K J Somaiya Institute of Management
(A Constituent Institute of Somaiya Vidyavihar University)
Mumbai, India

MBA Executive

(Batch 2022 - 23)

Be Distinct - It Opens Vistas of Opportunities
Somaiya Vidyavihar University

A new milestone in a glorious ongoing journey established in 2019, Somaiya Vidyavihar University, Mumbai, is a self-financed autonomous university recognised by the University Grants Commission (UGC). Somaiya Vidyavihar, with over six decades of rich experience in building and managing educational institutes of great repute, is the sponsoring body. Operational from 26th August 2019, Somaiya Vidyavihar University is a place where you can explore new possibilities, pursue your passion and above all, find yourself.

Somaiya Vidyavihar University is located in the heart of Mumbai and boasts of a sprawling green campus. The university is equipped with excellent educational, recreational, community, health, and sports facilities. Somaiya Vidyavihar offers students the flexibility to simultaneously earn degrees and certifications in multiple disciplines offered by our constituent colleges.
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Welcome to Somaiya Vidyavihar University. We are a place where you can explore new possibilities, pursue your passion, and above all, find yourself.

Our motto is: ज्ञानञादेव तु के वल्यम् | Knowledge alone liberates. Knowledge provides opportunity. To make the life lived more meaningful. In the service of one's family, one's community, one's समाज, country, and indeed the world.

The education we provide will reflect its timeless fundamentals, its current context, and applications. We will strive to provide you with an environment to engage this world, to discover new truths, make new applications to create and share knowledge. Our education will also be experiential and holistic. With projects that are ‘real’ and those that complement the learning inside the classroom. we want you to be at the cutting edge of change, to incubate companies, to create NGOs, and pursue any field of your passion. Our education will also instill an appreciation for art and culture, the Indian tradition, and will include sports as a part of the campus experience. We want each of you to lead a full life, to fall in love with life.

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. I invite you to come and be a part of our community and to further this mission.
I have great pleasure in welcoming the prospective management education aspirants to the Somaiya Vidyavihar University, Mumbai for their studies in the university’s K J Somaiya Institute of Management. The subject of Management as an academic and professional discipline has been undergoing revolutionary changes during the last few decades. Appropriate knowledge and skills are necessary to manage the rapid changing times and technologies in a globalized and interconnected world. We are in an era when knowledge is expanding at an unprecedented rate. Mastering theoretical, experimental and practical management and business skills through effective education programmes is indispensable for developing core competencies and for giving the students a competitive edge. For maximisation of the opportunities for the cost-effective management education and training, globalisation, localisation, contextualisation and individualisation of curriculum and transactions are necessary.

Bearing these basic principles and dynamic challenges, we at KJ Somaiya Institute of Management have been at the forefront of quality and responsible management education in the country. Our Master of Business Administration (MBA) programmes are designed, transacted and delivered following internationally renowned patterns evolving the best practices in business and management education. Amongst our alumni are top-ranking and highly-placed executives all over the world. Highly qualified and experienced faculty, state-of-the-art infrastructure, the business and industry environment of the financial capital of the country, and a serene, beautiful green campus with several sporting facilities and other educational, research and innovation institutions are the hallmarks of K J Somaiya Institute of Management and the Vidyavihar campus of the University. Our academic credentials, achievements, national and international accreditations and recognitions put us among the top-most institutions in the country. I am extremely glad to welcome you as a student of this premier management institute in the Somaiya Vidyavihar University. Once you are here, I am sure you will enjoy the best of teaching and learning, research and community experiences in your student life.
BE DISTINCT - IT OPENS VISTAS OF OPPORTUNITIES

K J Somaiya Institute of Management, Somaiya Vidyavihar University, works with a mission to foster a spirit of inquiry, enable livelihoods, encourage innovations and create good citizenships.

The Institute has evolved offering core MBA, domain specific and multi-disciplinary MBA programmes in step with the requirements of the various sectors of the industry and growth opportunities in the economy. However, with the emergence of new industry verticals and start-ups that are riding on the advances and applications of technology to traditional sectors, rapid development of new business models based on human-computer interface, intense disruptions and competitions, integration of rural and urban markets due to mobile and internet penetration, blurring of knowledge boundaries, requirements of agility and adaptability along with emotional maturity as the new business skill sets, the Institute has carried out intense internal deliberations and discussions on the future of management education and how it should be delivered to the incoming students.

The Institute has re-cast its current MBA Executive programme under the 4 pillars of Digitalization, Leadership, Global Business and Strategy. This will give the students (who are mid career professionals) a solid platform through which they can update their knowledge and skills with the latest in the field of management thought and practices – thereby preparing them for the opportunities being brought forward by Industry 4.0 and beyond. The Institute also offers incoming students an opportunity to learn from its sister Institutions of Somaiya Vidyavihar. The Institute has subscribed to several e databases including the Coursera for Campus, to facilitate holistic
learning for the students. Thus becoming a truly
global business school, in line with the offerings of
the leading business schools in India and abroad.

These initiatives along with facilities for
experiential learning, sports, etc. help students
to develop their physical, emotional, spiritual
and adaptive quotients as they get to work on
individual and team assignments. Studying in a 50
acre lush green campus in the heart of Mumbai
creates a pure academic learning ambience which
adds immense value to the student community.
Along with these advantages, the Institute is able
to raise the average salary of the student of Exec
MBA by an average of almost 50% if not more.

Industry 4.0 requires fresh enthusiastic minds
bubbling with creative energy. The Institute is
committed to training and developing such talent
that can take on the challenges of a disruptive
world faced with black swan events like the COVID
pandemic. We truly believe our highly qualified
and experienced faculty and committed staff can
help the students to realise their full potential.
I invite you to join our Institute and prepare you
for a great career and life journey ahead.

Important Milestones & Beyond
K J Somaiya Institute of Management was established in 1981 as a part of Somaiya Vidyavihar (now affiliated to the Somaiya Vidyavihar University since August 2019) with the objective of providing state of the art education in management and allied areas. The institute is consistently ranked among the Top 25 management institutes and Top 10 private sector B-schools in India. The institute offers Doctoral Programmes, full time, part time and executive programmes in Business Management with specializations in International Business, Retail Management, Financial Services, Integrated Marketing Communications, Healthcare Management, Sports Management, Data Science & Analytics, Finance, Human Resources, Operations, Marketing and Executive MBA programmes along with a Masters in Computer Applications. Apart from the regular programmes, the Institute offers customized and industry specific certificate and executive development programmes for government bodies, companies, defense personnel and NGOs.
Reasons to Study at Our Institute

Campus & Infrastructure
• Lush green campus located in the heart of Mumbai City
• State-of-the-art classrooms & computer labs

Faculty
• 77+ well qualified faculty with rich industry and research experience
• Visiting faculty lectures by Eminent Corporate Professionals

Placements
• 230 Companies on campus
• Highest package of 13.00 LPA

Rich Alumni Base
• Large alumni base excelling professionally.
• Leaders in top notch organisations
• Actively associated in building networks and serving as mentors

Student-Driven Culture
• 30 student committees and clubs
• Adds to professional and cultural growth of students
• Promotes and develops leadership qualities

Holistic Learning
• Yoga & Buddhist Centres. Facility to learn foreign languages
• Rich learning culture through co-curricular activities
• Opportunities for students to work for concurrent projects

International Linkages
• The institute has linkages with the University of Applied Science Upper Austria, Steyr, Austria: University of Applied Science, Krems, Austria; DHBW University, Stuttgart, Germany: THI Business School, Ingolstadt, Germany
Programme in Focus

Master of Business Administration (Executive) – 2022-23

Programme Duration - 15 months

Programme Highlights
• Conducted in 5 trimesters of 12 weeks each over a period of 15 months followed by exams
• Open to students from India and abroad including NRIs, FN, OCI and CIWGC (Intake-30)
• Minimum 5 years of work experience required
• To know more, visit: https://simsr.somaiya.edu/en/programme/mba-executive

Objectives
• To combine contemporary management knowledge and skills with the students experience base to give the required fillip and boost to the students career progression and aspirations
• To familiarise the students with the latest cutting-edge, globally used technology and their application in the progressive organisations.
• To develop globally oriented and performance focused managers

Key Takeaways of the Programme
• Formulate a holistic approach to identify problems, formulating solutions and adapting to change
• Build strategic skills for effective decision making with a strategy development and implementation focus.
• Develop a personal leadership philosophy that reflects greater knowledge, capabilities and insights.
• Expand your capability to lead cross-functional teams and corporate projects across challenging local and global markets.
• Gain in-depth knowledge of business functions and build general management skills to integrate these functions across the organisation.
• Examine newer techniques for driving results throughout the company across any market or business cycle.
• Focus on Leadership, Strategy & Digitalisation
Pedagogy

- Workshops
- Live Projects
- Case Studies
- Electives Offered
- Field Visits
- Class Discussions
- Chalk & Talk
- Foreign Languages
- Presentations
- Guest Lectures
- Simulations
- International Immersion

Admission Process

The admission process is a simple 4-step process which starts with applying for K J Somaiya Institute of Management’s MBA Executive programme.

**CAT/XAT/CMAT/GMAT**

Candidates applying through NMAT and GMAT are required to select K J Somaiya Institute of Management as one of the Institutes for sending their scores in NMAT and GMAT application forms/portal respectively.

- For NMAT the scores of only 1st attempt of the candidate will be considered
- Valid scores of last three years are accepted for GMAT
- Minimum 5 years of Work Experience after graduation is mandatory.

**Company Sponsored Candidates**

Institute accepts company sponsored candidates for the MBA Executive programme provided they fulfil the other eligibility conditions.

**SOP**

Shortlisting of candidates on the basis of test scores. Shortlisted candidates to fill Candidate Profile Form & Statement of Purpose (SOP).

**PI PROCESS**

PI can be conducted online via Skype/Zoom based on requirements.

**FINAL ADMISSION**

Candidates will be offered provisional admission. Admission is provisional i.e. subject to fulfilment of all the eligibility requirements.
Selection Parameters

Past Academic Records

<table>
<thead>
<tr>
<th>SSC / Class X</th>
<th>SSC / Class XII</th>
<th>Graduation</th>
<th>Additional Qualification</th>
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<tr>
<td>(0) %60 Less than</td>
<td>(0) %60 Less than</td>
<td>(0) %60 Less than</td>
<td>(1) Any PG / M Phil</td>
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<td>(0.25) 69.99 =&gt; %60</td>
<td>(0.25) 69.99 =&gt; %60</td>
<td>(0.50) 69.99 =&gt; %60</td>
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<tr>
<td>(0.50) 79.99 =&gt; %70</td>
<td>(0.50) 79.99 =&gt; %70</td>
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<tr>
<td>(1) %80 Above</td>
<td>(1) %80 Above</td>
<td>(2) %80 Above</td>
<td></td>
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<tr>
<td>1 = Max</td>
<td>1 = Max</td>
<td>2 = Max</td>
<td>1 = Max</td>
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Sports/Extra Curricular Activity/Awards/Rewards

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<tr>
<th>Sports</th>
<th>Extra – Curricular Activity</th>
<th>Awards Rewards</th>
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<tbody>
<tr>
<td>University / District Level (1)</td>
<td>University / District Level (1)</td>
<td>Awards, Publications, Rewards at workplace by external agency or organization, Recognition, CSR activities etc</td>
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<tr>
<td>State Level (2)</td>
<td>State Level (2)</td>
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</tr>
<tr>
<td>International / National Level (3)</td>
<td>International / National Level (3)</td>
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<tr>
<td>Max = 3</td>
<td>Max = 3</td>
<td>Max = 4</td>
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Work Experience
Candidates should have a minimum of 5 years of work experience by 31st Aug 2022.
KJ Somaiya Institute of Management MBA Executive degree is a significant investment in you and your future. Upon admission, fees are payable online through various options in favour of K J Somaiya Institute of Management (details of which will be available at the time of admission).

### Course Fees

<table>
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<tr>
<th>Fee</th>
<th>Amount</th>
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<tbody>
<tr>
<td>Tuition Fees</td>
<td>₹ 700590</td>
</tr>
<tr>
<td>Development Fees</td>
<td>₹ 122277</td>
</tr>
<tr>
<td>Other Fees *</td>
<td>₹ 114590</td>
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<tr>
<td>Caution Money Deposit (Refundable) **</td>
<td>₹ 10000</td>
</tr>
<tr>
<td>Alumni Association Fees</td>
<td>₹ 2500</td>
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<tr>
<td><strong>Total Fees:</strong></td>
<td>₹ 9,49,957</td>
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Note:
*Other fee includes ID fee, Examination fee, Specialised E Database fee, Workshop & Seminar & Conference fees, Study Material fee, Placement fee, Students Insurance fee, Gymkhana Fee & Convocation fee

**Refundable

### Application Form Fee

- For Indian Resident Candidates (Transaction Charges Applicable) ₹3,000
- For NRI / OCI / FN & CIWGC Candidates (Transaction Charges Applicable) ₹3,000

### Hostel Fees

<table>
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<tr>
<th>Fee</th>
<th>Amount</th>
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</thead>
<tbody>
<tr>
<td>Hostel Fees</td>
<td>To be announced</td>
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<tr>
<td>Mess Fees</td>
<td>To be announced</td>
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</tbody>
</table>

### Important Dates

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<th>Event</th>
<th>Date</th>
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<tr>
<td>PI Dates</td>
<td>As per the data wise schedule which will be made available on the website. PI will be on-going via Zoom and Skype.</td>
</tr>
<tr>
<td>Last date for online Application form</td>
<td>31st March 2022</td>
</tr>
<tr>
<td>Inaugural Ceremony of MBA Executive Programme</td>
<td>1st September 2022</td>
</tr>
<tr>
<td>Commencement of Programme</td>
<td>2nd September 2022</td>
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Infrastructure

Technology Based Learning
• Bloomberg Lab
• Media Analytics Lab
• Geared with software packages such as SPSS, AMOS, SAP-ERP etc

Library
• Fully computerized library
• 95000+ Books
• 150 Periodicals
• 20+ E-databases
• Harvard Case Subscriptions

Hostel
• Separate hostels for boys & girls
• Well Equipped with facilities such as internet, mess, activity room, night mess, laundromat

Medical Facilities
• On call doctor and round-the-clock medical dispensary
• Counsellor

Auditoriums
• Two state-of-the-art auditoriums with capacity of 250 each
• Tagore amphitheatre for cultural programs
Centres of Excellence

Capital Markets
Creating awareness about capital market

International Business
To create superior knowledge base on various dimensions of International Business

Entrepreneurship & Innovation
To foster successful entrepreneurial activity

Economic Policy Analysis
To evolve into a leading policy centre engaged in research, teaching, training and capacity building

Consumer and Market Studies
To encourage a culture of research and creativity relating to critical issues in Emerging Economies.

Sustainable Development
To conduct and promote research in the inter-disciplinary areas of Sustainable Development

Diversity Management & Inclusion
To collaborate with industry on projects and researches on managing diversity at workplace

Conferences

Global Supply Chain Management Conference
International Finance Conference (SIFICO)
Global Marketing Conference (SGMC)
International Healthcare Management Conference (HCM)
International HR Conference
Centre for Economic Policy Analysis and Research (CEPAR)
Somaiya International Conference on Technology and Information Management (SICTIM)
International Conference on Emerging Economics (General Management Area)
Business Analytics Conference
Placement Highlights

PGDM EXECUTIVE *
(2019-20 Batch)

95 Total Companies
Visited on Campus

100% Final Placement

₹ 19.72 LPA
Highest Package

100% Summer Placement

₹ 11.34 LPA
Average Package

24 New Recruiters
Visited on Campus

* PGDM Executive is now MBA Executive under Somaiya Vidyavihar University

Illustrious Alumni of Executive Programme

Raman Sharda
Batch: 2012
Designation: Sr. Consultant Learning Solutions
Company: GP Strategies Ltd

Narayanan Palani
Batch: 2012
Designation: Quality Engineering Lead
Company: Lloyds Bank

Shishir Nigam
Batch: 2012
Designation: Director Consulting
Company: High Radius

Basant Kumar Samal
Batch: 2012
Designation: Manager Risk Consulting
Company: EY

B S P V S Kiran
Batch: 2013
Designation: Project Manager
Company: Volvo Group

Ritika Jain
Batch: 2013
Designation: Operations Manager
Company: Lifestyle International Private Limited
<table>
<thead>
<tr>
<th>Name</th>
<th>Batch</th>
<th>Designation</th>
<th>Company</th>
</tr>
</thead>
<tbody>
<tr>
<td>K G Prasad Babu</td>
<td>2013</td>
<td>Manager Projects</td>
<td>Philips GBS</td>
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<tr>
<td>Hansal Oza</td>
<td>2013</td>
<td>Team Leader</td>
<td>JP Morgan</td>
</tr>
<tr>
<td>Sanjay Vora</td>
<td>2013</td>
<td>Change Management Consultant</td>
<td>TCS</td>
</tr>
<tr>
<td>Hanshada More</td>
<td>2014</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Renu Yadav</td>
<td>2016</td>
<td>Founder &amp; MD</td>
<td>Cosmark</td>
</tr>
<tr>
<td>Aditya Singh Sisodia</td>
<td>2015</td>
<td>Founder &amp; Director</td>
<td></td>
</tr>
<tr>
<td>Keya Ghose</td>
<td>2016</td>
<td>Program and Project Manager</td>
<td>United Nations</td>
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<tr>
<td>Abhishek Dixit</td>
<td>2017</td>
<td>Sr. Consultant</td>
<td>PWC</td>
</tr>
<tr>
<td>Monil Hariya</td>
<td>2017</td>
<td>Sr. Consultant</td>
<td>PWC</td>
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<tr>
<td>Hitesh Yellapragada</td>
<td>2018</td>
<td>Project Manager</td>
<td>Daimler Trucks India</td>
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<tr>
<td>Ankit Kohli</td>
<td>2019</td>
<td>Sr. Manager</td>
<td>TATA AIG General Insurance Co Ltd</td>
</tr>
<tr>
<td>Souvik Mukherjee</td>
<td>2020</td>
<td>Operational Excellence Manager</td>
<td>Credit Access Grameen Ltd</td>
</tr>
<tr>
<td>Resmita Das</td>
<td>2020</td>
<td>Program Manager</td>
<td>Amazon</td>
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</table>
Contact us:

K J Somaiya Institute of Management
Somaiya Vidyavihar University
Mumbai, India
Phone: +91-22-6728 3277 / 6728 3292 / 6728 3050
Email: mbaexec.admission@somaiya.edu
Web: simsr.somaiya.edu