

Masters in Management Studies (MMS)

**K J Somaiya Institute of Management Studies
& Research**

(An ISO 9001: 2008 Certified Institute)



Topics

- Institute
- About the Program
- Journey towards Autonomy
- Subject Board
- Faculty members
- Specializations offered
- Examinations & Evaluation Process
- Industry Interface & Conferences
- Summary

Vision

“Our dream is to build a world class research and teaching institution that is global in the reach of its ideas and universal in its service.”

MISSION

“To foster a spirit of inquiry, enable livelihoods, encourage innovations and create good citizenships.”

About the Program

- Permanently Affiliated to University of Mumbai
- Commenced in 1983
- Approved by AICTE
- Conferred Autonomous status with effect from AY 2013-14

The Objectives of New Curriculum

- 1) To thrive in complex reality and to acquire a systemic understanding of what organizations are, how they work and how they can interact effectively with their commercial, social and physical environment
- 2) To nurture and develop higher consciousness, cognitive flexibility by developing a strong base to build professional career and to channel that knowledge into a targeted career direction
- 3) To Change mindset of the Learner and to develop well trained leaders and managers who are responsible citizens.
- 4) Incorporate some flexibility to teach new and contemporary curriculum for greater employability of their students.

The Objectives of New Curriculum

- 5) To make the course attractive for large number of students to specialize in the existing domains and other attractive new domains like education management, corporate law and consultancy streams.
- 6) To inculcate multitasking abilities amongst students, learning foreign languages and advanced IT knowledge so that they can perform better in the chosen field nationally and internationally
- 7) Providing more flexibility to individual Institutes for introducing courses/electives.

The goal is aimed at to imbibe and enhance the following skill sets

1. Exposure to Global practices
2. Application of technology and enhancement of technological skills
3. Peer-based learning and team work
4. Experiential Learning (Learning by Action and Application)
5. Team building basics and its orientation

Selection of Students

- Selection Procedure: Written Test MH-CET being conducted by the DTE Maharashtra since 1965.
- List of students selected on the basis above test is forwarded to the Institute by DTE Maharashtra.
- Intake: $60 + 60 = 120 + 1$ J&K Quota

Permanent Affiliation

- MMS is the oldest Program at the Institute since inception
- The 2016-18 is the 34th uninterrupted batch at SIMSR
- SIMSR's MMS program has been **permanently affiliated** to the University of Mumbai
- It enables partial functional autonomy in curriculum design and choosing elective subjects

Post Autonomy

- Changes effected
- Revamped Curriculum
- New Electives offered
- Semester to Trimester mode

Design of the Course Structure

- The responsibility of entire planning, design of the choice of subjects, electives has been undertaken by the Area Chairpersons (ACPs) or HoDs of:
 1. Marketing
 2. Finance
 3. Human Resources
 4. Operations
 5. Economics
 6. General Management

First Year

➤ Trimester I

➤ Core Subjects: NINE

➤ Trimester II

➤ Core Subjects: Eight

➤ Trimester III

➤ Core Subjects: Eight

Trimester I

Sr. No	Courses	Marks	Sessions
1	Business Statistics	100	20
2	Financial Accounting	100	20
3	Managerial Economics	100	20
4	IT Applications in Management	100	20
5	Leadership & Organizational Behavior	100	20
6	Marketing Management – I	100	20
7	Business Communication	50	10
8	Operations Management	100	20
9	Business Perspectives in Global Context	50	10
	TOTAL	800	160

Trimester II

Sr. No.	Courses	Sessions*	Marks
1	Cost & Management Accounting	20	100
2	Logistics and Supply Chain Management	20	100
3	Macro Economics	20	100
4	Operations Research	20	100
5	Human Resource Management	20	100
6	International Business	20	100
7	Marketing Management – II	20	100
8	Business & Corporate Law	20	100
	TOTAL	180	800

Trimester III

Sr. No.	Courses	Sessions*	Marks
1	Entrepreneurship Management	20	100
2	Financial Management	20	100
3	CSR and Sustainable Development and Management Thought Leaders	20	100
4	Business Research	20	100
5	Corporate and Personal Taxation	20	100
6	Strategic Management	20	100
7	Management Processes and Practices	20	100
8	Environment Management	20	100
	TOTAL	160	800

Second Year - Trimester IV

- Specializations
 - Marketing (9)
 - Finance (8)
 - HR (9)
 - Operations (8)

Trimester IV - MMS Marketing

Sr. No.	Courses	Marks	Sessions
1	Consumer Behavior	100	20
2	Market Research	100	20
3	Rural Marketing	100	20
4	International Marketing	100	20
5	Digital Marketing	100	20
6	Marketing of Financial Services	50	10
7	Product & Category Management	50	10
8	B2B Marketing	100	20
9	Services Marketing	100	20
TOTAL		800	160

Trimester IV - MMS Finance

Sr. No.	Courses	Marks	Sessions
1	Business Policy	100	20
2	E Business	100	20
3	Advanced Financial Management	100	20
4	Financial Institutions and Markets	100	20
5	Security Analysis and Portfolio Management	100	20
6	Banking and Insurance	100	20
7	Wealth Management	100	20
8	Quantitative Methods in Finance	100	20
TOTAL		800	160

Trimester IV - MMS HR

Sr. No.	Courses	Marks	Sessions
1	Business Policy	100	20
2	Compensation & Benefits Management	100	20
3	Competency Management	100	20
4	Performance Management System	50	10
5	Industrial Relations	50	10
6	Labour Legislation	100	20
7	Organization Theories Structure and Design (OTSD)	100	20
8	Talent Planning & Analytics	100	20
9	Learning and Development	100	20
TOTAL		800	160

Trimester IV - MMS Operations

Sr. No.	Courses	Marks	Sessions
1	Advanced Logistics & Supply Chain Management	100	20
2	Operations Planning & Control	100	20
3	Quantitative Techniques In Operations	100	20
4	New Product Development & Concurrent Engineering	100	20
5	Business Process Flows	100	20
6	International Logistics Management	100	20
7	Service Operations	100	20
8	Materials Management	100	20
	TOTAL	800	160

Second Year - Trimester V

- Specializations
 - Marketing (4)
 - Finance (4)
 - HR (7)
 - Operations (4)
 - Electives (18)

Trimester V - MMS Marketing

Sr. No.	Courses	Marks	Sessions
1	Strategic Brand Management	100	20
2	Advanced Marketing Strategy	100	20
3	Sales & Distribution	100	20
4	Integrated Marketing Communications	100	20
TOTAL		400	80

Trimester V - MMS Finance

Sr. No.	Courses	Marks	Sessions
1	Derivatives and Risk Management	100	20
2	Financial services	100	20
3	International Finance	100	20
4	Mergers and Acquisitions	100	20
TOTAL		400	80

Trimester V - MMS HR

Sr. No.	Courses	Marks	Sessions
1	HR Consulting	50	10
2	Diversity and Inclusion	50	10
3	Leadership Pipeline and Succession Planning	50	10
4	Leadership Lab	50	10
5	Organization Development and Learning Organization	100	20
6	HR Technology & Information Systems (HRT&IS)	50	10
7	Psychometric Testing in HR	50	10
TOTAL		400	80

Trimester V - MMS Operations

Sr. No.	Courses	Marks	Sessions
1	Manufacturing Strategy & Technology Management	100	20
2	Big Data Analytics	100	20
3	SCM Modeling	100	20
4	BPR & Benchmarking	100	20
TOTAL		400	80

Trimester V - MMS Electives

Area	Sr. No.	Course	Marks
IT	1	Cloud Computing and Internet	100
	2	ERP	100
	3	Business Intelligence	100
Gen. Mgt.	1	Managing New Venture	50
	2	Creativity and Innovation	50
	3	Social Entrepreneurship	50
	4	Business in emerging markets	50
Marketing	1	Digital Marketing	100
	2	Market Research	100
Finance	1	Financial Institutions and Markets	100
	2	Mergers and Acquisitions	100
Operations	1	Big Data Analytics	100
	2	SCM Modeling	100
	3	BPR and Benchmarking	100
HRM	1	Diversity and Inclusion	50
	2	Leadership Lab	50
	3	Organization Development and Learning Organization	100
Economics	1	Environmental Management	100

Second Year - Trimester VI

- Specializations
 - Marketing (4)
 - Finance (3)
 - HR (4)
 - Operations (4)

Trimester VI - MMS Marketing

Sr. No.	Courses	Sessions*	Marks
	Compulsory Courses		
1	Public Policy and Administration	20	100
	Subtotal	20	100
	Specialization Courses for Marketing		
1	Retail Marketing	20	100
2	Marketing Finance	10	50
3	CRM	10	50
	Subtotal	40	200

Trimester VI - MMS Finance

Sr. No.	Courses	Sessions*	Marks
	Compulsory Courses		
1	Public Policy and Administration	20	100
	Subtotal	20	100
	Specialization Courses for Finance		
1	Infrastructure and Project Finance	20	100
2	Managerial Control System	20	100
	Subtotal	40	200

Trimester VI - MMS HR

Sr. No.	Courses	Sessions*	Marks
	Compulsory Courses		
1	Public Policy and Administration	20	100
	Subtotal	20	100
	Specialization Courses in Human Resources		
1	Cross Cultural Management	20	100
2	Strategic HRM	10	50
3	Talent Engagement	10	50
	Subtotal	40	200

Trimester VI - MMS Operations

Sr. No.	Courses	Sessions*	Marks
	Compulsory Courses		
1	Public Policy and Administration	20	100
	Subtotal	20	100
	Specialization Courses in Operations		
1	Industrial Engineering Applications & Management	10	50
2	Project Management	20	100
3	Environment Conscious Manufacturing	10	50
	Subtotal	40	200

Trimester VI - MMS Electives

Sr. No.	Course	Marks
1	E Business	100
2	IT Business Development	100
1	Corporate Social Responsibility	50
2	Public Policy	50
3	Competitive Strategy	100
1	Sales and Distributions	100
2	Services Marketing	100
3	Consumer Behavior	100
1	Security Analysis and Portfolio Management	100
1	Industrial Engineering Applications and Management.	50
2	Project Management	100
	Project Management	100
	Project Management	100
3	Environment Conscious Manufacturing	50
1	Business and HR Consulting	100
2	Competitive decision making Negotiations	100
3	Talent engagement	50
4	Cross cultural Management	100
1	Econometrics	100

Trimester V and VI

➤ Trimester V

(A) Core Subjects: (4 for each specializations) for 400 marks

(B) 18 Electives offered to choose any for 200 marks

➤ Trimester VI

(A) Core subject - 1 and Specialization for each domain
3 and 4 offered

(B) Electives – 19 are offered to choose for 300 marks

Attendance

- Minimum 75% attendance is mandatory
- Poor health/ other exigencies may be considered, and students may be granted opportunity to take assignments again

Industry-Institute interaction

- End of their First year, students of MMS undergo a Summer Project
- The Institute invites the feedback from the industry mentors, who are requested to evaluate them.
- There is a system of identifying Area-wise best Summer Projects on the basis of Project Quality and Viva Voce conducted by a panel of faculty

Guest Lectures for Various Topics

➤ Topic - FX Analytics

Mr. G.Bhaskar, DGM,
Central Bank of India

➤ Topic International
Trade

Mr. Jitendra Kumar,
Faculty member, NISM (on
deputation from SEBI)

Board of Studies

- The Institute Program Board of Studies comprising very senior faculty members and Industry Experts reviews for all the functional areas.
- These Boards review and advise on:
 - Curriculum
 - Elective subjects
 - Other related aspects

Alumni MMS

Sr. No.	Name	Company Name	Designation	Batch	Course
1	Ajay Kapur	Ambuja Cement Ltd	MD & CEO	1991	MMS
2	Lata Pillai	Deutsche Bank	Director	1988	MMS
3	Sanjay Shah	Morgan Stanley	MD	1992	MMS
4	Madhusudhan Kela	Reliance Capital	Chief Investment Strategist	1991	MMS
5	Daftary Sheetal	KPMG	Director	1997	MMS
6	Llyod Mathais	Hewlett Packard India	CMO	1988	MMS
7	Anuj Bhargava	AB Associates	CEO	1985	MMS
8	Shyam Motwani	Godrej & Boyce	Executive VP & Business Head	1986	MMS
9	Ashutosh Khanna	Korn/Ferry International	Senior Client Partner	1988	MMS
10	Jamnadas Majethia	Hats-off Productions	Partner & Actor	1989	MMS
11	James George Almeida	Silberman College Of Business	Associate Dean	1988	MMS
12	Nirav Dalal	Yes Bank	President & Managing Director - Debt Capital Market	1995	MMS
13	Harsh Bhosale	Essar Oil	Senior VP & HR Head	1986	MMS

Impressions – Ice-breaking event for freshers

- Impressions is an induction cum ice breaking event organize for freshers



Rural Marketing – Collaboration with Sundaram Books

- For the Rural Marketing course, students worked on a live challenge being faced by Sundaram Books
- Students presented actionable solutions to the Founders and Management of the company



Elan-e-Yudh – Intercourse Sports Events



Conference 2014-15



MMS Students – Participating at Conference 2014-15



Panel Discussion 2015-16

  

**Creating Optimal Economic Value
through Right Mergers & Acquisitions**



October 08, 2016
Organized by CEPAR, Economic Department,
Venue: SIMSR

MMS Class 2016-18



MMS Batch 2016-18 Oreintation



2017 March 3rd First Joint Conference CEPAR & NISM

- Theme: Importance of Economic Research for Capital Markets
- Participants – 110 plus
- Invited paper presentation
- Proceedings published

March 03- 2017 Conference



Second Annual Conference with NISM

Sept 22nd, 2017

- NISM in association with CEPAR, K.J Somaiya Institute of Management Studies and Research (SIMSR) conducted 2nd Annual One-day Conference on **“Importance of Economic Research for Capital Markets”** on **September 22, 2017** at NISM Campus, Patalganga.
- The objective of this Conference was to deliberate on current state of macroeconomic research related to capital markets.
- The Keynote address was delivered by Shri. Ananta Barua, Executive Director, SEBI. He also released a book proceedings of last Conference on **‘Importance of Economic Research for Capital Markets’** held on March 03, 2017 at NISM Campus, Patalganga.

Economic research for Capital Markets- Sept 22, 2017



CEPAR RTC – Nov 11th 2017

Handling Technology disruptions



Round-table: Handling Technology disruptions



Extra Initiatives by SIMSR

- Students are taught through case studies for some subjects
- Structured Holistic Self Management (HOLSEM) sessions to MMS students by trained professionals
- Senior Industry experts are invited to give guest lectures & empanelled on Subject Boards
- Students of MMS participate in national-level contests conducted by the reputed B-schools and bring laurels to the Institute by competing with the best B-schools

Thank You