

**Symbiosis Institute of  
Management Studies  
(SIMS)**





### **Contact Details**

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**Brig. Dr. Rajiv Divekar (Retd)**  
Director

#### **Director Profile:**

Brig (Dr.) Rajiv Divekar is Director of Symbiosis Institute of Management Studies (SIMS) : is a veteran soldier and an academician. He had a very distinguished career in the Army which included service with the United Nations in Somalia and Lebanon. He was a Faculty at Indian Military Academy, College of Engineering, Defence Services Staff College and Army War College. He has also done the Staff Course at Camberely, UK. He is B. E. Civil (Gold Medalist) and was Head of Faculty 'Strategic and Operational Studies' at Army War College and a faculty member in Defence Strategic Studies at Defence Services Staff College, Wellington. He has done M.Phil from D. A. V. V. University and M.Sc. from Madras University. He has done his MBA specializing in Human Resource Management. He is recipient of the "Rajiv Gandhi Education Excellence Award", "Rashtriya Vidya Gaurav Gold Medal Award" and "Education Leadership Award". In the ten years of his Directorship, SIMS has been rated as one of the best B Schools in India.

#### **Institute Profile:**

SIMS set up in 1993 is a premier Management Institute ranked amongst the top B Schools in India. SIMS is a constituent of the prestigious Symbiosis International (Deemed University) and is the only MBA institute of its kind in India and a shining example of PPP (Public Private Partnership) between Symbiosis and Government of India - Ministry of Defence since 2002. Its flagship MBA course is primarily for Defence Personnel and their Dependents with some seats for Civilian candidates. This ideal mix of defence dependents and civilians brings out the best in both and ensures holistic development. SIMS has an ergonomically designed and ideally located campus in the heart of Pune. It provides secure residential accommodation to over 600 girl and boy students, state of the art facilities and infrastructure. It is truly a "Home away from Home".

SIMS is an ISO 9001:2015 quality certified management institute. It is one of the three institutes in complete Western India which is an accredited 'Centre for Corporate Governance' of the 'National Foundation of Corporate Governance' (established by Ministry of Corporate Affairs and CII). SIMS is a programme implementing agency of Department of Science and Technology, which conducts EDP for men & women. SIMS is also a host Institution/ Business Incubator of Ministry of MSME, Govt. of India.

SIMS has academic collaborations through Symbiosis International (Deemed University) with Leeds Beckett University, UK, Bremen University, Berlin School of Economics, Germany for various academic programmes. SIMS also has an MOU with BSE Broker's forum for guest sessions & visits and with NSE for their certification programmes. SIMS also runs a full time 15 Months Executive PGDM programme for corporates on sabbatical and looking for enhancement in their career as also MBA Executive as part time course for working executives which is heavily subscribed. SIMS conducts "Independent Directors Course" for senior officers of Defence Services on behalf of Directorate General of Resettlement, Ministry of Defence.

SIMS faculties are rated amongst the best and have many research publications in top rated research journals to their credit. SIMS has numerous live projects, consulting assignments and development programmes for Corporates. SIMS breeds achievers and leaders. SIMS students have made a mark winning numerous B School Competitions, presenting papers in various Research Conferences and publishing research articles and research

papers in various research journals. SIMS boasts of a very large, active and dedicated alumni network. SIMS alumni have broken into the glass ceiling and are CEOs, CFOs and many have turned entrepreneurs.

SIMS has an enviable placement record and it offers an excellent return on investment in terms of the placement packages. Top Companies such as Deloitte, JP Morgan Chase, Credit Suisse, Infosys, TCS, Gartner, ICICI, HDFC, GE, Eaton Tech, Marsh, Mother Dairy, SBI, Religare Securities, Google, Bajaj Allianz, Tata Motors, Tally Solutions, WNS, etc. are some of the loyal recruiters of SIMS student managers.

SIMS is the B School which creates leaders who “Make a Difference”. Come and be a part of SIMS, become a leader and “Make a Difference”.

### **Career Prospects:**

SIMS is a preferred destination for life changing learning which helps the students to take up the career of their choice. Various guest lectures are conducted throughout the year which helps the students to understand the nuances involved in each domain and take an informed decision while choosing the specialisation. SIMS aims at providing quality management education to students. The environment at SIMS is very conducive for the overall development of the personality of the student managers, which is a key for a successful career. Various forms of interaction, formal and informal, also take place which are instrumental in giving the right direction to the students managers on which their career path is built.

The student managers who graduate from SIMS are leaders in an exceptionally broad gamut of organizations from entrepreneurial companies to established firms, government and non-profit organizations. SIMS alumni are now entrepreneurs, VPs, MDs in various top companies and leadership positions have been progressing quite steadily in their professional career.

### **Programs Profile:**

#### **Name of the Programme: Master Business Administration**

The specializations in major/minor mode offered include Marketing, Finance, Operations and SCM, Information Systems, HRM, International Business, Retail Management & Entrepreneurship.

**Marketing** - The curriculum focuses on leadership and executive management development in order to provide students with the skills and qualifications necessary to successfully target market strategies, consumer behaviour, market research and product management.

**Finance** - The finance specialization is designed to provide a means for students to gain exposure to five major fields in the field of finance namely corporate finance, financial institutions, investments, insurance and personal financial planning including modules on portfolio management, financial analysis, decision making and international financial management.

**Human Resource Management** - The course focuses on various facets of organizational design, motivation, leadership, strategic human resource management, compensation, negotiation, teams, managing change and business ethics.

**Operations and SCM** - The operations and SCM curriculum focuses on the design and management of the processes by which products are manufactured and services are delivered to customers. The core course provides an overview of the field and Critical processes that enable service delivery systems, supply chain, and quality improvement efforts.

**International Business** - This specialization is intended to provide them with opportunities to acquire a deeper understanding of doing business in a global context. The course integrates international finance, strategy and marketing with rich cross-cultural material.

**Information Systems** - The IT course builds the skills necessary to analyse business strategies and processes, identify IT related problems and opportunities, specify required IT capabilities and manage the design, implementation and evaluation of IT solutions.



Orientation 2019 SIMS

**Retail Management** - The specialization on Retail Management caters to the current needs of the growing retail market in India and covers courses related to visual merchandizing, store management, store location and inventory and logistics management. The students are imparted skills on opening and managing retail stores.

**Entrepreneurship** - The curriculum focuses on dealing with issues that a potential entrepreneur must be aware of, much before starting the venture. It pertains to important concerns while starting a business, such as making a business plan and raising finance and also it addresses issues important to the day-to-day operations of an entrepreneurial enterprise, such as marketing, project management.

**Duration of the Programme(s):** 2 Years Full Time Residential course

**Intake:** 300 students

**Eligibility:**

- Candidate should be a graduate from any recognised University / Institution of National Importance with a minimum of 50% marks or equivalent grade at graduation level. Defence category candidates should be son/ daughter/ spouse of Defence personnel.
- Candidates appearing for final year examinations can also apply, but their admission will be subject to obtaining a minimum of 50% marks in the qualifying examination.

**Important:** It is the responsibility of the Candidates to ascertain whether they possess the requisite qualifications for admission. Having been admitted provisionally does not mean acceptance of eligibility. Final eligibility for admission will be decided by Symbiosis International (Deemed University).

**Reservation of Seats:** As per University norms.

**Important Dates:**

SIMS Registration Begins	August 16,2019 Friday
Last date of Online registration For SIMS	January 08, 2020 Wednesday
Last Date of payment of Registration fees For SIMS	January 08, 2020 Wednesday
Shortlist for Group Exercise and Personal Interaction for SIMS	January 13, 2020 Monday / January 14, 2020 Tuesday
Group Exercise, Personal Interaction & WAT	February 1st Saturday, 2nd Sunday, 8th Saturday , 9th Sunday 2020
First Merit list display	February 18,2020 Tuesday – February 20, 2020 Thursday
Last date for payment of fees for candidates in the First Merit List	March 13, 2020 Wednesday
Programme Commencement	June 02, 2020 Tuesday



## Disclaimer:

These dates are tentative and are subject to change. Any changes will be reflected on institute. Website: <http://sims.edu/>

## Orientation and Pedagogy:

Orientation is an integral part of SIMS. It is now a credit course in the programme structure which is placed as an Experiential Course. It prepares the new MBA students for a life of professional manager & equips them with the strength to deal with the challenges it presents. The duration of orientation programme ranges from 2- 3 weeks. The programme starts as soon as students report to college in June. The overall orientation structure is divided in two parts - academic & extra-curricular.

In Academic; students attend lectures that covers the basics of subjects for the 1st semester like Accounting, Economics & Business Communication and major topics on Excel and Statistics. The students also attend various guest lectures that range from motivational talks to choosing the right specialization.

The extra-curricular focuses on inculcating good habits. During the orientation the day starts at the early morning. All the students attend basic exercises followed by activities like yoga, sports, dance which focuses on stamina & importance of good health. It also focusses on the Management Games and the Musical Programme which is a source of stress buster. It focusses on ISR activity which shows the concern towards the society as an extension programme and also Swacch Bharat as a responsibility towards the society.

In the evening students are given assignments to work on. The aim of such assignments is to emphasize on self-learning & peer-learning.

The orientation, even though hectic; equips SIMS students with leadership capabilities, time management, multi-tasking & importance of goal-setting - all the qualities, that SIMS Alumni are known for in the Industry.



*SIMSARC 18 inaugural Guest G Padhnabham*



*SIMSARC 18 inaugural Dr. S B Majumdar*

## Fee Structure

<b>Programme Fees For Master of Business Administration - Open Defence (Indian Students)</b>	<b>Amount in ₹</b>
Academic Fees (Per Annum)*	4,50,000
Institute Deposit (Refundable)	20,000

<b>Programme Fees For Master of Business Administration - Study Leave Officer (Indian Students)</b>	<b>Amount in ₹</b>
Academic Fees (Per Annum)*	2,08,000
Institute Deposit (Refundable)	20,000

<b>Programme Fees For Master of Business Administration - OPEN (Formerly - Industry Sponsored) (Indian Students)</b>	<b>Amount in ₹</b>
Academic Fees (Per Annum)*	6,85,000
Institute Deposit (Refundable)	20,000

<b>Programme Fees For Master of Business Administration (International Students)</b>	<b>USD equivalent to INR</b>
Academic Fees (Per Annum)*	10,30,000
Institute Deposit (Refundable)	20,000
Administrative Fees (Non Refundable)	40,000

<b>Hostel and Mess Fees for Indian &amp; International Students. (Subject to change in campus and accomodation type wise, e.g. Twin Sharing, Triple Sharing etc) (The fees indicated herein are for Khadki Campus)</b>	<b>Amount in ₹ (For Indian Students)</b>	<b>USD equivalent to INR (For International Students)</b>
Mess Fees (Per Annum) *	64,500	64,500
Hostel Deposit (Refundable)	15,000	15,000
Hostel Fees (Different, subject to Sharing, Per Annum)*		
Three Sharing	62,400	62,400
Four Sharing	57,350	57,350

<b>Installments for Master of Business Administration - Open Defence (Indian Students)</b>	<b>1st Year (Amount in ₹)</b>		<b>2nd Year (Amount in ₹)</b>	
	<b>1st Instalment</b>	<b>2nd Instalment</b>	<b>3rd Instalment</b>	<b>4th Instalment</b>
Academic Fees (Per Annum)	2,25,000	2,25,000	2,25,000	2,25,000
Institute Deposit (Refundable)	20,000	-	-	-
Hostel Deposit (Refundable)	15,000	-	-	-
Hostel Fees (Per Annum)	31,200	31,200	**	**
Mess Fees (Per Annum)	32,250	32,250	**	**
<b>Installments</b>	<b>3,23,450</b>	<b>2,88,450</b>		
Installments pay by date	At the time of Admission	25-Nov-2020	25-Jul-2021	25-Nov-2021

\*\*Hostel and Mess Fees for the subsequent year would be communicated before commencement of the next academic year.

Installments for Master of Business Administration - Study Leave Officer (Indian Students)	1st Year (Amount in ₹)		2nd Year (Amount in ₹)	
	1st Installment	2nd Installment	3rd Instalment	4th Instalment
Academic Fees (Per Annum)	1,04,000	1,04,000	1,04,000	1,04,000
Institute Deposit (Refundable)	20,000	-	-	-
<b>Installments</b>	<b>1,24,000</b>	<b>1,04,000</b>	<b>1,04,000</b>	<b>1,04,000</b>
Installments pay by date	At the time of Admission	25-Nov-2020	25-Jul-2021	25-Nov-2021

Installments for Master of Business Administration -OPEN (Formerly - Industry Sponsored) (Indian Students)	1st Year (Amount in ₹)		2nd Year (Amount in ₹)	
	1st Installment	2nd Installment	3rd Instalment	4th Instalment
Academic Fees (Per Annum)	3,42,500	3,42,500	3,42,500	3,42,500
Institute Deposit (Refundable)	20,000	-	-	-
Hostel Deposit (Refundable)	15,000	-	-	-
Hostel Fees (Per Annum)	31,200	31,200	**	**
Mess Fees (Per Annum)	32,250	32,250	**	**
<b>Installments</b>	<b>4,40,950</b>	<b>4,05,950</b>		
Installments pay by date	At the time of Admission	25-Nov-2020	25-Jul-2021	25-Nov-2021

\*\*Hostel and Mess Fees for the subsequent year would be communicated before commencement of the next academic year.

Programme Fees For Master of Business Administration - (International Students)	1st Year (USD equivalent to INR)			2nd Year (USD equivalent to INR)	
	1st Installment	2nd Installment	3rd Installment	4th Instalment	5th Instalment
Administrative Fees (Non Refundable) #	40,000	-	-	-	-
Academic Fees (Per Annum)	45,000	4,50,000	5,35,000	5,15,000	5,15,000
Institute Deposit (Refundable)	20,000	-	-	-	-
Hostel Deposit (Refundable)	-	15,000	-	-	-
Hostel Fees (Per Annum)	-	31,200	31,200	**	**
Mess Fees (Per Annum)	-	32,250	32,250	**	**
<b>Installments</b>	<b>1,05,000</b>	<b>5,28,450</b>	<b>5,98,450</b>		
Installment Pay by Date	At the time of acceptance of 'Offer Letter' (USD equivalent to INR)	At the time of Reporting to SCIE	25-Nov-2020	25-Jul-2021	25-Nov-2021

# 50% Concession to be given only to the Foreign National students on Administrative Fees.

\*\*Hostel and Mess Fees for the subsequent year would be communicated before commencement of the next academic year.

\* Academic Fees can be increased up to 10% during the period of the Programme. Government taxes would be additional as and when applicable.

• Few seats are reserved as Discretionary Quota Seats. Only students with high academic record and with good entrance test scores are considered for Discretionary Quota Seats. The fees for Discretionary Quota seats will be 1.5 times of the academic fees of open (Formerly – Industry Sponsored) category as approved by the Fee Structure Committee, to be paid to the institute by way of online transfer/demand draft. No donation or capitation fee is charged for admission to any program at any institute of SIU.





International faculty Prof. Matt Glowatz, University college of Dublin, Ireland, giving a talk on *Creating a Digital strategy for competitive advantage* at SIMS.

## Programme Structure:

### Master of Business Administration [M.B.A.]

#### Semester : I

##### Core Courses

- Basics of Financial Management
- Business Communication
- Business Statistics
- Essentials of Marketing Management
- Financial Accounting
- Human Resource Management
- Legal Aspects of Business
- Management of Operations
- Operations Research
- Organizational Behaviour
- Research Methodology
- Managerial Economics
- Project I
- R Programming
- Advanced Excel
- Project -II

#### Semester : II

##### Core Courses

- Advanced Statistics
- Intellectual Property Rights
- Knowledge Management
- Management Accounting
- Case Study Writing and Analysis Method
- Macroeconomics for Managers

##### Electives: International Business

- Business, Government and the Global Political Economy
- Export Import Management
- Foreign Trade Policy
- Global Business Environment
- International Development and International Business
- International Logistics

##### Electives: Information System

- Software Engineering
- Business Analytics
- Business Development in Knowledge Economy
- Enterprise Resource Planning
- Software Quality Systems

##### Electives: Operations and Supply Chain Management

- Advanced Operations Research
- Materials Management
- Operations Planning and Scheduling
- Project Management
- Quality Management
- Supply Chain Management

##### Electives :Finance

- Behavioural Finance
- Commercial Banking
- Financial Management

- Financial Statement Analysis
- Introduction to Financial Markets and Institutions
- Taxation
- Corporate Accounting
- Introduction to Trade Finance and FOREX
- Corporate Valuation

##### Electives: Human Resource Management

- Industrial Relations
- Performance Management System
- Compensation and Reward Management
- Talent Management
- Learning and Development
- Talent Acquisition
- HRD Audit and Scorecard
- HR Analytics
- HRD Instruments

##### Electives :Marketing

- Consumer Behaviour
- Marketing Strategy
- Services Marketing
- Sales Force and Channel Management
- Brand Management
- Product Management

### Semester: III

#### Core Courses

- Business Transformation and Organizational Turnaround
- Introduction to Business Intelligence
- Strategic Management
- Capstone Project and Defence
- Global Immersion Programme
- Design Thinking
- Internship
- Integrated Disaster Management

#### Electives : International Business

- International Business and Global Strategy
- Operations and Diversity Management
- Global Strategic Management
- Intellectual Property Rights
- Multinational Management
- Sales Force and Channel Management

#### Electives: Information System

- Software Project Management
- CRM
- Cases in Information Technology
- Cloud Management

#### Electives: Operations and Supply Chain Management

- Enterprise Resource Planning
- Service Operations Management
- Supply Chain Performance Measurement
- Supply Chain Strategy
- Technology and Innovation Management
- Advanced Project Management
- Warehouse Management

#### Electives : Finance

- Wealth Management
- International Finance
- Investment Banking
- Security Analysis and Portfolio Management
- Derivative Markets
- Financial Modeling
- Financial Risk Management
- Goods and Service Tax (GST) Law
- Project Feasibility and Financing
- Mergers and Acquisitions

#### Electives : Human Resource Management

- Employment Related Laws
- International Human Resource Management
- Coaching, Counselling and Mentoring

- Technology in HR /SAP HR/ People Soft
- HR Challenges in Mergers and Acquisitions
- Organizational Development and Change
- Strategic Human Resource Management
- Leadership and Capacity Building

#### Electives :Marketing

- Retail Management
- International Marketing
- Integrated Marketing Communication
- Business to Business Marketing
- Customer Relationship Management
- Marketing in Emerging Economies
- Digital Marketing

### Semester: IV

#### Core Courses

- Global Immersion Programme
- Project III
- Advanced Strategic Management
- Business Intelligence I
- Corporate Governance and Ethics
- Data Driven Decision Making
- Entrepreneurship
- Project IV

Please visit [www.sims.edu](http://www.sims.edu) for information related to:

- Teaching Faculty including educational qualification(s) and teaching experience
- Learning Resources
- Physical and Academic Infrastructure Facilities
- Co-Curricular and Extra Curricular Activities
- Hostel Accommodation
- Health Care Services

Guest Lecture with the world-renowned 'The Mumbai Dabbawalas' at SIMS

