



MAEER's  
**MIT COLLEGE OF  
MANAGEMENT (MITCOM)**  
Pune, India

## **MBA + Executive MBA...**

For Working Professionals



**DUAL DEGREE  
DUAL  
SPECIALIZATION**



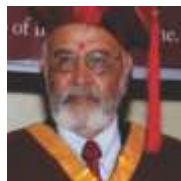
**Impact Individual,  
Organization & Beyond**



**Prof. Dr. V. D. Karad**  
Founder, Executive President,  
Managing Trustee,  
MAEER's, MIT Group of  
Institutions, Pune



**Dr. B. N. Kalyani**  
Chairman & MD  
Bharat Forge Ltd.



**Dr. Abhay Firodia**  
Chairman  
Force Motors Ltd.



**Mr. Ashok Kataria**  
Executive Chairman  
Ashok Buildcon Ltd.



**Ms. Meher Pudumjee**  
Chairperson  
Thermax India Ltd.



**Prof. Dr. Mangesh Karad**  
Executive Director,  
MAEER'S MIT Group of  
Institutions



**Mrs. Pratima Kirloskar**  
President – Innovations (Society)  
Kirloskar Brothers Ltd.



**Mr. Sudhir Rao Hosing**  
CEO -  
Reliance Infrastructure  
Pvt Ltd



**Mr. Chetan Tolia**  
Director  
Tata Management  
Training Centre (TMTC)



**Mr. M. Narendra**  
Executive Director  
Bank of India



**Mr. Bhavin Shah**  
Sr. Vice President  
Bharat Forge Ltd. Pune



**Dr. Santosh Bhawe**  
VP- HR  
Bharat Forge Pvt. Ltd.



**Mr. Atul Muley**  
Vice President  
Praj Industries Ltd.



**Mr. Pinaki Bhadury**  
Head of Corporate  
Strategy & Planning  
Thermax Ltd.



**Mr. Achal Rangaswami**  
President - Marketing  
Bell Ceramics Ltd



**Prof. Dr. Sharad Sarin**  
XLRI, Jamshedpur



**Prof. Dr. Arun Jain**  
IIM-Lucknow



**Mr. Achyut Godbole**  
Scientist, Economist &  
Managing Director  
Softexcel Consultancy Services



**Dr. Arun Wakhlu**  
Founder Chairman  
Pragati Leadership  
Institute Pvt. Ltd.



**Mr. Satish Kaushik**  
Director,  
Deccan Management  
Consultant



**Mr. Niranjana Mantri**  
Zonal Head  
Systematix Shares & Stocks Ltd.



**Mr. Ravindra Utgikar**  
Suzlon Energy Ltd.  
General Manager



**Mr. Biswajeet Ghoshal**  
Management  
Consultant



**Mr. Vishwanath Joshi**  
Management Consultant



**Mr. Mitesh Khatri**  
Management Consultant

## MAEER'S MIT Group of Institutions

Maharashtra Academy of Engineering and Educational Research (MAAER) was started in 1983 by Prof. Dr. Vishwanath D. Karad, Founder, Executive President & Managing Trustee, MAEER's MIT Group of Institutions. MIT is the most preferred destination for over 10,000 students every year. MAEER MIT's journey in the last 29 years has been a continuous process in the pursuit of quality and excellence in education and research, a commitment to values and discipline and a quest of science and spirituality. The state-of-the-art infrastructure, competent faculty, strong interaction with leading corporate, student-centric amenities and spectacular campuses, all provide a conducive

environment for teaching, learning, research, innovation and character building.

MAEER's MIT encompasses 64 institutions in the fields of Engineering, Management, Pharmacy, Medicine and General Education. Carrying forward with sublimity the torch of a new tomorrow and contributing to the industrial and economic growth of the society and nation at large, MAEER's MIT continues to build the gateway to a successful career for an individual. In recognition of the services rendered so far, a UNESCO Chair in Human Rights, Democracy and Peace has been constituted at MAEER's MIT - A World Peace Centre has been setup to promote culture of peace in the world.

## About MITCOM

MITCOM was established in 2007, with a view to impart value based education in the field of Management Sciences. MITCOM is a unique institution where luminaries like **Dr. A. P. J. Abdul Kalam, Dr. Vijay Bhatkar, Dr. Raghunath Mashelkar, Mr. Sudhir Rao Hosing, Dr. Abhay Firodiya, Mr. Ashok Kataria, Dr. B. N Kalyani** and many more have visited and recognised the institute as an international centre of education.

MIT gives you a lead start in your career and equips you to emerge as a leader with thorough understanding of business. MITCOM aims at providing the Corporate Sector professionally sound, sophisticated & dynamic leaders with a vision & endeavor to meet the challenges of the new era. Armed with experienced & highly qualified faculties, state-of-the-art infrastructure, strong institute-industry interface & strong placement support, the college helps mushrooms the best minds through teaching pedagogy based on differential approach of practical self-learning modules along with industrial interface & continuous assessment model.

## Executive MBA

MAEER's MITCOM has introduced Executive MBA for working professionals under the guidance of **Prof. Dr. Mangesh Karad, Executive Director**, MIT Group of Institutions.

Over the years, MITCOM has gathered enormous industry exposure and comprehensive understanding of Indian and global economies. MITCOM's Executive MBA program is designed especially for working professional providing a learning opportunities blended with two professional degrees emphasizing on learning diversity, culture and sharing of knowledge through in-depth interaction with participants who have diverse experience. This unique protocol encourages creative exchange of ideas and makes learning extremely enriching. In addition to this, the students also get an opportunity to interact with Intrapreneurs, Entrepreneurs, Leading Experts and Eminent Personalities from both Corporate World and the Government Sector during the course of Programme through MDP's and Learning Labs specially incorporated for practical modules.

## MBA While Working

The two-year MBA in General Management aims to develop executives into competent Professional Managers by enhancing their skills to be capable of rising in their organization. This is a unique combination of MBA program and Executive education designed to develop knowledge and skills in fundamental management discipline and provides flexibility to customize the program according to the academic and professional interests of the executives through a variety of electives from Marketing, Finance, Human Resource management, Operations, Systems and International Business Management.

This programme is affiliated to the Punjab Technical University. PTU degree is recognized by AICTE, UGC and DEC; This programme is affiliated to the Punjab Technical University (PTU) degree is recognized by AICTE, UGC and DEC.

## Executive MBA Programme Highlights

• Dual Degree Dual Specialization **MBA + Executive MBA**

• Convenient and Adaptable

• Need Based

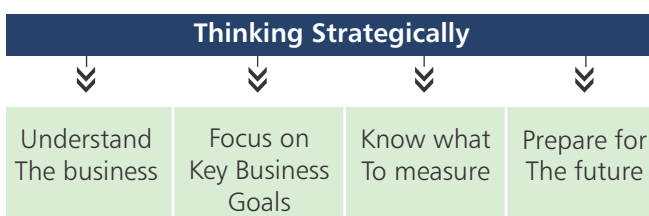
When you pursue a MITCOM Executive MBA, you will transform yourself. You'll gain the knowledge to take action, within a rigorous, collaborative, invigorating environment. You'll learn new ways to think about pressing business challenges in a rapidly changing world, and then you'll resolve them- now and in the future. Also, you'll stay at the forefront of business

knowledge and practice with MITCOM's unprecedented commitment to you for a lifelong "knowledge partnership". Because, when you lead with inspiration and deep knowledge, you won't just advance your own goals, you'll advance the society as well.

## Objectives of Executive - MBA

- To give broad outlook of business environment and contemporary management practices.
- To enable professionals to become effective strategic decision makers by sharpening their judgmental & analytical skills.
- To equip professionals with leadership, networking & team building skills.
- Enriching the executives and encouraging them to think beyond their limits.
- To increase the scope of career advancement opportunities.
- Identify out-of-the-box solutions and challenge the status-quo.

### Executive MBA Strategy



### Key Deliverables





## Compact and Comprehensive

Acknowledging the fact that the students are working professionals, the course has been designed thoughtfully. The program is compact yet comprehensive. The specially designed 30 months Executive MBA program covers a wide arena in management along with the relevant specialisation. Executive MBA at MITCOM, focuses on imparting skills that include the 'hard skills' of economics, finance, marketing, operations, management and accounting as well as the 'soft skills' of leadership, teamwork, ethics and communication that are so critical for effective management.

## Convenient and Adaptable

Understanding the time constraints of the students, the Executive MBA program has been designed taking into account the convenience of working professionals. Classes are held in the evenings/weekends and a lot of support is offered through e-mailers, notes and CDs. Lessons of MITCOM's MBA programme can be adapted into the work environment almost immediately as the course follows a problem-solution approach rather than a purist theoretical approach. Also present jobs of working students help them to bring real work life experiences in classroom training for learning.



## Local yet Global

The global economic scenario is constantly evolving and an MBA education needs to adapt to the ever changing needs of an increasingly competitive and connected world. At the same time local factors have a vast influence on decision making in any part of the world. Management students need to be well-rooted into the local realities of their area and country. MITCOM Executive MBA programme gives students a global perspective without losing sight of the local realities.



## First year

### 1st Semester

- PPM and Organization Behaviour
- Management Accounting
- Managerial Economics
- Quantitative Techniques for Decision Making
- Business Information System

### 2nd Semester

- Production and Operation Management
- Financial Management
- Human Resources Management
- Research Methodology
- Marketing Management

## Second Year (Common Subjects for)

### 3rd Semester (Compulsory for all the specialisation)

- Applied Operations Research
- Corporate Legal Environment

### 4th Semester (Compulsory for all the specialisation)

- Strategic Management
- International Business Management

## Specialization:

### Marketing

Market Research

Consumer Behavior

Services Marketing

Product and Brand Management

Advertising and Promotion

International Marketing

### Human Resource

Strategic Human Resource Management

Organizational Development

Industrial Relations and Labour Law

Training and Development

Performance & Compensation Management

International Human Resource Management

### Finance

Strategic Financial Management

Direct Taxation

Banking and Financial Institutions

Security Analysis & Portfolio Management

Advance Financial Services

International Finance

### Operations

World Class Manufacturing

Product Planning and Control

Total Quality Management

Manufacturing Strategy

Logistic Supply and chain Management

Material Requirement Planning & Inventory Management

### Information Technology Management

Database Management

Enterprise Resource Planning

Information System Audit

Knowledge Management

Project Management

Software Engineering

### International Business Management

International Finance Management

International Business Law

International Human Resource Management

B to B Marketing

Global Sourcing and Business Environment

Import Export Management

## Admission Details

### Fees:

Total Programme: Rs.1,60,000

### Important Date:

Course Commencement:

14<sup>th</sup> July 2012

## Eligibility

- Graduate or Diploma Holder of any stream from recognized university
- Two years work experience at supervisory / managerial / professional level.
- Candidates sponsored by companies must produce proof of sponsorship in the form of a letter by the organization.

### Selection Process:

Personal interview

## Pedagogy

Faculty uses a mix of case study, lecture, discussions, simulations and field study. Project Work extends strong support to give exposure and interaction opportunities to the strategy makers and functional experts.

## Batches

### Weekend Batch:

Saturday, Sunday, 10 to 5 pm

### Weekdays:

Monday to Friday, 6 to 8 pm

MDP's are designed keeping in view, the ever changing demands of business and professional executive. We are preparing you to become executive leader for corporate through our unique strategy of MDP. These MDPs are the integral part of executive MBA education for the two years.

These MDPs are designed in such a way where leadership education will change your assumptions, disrupt your ways of doing business and introduce you to unexpected ways of thinking. Here you will do more than to prepare for the next step for your career. You will

return to your organization with fresh ideas, new skills, and a greater capacity for addressing the challenges your company faces.

The content of the MDP's are constantly reviewed and are contemporary in today's scenario. In addition to the Academician and Researchers we invite professionals working in the corporate at the higher levels to conduct the MDP's.

MDP Programmes are mandatory and attendance is compulsory for all executive MBA students.

## MDP Themes

- Leadership and Change Management
- Entrepreneurship and Entrepreneurship
- Corporate Governance

- Intellectual Property Management for Business Advantage

- Strategic and Relationship Marketing
- Capital Raising Strategies in Organizations
- Psychometric Testing

- Strategies implemented for the turnaround of the Indian Companies
- Strategic Technology Partnerships

- Finance for Non-Finance Managers
- Creativity and Innovation for Sustained Business Performance

- Enhancing Managerial Capability Through Stress Management
- Coaching and Monitoring for High Performance

## Guest Lecture Topics

- Global Economy & Indian Economy
- Meet CEO
- Intellectual Property Right & Business Strategy

- Cross Cultural Management
- Social Enterprise



## Brand Ambassadors of Executive MBA



**Mr. Umesh Kulkarni**  
General Manager  
A.T.E Enterprises Pvt Ltd



**Mr. Charuhas Limeya**  
General Manager  
UBICS



**Mr. Prashant Salunkhe**  
Asst. General Manager  
Premier Automobiles Pvt Ltd



**Mr. Ranvir Baruah**  
Senior Manager  
(International Business)  
Vanaz Engineers Ltd



**Mr. Rajendra Khatri**  
Manager (EXIM)  
Valeo Industries Pvt Ltd



**Mr. Parikshit Kekade**  
Deputy Manager  
Praj Industries Pvt Ltd



**Mr. Rakesh Gujar**  
Sales Manager  
Honeywell Automation  
Indian Ltd



**Mr. Vaishali Pachore**  
Production Manager  
Cummins India Pvt Ltd



**Mr. Amit S. Bhosale**  
Director  
Amit Bhosale Properties Pvt. Ltd.

Being an engineer and entrepreneur for last 11 years I always felt I needed something that could boost me professionally and MITCOM's Exe. MBA was the answer.

Here the knowledge that was passed by the faculty was not only through books but with detailed examples and the latest market trends/practices. This made me aware of the latest scenario and practices in the business world. This also helped me apply new business techniques in my field.

As the course is specifically designed for working professional the example were given taking in mind every professional's on the job requirements. As people from various fields join the course one is able to know what is going on in the other sectors and the case study approach helps one to understand the problem and solutions for the same.

MDP's helped us on different business techniques and overall development as a management personnel.



**Mr. Sagar Shah**  
Senior Engineer  
John Deere

This course provided me with a great overview of the industry, enabling me to better determine which areas I'm most interested in. The course pack, which was a compilation of Industry case studies, Learning Labs & Management Development Programs(MDP) was extremely effective. I felt I learned much more by discussing real company stories than reading text books on management and marketing. I also enjoyed the field trips tremendously. They made the course extremely dynamic, and provided context for the topics we discussed in class.

## Testimonials