


## Appendix 10

### Mandatory Disclosure

	Mandatory Disclosure	9/12/2019
10.1	AICTE File No.	F.No. Western/1-4259480892/2019/EOA
	Date & Period of last Approval	10th April 2019 for 2019 – 2020 April 2019- 20
10.2	Name of Institution	MITCON Institute of Management,Pune-45
	Address of Institution	Sr.No.33/1,Opp. Chhatrapati Shivaji Sports Complex, Balewadi, Pune
	City & Pin Code	 <p>Pune - 411 045</p>
	State/UT	Maharashtra
	Longitude & Latitude	73.767330 E & 18.575569 N
	Phone No. with STD Code	020-66289600
	Fax No. with STD Code	020-66289601
	Office hours at the Institution	9 hrs/per day
	Academic Hours at the Institution	8 hrs/per day
	Email	<a href="mailto:Director@mima.edu.in">Director@mima.edu.in</a>
	Website	<a href="http://www.mima.edu.in">www.mima.edu.in</a>
	Nearest Railway Station(dist in Km)	Pune ( 10 Km)
	Nearest Airport(dist in Km)	Pune (15 Km)
10.3	Type of Institution	Private- Self Financing
	Category(1) of the Institution	Non Minority
	Category(2) of the Institution	Co - Ed
10.4	Name of the organization running the Institution	MITCON FOUNDATION
	Type of the organization	Trust and Society
	Address of the organization	1 <sup>st</sup> Floor, Kubera Chambers, Dr. Rajendra Prasad Path, Shivaji Nagar, Pune.
		Pune- 411 005

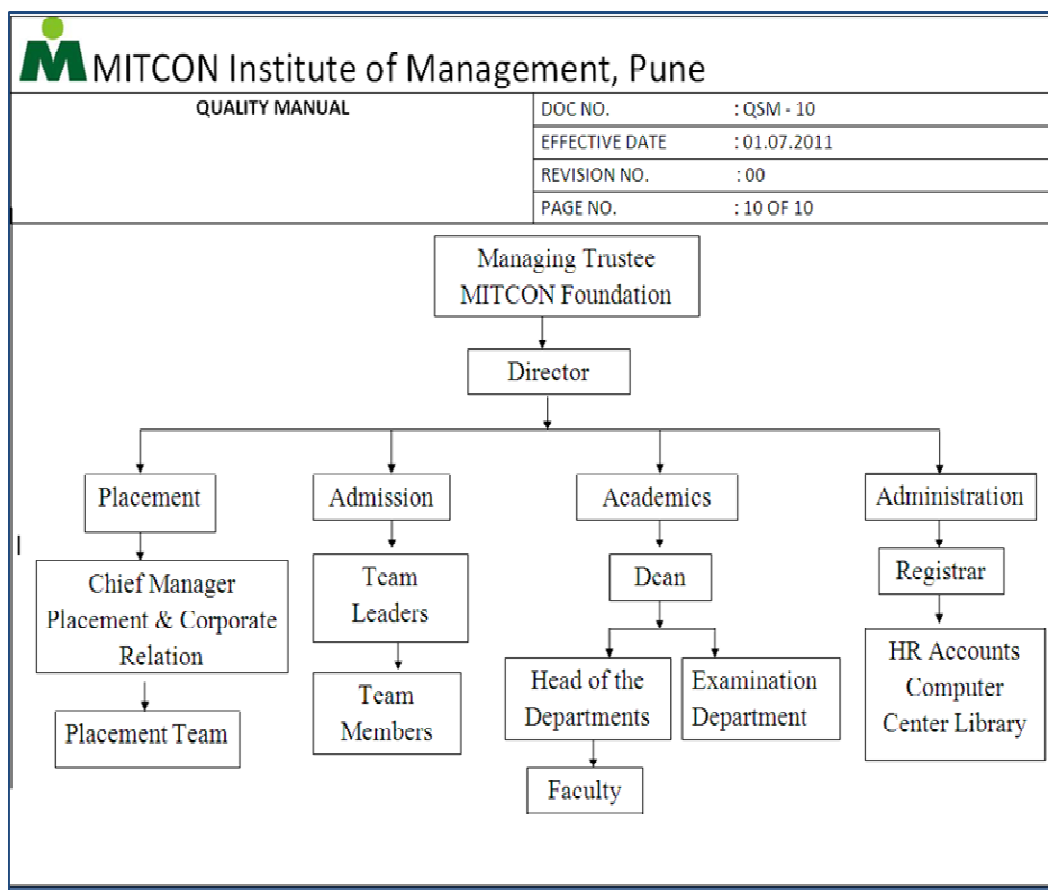
	Registered with	Charity Commissioner Pune				
	Registration date	24/9/1998				
	Website of the organization	<a href="http://www.mitconfoundation.org">www.mitconfoundation.org</a> / <a href="http://www.mima.edu.in">www.mima.edu.in</a>				
10.5	Name of the affiliating University	NA				
	Address					
	Website					
	Latest affiliation Period					
10.6	Name of the Director	Dr. Ganesh Rao				
	Exact Designation	Director				
	Phone number with STD code	020- 66289602				
	Fax No. with STD Code	020- 66289601				
	Email	<a href="mailto:mima.director@gmail.com">mima.director@gmail.com</a>				
	Highest Degree	PhD				
	Field of Specialization	Finance				
10.7	Governing Board Members					
		<b>Sr. No.</b>	<b>Name</b>	<b>Designation</b>	<b>Educational Qualifications</b>	<b>Position Held</b>
		1.	Dr. Pradeep Bavadekar	Managing Director, MITCON Consultancy & Engineering Services Ltd.	MBA , Ph.D (Marketing Mgmt)	Chairman
		2.	Dr. Ganesh Rao	Director MITCON Institute of Management	MBA. Ph.D. (Finance)	Member Secretary
		3.	Dr. Amit Patil	Dyp. Director ABM, MITCON Institute of Management	Ph.D, MBA	Member

		4.	Dr. Vidyadhar Vedak	Professor MITCON Institute of Management	BE, MBA, PhD	Member
		5.	Mr. Ram Mapari	CFO, MITCON Consultancy Services Ltd, Pune	BCom, MCom	Member
		7.	Mr. Aditya Bavadekar	Asst. Professor MITCON Institute of Management	PhD ( Pursing), MBA	Member
		6.	Nominee of the AICTE For Technical Education- Regional Officer (Ex-officio)	-	-	Under Process request sent to concern authority
		7.	An Industrialist/technologist/educator from the region to be nominated by the concerned Regional committee as nominee of the council	-	-	Under Process request sent to concern authority

		8.	Nominee of the State Government-Director of Technical Education (Ex-officio)	-	-	Under Process request sent to concern authority
		9.	An Industrialist/technologist/educationist/from the region nominated by the State Government	-	-	Under Process request sent to concern authority
	Frequency of meeting & Date of Last meeting	2 Per Year 13/12/2018                      20/7/2019				
10.8	Academic Advisory Body	<b>Sr. No.</b>	<b>Name</b>	<b>Position Held</b>		
		1	Dr. Pradeep Bavadekar Managing Trustee – MITCON Foundation, Pune	Chairman		
		2	Dr. Ganesh Rao Director, MITCON Institute of Management, Pune	Member Secretary		
		3	Dr. Amit Patil Dyt. Director ABM, MITCON Institute of Management	Member		
		4	Dr. Ravi Chitnis Principal in Modern College of Commerce & Business Admin.	Member		
		5	Dr. Amodh Markale Director in Zeal Institute of	Member		

		Management Pune	
	6	Dr. Vidyadhar Vedak MITCON Institute of Management	Member
Frequency of meeting & Date of Last meeting	2 per Year 13/12/ 2018		24/5/2019

10.9 Organizational Chart



10.10 Student feedback mechanism on Institutional Governance/faculty

**Nature and Extent of involvement of Faculty and students in academic affairs/improvements**

Faculty and students are involved in different activities of institute which lead to improvement in academics. Various Committees are set up as per the guidelines where faculty and students are the members. Regular meetings are held to discuss about the

	performance	<p>academic activities and scope of improvements. Academic Monitoring Committee, where faculty members and students are the part of the committee, is also in place to monitor the academic deliverables in line with compliance to the curriculum and regular and timely delivery of the syllabus. Subject wise Board of studies is there where faculty members are the part of the board long with Industry expert to review the curriculum and make it contemporary. Industry talks are organized program wise and specialization wise. Industry experts share their thoughts on a chosen theme and at times suggestions made by the industry experts to faculty members during their discussions lead to insights on academic improvements.</p> <p><b>Mechanism/ Norms and Procedure for democratic/ good Governance</b>  Different committees are formed through which all the stakeholder can give their feedback and also can approach committee members in case of any grievances / suggestions. Regular meeting are held to address the grievances.</p> <p><b>Student Feedback on Institutional Governance/ Faculty performance</b>  For the faculty assessment the students give feedback on a scale of 1 to 5, individually for each subject / Faculty in a prescribed format. This formal feedback from students and feedback obtained through Open House Sessions with the Director is quantified to ascertain the improvement levels in every trimester / semester.</p> <ul style="list-style-type: none"> <li>• Twice a Trimester Student Feedback on academics</li> <li>• Feedback after every activity/Guest lecture/ workshop/ Seminar</li> <li>• Quality Improvement Suggestion Box</li> </ul>
10.11	Grievance redressal mechanism for faculty, staff & students	<p>The Women's Cell was constituted by the Director on 15 May 2009. The objective of the Cell is 'to maintain congenial working and learning environment for women employees and female students. A chairperson, a convener and four members constitute the Women's Grievance Cell. The first meeting was held on November 5, 2009 to discuss the terms of reference for the Cell, modalities of operation and other related matters. In the meeting it was unanimously declared that the Cell should go beyond its brief of grievance redressal and play a more proactive role towards sensitization of the MIMA community towards gender issues in order to provide a congenial working and learning environment to its women employees and female students respectively. It was decided that this objective would be achieved through organization of seminars and workshops on issues related to women's legal rights, health and empowerment. A detailed policy on Prevention of Sexual Harassment-is uploaded in the website for ready reference.</p> <p>The Institute has a Grievance Redressal Cell constituted with student members, Faculty members and Staff members and Ombudsman, for Student Grievance Redressal Cell. For Faculty and Staff, the Grievance Redressal Cell is constituted by the Faculty , Staff and the Ombudsman. Dr Shimpi Shriram Shaligram has been appointed as Ombudsman for</p>

Grievance Redressal in June 2019.  
 The GRC follows the principles of natural justice while considering the grievance. The complaint is sent to [grievance@mima.edu.in](mailto:grievance@mima.edu.in) . (1) The Committee first receives the grievance, either by email or a written complaint. The Committee then tries to amicably handle the situation and resolve the issue. (2) In case of any other complicated case, it is referred to the senior management team, that consists of Director, Dean, Vice-President, Head Students Relations ( both Male and Female representatives) and the Ombudsman, Dr Shimpi Shriram Shaligram.

10.12

**Faculty Details:**

Sr. No.	Name	Designation	Qualification	Experience (Yrs.)
1	Dr. Ganesh Rao	Director	Ph.D, MBA, B.Com	29
2	Dr. Nandita Mishra	Dean & Professor	M.A, M Phil ( Economics)Ph.D ( Management)	25
3	Dr Goutam Saha	Professor	PhD, MMS, M.Phil, DBM	21
4	Dr. Amit Patil	Professor	PhD , MBA, BE,	9
5	Mr. Nitpal Singh Chugh	Asst. Professor	MBA, B.Pharm	9.5
6	Mr.Aditya Bavadekar	Asst. Professor	MBA, PhD (pursuing)	10
7	Ms. Ketki Phatak	Asst. Professor	MPM, B.Com	9.5
8	Mr.Vijay Khode	Asst. Professor	MPM, PGDHRD, DSMM, PGDHHCM	27
8	Mr. Abhijit Thange	Asst. Professor	PGDM, B.Sc. BA (Eco),,	9
9	Ms. Vandana Bavadekar	Asst. Professor	BA (Eco), MBA (Banking)	06
10	Mr Suhas Ingle	Asst. Professor	B.Sc. MBA, MMM	30
11	Mr. Tushar Pokharnikar	Asst. Professor	MMS (Mktg) B.Sc (IT)	9

12	Mr. Deepak Andhale	Asst. Professor	MBA (HR), UGC NET (Mngt), UGC NET (HR & Labour Laws). BE (E&T)	12
13	Ms. Varsha Saklecha	Asst. Professor	MBA (Fin & Mktg), B.Com	4
14	Ms. Prachi Lala	Asst. Professor	MBA (IB), B.Com	5
15	Ms. Neha Dhodapkar	Asst. Professor	MBA ( Fin), B.Com ( Hons)	4
16	Dr Pravin Patil	Associate Professor	PhD, MMS	32
17	Dr Amruta Khedekar	Assistant Professor	BCCA,MCM,PhD(M ngt),M.com Pursuing	5
18	Mr Amey Pangarkar	Assistant Professor	B E( Electric) MBA ( Marketing) Diploma in Digital Marketing	8

10.13 Admission quota#

Entrance test / admission criteria

**Admission Process**

- Aspirants desirous of applying for any of the AICTE approved PGDM programmes can apply online or download application form from the website and send the same duly filled in paying application fee of Rs. 1000/- by cash or D/D in favor of MITCON Institute of Management, Pune.
- Candidates have to appear for Group discussion & Personal Interview (GD & PI) on date & venue as communicated by MITCON Institute of Management.
- Names of shortlisted candidates will appear in Merit list.
- To confirm admission, candidate should pay Rs 50,000 /- within seven days of display of merit list along with the original documents.
- Academic session commenced from Friday, **1st of July 2019.**



### Criteria & Weightage For Admission

Criteria	Weightage
Entrance Exam	35%
GDPI	45%
Merit in Xth & XIIth & Graduation	15%
Work Experience/Sports	5%

Subsequent merit list will be announced after a week or displayed on the website.

### Eligibility

**Candidates with minimum 50% marks in graduation (45% for reserved categories) from recognized university and with a valid score in national level entrance tests CAT/ MAT/ XAT/ ATMA/ CMAT are eligible to apply (all such exams shall be treated at par) enabling the candidate to appear for GD-PI process directly.**

Candidates appearing for the final year degree examination up to June 2019 can also apply. Such candidates, whose final year degree result is not declared at the time of admission, will be admitted provisionally after submitting a bonafide certificate from the Head of the Institution stating that he /she is a regular student. The admission of such a candidate will be confirmed only if he/she provides a proof of passing the final year degree at examination with minimum 50% marks by **31 August, 2019**.

		Course	Eligibility
		<b><u>PGDM Business Administration</u></b>	Graduate from any Discipline.
		<b><u>PGDM Pharmaceutical Management</u></b>	Bachelor's Degree in Pharmacy, Life Sciences, Microbiology, Biotech, Chemistry or Medicine (MBBS), Veterinary Sciences, BAMS, BUMS or BHMS.
		<b><u>PGDM Agribusiness Management</u></b>	Bachelors' Degree in Agriculture, Agricultural Engineering, Animal Husbandry, Agrochemicals, Dairy Science/ Technology, Fisheries, Food Science/ Technology, Forestry , Home science, Horticulture, veterinary Science or ANY GRADUATE with interest or experience in Agribusiness or Graduates working in Agribusiness, NGO's, Co-operative or corporate Sector can apply.
	Cut off / last candidate admitted	50%	
	Year	2019 - 20	
	Fees in rupees	PGDM Agribusiness Management – (2,37,500/-per yr.) PGDM Business Administration – (2,62,500/- per yr.) PGDM Pharmaceutical Management – (2,62,500/- per yr.)	
	Number of Fee Waivers offered	---	
	PIO quota	No	
10.14	Infrastructural information		
	Classroom / Tutorial Room facilities	Yes. <b>6</b> Class Rooms & <b>1</b> Tutorial Rooms	



NA

Laboratory details

Computer Center facilities

Yes. **3** Computer Centers (120 Pcs exclusive for students)



Library facilities

Yes. **1** Central Library and **1** Library Reading Halls






Auditorium / Seminar Halls / Amphi

Yes. **1** Auditorium & **2** Seminar Halls



Cafeteria

Yes.

			
	Indoor Sports facilities	Yes. a) Chess, b) Table Tennis, c) Carrom etc.	
	Outdoor Sports facilities	Yes. a) Basket Ball, b) Cricket, c) Volley Ball, etc.	
	Gymnasium facilities	-	
	Facilities for disables	Yes	
	Any other facilities	Yes. a) PCO Facility, b) Round-the-clock Security & Power back-up, c) Water Purifiers on each floors etc.	
10.15	Boys Hostel	No	
	Girls Hostel	Yes	 
	Medical & other Facilities at Hostel	<p><b>The Facilities in Hostels:</b></p> <ul style="list-style-type: none"> <li>• Doctor on call in hostel.</li> <li>• Filtered drinking water supply</li> <li>• Well lit &amp; airy</li> <li>• Twin-sharing with attached toilets</li> <li>• Round-the-clock Security &amp; Power back-up</li> <li>• PCO Facility</li> </ul>	
10.16	Academic	July to April, SIP – May to June	

	Sessions	
	Examination system, Year / Sem	Trimester I to VI
	Period of declaration of results	After every Trimester examination result will within maximum 30 days.
10.17	Counseling / Mentoring	<p>The broad objective is to provide support to students in settling, adapting and adjusting to the rigors of life in business school and provide opportunities for fruitful academic and social interaction and information exchange through a structured program. Mentoring and counseling is provided under three major heads – i.) Educational or Academic Mentoring ii.) Career Mentoring iii.) Personal Development Mentoring. The methodologies adopted are a) teacher-student mentoring and b) peer mentoring.</p> <p>Peer mentoring is a student led program where regular sessions on career, academic and behavior related issues are arranged for junior students. Senior students or alumni working in Pune facilitate the sessions under the supervision and guidance of the faculty members from the respective departments. Peer mentors provide support, advice, and encouragement to the students and guide them towards academic and social success.</p> <p>The student mentoring and counseling programme at MIMA has helped new students adapt to a new academic environment faster, benefited mentors with the satisfaction of helping a younger student and made mentors more accountable towards their own development and student development.</p>
	Career Counseling	Yes
	Medical facilities	Yes
	Student Insurance	Yes
10.18	Student Activity Body	Yes
	Cultural activities	<p><b>AGRI PROSPECTS-</b> MITCON Institute of Management's, Agri-Business Management department organizes one full day national level conference "AGRI PROSPECTS". Around 650 Agri graduates from Maharashtra and outside Maharashtra participate in this conference. This conference provides a career platform for the young Agri-Business aspirants to explore the opportunities in different sectors of Agriculture.</p>

**CORPORATE ROADIES-** is the annual management & business fest of Business Administration Department (BA) of MITCON Institute of Management, Pune. One of the most eagerly awaited business festivals, Corporate Roadies is aimed at providing the young management prodigies of the country a platform to know, discuss and debate on contemporary corporate and social issues as well as showcase the talent in the platform where many graduates students from all over Maharashtra is participating, thus igniting in them the fire to think and deliver. It is aimed at providing an opportunity to all the Graduates barons culled from all corners of the Maharashtra to pull up their socks and get down to identifying opportunities and indulge in some interesting brainstorming, delve into problems and develop innovative solutions to transcend all the stereotypes and emerge the real winners.

Corporate Roadies is designed to bring out the creative and fun side of management professionals. The one-day fest had a blend of management events where more than 100+ colleges and institutes represented by 600+ Students compete on a range of management events including Corporate Roadies Contest, Management Quiz ,MAD-ADS, Photography & fun events like 'PUBG', with teams battling on Counter-Strike. Participants were challenged on the 'Roadies' spirit of 'throwing the worst at them getting the best out'. Their caliber, the power of persuasion and the ability to handle pressure were put to test through various events.

**MITCON PHARMEET** is a National Conference organized by department of Pharmaceutical Management, MITCON Institute of Management, Pune, every year. It is attended by over 700 Pharmacy students, Industry experts and Academicians. The aim of the conference is to provide a platform for industry academia interaction as well as to create awareness with regard to opportunities and scope after graduation, in the Pharma Industry.

**YOUTH FIESTA** represents Energy, Imagination, Innovation and Go-getter attitude and this is what we intend to showcase through the medium of our Annual Carnival and Mascot- Rangeela. Our moto is" fill colours in life". In today's dynamic world this winning streak adds spice to your personalities so welcome to the world of glamour and learning. This is an inter college event which exposes both potential and present young minds at MITCON Institute to brighter outlook both in academic and non-academic areas "Youth fiesta" is inter- collegiate event, aimed at igniting the talent. The program is organized and managed by the students of MITCON Institute of Management.

The competition has focused objectives:

- Promoting talent
- Encouraging creativity among students

		<ul style="list-style-type: none"> <li>• Opportunity to interact with diverse groups representing various business schools</li> <li>• Interface with of corporate world</li> </ul> <p>The event is conducted over a period of 4 days, namely- “Business day”, “Expression day”, “Never say die” and the “Finale”. The Finale also hosts MITCON Achievers award for the CEO who has achieved excellence in his or her domain.</p>
	Sports activities	<p>Yes</p> <ul style="list-style-type: none"> <li>• Annual intercollegiate sports competition.</li> <li>• Annual interdepartmental sports competition.</li> <li>• Annual interdepartmental Basket Ball Competition</li> <li>• Annual interdepartmental Cricket</li> </ul>
	Literary activities	<p>Yes</p> <p><b>CORPORATE DANGAL</b></p> <p>Corporate Dangal is designed to engage students and prepare them for the real world, the Institute organizes this Management Games Fest to encourage students to participate and showcase their latent talent. Students put in their best efforts to make the fest entertaining and exciting. These multiple cultural events, technical fests, celebrity performances, competitions, coordinating with friends make them confident and industry ready. This amazing fest play a significant role in shaping the career of a student.</p> <p><b><u>OBJECTIVE of CORPORATE DANGAL</u></b></p> <p>Provide Educational Benefits  Promote Social Interaction  Hone Technical Skills  Develop Soft Skills</p> <p><b>Activities</b>  Logo Creation  Corporate Debate Competition  Extempore  Brand Creation Competition</p>
	Magazine / Newsletter	Yes
	Technical activities / Tech Fest	<p>Yes.</p> <ol style="list-style-type: none"> <li>1. <b>Summer Project Competition- Inter institutional Project competition.</b></li> <li>2. <b>Café MIMA- Inter college presentation competition</b></li> </ol>

Industrial Visits / Tour	Yes. <b>Per 2 Trimester – 1 industrial visits for each class.</b>
Alumni activities	<p>Yes.</p> <p>MIMA Alumni Association is an umbrella organization that represents Alumni from MITCON Institute of Management. The association heartily welcomes all past student members of MITCON Institute of Management.</p> <p><u>The aims and objectives of the association are:</u></p> <p>To provide a forum for members of the Association for interaction</p> <p>To establish and maintain a fruitful relation with our alma mater</p> <p>To facilitate students and encourage alumni to contribute towards the improvement of the status of the Institute in areas pertaining to academics infrastructure and industry interactions</p> <p>To provide assistance in improving the quality of the admissions, academics, industry interactions and placement or any other area that is felt as appropriate by the association and the Institute</p> <p>To undertake all such activities as are incidental or conducive to the attainment of the above aims and objectives</p> <p>The management of the Association is vested in a General Body consisting of not less than nine members.</p> <p>Financial Year of the Association starts from 1st April to March 31<sup>st</sup> of the next year</p> <p>The Alumni cell/ Association have 1000 Members all . The alumni relation cell of CIMR MIMA strengthens ties between MIMA and its esteemed alumni community. The cell has undertaken numerous initiatives to ensure that a strong bond is maintained between the institute and the alumni. The primary focus of the cell's activities is to foster effective alumni – institute interactions..</p> <p>The Alumni Cell MIMA is formed with the objective to promote fellowship, communication and cooperation among the alumni. Insights and Suggestions of the Alumni are taken during development of Curriculum, new trends in the industry, arranging Guest Lectures, Summer Internships and the Placement Season.</p> <p>Alumni Meet and has strengthened the network with the alumni through various social networking platforms. The alumni are a part of the Institute during the admission process as panelists during the GD-PI process and also as Speakers .</p>



10.19	Name of the Information Officer for RTI	Dr. Ganesh Rao
	Designation	Director
	Phone No. with STD Code	020- 66289602
	Fax No. with STD Code	020- 66289601
	Email	director@mima.edu.in

### **The Teaching Learning Process**

**At MITCON, students are trained to be goal oriented and focused in their pursuit of knowledge.**

The range of teaching and learning methods used at MITCON, includes lectures, case studies, presentation on strategic issues, simulations, quizzes, assignments, competitions and practical projects. A strong emphasis is laid on the use of technology in learning. Further, enrichment is provided by way of guest lectures, workshops and seminars, wherein an intelligent awareness on current corporate issues is generated. The faculty acts as a facilitator and works in close association with the students to help them gain a better understanding of current economic issues. Students are taught to comprehend live corporate situations while grasping a more realistic approach to decision making. Faculty members are also appointed as mentors to group of students whom they meet at regular intervals to know more about the students' learning patterns and guide them.

#### **Classroom Learning**

State-of-the-art infrastructure, spacious, modern and well equipped classrooms converted into effective learning centers.

#### **Case Study Method**

The case study methods serve a dual purpose of understanding a situation and developing analytical skills. At MITCON, the facilitators believe in carefully planned and crafted studies of real-life cases. This pedagogy helps to build a multi-dimensional approach.

**Role Plays**

One of the most effective training methods practiced at MITCON is role play methodology. Role playing allows a group of students to act out work scenarios. It opens communication, puts a student 'on-the-spot' and develops companionship among those participating in the role play situations.

**Workshops**

The institute invites experts from industry and finishing schools to conduct periodic workshops for students. These workshops help students to get inspired from the eminent personalities and become successful individual in their personal and professional life.

**Project Reports**

As an integral part of the curriculum, students are required to present a research project on a topic of their specialization. The project involves a great deal of industry interaction, market research and literature review.

**Summer Internship**

Six to eight weeks of summer training with reputed companies helps students understand theoretical concepts learnt at the institute in a real life corporate context. Students work on live, time-bound projects and gain first hand experience of the corporate culture and its requirements.

**Industrial Visits**

The institute arranges for periodic industrial visits, designed to provide students with first-hand knowledge of shop floor.

**Movie Club- Silver Screen Curriculum**

MITCON activity supports learning through the art and culture. In this spirit, MITCON in association has introduced a Silver Screen Curriculum through Movie club.

**Traditional learning is supported by “Development Centre Concept” at MITCON. Competency Enhancement Hub-**

MITCON is committed to enhance competency levels of students in preparation for successful work life and employment. All efforts of the centre are directed towards identifying areas for improvement, creating targeted development plans and measuring development effectiveness against well-defined set of metrics and goals.

**Language Lab**

This is where MITCON believes in the importance of acquiring proper communication skills. English Language Lab is designed to hone the communication competence of the students.

**Courses are Analyzed for the Curricular gaps using the following Process**

- a. Input from the Faculty handling the course
- b. Input from Industry Experts as visiting Faculty
- c. Feedback from Placement Cell
- d. Feedback from Academic Experts/ Academic Council
- e. Reference with courses offered by other B- schools and Universities and also in relation to contemporary course.

**Course Delivery Methods : The integrated pedagogy**

<b>Component</b>	
Lecture	Faculty teaches students about a concerned subject on history, background theory, analogy, concepts and application
Presentation	Presentation by students to illustrate ideas and concepts. This helps in evaluating the level of understanding of the students and also tests the Communication
Library Assignments	Group Study and Team work. Also promotes Research Skills amongst students.
Group Work and Project Work	Encouraging students for Team work, decision making , business analysis and comprehension

## **Teaching Learning Process Adherence to Academic Calendar**

The Academic Calendar clearly mentions the start date, finish date, exam date, results and all other events. The lesson plan with Course Objective and Course Outcomes are prepared by the subject faculty before the commencement of the semester and is fully approved by the Dean and Deputy Directors. The approved Course Outline is made available to the students during the first session and explained the process of conducting the course.

The Course Files for each course and semester is maintained by the Academic Office. The course File contains (1) Session Plan, (2) Detailed Pedagogy, (3) Case Studies and Exercises given (4) Assignments.

The learning outcomes are clearly stated in the course outline. The concerned faculty through various quizzes and assignments keep the students' learning process continuous. The course coordinator and academic office monitors the delivery of the courses by tracking the files and registers maintained to map the number of sessions completed, number of sessions due and adherence to the duration of the class timing. The information filled in by each faculty after the session is cross-checked with the data maintained by the Academic Office.

### **Various Methods and Pedagogical Initiatives**

Lecture method along with Interactive learning is generally practiced, however, some faculty also uses presentation and discussion methods by students. Faculty uses chalk and talk method and students are encouraged to interact during the sessions and this is considered for class-room participation. During Trimester I, students are introduced to the concept of Group Project and Group Presentations. However for some subjects, individual presentations are encouraged. During Trimester II, students undertake live-projects and off-summer projects and are guided by both internal faculty and industry experts

The Institute designs a typical assessment & assistance process to identify Weak Students and Encourage Bright students.

At the start of the two year PGDM journey, an extensive induction /orientation programme is designed. The programme runs over a week to 30 days and is aimed to provide the students with essential course planning, realizing the skills required for management education, understanding the wide range of differences and appreciating

such differences in the study and approach of management education. The students are briefed on the course curriculum, grading system, examination policies, attendance and discipline issues, placement rules, library briefing, IT Lab familiarization and understanding of various learning resources. Special Foundation courses on Accounting and Finance are conducted for non-commerce students and foundation courses on Quantitative Techniques are conducted for non-engineering students. Management oriented courses are conducted on Business Communication, OB & HR, Team Work, Conflict Resolution and Decision Making. Extensive sessions on Case Method of Learning are conducted to familiarize students with case-based learning.

A cultural event is also organized on the last day of the induction programme. This is to showcase the Students Talent and promote cultural activities amongst them.

#### **Live Internship: Objectives**

- Develop in students a holistic business and cross functional perspective of how modern day organizations conduct their activities
- Embed in them contextual learning relevant to the workplace and thereby expand their managerial skill set
- Put students in touch with their future by creating in them an awareness of the career opportunities that lie within the organization and in different functional areas
- Provide employers with the expertise and new ideas that students bring through their academic training

**PGDM**  
**Business Administration Curriculum**  
**Batch 2019-21**

**COURSE DETAILS**

**TRIMESTER I**

Managerial (Micro) Economics  
Legal and Business Environment (Micro & Macro)  
Marketing Management  
Indian Financial System & Financial Markets  
Organizational Behavior

**Elective:**

E-Commerce

**TRIMESTER II**

Financial Reporting, Statements and Analysis  
Business Communication  
Operations Management  
Human Resources Management  
Business Statistics and Analytics for Decision Making

**Elective:**

B2B Marketing

**TRIMESTER III**

Marketing Research  
Computer Applications for Business  
Indian Economy and Policy

**Elective:**

Financial Markets & Services  
Sales & Distribution Management  
Taxation

**TRIMESTER IV**

Corporate Finance  
Project Management  
**Elective:**  
Financial Derivatives  
International Marketing Management  
Specialization: Marketing  
Integrated Marketing Communication  
Digital & Social Media Marketing  
Retail Management  
Specialization: Finance  
Investment Analysis & Portfolio Management  
Managing Banks & Financial Institutions

Project Appraisal Banks & Finance  
Specialization: Human Resource  
Manpower Planning, Recruitment & Selection  
Employee Relation  
Performance Management System

**TRIMESTER V**

Entrepreneurship  
Marketing Analytics  
Specialization: Marketing  
Product & Brand Management  
Services Marketing  
Supply Chain & Logistic Management  
Specialization: Finance  
Mergers & Acquisitions and Corporate  
Restructuring  
Behavioural Finance  
Valuation  
Specialization: Human Resource  
Compensation & Benefits Management  
Strategic HRM  
HR Metrics & Analytics

**TRIMESTER VI**

Quantitative Techniques  
Indian Ethos & Business Ethics

**PGDM**  
**Agri-business Management Curriculum**  
**Batch 2019-21**

**COURSE DETAILS**

**TRIMESTER I**

- Managerial (Micro) Economics
- Legal and Business Environment (Micro & Macro)
- Marketing Management
- Indian Financial System & Financial Markets
- Organizational Behavior

**Technical:**

- Introduction to Agribusiness Management

**TRIMESTER II**

- Financial Reporting, Statements and Analysis
- Business Communication
- Operations Management
- Human Resources Management
- Business Statistics and Analytics for Decision making

**Technical:**

- Post-Harvest Management

**TRIMESTER III**

- Marketing Research
- Computer Applications for Business
- Indian Economy and Policy

**Technical:**

- Management of Allied Agro-Industries
- Marketing & Retailing of Agri-Inputs
- Rural Credit & Finance for Agriculture

**TRIMESTER IV**

- Corporate Finance
- Project Management

**Technical:**

- Management of Agri Coopertatives
- Marketing & Retailing of Agri Output
- Specialization: Marketing
- Integrated Marketing Communication
- Digital & Social Media Marketing
- Retail Management



**TRIMESTER V**

- Entrepreneurship
- International Trade in Agri Commodities
- Specialization: Marketing
- Product & Brand Management
- Services Marketing
- Supply Chain & Logistic Management

**TRIMESTER VI**

- Quantitative Techniques
- Indian Ethos & Business Ethics

**PGDM**  
**Pharmaceutical Management Curriculum**  
**Batch 2019-21**

**COURSE DETAILS**

**TRIMESTER I**

- Managerial (Micro) Economics
- Legal and Business Environment (Micro & Macro)
- Marketing Management
- Indian Financial System & Financial Markets
- Organizational Behavior

**Technical:**

- Pharma Business Environment

**TRIMESTER II**

- Financial Reporting, Statements and Analysis
- Business Communication
- Operations Management
- Human Resources Management
- Business Statistics and Analytics for Decision making

**Technical:**

- Pharma Sales & Distribution Management

**TRIMESTER III**

- Marketing Research
- Computer Applications for Business
- Indian Economy and Policy

**Technical:**

- Pharma Product & Brand Management
- Anatomy, Physiology & Pharmacology
- Clinical Research & Paradigms of Pharmaceutical Industry

**TRIMESTER IV**

- Corporate Finance
- Project Management

**Technical:**

- Advanced Pharma Marketing
- Pharmacology II
- Specialization: Marketing
- Integrated Marketing Communication
- Digital & Social Media Marketing
- Retail Management

**TRIMESTER V**

- Entrepreneurship
- Health Care Management
- Specialization: Marketing
- Product & Brand Management
- Services Marketing
- Supply Chain & Logistic Management

**TRIMESTER VI**

- Quantitative Techniques
- Indian Ethos & Business Ethics