Strategic HR Management
- Training and Development
- Labour Laws
- HR Applications
### 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
- Banking
- Insurance
- Financial Markets and Institutions

### Operations Specialization
- Advanced Supply Chain Management
- BPR and Benchmarking
- Logistic and Supply Chain Management
- Materials Management
- Operations Planning and Control
- Quantitative Models in Operations
- Technology Management Including Manufacturing
- World Class Manufacturing Practices
- Service Operations Management
- Banking Operations Management

### Information Technology Specialization
- Software Engineering
- Business Intelligence and Analytics
- Enterprise Resource Planning
- Knowledge Management
- Technology Platforms
- Database Management Systems
- Software Testing
- Information Systems Audit

### Semester IV
**Core Subjects:**
- Entrepreneurship and Innovations Management
- Business Ethics, Human Rights and Corporate Governance
- Project Management

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

### HR Specialization
- International HR Management
- Change Management
- HRIS
- Counseling and Mentoring

### Finance Specialization
- Commodity and Derivatives (Fin)
- Stress Asset Management
- Financial Modelling
- Project Finance
- Mergers and Acquisition
- Special Studies

### Operations Specialization
- Advanced Operations Management
- Service Operations Management
- Operations Strategy
- Material Handling & Transportation
- Total Quality Management
- Special Studies

### Information Technology Specialization
- IT Infrastructure Management
- Technology Competition and Strategy
- Data Warehousing & Data Mining
- Managing Technology Business
- Technology Forecasting
Labs for Operation Specialization in II and III Semesters

**Binary Lab**
The binary laboratory is a 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.

CIS and Corporate Mentoring
The college has a rich inflow of visiting faculty and guest Lecturers who are experts in the field of management subjects such as HR, Finance, Operations, Marketing and IT. The experts share their rich industry experience and valuable industry knowledge with the students through special "Corporate Interaction Series".
SIESCOMS firmly believes that the students can be guided to a better level of understanding through mentoring. Students are assigned mentors, who are professionals from the industry. The mentors meet the students on a periodic basis. They engage the students in discussions and dialogue to get an insight into their thought process through which the mentors satisfy their anxiety related to career decisions.

Skill Linked Immersion Project (SLIP)

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


SIESCOMS is the pioneer to initiate a course on Pharmaceutical Management based on an understanding of the Pharmaceutical industry's need for skilled and competent professionals. The Post Graduate Diploma in Pharmaceutical Management was started in 1997 in collaboration with the Indian Drug Manufacturers Association (IDMA). It is a 24-month full time AICTE approved program catering to the needs of the Pharmaceutical industry.

Course Outline

First Year

Semester I
- Marketing Management- I
- Financial and Cost Accounting
- Business Communication-I
- Pharmaceutical Manufacturing
- Principles of Management
- Decision Science
- Managerial Economics
- Case Study Analysis
- Organizational Behavior
- Pharmacology – I
- Anatomy and Physiology
- Legal Aspects of Business

Semester II
- Financial Management
- Product and Brand Management
- Marketing Management – II
- Business Communication-II
- Pharmacology –II
- Human Resource Management
- Strategic Management
- Research Methodology and Market Research
- Production, Logistics and Supply Chain Management
- Intellectual Property Rights
- Excel & Data Analysis
- Operations Specialization
- Total Quality Management
- Supply Chain Risk & Performance Measurement

Value Adds
- Corporate Readiness
- Corporate Interactions
- Market Based Projects
SUMMER TRAINING: This is an exclusive two - three months training program at the end of the First year. It is a firsthand unique opportunity for the students to actually relate all the classroom discussions and theoretical education with the practical corporate arena.

Second Year

Semester III
Core Subjects:
- International Business & Foreign Trade Policy
- Indirect Taxation
- Reading in Pharmaceutical Business
- Hospital Management

Marketing Specialization
- Integrated Marketing Communications
- Marketing Strategy
- Consumer Buying Behaviour
- Sales and Distribution Management
- OTC Marketing
- Medico Marketing
- B to B Marketing

Operations Specialization
- Advanced Supply Chain Management
- BPR & Benchmarking
- Logistics and Supply Chain Management
- Materials Management & Transportation
- Manufacturing, Planning and Control
- Quantitative Models in Operations
- New Product Development & Concurrent Engineering

Semester IV
Core Subjects:
- Entrepreneurship Management
- Innovations
- Capstone Project

Marketing Specialization
- Social Media Marketing
- Services Marketing

Operations Specialization
- Strategic Operation Management
- World Class Manufacturing
- Advanced Operations Management
- Service Operations Management
- Operations Strategy
- Lean Manufacturing
Post Graduate Diploma in Management
PGDM- (Biotechnology Management)

Program Mission: “Imparting quality and holistic education for developing Business Managers for Biotechnology & allied Healthcare sectors.”

The Post Graduate Diploma in Biotechnology Management was started by SIESCOMS in association with SIES Indian Institute of Environmental Management (SIES IIEM). This is a 2-year full time AICTE approved program. This program is a unique offering as it combines core competencies of the both Management and Biotechnology disciplines.

Course Outline

First Year

Semester I
- Marketing Management-I
- Financial and Cost Accounting
- Business Communication-I
- Pharmaceutical Manufacturing
- Principles of Management
- Decision Science
- Managerial Economics
- Case Study Analysis
- Organizational Behavior
- Pharmacology – I
- Applied Physiology & Biochemistry
- Legal Aspects of Business
- Food Biotechnology

Semester II
- Research Methodology and Market Research
- Financial Management
- Product and Brand Management
- Marketing Management - II
- Pharmacology – II
- Business Communication- II
- Human Resource Management
- Intellectual Property Rights
- Strategic Management
- Pharmaceutical Industrial Biotechnology & Nanotechnology
- Agricultural and Environmental Biotechnology
- Production, Logistics and Supply Chain Management
- Excel & Data Analysis

Operations Specialization
- Total Quality Management
- Supply Chain Risk & Performance Measurement

Value Adds
- Corporate Readiness
- Corporate Interactions
- Market Based Projects
SUMMER TRAINING: This is an exclusive two - three months training program at the end of the First year. It is a firsthand unique opportunity to the students to actually relate all the classroom discussions and theoretical education with the practical corporate arena.

Second Year

Semester III
Core Subjects:  
- International Business & Foreign Trade Policy  
- Indirect Taxation  
- Reading in Biotechnology Business  
- Hospital Management  
- Regulatory Affairs  
- Project Management

Marketing Specialization  
- Integrated Marketing Communications  
- Marketing Strategy  
- Consumer Buying Behaviour  
- Sales and Distribution Management  
- OTC Marketing  
- Medico Marketing  
- B to B Marketing

Operations Specialization  
- Advanced Supply Chain Management  
- BPR & Benchmarking  
- Logistics and Supply Chain Management  
- Materials Management & Transportation  
- Manufacturing, Planning and Control  
- Quantitative Models in Operations  
- New Product Development & Concurrent Engineering

Semester IV
Core Subjects:  
- Entrepreneurship Management  
- Innovations  
- Capstone Project

Marketing Specialization  
- Social Media Marketing  
- Services Marketing

Operations Specialization  
- Strategic Operation Management  
- World Class Manufacturing  
- Advanced Operations Management  
- Service Operations Management  
- Operations Strategy  
- Lean Manufacturing
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.

CIS and Corporate Mentoring

The college has a rich inflow of visiting faculty and guest Lecturers who are experts in the field of management subjects such as HR, Finance, Operations and Marketing. The experts share their rich industry experience and valuable industry knowledge with the students through special “Corporate Interaction Series”.

SIESCOMS firmly believes that the students can be guided to a better level of understanding through mentoring. Students are assigned mentors, who are professionals from the industry. The mentors meet the students on a periodic basis. They engage the students in discussions and dialogue to get an insight into their thought process through which the mentors satisfy their anxiety related to career decisions.

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.
Research and Management Development Programs

For any B-School, the most important stakeholder is the corporate sector. We at SIESCOMS, have strong and close tie-ups with the corporates. This in turn gives our students, who are all poised to take their first primal steps into the corporate world, a robust cutting-edged advantage, over other B-School students. Thus our SIESCOMITE leaders, with a sturdy research acumen and a powerful orientation to development gradually transit themselves into globally responsible citizens.

Research @ SIESCOMS

Research Conferences organized during the year 2014-15:

c. National Conference on Innovations and Advancements in Information Technology
d. SIESCOMS International Research Conference 2014 on transformation of business strength and challenges.
e. Undertaking research projects on behalf of the corporate clients.

Training @ SIESCOMS

a. Corporate Training Programs. These programs are tailor-made to cater to the various functional aspects on general management, including strategy and soft skills.
b. Undertaking various types of consulting activities as a problem solving measure for the corporate clients.

Publications @ SIESCOMS

1. “SIES Journal of Management” - Bi-Annual journal
2. “Idea Research” - Compendium of Research papers by students
3. “Aakanksha” - Annual journal of Executive MBA Students
4. “Prerna” - Annual Journal on Social Issues
6. “Compilation of Project Abstracts”- Internship in Non-Profit Organizations
8. “Emerging trends and challenges in Healthcare industry” : Compendium

Centre of Excellence

With a view to create niche in specific areas, the institute has created Centers of excellence in the following areas:

- Banking and Finance
- Ethics and Values
- Entrepreneurship
- NGO Management
- Healthcare Management
- Logistics & Supply Chain Management
### Our Intellectual Capital

#### Core Faculty

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<th>Finance</th>
<th>Human Resources</th>
<th>Operations Management</th>
<th>General Management</th>
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<tbody>
<tr>
<td>Prof. Vikram Parekh, PGDBA</td>
<td>Prof. C.R. Radhakrishnan, M.Com, CALIB, Cert In Industrial Finance, CIA(USA)</td>
<td>Dr. Nitin Vazirani, M.Com(Fin), M.Com (Mgmt), MHRDM</td>
<td>Prof. Vilas K. Chaudhari, M.Sc, MCM, MBA, PGDCA.</td>
<td>Prof. Sharmila Mohapatra, MA, NET</td>
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<tr>
<td>Prof. Vidya Iyer, M.Com, MBA, PGDMM</td>
<td>Prof. K.R. Venkateeswaran, M.Com, LLB, CALIB, FCS</td>
<td>Prof. Nishi Kaul, MA, M Phil</td>
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<tr>
<td>Prof. Rajesh Nair, M.Com, MBA</td>
<td>Prof. V. Ramchandran, B.Com, FCA</td>
<td>Prof. P.P. Roy, MA</td>
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<td>Prof. Vatsala Bose, M.Sc, MBA</td>
<td>Prof. V. Sivakumar, M.Stat, LLB, CALIB, Dip. in Fin Services</td>
<td>Dr. Saritakumari, MA, MBA, PhD</td>
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<td>Prof. Sanjukta Bhattacharya Srivastava, MBA</td>
<td>Prof. Manoj Bagesar, BE, MBA</td>
<td>Prof. Sarika Singh, MBA</td>
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<td>Prof. Swati Kulkarni, BE(E&amp;TC), PGDM</td>
<td>Prof. Madhavi Dhole, M.Com, MBA</td>
<td>Prof. Lalitha Pillai, M.Com, PGDMIR</td>
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<td>Prof. Deepa Donde, PGDBA</td>
<td>Dr. Kaustubh Arvind Sontakke, MA, M.Com, M.Phil, Ph.D (Fin.) &amp; Ph.D (Accountancy)</td>
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#### Economics
- Prof. Jharna Lulla, MA, DBA

#### NGO Management
- Dr. Durga Surekha, MA, MPhil, PhD

#### Systems
- Prof. Neha Jayant Chopade, MCA
- Prof. Mamta Sharma, MCA
- Dr. Ela Goyal, MCA, PhD
- Prof. Anupkumar Palsokar, MCA, MPhil
- Prof. L. S. Swasthimathi, MCA, MPhil
- Prof. Vidhya Rao, MCA, ADCSSA from BTE
- Prof. Shilpa Deshmukh, MCA
- Prof. Pankaj Raibagkar, MCA
- Prof. Snehil Dahima, MCA, MBA (Operations)
- Prof. Roshna Ravindran, MCA, MPhil
- Prof. Snigdha Ramesh, MCA

#### Pharmaceutical & Biotechnology Management
- Dr. Suhas Tambe, M.Sc, NET, M Phil, PhD
- Dr. Chitra Ramanan, M.Sc, PGDMM, PhD
- Prof. Suniel G. Deshpande, B Pharma, MBA
- Dr. Shuchi Midha, M.Sc, PhD, Post Doctorate, PGD- Drug Regulatory Affairs
- Dr. Ranjana Jaiswal, M.Sc, B.Ed, Ph.D, Post Doctorate, MBA
Documents to be Submitted Along with Application Form

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 (3 nos.) – (Application Form and 2 Admit Cards)
10. Minority Affidavit (if applicable)
11. Maharashtra Domicile Certificate (if applicable)
12. Photocopy of score sheet of any valid Competitive tests
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Bizerba
Blue Star
Bluecross Labs
BOB Capital
Bombay Dyeing
Boroe Consulting
BPCL
British Biologicals
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