



MOMENTUM FOR CAREER AND LIFE

PROSPECTUS FOR ADMISSIONS

POST-GRADUATE PROGRAMMES IN MANAGEMENT 2016-18



Our Mission

“To excel in post-graduate management education, research and practice”

Means:

- By nurturing and developing global wealth creators and leaders.
- By continually benchmarking ourselves against best in class institutions.
- By fostering continuous learning and reflection, achievement orientation, creative interdependence and respect for diversity.

Value Bounds:

- Holistic concern for ethics, environment and society.



- The premier global accreditation body endorses for high quality of academic process
- Less than 5% of the world's 15,000 Business Schools have earned AACSB accreditation
- AACSB-accredited schools produce highly skilled graduates who are preferred by employers

TAPMI joins an elite group of institutions that have achieved business accreditation from AACSB International (www.aacsb.edu). TAPMI is the first and the only AICTE approved B-School in India to achieve this distinguished hallmark of excellence in management education.



CRISIL awarded **A***** B-School grading at national and Karnataka State level to TAPMI till June 2016.

Recognitions & Awards (Institute, Faculty, Students)

- TAPMI received the “TOP INSTITUTE OF INDIA” award by the Week and Outlook magazines at the CSR Awards Night held on April 19, 2015 at New Delhi.
- Consistently ranked among top 1% B-Schools in India
- Awards won by students at various Management fests/ competitions in the country

Week Magazine	#21 out of top 155 B-Schools in India
	#8 in the top private B-Schools
	#1 in private South zone B-Schools
Outlook	#2 - South India
	#8 - Private B-Schools
	#16 - Top B-Schools in India

For details on faculty & students' achievements, please visit:

<http://www.tapmi.edu.in/know-us/achievements/awards>



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Our Founder



Padma Bhushan Awardee
Late Shri Tonse Ananth Pai
(1922 - 1981)

Late Shri Tonse Ananth Pai (T. A. Pai) was born on the 17th of January 1922, the eldest of four sons of Late Shri Tonse Upendra Pai. After his early childhood spent in Udupi district, he went to Bombay (now, Mumbai) to pursue his education. He graduated in Commerce from Sydenham College of Commerce and Economics in 1943.

Shri T. A. Pai joined the Syndicate Bank in 1943 as Deputy Manager. After holding several positions in the bank and being the General Manager from 1944 to 1961, he rose to become the Managing Director of the bank from 1962 to 1964. His stewardship of the bank is credited with a number of achievements - fastest growth, pioneering schemes, innovation in mobilisation of small savings, agricultural financing and focus on the common man.

He was appointed as the first Chairman of Food Corporation of India in 1965. After a little over one year, he rejoined the Syndicate Bank in 1966 and was appointed its Chairman in

1967. The Government of India appointed him as Chairman of Life Insurance Corporation in 1970. He was elected to the Rajya Sabha in 1972 and appointed the Union Minister for Railways. In 1973, he was given the responsibility for the newly created Ministry of Heavy Industries and subsequently, additional charge of the Ministry of Steel and Mines. Shri T.A. Pai took over the responsibility of the Ministry of Industry and Civil Supplies in 1974, and thus became responsible for the industrial development of India.

Awards and recognition came his way in many forms. He was conferred the Padma Bhushan by the Government of India in 1972. He was awarded the degree of D.Litt. by the Karnataka University in 1973. The Andhra University decorated him with the degree of D.Litt. in 1975.

Shri T. A. Pai passed away on the 29th of May 1981. He founded Manipal Institute of Management in 1980-81, which was later renamed as T. A. Pai Management Institute (TAPMI).

Governance at TAPMI

TAPMI is an autonomous body and the governance of the institute rests with the TAPMI Trust, Governing Council and the Board of Management Studies. The Governing Council, chaired by Dr. Ramdas M Pai, is responsible for evolving broad framework and policies while the Board of Management Studies is responsible for all matters related to academics. Both comprise eminent members drawn from the academia, industry and business.

Governing Council

Dr. Ramdas M Pai - Chairman
Chancellor, Manipal University, Manipal

Dr. H S Ballal
Pro Chancellor, Manipal University, Manipal

Dr. H Vinod Bhat
Vice Chancellor, Manipal University, Manipal

Dr. Ranjan R Pai
Managing Director & Chief Executive Officer,
MEMG Int. India (Pvt.) Ltd., Bangalore

Dr. H Shantaram
Administrative Officer, Academy of General Education, Manipal

Dr. P D Shenoy, IAS (Retd)
Former Labour Secretary to GOI, New Delhi

Dr. M Mahadevappa
Director, JSS Rural Foundation, Mysore

Dr. M S Valiathan
National Research Professor, Manipal University, Manipal

Shri. Bhaskar Bhat
Managing Director, Titan Industries Ltd., Bangalore

Shri. Ananthakrishna
Executive Chairman, Karnataka Bank Ltd., Mangalore

Shri. Ramesh Adige
Former President, Corporate Affairs & Global Corporate
Communication, Ranbaxy Laboratories Ltd., Gurgaon

Mr Rajen Padukone
Group President, MEMG International India Pvt. Ltd.,
Bangalore.

Shri. Rajeev Jain
Chief Executive Officer, Bajaj Finance Limited, Pune

Dr Anil Menon
President, Smart+Connected Communities and
Deputy Chief Globalization Officer, Cisco

Dr. R C Natarajan
Director, TAPMI

Dr. Gururaj Kidiyoor
Dean -Academics, TAPMI

Prof. Raghunath Rudran
Dean - Administration, TAPMI

Board of Management Studies

Dr. R C Natarajan – Chairman
Director, TAPMI

Dr. Ananth Rao
Professor & Chief Academic Officer,
University of Dubai, Dubai, UAE

Mr. D N Prasad
Director, Google People Services-APAC, Singapore

Shri. M S S Varadan
Management Educator, Malleshwaram, Bangalore

Mr. Deepak Reddy
Head - Mortgages & Group Learning Academy,
Bajaj FinServe, Pune

Ms. Simeran Bhasin
CMO
Wildcraft India, Bangalore

Shri. Harish H V
Partner - Corporate Advisory Services and
Head - South India, Grant Thornton, Bangalore

Dr. Gururaj Kidiyoor
Dean- Academics, TAPMI

Director Speaks



These are times for hope. We are witnessing resurgence in the Indian GDP growth rate. Poised to grow at about 7.5% (compared to 6.3% for China), we are emerging as the growth hub of not just South Asia, but of the World. The “Make in India” campaign has attracted the imagination of Industry Captains of both India and Western markets alike. Industries ranging across Agri- business, core manufacturing, energy, consumer durables, banking and financial services and business consulting services are set to see the kind of growth not witnessed in the recent times since the Global Financial Crisis.

Against this backdrop, TAPMI's accredited programs are designed to prepare students for a broad range of careers across functional domains. Consistent with TAPMI's core

philosophy of bridging the gap between theory and practice of management, we provide unique setting to our students in the form of a variety of experiential learning tools. A rich blend of Simulation, Games, HBS Cases, Industry Interaction along with inputs from our experienced Academic team brings in a transformational change in our graduates. Besides imparting avant-garde knowledge in the management domain and the requisite skill-sets, we also inculcate ethical thinking, responsiveness towards environment and respect for diversity in society.

I invite you to be part of this exciting and state-of-the-art program, benefit from it for life and contribute to the growth of Indian's economic growth.

A handwritten signature in black ink, appearing to read 'R C Natarajan'.

Dr. R C NATARAJAN
Director



TAPMI Today

T. A. Pai Management Institute, popularly known as TAPMI, was established in the early 80's in pursuance of the vision of the late Shri. T. A. Pai. With the induction of the first batch of students in the year 1984, the Flagship Program of TAPMI, the two year Post Graduate Programme in Management (PGDM) commenced. TAPMI was one of the first few institutions to seek the approval of All India Council for Technical Education (AICTE). TAPMI's PGDM Program is approved by the AICTE since its inception.

Today, TAPMI is one of the top ranking institutes in India known for its strong academic credentials and reputation. The institute has been recognized well by established, reputed business and industrial houses in India. Over the years, the institute has earned a name not only for its Post Graduate Programme in Management and Post Graduate Programme in Healthcare Management, recognized as equivalent to MBA by the Association of Indian Universities (AIU) but also for the quality of talent it has developed among the students.

In April 2012, TAPMI was accredited for its postgraduate program, by AACSB International - The Association to Advance Collegiate Schools of Business (www.aacsb.edu). Only two business schools in India, and less than 5% worldwide, have

attained this distinguished hallmark of excellence in management education.

CRISIL Business School Grading has rated TAPMI with an A*** grading in their national-and state-level Grading of Management Educational Institutions in the country.

Recognitions

AACSB-International Accredited

AICTE Approved

CRISIL A*** graded

Ranked among top 20 B- Schools in India

A I U Recognised

Core Faculty

- **Abilash Ramani K**, B.E, PGDM
- **Aditya Mohan Jadhav**, B.E, MBA, MTP, Ph.D
- **Animesh Bahadur**, MHRM & IR, Ph.D
- **Aparna Bhat**, MA, M Phil, PGDPM
- **Amit Srivastava**, Ph.D
- **Dayashankar Ramdhari Maurya**, BHMS, MPP, PGDMHC, Ph.D
- **Debmallya Chatterje**, MTech, MSc, MIT, Ph.D
- **Durga Prasad M**, MCom, MBA, MPhil, Ph.D
- **Ganes M Pandya**, MPhil, Ph.D
- **George K J**, MA, MBA
- **Gururaj H Kidiyoor**, B.E, PGDM, Ph.D
- **Gurudutt Nayak**, B.E, PGDM
- **Ishwar Haritas**, MBA
- **James P S**, M.Sc (Def Studies), M.Sc (Psy), MBA, Ph.D
- **Jayanthi Thanigan**, B.E (Agri), PGDRM, Ph.D
- **Kartikeya Bolar Pramoda**, B.E, MBA, MTP, Ph.D
- **Kaushik Bhattacharjee**, B.Sc, MBA, Ph.D
- **Kavitha Ranganathan**, MPhil, Ph.D
- **Kedar P Joshi**, B.E, ME, FPM
- **Kedareshwaran Subramanian**, B.E, PGDBA
- **Kumar Kunal Kamal**, MA, FPM
- **Madhavi Latha Nandi**, B.E, FPM
- **Madhu Sehwat**, Msc
- **Madhu Veeraraghavan**, B.Com, MBA, Ph.D
- **Mayank Jyotsna Soni**, M.Com, FPM
- **Natarajan R C**, MA, PGDRM, Ph.D
- **Pradeepta Sethi**, B.Sc, M.Sc, FPM
- **Prashant V Yatgiri**, B.E, MBA, Ph.D
- **Prashant Kumar**, BTech, MBA, FPM
- **Raghunath Rudran**, BTech, PGDRM, Ph.D
- **Rajasulochana S**, MA, Ph.D
- **Rajiv V Shah**, M.Com, FICWA
- **Rashmi Narayana**, B.Sc (Agri), M.Sc (Agri), IMRD, Ph.D
- **S. Mahadevan**, M.A Economics, PGPRM
- **Seena Biju**, M.Sc, MBA, Ph.D
- **Sham Ranjan Shetty**, B.E, PGDM
- **Shirshendu Ganguli**, B.E, PGDTM, MMM, MTP, Ph.D
- **Simon George**, M.Sc, MBA, Ph.D
- **Srikanth P**, B.Com., MBA, Ph.D
- **Sudeep Kumar S**, B.Sc, MBA, FIII
- **Sulagna Mukherjee**, M.Sc, M.Phil, Ph.D
- **Sushanta Kumar Sarma**, PGDM, FPRM
- **Varsha Khandker**, B.Sc, M.Sc, FPM
- **Vasanth Kamath V. P.**, B.E, MTech, MBA
- **Vidya Pratap**, MA, M.Sc, Ph.D
- **Vinod Madhavan**, MBA
- **Vishwanathan Iyer**, M.Com, ACA, Ph.D
- **Vrishali N Bhat**, M.Com, ACA

Adjunct Faculty

- **Vasudeva Rao A S**, B.E (Mech), PGDBM, Ph.D
- **Vinit Thakur**, M.Sc, BIMS, BQM

Prominent Visiting Faculty

- **Arun Kumar Chaudhuri**
- **Avinash Paranjape**
- **Shashidhar Acharya**
- **Sundar Sarukkai**
- **Shalini Verma**
- **Swaminath Malathesh**
- **P B Ramanujam**
- **Saji K Mathew**
- **Nishith K Mohanty**
- **Rajesh B V**
- **Naveen Narayan**
- **Malavika Harita**
- **D S Broca**
- **Love Tandon**
- **K J Jaims**
- **Ravindranath Shanbhogue**
- **Pramod Allamraju**



POST GRADUATE DIPLOMA IN MANAGEMENT (PGDM)

34th Batch

Grooming Leaders

TAPMI's reputation for institutional excellence in the past 30 years is a result of its coherent and compelling vision. Adequate initiatives are taken to blend the philosophy of management education with the industry-relevant curriculum. This aims to generate greater social, ethical and professional accountability among the students.

Curriculum with an emphasis on Assurance of Learning

The Post Graduate Programme in Management at TAPMI aims at offering a mix of knowledge, skills and attitude that a professional manager needs to possess to deliver results in varying scenarios of business. For this purpose, the curriculum, pedagogy and learning processes are appropriately structured and rolled out during the two years. These include six terms of course work and an intensive field component called "Management in Practice". Besides, students go through a few other special field based experiential learning modules enriching their understanding while also honing their managerial and leadership skills as well as talents during their stint at TAPMI.

The Curriculum is designed by bringing in subjects to be studied in different terms in a progressive manner: understanding of concepts from multiple disciplines and developing skills to apply these concepts and principles in real life scenarios of business management. The pedagogy for each course is chosen appropriate to learning requirements and complexity of subject to be taught and learnt. Mixing and matching live projects, exercises and assignments along with simulating the business challenges, dilemmas of a manager and dynamics brought in by industry and society at large is central to the academic design and delivery of all courses at TAPMI. Each Course is designed with an objective of meeting or achieving specific learning outcomes.

Class room learning

The PGP is divided into six trimesters spread over two years of the Programme. During the first three terms of the first year, all students study courses of different functional areas. They learn the fundamentals of both management subjects as well as supportive subjects from social sciences and quantitative methods, which prepare each student to move towards specializations of choice.

During the second year, courses taught include a few core courses and several electives from various specializations. This will help prepare every student to be "industry ready" by the time he/she graduates at the end of the program.

Electives

TAPMI offers elective courses in **Marketing, Finance Operations, System, HR, General Management** to suit the industry requirements and topical demands on skills and competence based on recruitment needs of the corporate partners of TAPMI.

A rigorous process of choice and allocation of elective courses ensures in professionalizing management for all sectors of the economy. This helps in providing the skilled personnel for superior wealth generation.

Management In Practice (MIP)

At TAPMI, it was realised that a summer project for mere academic compliance benefitted neither the industry nor the student. To take this activity to a new level, Management In Practice or MIP was conceived. Its flow and sequence is as follows:

A one-week exposure to industry during the first year is followed by eight weeks of summer internship at the end of that year. Students take up a project offered by corporate concerns and spend this time accomplishing the goals set by the host organisations. In the second year, they work on an identified organisational issue.

Perhaps the most important innovation is the ability to convert the summer internship into consolidated learning. This has also resulted in the generation of cases by students. TAPMI generated over 450 cases authored by students through MIP, and about 200 of them are registered at European Case Clearing House (ECCH), a major international case clearing agency.

PGDM Course Curriculum

A brief listing of all the courses offered in the first year and choices available under different specializations in the second year are given below. Every year new elective courses are added.

First Year spread over terms 1-3

TERM 1
Course Title
Business Statistics
Basics of Accounting
Organizational Theory & Practice
Microeconomics
Managerial Communication - 1
Problem Solving & Decision Making
Managerial Analysis for Decision

TERM 2
Course Title
Organizational Behaviour
Marketing Management
Financial Management - 1
Management Accounting
Macroeconomics
Operations Research
Operations Management - 1

TERM 3
Course Title
Business Law
Operations Management - 2
Marketing Research
Human Resource Management
Financial Management - 2
Strategic Management
IT for Business
Workshop on Entrepreneurship and Business Plan
Managerial Communication - 2

2nd Year spread over Terms 4-6

TERM 4
Course Title
GENERAL MANAGEMENT ELECTIVES
Business Ethics
Enterprise Risk Management
Consulting Skills & Approach
FINANCE ELECTIVES
Monetary Economics
Financial Modelling using VBA & Excel
Financial Statement Analysis
Options, Futures & Other Derivatives
Financial Econometrics
Securities Markets
Commercial Banking
Fixed Income
HUMAN RESOURCE ELECTIVES
Strategic Human Resource Management & Human Resource Planning
Competency Mapping, Recruitment & Selection
Performance Management
HRIS & Analytics
Employee Relations
Workshop on Emotional Intelligence
Workshop on Assessment Centre
OPERATIONS MANAGEMENT ELECTIVES
Advanced Inventory & Lean Management
Operations Strategy
Service Operations Management
Pricing and Revenue Optimization
Simulation Modeling
Supply Chain Management
Strategic Sourcing
Quality Management & Six Sigma Green Belt
MARKETING MANAGEMENT ELECTIVES
Consumer Behavior
Brand Management
Distribution Management
Retail Management
Business to Business Marketing
Services Marketing
INFORMATION TECHNOLOGY ELECTIVES
IT Consulting
IT Risk Management

TERM 5
Course Title
GENERAL MANAGEMENT ELECTIVES
Project Management
MIP
Business Analytics
FINANCE ELECTIVES
Quantitative Asset Management (Pre-requisite: Financial Econometrics)
Business Valuation (Pre-requisite: Financial Statement Analysis)
Mergers and Acquisitions
Investment Banking
HUMAN RESOURCE ELECTIVES
International HRM
Compensation Management
OPERATION MANAGEMENT ELECTIVES
Operations Analytics
Game Theory and Applications
Logistics Management
MARKETING MANAGEMENT ELECTIVES
Digital Marketing
Sales Management
Business of Media
RISK (BrandScan)
INFORMATION TECHNOLOGY ELECTIVES
Business Process Management
Business Analytics

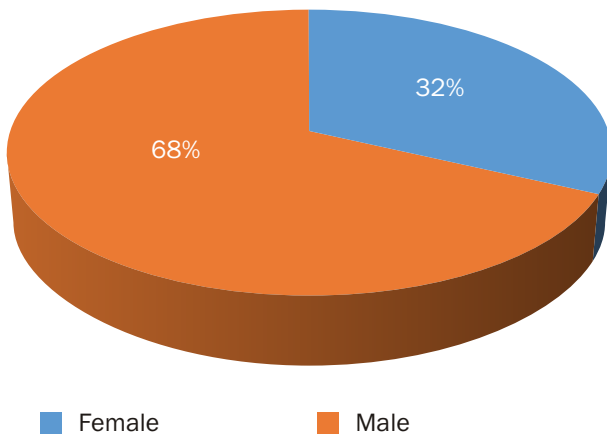
TERM 6
Course Title
HUMAN RESOURCES ELECTIVES
Business Leadership
GENERAL MANAGEMENT ELECTIVES
Strategy Simulation
Blue Ocean Strategy
New Venture Startup
FINANCE ELECTIVES
Student Managed Investment Course
Private Equity and Venture Capital
Wealth Management
Advanced Derivatives Pricing and Risk Management
HUMAN RESOURCE ELECTIVES
Learning & Development
Talent Management & Succession Planning
OPERATIONS MANAGEMENT ELECTIVES
Manufacturing Systems Design
Product Development & Design
Modelling with Spreadsheets
MARKETING MANAGEMENT ELECTIVES
Customer Relationship Management
Integrated Marketing Communications
Personal Selling & Sales Negotiations
Rural Marketing
Marketing Strategy
INFORMATION TECHNOLOGY ELECTIVES
Enterprise Resource Planning



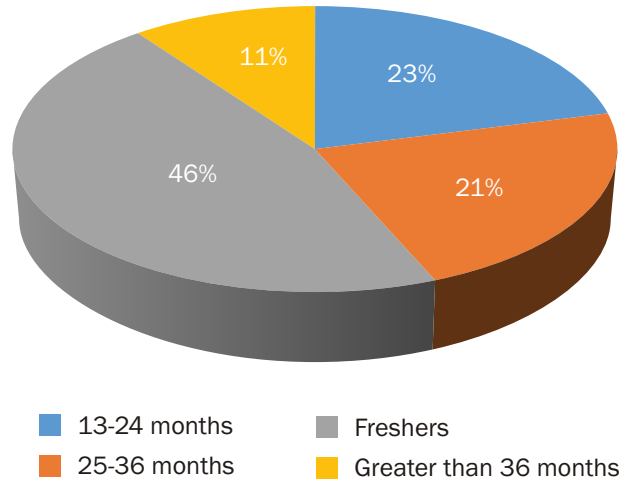
The uniqueness of the academic processes at TAPMI emerges from a high emphasis on experiential learning, values and ethics, leadership focus, and development of a balanced view of life. Every year, the list of electives offered may undergo a change.

Student Profile 2015-17

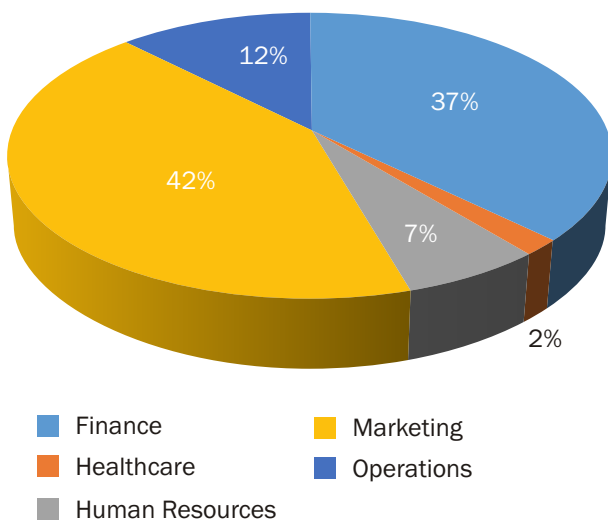
GENDER DIVERSITY



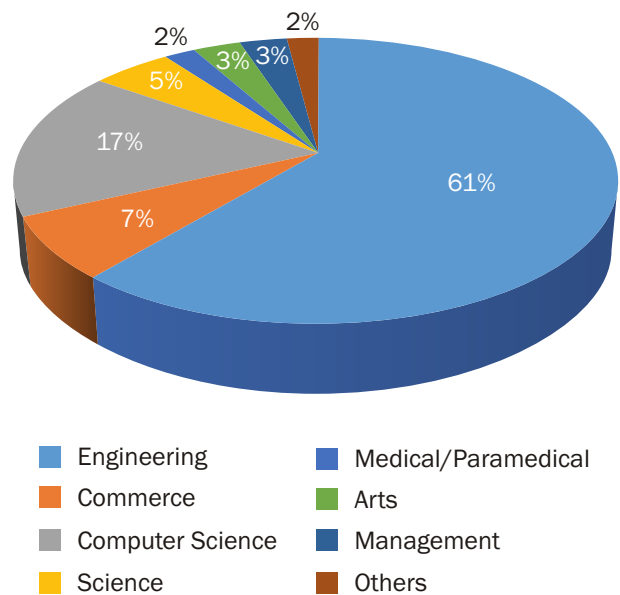
WORK EXPERIENCE



ACROSS MAJORS



EDUCATIONAL BACKGROUND





POST GRADUATE DIPLOMA IN MANAGEMENT-HEALTHCARE (PGDM-HC)

7th Batch

Qualification with a lifeline

Organized health care has seen tremendous growth in the last 10-15 years in India. Today, the need to tackle numerous minor to major diseases; to address the impact of frequently occurring natural and manmade disasters; to deal with the complexities of managing small clinics to large hospitals; to offer affordable and reliable medical and health services to all sections of the society and in all corners of the country has led to the emergence of Healthcare Sector as a growing and challenging sector of Indian economy. In a scenario of dearth of basic infrastructure, burgeoning population in rural and urban India and severe shortage of trained and committed manpower, willing to work in this sector gave rise to the design and offer of a world-class programme in Post Graduation in Health-care Management.

The promise and opportunity for professionally trained managerial cadre in health care sector assures a growing career for those committed and interested to work in healthcare sector. The two year Post graduate program on Health Care Management (HCM) at TAPMI intends to integrate knowledge, skills and attitude of both health/medical field and business management fields, leading to the award of the Post Graduate Diploma in Management Healthcare approved by All India Council for Technical Education (AICTE) as equivalent to an MBA. TAPMI expects to address the gap between the demand and supply for professional talent in Healthcare sector through its graduates.

TAPMI's 2 year Program of PGDM-Healthcare equips its students with competencies necessary to work in the following areas of healthcare domain :

- Management of hospitals and its resources
- Management of health service products/services
- Management of service delivery systems
- Management of patients and
- Management of community/public health systems

The PGDM-Healthcare Program is expected to develop high quality health care professionals and to open wide career opportunities for the participants in both management and health sectors.

The two year programme is fully residential and includes six terms with various management and healthcare related courses along with elective courses.

Class room learning

The PGP is divided into six trimesters spread over two years of the Programme. During the first three terms of the first year, all students study courses of different functional areas. They learn the fundamentals of both management subjects as well as supportive subjects from social sciences and quantitative methods, which prepare each student to move towards specializations of choice.

During the second year, courses taught include a few core courses and several electives from various streams of specializations, which will help prepare every student to be "industry ready" by the time he/she graduates at the end of the program.



PGDM-Healthcare Course Curriculum

A brief listing of all the courses offered in the first year and choices available under different specializations in the second year are given below :

First Year spread over terms 1-3

The first year contains an immersion module and three terms. The courses in each term are designed to provide conceptual and foundation skills on Management.

TERM 1
Course Title
Business Statistics
Basics of Accounting
Organizational Theory & Practice
Microeconomics
Managerial Communication - 1
Problem Solving & Decision Making
Managerial Analysis for Decision

TERM 2
Course Title
Organizational Behaviour
Marketing Management
Financial Management - 1
Management Accounting
Macroeconomics
Operations Research
Operations Management - 1

TERM 3
Course Title
Business Law
Operations Management - 2
Marketing Research
Human Resource Management
Financial Management - 2
Strategic Management
IT for Business
Workshop on Entrepreneurship and Business Plan
Managerial Communication - 2

2nd Year spread over Terms 4-6

The second year courses are designed to provide specialized skills on healthcare related areas through special subjects. The courses offered during the second year may undergo a change.

TERM 4
Course Title
Sales & Distribution in Healthcare
Pharmaceutical and Biomedical Product Management
Healthcare Supply Chain Management
Healthcare Systems & Policies in India
Quality Management in Healthcare
PGDM Elective

TERM 5
Course Title
Promotion of Healthcare Products & Services
Healthcare Services Marketing
Performance Management in Healthcare
Health Insurance & Financing
Health Ethics
Workshop on Health Resources & Policy

TERM 6
Course Title
Technology & Information System in Healthcare
Business Leadership
Patient Relationship Management
Healthcare Law
PGDM Elective



PGDM-BANKING & FINANCIAL SERVICES (PGDM-BKFS)

3rd Batch

Towards a Bankable Future

PGDM-BKFS, offered by TAPMI, is a two year full-time residential post-graduate programme. The trimester-based programme caters to the needs of the vast and fast growing field of financial services with a special focus on Banking and Capital Markets.

PGDM-BKFS is designed to prepare students in a broad range of careers in the financial industry — careers requiring analytical rigour and the ability to innovate around market challenges. It equips students with advanced financial modelling techniques and prepares them to design innovative solutions to complex finance problems faced by the banking and financial services industry.

Many career paths exist for PGDM-BKFS graduates: Investment and Corporate Banking, Stock Broking, Financial Analyst, Treasury Operations, Asset Managers, Credit Rating Analyst, roles with exchanges/regulators, etc. The programme will help those aspiring for managerial positions in the banking and financial industry. With a high need for efficient professionals in this sector, this is the right time to do a specialised course that caters to its needs.

Core courses in the first year provide an in-depth understanding of the theoretical underpinnings in this field. In the second year, students are exposed to cutting-edge academic research and state-of-the-art industry best practices. They have the option to choose from either the banking or the capital market stream.

TAPMI also provides a unique opportunity to students to undergo experiential learning of stock selection and portfolio management through the Student Managed Investment Course, wherein each student is provided with a seed capital funding to invest across sectors and generate alpha over the duration of the programme.

Banking

The banking sector has become one of most influential players in contributing to the Indian economy as a whole. Commercial banks are showing fantastic results with respect to capital adequacy, profitability, asset quality and risk management. The process of deregulation has helped the banks in extending their services into other areas, such as investment banking, insurance, credit cards, depository services, mutual funds, etc.

The banking industry is expected to grow at an annual rate of 23.3 percent. This level is on par with banks in Japan and Singapore. Despite the global recessionary trends, the Banking, Financial Services and Insurance Industry in our country has been looking up in the recruitment mode. There is ever-growing demand for professionally-qualified personnel in this domain.

Financial Services

The role of financial services is vital in sustaining a nation's economy. It generally includes insurance, mutual funds, banking, and shares & stocks. Presently, this sector is growing at a rate of 15 percent per annum in the country.

The financial system comprises of specialised and non-specialised financial institutions of structured and unstructured financial markets, financial instruments and services. All these services make the transfer of funds hassle-free, bring stability to the economy, and increase competition within and outside the country.

Classroom learning

The first trimester concentrates on foundation courses that extensively cover the basics of accounting, finance and insurance concepts, and banking functions. The second trimester focuses on managing financial aspects, regulating and reducing risks, control systems, project- and micro-financing. The course curriculum is the right blend of all the aspects related to the banking, finance and insurance sectors, both national and international.

Summer Training

The practice of Banking and Capital Markets is interesting as well as complicated. Practical application of the theories of finance is subtle and cannot be observed easily. Exposure to industry practices and training by industry experts plays an important role in growth as a finance professional. To ensure a structured industry interaction TAPMI has deviated from the general summer internship followed by other banking school and integrated summer training by industry professionals.

TAPMI-BKFS program students undergo summer training of eight weeks along with leading industry stalwarts. The students undergo training in banking operations for four weeks at a leading bank officers training center followed by training for four weeks in capital markets at the BSE training school. The summer training helps the students to integrate the classroom learning with industry practices. The students make an informed choice on their career path after the summer training by choosing the elective stream in which they intend to excel.

Banking & Financial Services - (BKFS) Course Curriculum

First Year spread over terms 1-3

TERM I (July to September)	
Course Title	
Financial Accounting	
Statistics	
Introduction to marketing	
Economics for Finance	
Financial Markets and Institutions (including Clearance, Settlement and Depository Institutions)	
Managerial Communication	
IT for Banking	



TERM II (October to December)	
Course Title	
Management Accounting	
Econometrics	
Macroeconomics	
Bank Regulation	
Corporate Finance - I	
Human Resources Management (With a Focus on Banking and Finance Industry)	
Business Law	



TERM III (January to March third week)	
Course Title	
Financial Statement Analysis	
Commercial Banking	
Investment Theory	
Money, Banking and Monetary Policy	
Financial Derivatives	
Corporate Finance - II	
Data Analytics (focused on Banking and Financial Services Industry)	
Corporate Strategy	



*Second Year spread over terms 4-6

BANKING STREAM

TERM IV (Second week of June to August)	
Course Title	
Investment Banking	
Fund Management and Alternative Investments	
Business Valuation	
Treasury Management (Including Asset Liability Management)	
Corporate Governance and Ethics	
Foreign Exchange Management	
Fixed Income Securities	
Wealth and Tax Management	
SMIC (Terms IV and V)	

TERM V (September - November)	
Course Title	
Risk Management in Banks	
Financial Modelling using MS-Excel and VB	
Trade Finance (Including HP AND Leasing)	
Rural Banking and Micro Finance	
Retail Banking and CRM	
Project Appraisal and Finance	
Bankruptcy and Reorganisation	

TERM VI (December to March)	
Course Title	
Winter Projects	

CAPITAL MARKETS STREAM

TERM IV (Fourth week of May to August)	
Course Title	
Investment Banking	
Fund Management and Alternative Investments	
Business Valuation	
Technical Analysis (including investment note writing)	
Corporate Governance and Ethics	
International Finance (focus on forex management)	
Fixed Income Securities	
Market Microstructure	
SMIC (Terms IV and V)	

TERM V (September - November)	
Course Title	
Advanced Derivatives using Bloomberg	
Financial Modelling using MS-Excel and VB	
Financial engineering and structured finance	
Mergers and Acquisitions	
Projects Appraisal and Finance	
Behavioural Finance	
Private Equity and Venture Capital	

TERM VI (December to March)	
Course Title	
Winter Project	

Winter Internship

Given the complex nature of activities in the Banking and Financial services sector and the advanced skillsets required to deliver in this sector, TAPMI has moved away from the summer internship and introduced winter internship in its PGDM-BKFS program. The 14-week winter internship is scheduled in the last term of the program and requires the student to work on project offered by corporate concerns and spend this time accomplishing the goals set by the host organizations. Students having obtained the required skillsets by now are in a better position to contribute to their host organization and the longer period also makes their internship experience richer.

Student Speak



Nandita Shyamsundar
BKFS, Second Year
Banking Stream

As a second year student, the BKFS programme so far has been a perfect blend of learning, memories, challenges and appreciation of the world of finance. In the first year, the fundamentals of finance were ingrained into us. In the second year,

there's a shift from the basics to the study of specialised courses. As a student of the banking stream, the in depth study of subjects like credit risk management, interest rate risk management, trade finance, treasury management in addition to core finance subjects like business valuation and fund management gives me a better insight into the intricacies involved in each of these areas.

The preparation for the industry is incorporated into every single opportunity to learn, right from classes and group projects to SMIC and CobCam.

Our internship at Bombay Stock Exchange, especially our projects, was a bridge from first to second year. Under the tutelage of practising experts in subjects like foreign exchange management, bonds and interest rate dynamics and treasury operations, our projects were yet another mixture of education and excitement and still continue to leverage our understanding of subjects in the second year.



Nikhita Kalibhat
Bloomberg Champion, Second Year
(PGDM – Finance Major)

As a Bloomberg Champion, my primary role is to map TAPMI's finance courses to Bloomberg's functionalities and evangelize the utilization of the Bloomberg Terminal amongst TAPMI's specialist faculty and MBA cohort. The Championship Program

has helped me gain a deep understanding of the workings and utilities of the Bloomberg Terminal. Additionally, I have gained great, unique and pertinent insights into the world of financial markets and economics. TAPMI's fully-integrated finance curriculum provides a signature learning experience like none other, with extensive use of the Bloomberg Terminal to access live data, perform analyses and validate hypotheses.

The Student Managed Investment Course (SMIC) is a unique, one-of-a-kind course in the country that goes beyond the realm of simulation and gives Finance scholars the opportunity to invest real money into the markets. The experience of creating investment philosophies and plans, managing a live portfolio and presenting results to an elite panel of judges is phenomenal. The course itself is highly competitive, demanding, and selective in nature and creates an environment of rigor that facilitates learning beyond textbooks and journals. It is the ideal preparation ground for Finance scholars, who are new to the industry, to step into the world of financial markets and investments with confidence.



Shulin Satoskar
BKFS, Second Year
Capital Markets Stream

The highlight of my study so far has been the internship experience at the Bombay Stock Exchange. We were exposed to diverse areas such as private equity and venture capital, bond markets, derivatives, commodities and equity research. My

interest in the capital markets stream was further enhanced, especially in the fields of technical analysis and equity research, as industry experts wove the threads of entry and exit timings into a beautiful pattern in my mind. We also had particularly exciting moments like witnessing the IPOs of VRL logistics and Inox wind.

The overwhelming positive and personal responses from industry stalwarts during the first edition of CobCam organised by the BKFS fraternity under the TAPMI umbrella reassures me that my first batch fears are a thing of the past not only for us, but also for the future batches of BKFS.



Rahul Satpathy
BKFS, First Year

The BKFS programme is a unique mix of courses which cuts across different areas of Finance. Major part of the curriculum is mapped to CFA Candidate Body of Knowledge (CFA CBOK). This provides a platform for the students to simultaneously appear for CFA exams as well. In addition to

this, we get to specialize in niche courses such as Real Estate Finance, Behavioral Finance, International Financial Crime, Bankruptcy and Reorganization to name a few. This type of curriculum is best fit for a person looking to strengthen and increase his expertise and understanding of the financial world and secure a good position in the financial industry. There is a continuous support from the faculty to help us cope with this extensive course structure. All of this combined will surely help us achieve great heights in the future.



Betty Avirachan
BKFS, First Year

I feel privileged being a part of TAPMI BKFS programme. The course has been designed to cover all the aspects of banking, insurance and financial services. The state-of-the-art Finance Lab powered by Bloomberg gives us access to real time international financial markets data and

exposure to different asset classes. The practical approach of the courses have changed my learning methods beyond imagination. The faculty and the guest speakers have accentuated our learning experience. The experience and knowledge that they bring with them are unparalleled and insightful. The practical skills backed by the academic knowledge will definitely help me in achieving my career goals.

TAPMI hosts the first TAPMI-Bloomberg Olympiad (Finomenal 2015)



The T. A. Pai Management Institute (TAPMI) hosted its annual finance conclave, Finomenal 2015, on September 19 and 20, 2015. The event was inaugurated by the chief guest, Mr. C. Vasudevan, Senior General Manager, BSE-Investor Protection Fund and the key-note address was delivered by Mr. Nitin Jaiswal, Sales Head, Bloomberg. The conclave included guest lectures and panel discussions by more than 20 stalwarts from the industry belonging to organizations like, Bombay Stock Exchange, National Australia Bank, Grant Thornton, Yes Bank, IDBI Asset Management Ltd, Janalakshmi Financial Services, Bloomberg, and others. The event also witnessed the launch of the *TAPMI Journal of Economics and Finance*.

The highlight of the two-day conclave was the inaugural edition of the **TAPMI-Bloomberg Olympiad**. Bloomberg Champions from eleven business schools across India participated in the Olympiad. This was a unique competition in which the champions across the top schools battled it out over two days



on various fronts – Ability to understand and use Bloomberg terminals to extract real time information, analysis of issues pertaining to Portfolio Management, Valuation and Mergers and Acquisition using wealth of data provided by Bloomberg. The State-of-Art Finance Lab of TAPMI hosting 16



Bloomberg terminals (largest in the country for an educational institution) and supported by data feed from BSE and NSE was the War-Room where the champions gave it all. Bloomberg Champions from N L Dalmia won the coveted TAPMI-Bloomberg Champion of Champions Trophy with TAPMI Champions being the runners-up.

The topic for first panel discussion was, “Is the world economy headed for a currency war”. The panel comprised of Mr. Tamal Bandyopadhyay, Bandhan Bank Ltd., Ms. Roopa Dave, Yes Bank, Mr. Viswanathan Iyer, National Australia Bank and Mr. Kishor Bagri, CFA Institute. The second panel comprising of Mr. Ganti Murthy, IDBI Asset Management, Mr. Debraj Banerjee, Janalakshmi Bank Services Ltd., Shreenivas Kunte, CFA Institute and Mr. Rohit Rao, Grant Thornton discussed the “Influence of Research House reports on Investors”.

The conclave also witnessed inter college competitions such as Concall and Scammed. Concall required students to act as board members and justify strategic decisions by the firms was won by TAPMI. Scammed required students to act as Forensic Auditors and evaluate financial statements to

identify financial scams. Students from XIM Bhubaneswar trounced teams from other business schools to emerge winners followed by K. J. Somaiya team as runners-up.

TAPMI also hosted the first ever edition of Cobcam: Confluence of Banking and Capital Markets 2015 during which eminent professionals and leaders from the banking space, capital markets and also from the regulatory domain shared their views on contemporary topics and interacted with students. Cobcam was hosted by the PGDM BKFS (Banking and Financial Services) programme which was launched in the academic year 2014-15. The chief guest for CobCam 2015 was Mr. S. Ravindran, Executive Director of SEBI. The event was inaugurated with his keynote speech on SEBI's role, and the importance of corporate governance. During the two enlightening days of COBCAM 2015, three panel discussions were organized on “Corporate Governance”, “Financial Inclusion”, and “India On the threshold of Global meltdown” followed by a two technical sessions - Wealth Management by Mr. Arijit Mukherjee, SVP, Anand Rathi, and Banking Valuation by Mr. ShreenivasKunte, Director, CFA Institute.



Significant Events

Integral to Curriculum at TAPMI



Industry Interface & Learning

BrandScan is one of India's largest market research fairs and a prestigious annual event organized by TAPMI for 21 years. Some of the companies for whom the projects have been carried out under BrandsScan include Apple Computers, Titan, Perfetti, HUL, Vodafone, Amul, Tata Tea, Britannia, Cadbury, Nestle, IBM, Voltas, Reebok, MRF, Channel V, UB group, Citi Bank, and TVS Suzuki. TNS India Pvt. Ltd., a major market research firm is the research partner for Brand Scan.

Atharva is an annual inter B-School programme that celebrates the spirit of enterprise. It is a mega event for the corporate, alumni and students. Atharva comprises Young Business Leader Contest, Business Plan Contest, Research Paper Presentations, Polemic and Management Games, organized and hosted by the student community at TAPMI. Atharva tests a TAPMIAN's commitment, responsiveness and creativity. **Quiz on the Beach (QOTB)**, a brand by itself, conducted annually in the silver sands of Kapu Beach is the only one of its kind where teams from top B Schools vie with those from industry.

Quiz on the Beach Event - Atharva 2015

Student Fora

TAPMI has active student fora and committees for Alumni Relations, Marketing, HR, Systems, Welfare, event management, MIRC etc., through which they take responsibility and manage different tasks on their own.

Co-curricular and Extra-curricular Activities

TAPMI has an array of co-curricular and extra-curricular activities to keep the students engaged in multiple talents and physical fitness. These are mainly student driven and supported by TAPMI and its faculty members.

During the conduct of these programmes and events, students are exposed to and challenged to seek, develop and apply multi-tasking abilities and skills, learn to make best use of resources available, and also to make sense of uncertainty. Cultural programmes like *Goonj* bring out the talent in art and music, while activities like *Speed* bring out their sporting talent.

Alumni Relations

Since the commencement of the programme in 1984, over 4800 students have graduated from TAPMI. Currently occupying prominent positions of responsibility in India and abroad, they continue to excel in their chosen careers with distinction and pride. The Institute, which has Alumni Chapters in different cities like Bangalore, Chennai, Mumbai, Delhi and Hyderabad holds regular alumni meets in order to provide them a forum for coming together and sharing their knowledge and experience.



Alumni visit to the campus

Events at TAPMI

- | | |
|---|---|
| ■ Joy of Giving Week
(Social event) | ■ Founder's Day Lecture
(T. A. Pai Memorial Lecture) |
| ■ Defi (Entrepreneurial
competition) | ■ Leadership Lectures |
| ■ BrandScan | ■ Convocation |
| ■ Alumni Meets | ■ Regional/National
Festivals |
| ■ Atharva | ■ CXO Leadership
Lecture Series |
| ■ SPEED | |
| ■ Conclaves | |

Conclaves at TAPMI

- DISHA - HR Conclave
- Finomenal - Finance Conclave
- SUMMIT - IT Conclave
- M-Brace - Marketing & General Management
- Abhyudaya - Healthcare
- Scope - Operations Conclave
- Manthan - Budget Discussions



Academic Activities

At TAPMI, research and teaching go hand in hand. Yet, the uniqueness lies in the fact that students contribute their mite, collaborating with faculty to produce Cases, Projects and Publications of high quality.

Student Faculty Joint Research

At TAPMI, students are encouraged to collaborate with faculty members to pursue research in areas of interest. Such research projects put to test understanding of concepts and act as avenues to test the skills. Over the years, students along with faculty have developed real life cases, conducted market research projects and have carried out consultancy assignments. About 50 research papers have been published through four compendiums of research papers, jointly authored by students and faculty members.

Executive Education and Faculty Development Programmes

TAPMI is actively involved with a number of business organisations to provide continuous learning and education to their executives. The programmes are composite and flexible and the time duration is based on the business organization's requirements. Executive Education Programmes (EEP), Faculty Development Programmes (FPD) and EEP for SMEs are some of the courses offered.

Foreign Collaborations

- Asian Institute of Management, Manila
- Manipal International University, Malaysia
- School of Management, Asian Institute of Technology (AIT), Bangkok
- Sheffield Hallam University (SHU), UK
- St. Mary's College, California, US
- University of Dubai (Development Phase)



Centers at TAPMI

Centre for Research in Banking and Finance

Sponsored by AICTE, Govt. of India, the Center for Research in Banking and Finance is dedicated to promoting high-quality research in financial, economic, creation of new data sets, and development of new teaching materials in the area of finance. The Center has several affiliated scholars at leading institutions, and it continues to define the research frontier, hosting a working papers series and a variety of conferences.

Centre for Indian Culture, Heritage and Management

Established in 2009, the Centre for Indian Culture, Heritage and Management promotes studies on Indian ethos in management. With the growing focus and excitement about the Indian model of management in the global arena, the Center has undertaken a study titled **Managerial Excellence through Indian Ethos** with funding from AICTE.

India Blue Ocean Strategy Research Centre (IBOSRC)

TAPMI is the first institution in India to establish the IBOSRC in association with BOS, Malaysia. The Center is involved in training, faculty development and education activities pertaining to BOS. By adopting BOS philosophy, TAPMI is redefining the curriculum to orient the future managers it produces to the new way of thinking which breaks traditional beliefs of compromises and tradeoffs.

Placements



TAPMI has been enjoying the goodwill of its recruiters for the past many years; and the placement for the year 2015 has been particularly outstanding because 100% target was achieved by January 2015 when the course completion for the last term was March 2015. Industry has been offering jobs with diverse profiles to the students. The students of TAPMI have risen to the occasion as evidenced by the feedback from its recruiters. TAPMI students have provided a seamless fit into the work profiles that was placed before them and successfully faced the challenges of the workplace.

Rewarding careers

The repeated placement visits by our recruiters bear ample testimony to their confidence in our institute. This has enhanced TAPMI's faith in itself and the institutional learning that the student undergoes at its portals. But more than that the quality of placements has elevated with TAPMI graduates being offered challenging assignments in various sectors. TAPMI graduates have time and again shown that they are well aware of the business environment and the issues facing various industries. They have their feet firmly on the ground and they are productive from day one.

Details of Placement Reports for the 6 years -2009, 2010, 2011, 2012, 2013, 2014 and 2015 can be seen at
website: <http://www.tapmi.edu.in/placements/final-placements/placement-reports/>

Indicative List of Recruiting Organizations

ACG Worldwide	Honeywell	NMC Healthcare
Analytics Quotient	HSBC	Odessa Technologies
Apps Daily World	HSBC - Analytics	Pantaloons
Aptean	IBM	Perfetti
Arvind Limited	ICICI Bank	Qikwell
Axis Bank	ICICI Prudential	SAP
Axis Risk Consulting	Idea	SBI Capital
Bajaj Allianz	IFB	Sequel Logistics
Bharat Matrimony	IKYA	Snapdeal
Capgemini	IMACS	Span Infotech
Care Ratings	iNautix	Sutherland
Cigniti	India Properties	Syntel
Coffee Day	Infosys	Tata Capital
Cognizant Business Consulting	JPMorgan Chase	Tata Power
Cognizant Technologies	Khazana Jewellery	TCS
Crisil	Kirloskar	TE Connectivity
Dell	Kotak Bank	Titan
Deloitte	L&T Finance	Urban Restro
Ernst & Young	Latentview Analytics	Virtusa
Fidelity	Magma	Volvo Eicher
Freshdesk	Manipal Technologies	Wipro Consumer Care
GCMMF - Amul	Medall	Wealth Advisors
GlaxoSmithKline	MEMG	Wildcraft
Godrej & Boyce	Microsoft	Wipro
Grant Thornton	Mindtree	WNS
Great Eastern Shipping	Mphasis	Zoho
HCL	Mu Sigma	Capital Via
HDFC Bank	Next Education	
HDFC Life	NIIT Technologies	

Visitors Book Comments

Date	Name & Address	Remark
21-10-2015	Dr Y V Reddy Former Governor Reserve Bank of India	I am amazed and fascinated. This complex, and the laboratory in particular represents the way we will move on to 21st century. It, I am sure, sets an example in means of achieving excellence. We are proud of all who are working here.
19-07-2014	Shri Joginder Singh IPS(Retd.) Former Director, CBI, India	Excellent visit. Inquisitive faculty. Keep up the good work you are doing.
12-06-2014	Prof. Raghuveer Singh Director, TSB Manipal University, Jaipur	Very rich & well organised learning resource centre. Everything a student/faculty needs is available for self enrichment. Compliments leader & people behind the whole centre.
02-04-2014	Dr A P J Abdul Kalam Former President of India	Well done
13-03-2014	Prof. Shantha Sinha Former Chairperson National Commission for Protection of Child Rights (NCPDR), New Delhi	Wonderful campus and excellent institution. Keep up the good work and prepare the young with a spirit of commitment. I wish you all the best.
08-03-2014	Shri Vinod Rai, IAS., (Retd.), Former Comptroller & Auditor General of India	It is such a privilege to visit TAPMI, which has established itself as a centre of excellence globally. Your campus is immaculate. Your faculty appears so committed. The Institution has emerged among the best in the country. Please keep up the good work.
03-03-2014	Shri. Rajshankar Ray, Chief Executive Officer, Home Appliances Division IFB Industries Ltd.	Came here to read through copies of the Brandskan reports, Very interesting. The Library itself is well laid out and the lighting through the centre during the day is lovely. A very good campus and my best wishes to the institute in the years ahead.
10-02-2014	Shri Ratan N. Tata Chairman Emeritus, TATA Group of Companies, Mumbai.	A very interactive and engaging experience with some very bright young people- some of whom will inevitably rise to be leaders in our country.

Eco Friendly TAPMI

Dignitaries visited TAPMI campus and planted saplings

Dr. Ananth Rao
Professor & Chief Academic Officer
University of Dubai, Dubai, UAE

Mr. Deepak Reddy
Head - Mortgages & Group Learning Academy
Bajaj FinServe, Pune

Professor Mark GABBOTT
Executive Dean Macquarie University, Australia

Prof. Ram Mudambi
Fox School of Business, Temple University, USA

Mr. Sashi kumar,
Former National English News Reader of Delhi Doordarshan

Ms. Simeran Bhasin
CMO, Wildcraft India, Bangalore

Dr. Subhash Chandra
Chairman - Zee Entertainment Enterprises Limited

Prof. Tony Fang
Stockholm Business School

Infrastructure

The infrastructural facilities available at TAPMI compare favorably with the best in the country and the learning environment is congenial enough to bring out the best in a student. The ambience ensures sufficient comfort and confidence among students, enabling them to maximize their potential.

The facilities available in the campus are:

- Modern gallery type class rooms equipped with audio-visual amenities.
- Wi-Fi campus
- Seminar/ Conference halls with video conferencing facilities.
- Fully air-conditioned state-of-art library that includes books, periodicals, project reports, working papers and annual reports of major limited companies and electronic databases both on-line and off-line.
- ICT infrastructure comprising high end hardware, software and communication systems and 24/7 internet connectivity networked via high-end blade servers and managed switches.
- Internet Service Providers with a total bandwidth of 16 MBPS (1:1)
- Canteen/ Mess
- Separate hostels for men/women with 24-hours power supply, hot water facility, lifts, washing machines
- Telephones with unlimited internal calling
- Integrated laundry services
- Medicare
- Gym
- Indoor / Outdoor Games
- Convenience Store
- 24 hours Security on Campus
- House keeping & facilities Management Services
- Bank / ATM facility inside campus

RAGGING
is totally banned
and anyone found guilty of
ragging and/or abetting ragging
is liable to be punished.

Hostel Facilities

It is mandatory for all the students to stay in the residential hostel. The institute will provide furnished accommodation on twin sharing basis. There are air-conditioned hostel rooms for those who prefer such facility.





Convocation 2015

Chief Guest for the ceremony was
Shri B Muthuraman, Former Chairman, TATA International





PGDM ADMISSIONS 2016-18

PGDM - Banking & Financial Services (BKFS)

3rd Batch

PGDM - Healthcare (HCM)

7th Batch

PGDM (PGP)

34th Batch

(AICTE approved Two Year Full Time Residential Programs)

ELIGIBILITY

- Minimum overall aggregate 50% in Graduation (10+2+3 or 10+2+4). Final Year Students may also apply
- PGDM & PGDM-BKFS: Valid scores of CAT 2015/ XAT 2016/ GMAT 2014 or 2015
- PGDM-HC: Valid Scores of CAT 2015/ XAT 2016/ GMAT 2014 or 2015/ MAT 2015

APPLICATION FEE

₹ 1500/- for one program, ₹ 2500/- for any two programs & ₹ 3500/- for all three programs

For NRI: ₹ 3100/- or USD - 50 for one program, ₹ 4500/- or USD - 75 for two programs & ₹ 6000/- or USD - 100/ for all three programs

Online payment through Debit/Credit cards
(See FAQs in Website)

Submit Online Application before 7 January, 2016

**Our Institute uses CAT/XAT scores for short-listing the candidates for our Post-graduate Programmes in Management. IIMs and XLRI have no role either in the selection process or in the conduct of the programme.*

TAPMI

Manipal - 576 104, Karnataka

📞 0820 2701010/1070 ✉ admissions2016@tapmi.edu.in 🖱 www.tapmi.edu.in

Admission Process

PGDM

Eligibility requirements:

- A graduate degree (10+2+3 OR 10+2+4) in any discipline from an AIU recognized university, with not less than 50% overall aggregate marks. Final year students may also apply.
 - Those with professional qualifications such as Chartered Accountancy; Cost Accountancy and Company Secretary are also required to have a minimum 50% overall aggregate marks in their qualifying examination
- Admission Test scores of one of the below tests:
 - CAT 2015 • XAT 2016 • GMAT 2014/2015

PGDM-Healthcare

Eligibility requirements:

- A graduate degree (10+2+3 OR 10+2+4) in Paramedical or Medical (MBBS, BDS, Pharmacy, BPT, BSc Nursing, Bio Science etc.) from an AIU recognized university, with not less than 50% overall aggregate marks. Final year students may also apply.
- Admission Test scores of one of the below tests:
- CAT 2015 • XAT 2016 • GMAT 2014/2015
 - MAT 2015 (September or December)

PGDM-Banking & Financial Services

Eligibility requirements:

- A graduate degree (10+2+3 OR 10+2+4) in any discipline from an AIU recognized university, with not less than 50% overall aggregate marks. Final year students may also apply.
 - Those with professional qualifications such as Chartered Accountancy, MCom, M.A Economics, Cost Accountancy and Company Secretary are given preference and also required to have a minimum 50% overall aggregate marks in their qualifying examination
- Admission Test scores of one of the below tests:
 - CAT 2015 • XAT 2016 • GMAT 2014/2015

Candidates may note that TAPMI uses CAT/XAT scores only as basis for performance assessment along with other parameters of selection. IIMs or XLRI have no role in the selection process or conduct of the PGDM Programme of TAPMI.



Admission Process

Fee Structure

PGDM

The current academic fee payable by admitted students for the PGDM Programme - 2016 -18 is ₹ 14.00 lakhs including accommodation. Caution deposits extra. Monthly food bill (additional) is approximately ₹ 3,500.

HCM

The current academic fee payable by admitted students for the PGDM-Healthcare Programme - 2016 -18 is ₹ 9.50 lakhs including accommodation. Caution deposits extra. Monthly food bill (additional) is approximately ₹ 3,500.

BKFS

The current academic fee payable by admitted students for the PGDM-Banking & Financial Services Programme - 2016 -18 is ₹ 15.00 lakhs including accommodation. Caution deposits extra. Monthly food bill (additional) is approximately ₹ 3,500.

For more details, please visit our website: www.tapmi.edu.in

NRI Candidate

Eligibility Criteria

Candidates under NRI quota, must satisfy ONE of the three criteria listed hereunder (with sufficient proof)

- 1) Must have graduated from a University/Institute abroad within the last three years [OR]
- 2) At least one of your parents must be an NRI at the time of this Application [OR]
- 3) You must be sponsored by a blood relative who is an NRI

Banking facilities in Manipal

The following banks have branch operations in Manipal.

- | | |
|------------------------|------------------------|
| ■ ICICI Bank | ■ State Bank of India |
| ■ Corporation Bank | ■ HDFC Bank |
| ■ Canara Bank | ■ Indian Overseas Bank |
| ■ Syndicate Bank | ■ Vijaya Bank |
| ■ Karnataka Bank | ■ Axis Bank |
| ■ State Bank of Mysore | |

Many other banks have their branches/ATMs in the nearby town Udupi.

Campus Banking: Syndicate Bank operates an Extension Counter and an ATM in the Campus premises. All banks offer 'Education Loans' to TAPMI students on liberal terms.

" Scholar Loan Scheme" facility to our students from State Bank of India

Education loan offered by SyndicateBank (Synd SuperVidya)

All other conditions with reference to eligibility requirements such as Minimum 50% overall aggregate marks during graduation and Admission Test Scores (CAT/XAT/GMAT) shall apply.

The current academic fee payable by admitted students under NRI quota is USD 36000 including accommodation. Caution deposit extra. Monthly food bill (additional is approximately Rs. 3,500)

Admission Process

Post Graduate Diploma in Management (PGDM)

TAPMI adopts a two stage process for admitting candidates to its PGDM Programmes. Valid CAT/XAT/GMAT scores are mandatory pre-requisites to qualify for the admission process consisting of Written Ability Test / Personal Interviews or other evaluation components the Institute deems fit.

Based on profiles of the applicant i.e., high scores in CAT/XAT/GMAT, academic excellence, work experience and extra-curricular achievements, candidates are short-listed and invited to participate in the subsequent TAPMI Admissions Process. Final Selection will be based on overall performance in all of the above.

PGDM - Healthcare (HCM)

TAPMI has adopted a two stage process for admitting candidates to the PGDM - Healthcare Programme. Valid CAT/XAT/GMAT/MAT scores are mandatory pre-requisites to qualify for the admission process consisting of WAT / Personal Interviews or other evaluation components the Institute deems fit.

Based on high scores in CAT/XAT/GMAT/MAT and good profile with academic excellence, work experience, extra-curricular and clarity of purpose, candidates are short-listed and invited to participate in the subsequent TAPMI Admissions Process.

PGDM – Banking and Financial Services (BKFS)

The procedure is similar to that for the PGDM programme above. However, the interview process for the BKFS applicants are designed to test their appreciation of Financial Markets, Banking System and developments in the Financial Services world. Familiarity with Calculus, Probability and Matrix (Class XII Level) is also expected from the students.

Centers for WAT and Personal Interviews*

TAPMI would conduct WAT and Personal Interviews (WAT/PI) at the following centers:

- | | |
|-------------|-------------|
| ■ Ahmedabad | ■ Bangalore |
| ■ Chennai | ■ Cochin |
| ■ Hyderabad | ■ Jaipur |
| ■ Kolkata | ■ Manipal |
| ■ Mumbai | ■ New Delhi |

*More centers may be added or above centers may be shifted to others subject to demand.

Online application to be submitted through www.tapmi.edu.in

Last Date for application submission ONLINE:

7th January 2016

Note: TAPMI does not accept any applications on hardcopy mode. All applications must be submitted online. Candidates have an option of making payment for application by DD or making online payment through credit card/debit card or using online banking payment facility. Our website will guide you through the application submission process as well as online payment process.

All candidates after on-line registration, need to complete the process by effecting the online payment of ₹ 1500/- for one program, ₹ 2500/- two programs and ₹ 3500/- for three programs

Application fee for NRI: ₹ 3100/- or USD - 50 for one program

₹ 4500/- or USD - 75 for two programs

₹ 6000/- or USD - 100/ for three programs

Instructions to candidates for filling up ONLINE APPLICATION

1. Read all instructions carefully before filling up the Application Form ONLINE.
2. The application is valid for admission to Post Graduate Diploma in Management 2016-18 (PGDM 2016-18), Post Graduate Diploma in Management-Healthcare 2016-18 (PGDM-HC 2016-18) and Post Graduate Diploma in Management-Banking & Financial Services 2016-18 (PGDM-BKFS 2016-18).
3. Application must be complete in all respects and filled with requisite information. No blanks can be left. Once the form is filled and submitted, the candidate could view it but no further amendments are possible.
4. Candidates have to appear for any of the below mentioned Entrance Tests, and submit the details of the test they intend to take along with its registration number(s), in the TAPMI Application Form.
 - a. Common Admission Test (CAT) being conducted by the IIMs on 29th November, 2015.
 - b. Xavier Aptitude Test (XAT) being conducted by XLRI on 3rd January, 2016.
 - c. GMAT conducted on any date between 1st January 2014 and 31st December, 2015.
5. While applying for CAT/XAT/MAT/GMAT, candidates are required to indicate their intention of applying to TAPMI for PGDM, PGDM-HC & PGDM-BKFS 2016-18 in the appropriate space given in the CAT/XAT/MAT/GMAT Application Form.
6. While filling details in the TAPMI Application Form, candidates should take care to ensure:
 - a. Their name is filled exactly as it appeared in CAT/XAT/GMAT/MAT application form;
 - b. Indicate their CAT/XAT/GMAT/MAT Registration Number as given in the CAT/XAT/GMAT/MAT Admit Card;
 - c. Upload a passport size photograph in .jpg/.pdf format with less than 1 mb size, along with the application form.
7. Last date to fill and submit the online application form is 7th January, 2016.
8. Candidates using GMAT tests must submit their Score Cards along with the application form as a scanned copy in .jpg/.pdf format, with less than 500 KB size.
9. All applications are to be submitted ONLINE only.
10. Interim inquiries on admission status of individual candidates will not be entertained.
11. Visit <http://www.tapmi.edu.in/admissions/faq/> for any further information and updates on admissions 2016
12. The admissions process for PGDM, PGDM-HC & PGDM-BKFS 2016-18 would use the scores of CAT/XAT/GMAT/MAT or assessment of candidates along with other selection parameters. For more details visit www.tapmi.edu.in/admissions.
13. An applicant may submit an application form for PGDM on payment of ₹ 1500/- for single program, ₹ 2500/- for any 2 programs and ₹3500/- for all three programs.
14. The above procedure may be changed depending on the circumstances developments that may arise.
15. Any disputes regarding the Admissions to these programs are subject to the jurisdiction of Udupi only.
16. Application fee is non refundable
17. All withdrawals will be dealt with as per AICTE Refund Policy



Admission Office

Mr. Navin Yelamali - Assistant Manager (Admissions)

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Ms. Jyothi Nayak

Mr. Ganesh Nayak

Ms. Reena S

Ph: 0820-2701010/2701070

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Email: admissions2016@tapmi.edu.in

Web: www.tapmi.edu.in

Location and Logistics

(MANIPAL - The International University Town)

TAPMI is located in Manipal - popularly considered as the 'Oxford of India'. Manipal is known for its high class institutions of Medicine, Engineering, Dental, Hotel Management, Law and Pharmacy and also for its contribution to innovative banking, financial services and health care. Manipal is a highly vibrant youth township set up on a hill. It is located in Udupi district, Karnataka, approximately 70 kms north of Mangalore on NH 66. It is easily accessible by road from Mangalore and Bangalore, both of which are well connected by rail and air from all major cities in India.

By Road



Manipal is at a distance of 403 kms from the capital city Bengaluru and an hour's journey by road from Mangalore on NH 66. Manipal has one of the most sophisticated bus transport systems. State-owned Volvo AC buses ply from Mangalore frequently, besides a host of private buses. State owned KSRTC buses as well as many private buses depart from Bengaluru every night and reach Manipal the next morning. If you are driving from Bengaluru, take NH 4 out of Bengaluru, turn left at Nelamangala and enter NH 18 to get to Mangalore and drive north on NH 66 to get to Manipal. Manipal is at a distance of about 893 kms from Mumbai and buses from Manipal ply on NH 66.

By Train



Udupi is a major railway station on the Konkan Railway route connecting Mangalore to Mumbai. It is well connected with all major cities on the Konkan line and also with other cities via Mangalore rail terminal.

Udupi Railway Station : 0820 - 2524351

By Air



The closest airport is Bajpe Airport, Mangalore, which is nearly 65 km away. Bajpe airport is connected to many cities in India. Regular flights are available from Mangalore to Bengaluru and also to Mumbai, Delhi, Chennai, Cochin, Hyderabad, Kolkata. Taxi services are available from Mangalore to Manipal and it takes about 75 minutes to reach the Campus.



Mangalore Airport : 0824 - 2241433

Indian Airlines : 0824 - 2254253

Air India Express : 0824 - 2220673 / 2451046/47

Spice : 0824 - 2252452

Jet Airways : 0824 - 2441181/2441184

TRAVEL AGENCIES

Trade Wings Ltd., Manipal : 0820 - 2570285

Jet International Travels Udupi : 0820 - 2529221

Suman Travels, Manipal : 0820 - 2527120

Suman Travels, Udupi : 0820 - 2522887

Sunshine Travels, Manipal : 0820 - 2572821

Airports near Udupi	Type	Aerial Distance
Bajpe Airport, Mangalore	Domestic	44 km
Hubli Airport (HBX)	Domestic	229 km
Bengaluru International Airport (BLR)	International	330 km
Goa Airport	Domestic	313 km



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ADMISSIONS 2016 -18

PGDM - Banking & Financial Services (BKFS)

PGDM - Healthcare (HCM)

PGDM (PGP)

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- Cutting-edge Finance Lab
- Learning for life

TAPMI

Manipal

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*Our Institute uses CAT/XAT/GMAT scores for short-listing the candidates for our Post-graduate Programmes in Management. IIMs, XLRI and GMAC have no role either in the selection process or in the conduct of the programme.