

K. J. SOMAIYA INSTITUTE OF MANAGEMENT STUDIES AND RESEARCH (SIMSR)



ADMISSION BROCHURE

MMM - MHRDM - MFM - MIM

2012– 2015

K.J.Somaiya Institute of Management Studies and Research
Vidyanagar, VidyaVihar, Mumbai-400 077.
Phone No.91-022-6728 3000/ 3050 Fax: 91-022-2102 7219.
E-mail:admission@simsr.somaiya.edu Website: <http://simsr.somaiya.edu>

K. J. SOMAIYA INSTITUTE OF MANAGEMENT STUDIES AND RESEARCH (SIMSR)

The Institute was established in 1981, as a part of Somaiya Vidyavihar with the objective of providing state-of-the-art education in management and allied areas. It was inaugurated by Dr. Manmohan Singh, the present Prime Minister of India and has since been ranked 9th among the all B-schools in India (Business World 27th June 2011). Certified as ISO 9001:2000 by Bureau Veritas Certification (BVC), it is rated among the top three institutes in Mumbai.

The Institute has been awarded the “Best Management Institute of the year 2007-08” by Bombay Management Association and “ CSR Top Institutes of the year Award” for 2010 by Competition Success Review.

Besides having a 82 strong in-house faculty, the Institute invites reputed senior industry professionals as visiting faculty to share their skills and experience.

The Institute is nestled in a 55-acre campus in the central suburbs of Mumbai and offers the following University of Mumbai affiliated, AICTE approved and autonomous full time and part time management programmes.

Ph.D. Programme in Management

University of Mumbai and
SNDT Women’s University (for
women candidates only)

Full Time Programmes

Duration

Affiliation/Approval/Acrediation

Master in Management Studies
(MMS) -120 Seats

2 Yrs

Affiliated to University of Mumbai,
Approved by AICTE and

Post Graduate Diploma in
Business Administration (**PGDM**)-120 Seats

2 Yrs

Approved by AICTE and

Post Graduate Diploma in
Business Administration
(International Business) PGDM (IB)-60 Seats

2 Yrs

Approved by AICTE

Post Graduate Diploma in
Business Administration
(Retail Management) PGDM (RM)-60 Seats

2 Yrs

Approved by AICTE

Post Graduate Diploma in
Business Administration
(Financial Services) PGDM (FS)-60 Seats

2 Yrs

Approved by AICTE

Post Graduate Diploma in
Business Administration
(EXECUTIVGE) PGDM (EXEC) -60 Seats

15 months

Approved by AICTE

Masters in Computer Applications (MCA)
60 Seats

3 Yrs

Approved by AICTE and affiliated to
University of Mumbai

Three year Part Time Masters Programmes in Management

Programme	Intake	Duration	Affiliation/Approval
Masters in Marketing Management (MMM)	60 Seats	3 Yrs	Approved by AICTE and affiliated to University of Mumbai
Masters in Financial Management (MFM)	60 Seats	3 Yrs	Approved by AICTE and affiliated to University of Mumbai
Masters in Human Resource Development Management (MHRDM)	60 Seats	3 Yrs	Approved by AICTE and affiliated to University of Mumbai
Masters in Information Management (MIM)	60 Seats	3 Yrs	Approved by AICTE and affiliated to University of Mumbai

THREE YEAR PART TIME MASTERS DEGREE PROGRAMMES IN MANAGEMENT
AFFILIATED TO UNIVERSITY OF MUMBAI

The institute invites applications for 19th batch of MMM/MFM/MHRDM and 10th batch of MIM programme. More than 2200 students have benefited from these programmes and are working in senior positions in India and abroad.

PROGRAMME	INTAKE
Master's Degree in Marketing Management (M.M.M.)	60 seats
Master's Degree in Financial Management (M.F.M.)	60 seats
Master's Degree in Human Resources Development Management (M.H.R.D.M.)	60 seats
Master's Degree in Information Management (M.I.M.)	60 Seats

PROGRAMME OBJECTIVES

The Part-time Master's Degree Programmes are designed with the objective of enabling young and promising executives with above average academic attainment, who have/had practical experience to pursue advanced study in their chosen area of specialization. The programmes aim to improve upon the current practices by familiarizing them with the contemporary skills and knowledge in the field of management, thus helping them enhance their careers.

In keeping with these objectives, the programmes focus on their chosen area of specialization while making the students aware of general management subjects. The programmes are specially tuned with reference to the Indian environment in the globalized world. As the programmes seek to maintain a high level of participation, they are recommended only to mature persons with relevant experience and a high degree of achievement motivation & Commitment.

Several of our students have performed exceedingly and have been merit holders in University of Mumbai in the above programmes.

MASTERS DEGREE IN FINANCIAL MANAGEMENT (MFM)

The programme covers all the related areas of Finance and Accounting with emphasis on managerial applications. Candidates having experience in finance or related areas of finance such as financial and economic analysis, capital markets, mutual fund, banking, NBFCs, broking, insurance, project finance, corporate planning, management audit, internal audit, etc will find the programme useful.

MASTER'S DEGREE IN HUMAN RESOURCES DEVELOPMENT MANAGEMENT (MHRDM)

The objective of this programme is to prepare executives for top-level Human Resources positions in public or private sector organizations. The emphasis will therefore be on developing a proper role perception of human resources development in the Indian and global context by exposing them to a wide range of relevant areas. The programme is expected to instill confidence, necessary to interact with people at all levels and develop the human resources skills for translating policies into action effectively. Candidates having executive experience in human resources development related field in private / public organization, Government, etc. will find this programme useful.

MASTER'S DEGREE IN INFORMATION MANAGEMENT (MIM)

The programme aims to expose students to various areas of Information technology, Information Systems and computing concepts used in managerial applications. It plans to upgrade the skills and knowledge of the professionals in the areas of IT related services such as Programming, Software Engineering, MIS development, Testing, Training, Web designing etc. It also trains the students in various areas of management to take senior responsibilities in the organisation by exposing them to contemporary management subjects.

MASTERS DEGREE IN MARKETING MANAGEMENT (MMM)

The programme covers all the areas of marketing, including marketing of services, public sector undertakings, rural, social and international marketing. It seeks to develop an integrated senior management perspective, which is necessary for marketing executives to move into higher level of marketing and general management positions. Candidates seeking admission to this programme must have practical experience in any of the following related areas: Marketing, brand and product management, distribution, Sales Management, Marketing Research, Public Relations, Advertising and Export Marketing.

PEDAGOGY

The course is a mix of interactive Lectures, Assignments, Projects, Presentations and Examinations. During the Fifth Semester, the students are required to submit a Live Project in their area of specialisation.

ATTENDANCE

Under ordinance 19 of University of Mumbai, the minimum attendance necessary for keeping terms is three fourth of the days on which lectures are delivered in the First Term and the Second Term of each year separately. Students should note that if they fail to satisfy the above requirements, they will not be permitted to appear at the Institute / University examination and they will have to take fresh admission and to keep fresh term. No request on whatsoever grounds will be entertained. **Therefore if a candidate, on account of his work pressure / transfer / travels or any other personal or professional reasons is not able to keep the above level of attendance, he / she should not apply to the above course.**

DURATION

First Semester	13-15 working weeks between July and Mid December
Second Semester	13-15 working weeks between Mid December and May

TIMINGS :

Wednesday	Student contact hours after appointment with the concerned faculty
Thursday	6.30 p.m to 9.30 p.m
Friday	6.30 p.m. to 9.30 p.m.
Saturday	6.00 p.m. onwards
Sunday	9.00 a.m. onwards

NOTE : These timings and days are subject to change as per the guidelines of regulators. Special / guest lectures may be held to suit the faculty/speakers

EXEMPTIONS

No exemptions in any subject / term / year is allowed even if the applicant has studied similar subjects in other programmes in management conducted by Mumbai / any other University.

ADMISSION PROCESS

ELIGIBILITY AND SELECTION CRITERIA

Every candidate must have –

- (i) Passed a **Bachelor's degree examination in any faculty** of University of Mumbai or an examination recognised by this University as equivalent thereto OR
- (ii) Candidate who has passed the graduateship Examination in - Industrial Engineering, Mumbai, and who subsequently qualifies in the GATE Examination conducted by Government of India through IIT will be considered eligible for admission to these programmes (Circular No. UG.414 dated 15/02/1992).
- (iii) Acquired a **minimum of two years' work experience – at Supervisory / Executive Level**; the experience being counted from the day subsequent to the last day of the qualifying examination passed by the candidate.

The above eligibility criteria is subject to change by University of Mumbai.

APPLICATION FORM

Application form is available only on-line on the Institute website <http://simsr.somaiya.edu>, which must be filled online and submitted along with details of form fee of Rs 1650/-. Form fee can be paid through any credit card or sent by crossed Demand Draft in favour of "K. J. Somaiya Institute of management Studies and Research" payable at Mumbai, which must be sent along with a printout of the form with the candidate's photograph pasted on the appropriate place. For Details see instructions for filling on-line form.

Applicants are required to submit verification certificates of the following at the time of appearing for Somaiya Entrance Test / Personal Interview:

- a) Certified True Copy of Mark Sheet of Bachelor Degree Examination;
- b) Certified True Copy of any other University Degree and/or Professional Diploma, if any ;
- c) Certified True Copy of Practical Experience. (if the practical experience is in more than one company, a separate work experience certificate signed by each employer, stating clearly the nature of work experience is to be submitted.)

As the screening will be done on the basis of the above information, candidates in their own interest are advised to submit full details of academic qualifications and work experience.

Every candidate seeking admission to any of the part-time Master's Degree Programme must submit his/her application before the last date and go through the selection process on the dates prescribed by the Institute. No candidate will be permitted to join the programme unless he/she submits the application on time and goes through the selection process successfully.

Candidates admitted to the above Programmes on the basis of having passed the D.M.S. examination of University of Mumbai and having completed the formalities mentioned above can be exempted from keeping terms and appearing at the First Year of the respective courses, i.e. MHRDM, MMM, MFM, MIM Degree courses, subject to availability of seats.

SELECTION PROCESS

Following selection programme will be used to assess the candidate's maturity and capacity to participate in the programme effectively.

- All applicants are required to undertake a test on the dates given in the brochure.
- Shortlisted candidates will also have to appear for Personal Interview, Written Communication Test and any other criteria decided by the Institute on the date and time, which will be displayed on the website / Institute Notice Board.

In selecting the candidate for admission, weightage will be given to

- (a) scholastic record of the candidates
- (b) the level and nature of practical experience; and
- (c) performance in the selection programme conducted by the Institute
- (d) Aptitude for managerial thinking
- (e) Vision and goals of the candidate for career path

POST-GRADUATE REGISTRATION AND ELIGIBILITY

All candidates selected for admission to any Master's Degree Programme are required to register with the University as Post-graduate students. No candidate will be allowed to pursue any other course of this/any other University simultaneously. Selection of the candidates for admission to any of the Master's Degree Programme is provisional and confirmed only on fulfillment of the following:

- 1) Candidates who are graduates of the University of Mumbai will be required to produce Transference Certificates from Constituent College of this University, last attended by them, at the time of admission, if selected.
- 2) Candidates who are graduates of other Universities will be required to produce a provisional statement of eligibility issued by the Registrar, University of Mumbai, declaring them eligible for admission to the course. The admission will only be confirmed after confirmation of their eligibility by the University.
- 3) For the students migrating from other Universities in the state of Maharashtra, a provisional Eligibility Certificate is issued by the Registrar to the candidates who are prima facie found eligible for admission to the courses on making an application in the prescribed form and on paying the prescribed fee in cash.
- 4) Finally, Statement of Eligibility required for confirmation of Eligibility should be submitted to the University through the Institute latest by the end of the first semester.
- 5) It is the responsibility of the student to submit the required documents, as applicable. The Institute will not be responsible for non-approval of admission by the University of Mumbai on account of late receipt, incorrect documentation and or any other reason.

RULES, REGULATIONS & ORDINANCES FOR EVALUATION, STANDARD OF PASSING AND AWARD OF DEGREE FOR THE THREE YEARS PART-TIME MASTER'S DEGREE PROGRAMME

The Students registered for these programmes will be governed by the rules & regulation framed by the University for these programmes some of the rules are given below.

Candidates will be required to do a fair amount of practical work by way of project studies, field investigations and case analysis, besides library readings and class contact hours. Candidate's participation in the programmes, both inside and outside the class will be evaluated on a continuing basis. The assignment of marks is shown in the subject-wise scheme of the individual programmes.

In order to pass in a subject, a candidate must obtain 50% of the total marks assigned to that subject.

No candidate will be allowed to go from First Year to Second Year unless he/she passes in all the subjects of the First Year examination conducted by the Institute.

However, candidates can proceed from Second Year studies to the Third Year studies of the degree programme irrespective of their passing the examinations of the Second year.

Candidates successfully completing the programmes will be awarded Master's Degree by the University of Mumbai. To successfully complete the programme, the candidate must obtain a minimum of 50% of the total marks assigned to each paper in the Second and Third Years and 50% of the marks assigned to project work.

The declaration of the results will be only in two categories :

Pass = Eligible for award of degree OR Fail = Not Eligible for the award of degree.

R.1665A:

- i) A candidate obtaining less than 50 per cent of marks in more than two papers in any one Semester be deemed to have failed at the Semester and shall not be permitted to proceed to the next Semester. He will, however, be eligible to reappear at the same Semester Programme in the following year;
- ii) A candidate obtaining less than 50 per cent marks in two or less than two papers in the First Term (Semester) examination be permitted to attend Second Term (Semester) in the First Year;
- iii) A candidate failing in two or less than two subjects in the First or Second term (Semester) examinations be required to re-appear in the supplementary examinations, as the case may be, to be held at the end of the first year conducted by institution conducting the MHRDM course. These supplementary examinations will be held (for the First and Second term together) only once in a year, at the end of the year.
- iv) In order to be eligible for admission to the Third term of the Second Year Course, a candidate must have passed in all the papers of the First and Second term Examinations conducted by the Institution.
- v) A candidate failing in two or less than two subjects in the First or Second term (Semester) examinations will be permitted to re-appear without any restriction on the number of attempts.

R.1653A :

- i) A candidate obtaining less than 50 per cent marks in more than two papers in any one semester be deemed to have failed at that semester and shall not be permitted to proceed to the next semester. He will, however, be eligible to re-appear at the same semester programme in the following year ;
- ii) A candidate obtaining less than 50 per cent marks in two or less than two papers in the First Term (Semester) examination be permitted to attend the Second Term (Semester) of the First Year ;
- iii) A candidate failing in two or less than two subjects in the First and Second Term (Semester) examinations be required to re-appear in the supplementary examinations, as the case may be, to be held at the end of the First year, conducted by the institution conducting the M.M.M. course. These supplementary examinations will be held (for the first and second term together) only once in a year at the end of the year;
- iv) In order to be eligible for admission to the third term in the second year, a candidate must have passed in all the papers of the First and Second term examinations conducted by the Institution ;
- v) A candidate failing in two or less than two subjects in the First or Second term (Semester) examinations be permitted to re-appear without any restriction on the number of attempts.

R.1659A:

- i) A candidate obtaining less than 50 per cent marks in more than two papers in any one semester be deemed to have failed at that semester and shall not be permitted to proceed to the next semester. He will, however, be eligible to re-appear at the same semester programme in the following year;
 - ii) A candidate obtaining less than 50 per cent marks in two or less than two papers in the First term (Semester) examination be permitted to attend Second Term (Semester) in the First Year ;
 - iii) A candidate failing in two or less than two subjects in the First or Second Term (Semester) examinations be required to appear in the supplementary examinations as the case may be to be held at the end of the First Year conducted by the Institution conducting the M. F. M. course. These supplementary examinations will be held (for the First and Second Term together) only once in a year, at the end of the year ;
- IV) In order to be eligible for admission to the Third Term of the Second Year course, a candidate must have passed in all the papers of the First and Second Term examinations conducted by the Institution.
- V) A candidate may failing in two or less than two subjects in the First or Second year (semester) examinations be permitted to re-appear without any restriction on the number of attempts.

Ordinance and Regulations relating to the Part Time Master's Degree programme in Information Management are the same as for Marketing / Financial and Human Resources Management Programmes conducted by the University of Mumbai. (A.C 4.7/12.10.2000 & M.C. 27/31.10.2000)

RE-REGISTRATION

A candidate failing to keep required attendance at lectures and /or obtaining less than 50 % of the total marks assigned in any papers /project work will be required to re-register for the concerned papers/project work on the payment of relevant prescribed re-registration fees at the beginning of the concerned semester.

NOTE :

- i) Candidates who have passed the Three Year Part-time Master's Degree Programme in (1) Marketing Management (MMM) OR (2) Financial Management (MFM) (3) Human Resources Development Management (MHRDM), OR (4) Masters in Information Management (MIM) are permitted to register for the Master Degree Programme in the stream other than the one in which they have already passed, provided the candidates get selected through the selection process for the said stream pertaining to the academic year for which they are seeking registration.
- ii) Such candidates will be granted exemption from appearing in the papers prescribed for the First Year and such candidates will be admitted to the Second Year of the stream directly.
- iii) Such candidates will not be granted any exemptions in the common papers of the second/third years although they may have passed in them in the other stream.
- iv) Such candidates will be awarded only a certificate to that effect after passing the Second Year and the Third Year paper / project work of the stream.

The instruction Programme of each Degree Programme is spread over three academic years.

Fee Per Annum : MMM / MFM / MHRDM / MIM

The final fee for first year for 2012-15 batch will be announced by Shikshan Shulka samiti in due course after submission of audited Statement of Accounts for 2011-12. The annual interim fee for first year for 2011-12 for candidates who have completed their qualifying examination from University of Mumbai, based on the fee approved by Shikshan Shulka Samiti was Rs.62,345 plus Rs. 5,000 as caution money deposit. For candidates who have passed their graduation examination

from other than University of `Mumbai, the fee was Rs. 68,065 plus Rs. 5,000 as caution money deposit).

The fee for first year for 2012-15 batch is expected to be approx. Rs. 67,345/ per annum (without caution money deposit) for candidates who have passed their graduation examination from University of Mumbai, subject to approval from Shikshan Shulka Samiti. The fee for candidates who have passed their graduation examination from other than University of Mumbai, it will be higher by Rs 720).

Important Dates:

Sale of Somaiya Admission Brochure commences	1st January 2012
Last date of selling Somaiya Admission Brochure & Application Forms & Last date for receiving of filled in Somaiya Application Forms	31st March 2012 5.00 p.m.
Somaiya Entrance Test (SET)	Will be announced
Course Commences	06th July, 2012

Enquiries :

K. J. Somaiya Institute of Management Studies and Research
Vidyanagar, VidyaVihar, Mumbai-400 077.

Office Hours : Monday to Saturday : 10.30 a.m. to 5.30 p.m.
except 1.30 p.m. to 2.00 p.m. (Lunch Break)
The office will remain closed on Sundays & second and fourth Saturdays.

For enquiries
Office Telephone no. : 67283000/ 67283050
Fax no. : 91 - 22 - 2102 7219
web site : <http://simsr.somaiya.edu>
e-mail : admission@simsr.somaiya.edu

IMPORTANT NOTE:

- ALL ADMISSIONS ARE DONE THROUGH THE ABOVE PROCESS DIRECTLY BY THE INSTITUTE.
- ALL COMMUNICATIONS WILL BE SENT BY EMAIL AND DISPLAYED ON THE INSTITUTE WEBSITE. INSTITUTE WILL NOT BE RESPONSIBLE FOR NON RECEIPT OF ANY COMMUNICATION.
- INSTITUTE DOES NOT USE ANY AGENT(S)/ AFFILIATE FOR ADMISSION AND THE ASPIRANTS SHOULD DIRECTLY CORRESPOND WITH THE INSTITUTE BY POST / EMAIL .
- THE INFORMATION GIVEN IN THE BROCHURE IS INDICATIVE AND THE INSTITUTE RESERVES ALL RIGHTS TO CHANGE ANY PARAMETERS / DATES / RULES AND REGULATIONS Etc. BY GIVING A NOTICE PERIOD OF ONE WEEK ON THE INSTITUTE WEBSITE.

- THE DECISION OF THE INSTITUTE MANAGEMENT ON ALL ADMISSION MATTERS IS FINAL AND BINDING. ANY GRIEVANCE / DISPUTE ARISING THEREFROM WILL FALL ONLY WITHIN THE JURISDICTION OF HIGH COURT OF MUMBAI, BASED IN MAHARASHTRA.

SYLLABUS FOR PART-TIME MASTER'S DGREE PROGRAMMES*

MFM / MHRDM/ MIM/ MMM

FIRST YEAR

FIRST SEMESTER (MHRDM / MMM/ MFM/ MIM)

	(I.A.)
1.1)FINANCIAL ACCOUNTING	100
1.2)BUSINESS LAW - I	100
1.3)COST MANAGEMENT & MANAGEMENT CONTROL	100
1.4)ORGANISATIONAL BEHAVIOUR-II	100
1.5)PRINCIPLES OF MANAGEMENT	100
1.6)QUANTITATIVE METHODS IN MGMT	100
TOTAL	600

SECOND SEMESTER (MHRDM / MMM / MFM/ MIM)

	(I.A.)
2.1)PERSONNEL LAW & MANAGEMENT	100
2.2)MANAGERIAL ECONOMICS	100
2.3)PRODUCTION MANAGEMENT	100
2.4)MARKETING MANAGEMENT	100
2.5)RESEARCH METHODOLOGY	100
2.6)FINANCIAL MANAGEMENT	100
TOTAL	600

SECOND YEAR

FIRST SEMESTER (MHRDM / MMM / MFM/ MIM)

	(I.A. /U.E.)
3.1)INTRODUCTION TO COMPUTERS / MIS	100 (U.E.)
3.2)EFFECTIVE COMMUNICATION	100 (I.A.)
3.3)HUMAN RESOURCES MANAGEMENT	100 (U.E.)
3.4)BUSINESS ENVIRONMENT	100 (I.A.)
3.5)TAXATION	100 (U.E.)
TOTAL	500

SECOND SEMESTER (MHRDM)

	(I.A.)
4.1)ORGANISATIONAL BEHAVIOUR-II	100
4.2)A) INDUSTRIAL RELATIONS ENVIRONMENT	50
B) LABOUR WELFARE MGMT.	50
4.3)MANPOWER PLANNING	100
4.4)PERSONNEL ASSESSMENT	100
4.5)ORGANISATIONAL THEORIES, STRUCTURE & DESIGN (INCLUDING APPLICATIONS)	100
TOTAL	500

SECOND SEMESTER (MMM)

	(I.A.)
4.1)ADVERTISEMENT & SALES PROMOTION MANAGEMENT	100
4.2)MARKETING RESEARCH	100
4.3)CONSUMER / INDUSTRIAL BUYER BEHAVIOUR	100
4.4)A) RETAIL MANAGEMENT	50
B) SOCIAL MARKETING	50
4.5)SALES MANAGEMENT	100
TOTAL	500

*Subject to revision by the university of Mumbai from time to time.

SECOND SEMESTER (MIM)	
(I.A.)	
4.1)STRUCTURED LANGUAGES	100
4.2)WEB BASED TECHNOLOGIES	100
4.3) (A) DATA MANAGEMENT	100
(B) SYSTEMS SOFTWARE	
4.4)NETWORKING & COMMUNICATIONS	100
4.5)SOFTWARE PROJECT MGMT & IT RESOURCES MGMT	100
TOTAL	500

SECOND SEMESTER (MFM)	
(I.A.)	
4.1)TAXATION MANAGEMENT (PLANNING)	100
4.2)FINANCE PLANNING & CONTROL SYSTEMS	100
4.3)BUSINESS LAW-II	100
4.4)STRATEGIC COST MANAGEMENT	100
4.5)FINANCIAL MANAGEMENT - II	100
TOTAL	500

THIRD YEAR

(MHRDM)	
(I.A.)	
5.1)INTERNATIONAL PERSONNEL MANAGEMENT	100
5.2)A) QUANTITATIVE TECHNIQUES IN HUMAN RESOURCES DEVELOPMENT	50
B) MANAGEMENT DEVELOPMENT	50
5.3)PERSONNEL FINANCE & MARKETING PERSONNEL	100
5.4)ORGANIZATION DEVELOPMENT	100
5.5)SPECIAL STUDIES IN PERSONNEL (PROJECT)	100
TOTAL	500

FIRST SEMESTER (MMM)	
(I.A.)	
5.1)INTERNATIONAL MARKETING	100
5.2)PRODUCT MGMT / INDUSTRIAL MARKETING / SERVICES MARKETING	100
5.3)MARKETING STRATEGY	100
5.4)DISTRIBUTION MGMT & MARKETING FINANCE	100
5.5)SPECIAL STUDIES IN MARKETING (PROJECT)	100
TOTAL	500

FIRST SEMESTER (MFM)	(I.A.)	FIRST SEMESTER (MIM)	(I.A.)
5.1) INTERNATIONAL FINANCE	100	5.1) (A) IT QUALITY ASSURANCE	100
5.2)A) AUDITING	50	(B) IT SYSTEMS AND AUDIT	
B) QUANTITATIVE METHODS	50	5.2) (A) KNOWLEDGE MGMT.	
IN FINANCE		(B) SUPPLY CHAIN MGMT.	100
5.3)MANAGEMENT OF BANKS	100	AND CUSTOMER	
& FINANCIAL SERVICES		RELATIONSHIP MGMT.	
5.4)MARKETING FINANCE	100	5.3)(A)E-BUSINESS	100
& PERSONNEL FINANCE		(B) ENTERPRISE PLANNING	
5.5)SPECIAL STUDIES IN	100	SYSTEMS	
ACCOUNTING & FINANCE		5.4)(A)IT STRATEGY	100
(PROJECT)		(B) BUSINESS DYNAMICS OF IT	
TOTAL	500	INDUSTRY	
		5.5) SPECIAL STUDIES IN	100
		INFORMATION TECHNOLOGY	
		(PROJECT)	
		TOTAL	500

SECOND SEMESTER (MHRDM / MMM / MFM/ MIM)	
	(I.A. /U.E.)
6.1)ENTERPRENUERSHIP MANAGEMENT	100 (U.E.)
6.2)MANAGEMENT OF ENVIRONMENT & PRODUCTIVITY	100 (I.A.)
6.3)PROJECT MANAGEMENT	100 (U.E.)
6.4)STRATEGIC ENVIRONMENT	100 (U.E.)
6.5)BUSINESS ETHICS	100 (I.A.)
TOTAL	500

N.B.

I.A. = INTERNAL ASSESSMENT
U.E. = UNIVERSITY EXAMINATION