

# FMS



## Information Bulletin - 2013 MBA & DOCTORAL PROGRAMMES



Faculty of  
Management Studies  
UNIVERSITY OF DELHI



# FMS





## *Why FMS Delhi*

# Welcome from the Dean

**“At FMS our mission is to groom Business leaders, management thinkers and problem solvers, who go on to make this world a better place to live.”**

Since 1954, the Faculty of Management Studies of University of Delhi, one of the eminent management schools in the country, has been preparing leaders for business and society. A good leader is one who adds to the team's capability and gets results where the 'whole is bigger than the sum of the parts'. In order to groom such leaders, FMS strives hard by exploiting all resources at its command, and bring out the best in students, who come from highly diverse economic, social and cultural backgrounds. FMS Delhi for its being part of University of Delhi, and more so for its unique culture and success-oriented environment, is ideally poised to face this leadership challenge.

FMS, one of the pioneering institutions of management education in India, has on its roll a strong group of highly qualified faculty, armed with rich training and consultancy experience and, who are ever eager to help and guide students both within and outside the class-rooms. Besides, our hugely resourceful and deeply committed army of over five thousand alumni, who are holding very senior positions in the leading public, private, social and cultural organizations around the world, are a great strategic asset to us. It is due to these alumni, the FMS brand equity, nurtured over the years, and the technical and professional skills, students acquire during the MBA programme that they get the best placement offers year after year in the country.

FMS programmes - be it MBA or Doctoral, offered on North and South campus of University of Delhi, are the most cost-effective and highly enriching programmes offered anywhere in the world! Students regularly interact with some of the brightest minds from academia and corporate world drawn from India and abroad. I invite you to experience and discover yourself the Brand FMS Delhi University.

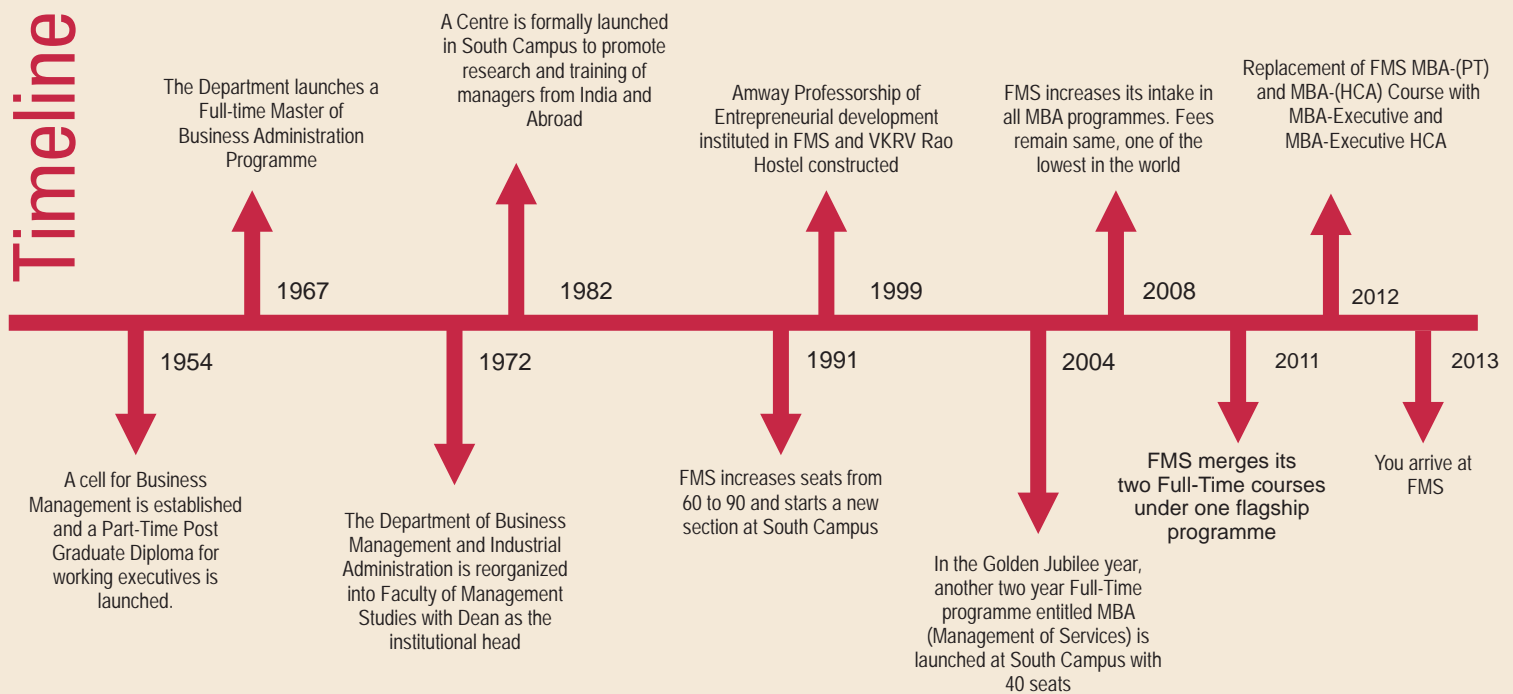
Welcome aboard all the aspirants for an exciting journey and *Best of Luck* in your endeavour.

A handwritten signature in black ink, appearing to read 'R. S. Dhankar'.

**Raj S. Dhankar**

Dean and Professor of Finance

# Leading from the Front... Since 1954



## Our Vision

To provide world-class education and thought leadership in management within a university based institution.

Leaders are those who reject conventional wisdom and chart out their own path of success. They compete not with their peers but with themselves, continuously raising the bar of excellence. They possess a rare degree of conviction, challenge assumptions and relentlessly pursue perfection in all their endeavours. Leadership is all about unwavering faith in one's values and a tacit contract of symbiosis with one's environment.

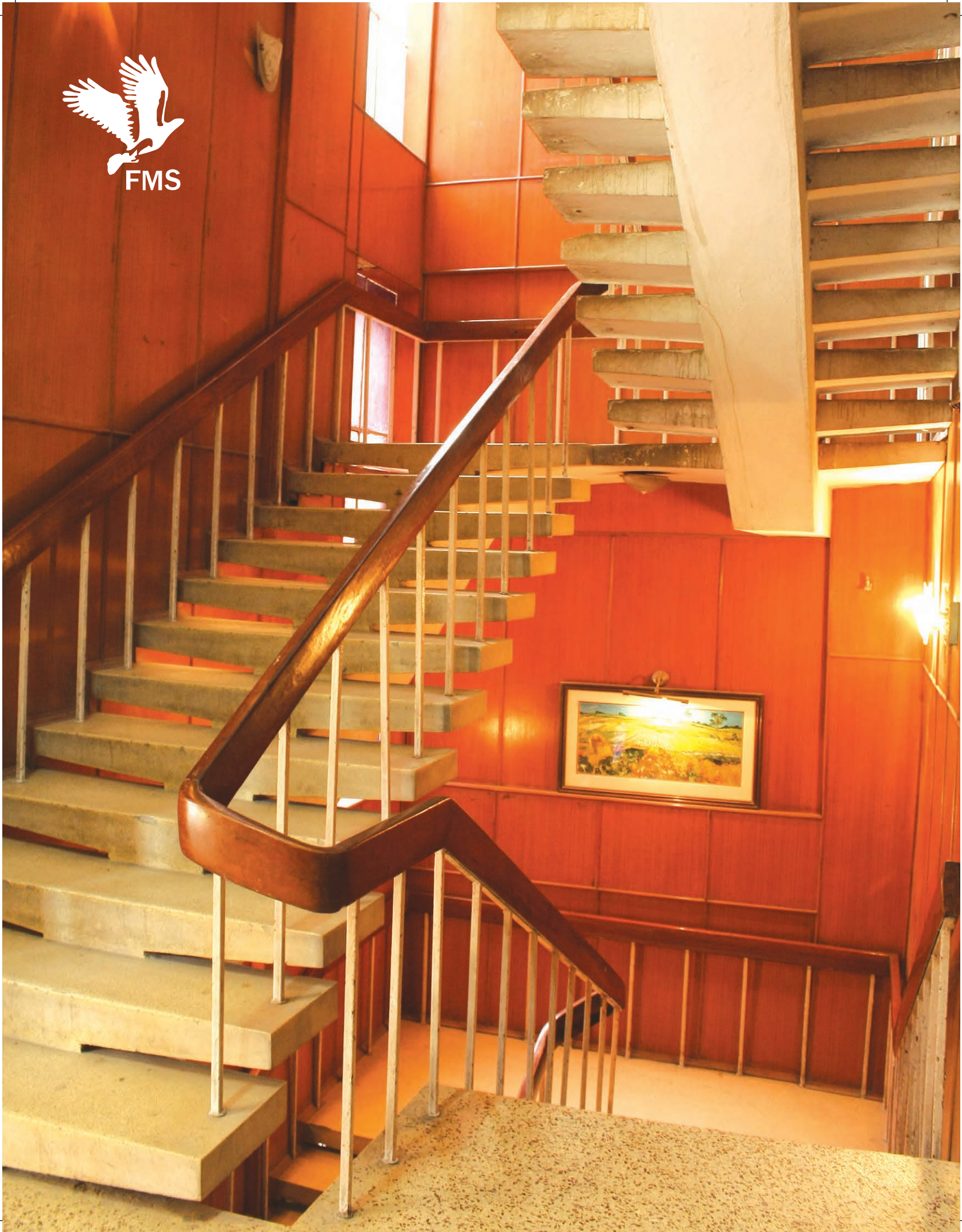
At FMS, we nurture leaders. We inspire all participants to act and achieve the pinnacles of excellence. With a heritage of **58** years, we have enabled each participant to perform and excel. With time tested pedagogy and frequent mentoring by our global alumni, we inspire our participants to be thought leaders and pave the way for creating a better tomorrow.

FMS has remained a unique University-based Management Institution fulfilling every participant's dreams. Our frequent industry interactions and mentorships consistently add to the knowledge of the relevant tools, and the ability to decisively think through problems and opportunities. Our excellent placement records over the years only reiterate the fact that, at FMS, everyone is an achiever.

### Aspire...Act...Achieve

Today's environment is of constant and turbulent change, where effective leadership depends on the ability to think beyond the obvious, and to find answers from imperfect information. It requires strategic vision and practical wisdom, a mastery of core business disciplines along with the skills to communicate that vision, to drive a team forward and to manage conflict as it arises.

At FMS, we will not just quench your thirst for knowledge; we will inspire and nurture the stamina you will need to actualize your potential. FMS builds character and confidence. FMS encourages a collaborative spirit, with different personalities and diverse mind-sets. It provides for an education that is a powerful blend of academic rigor with applied leadership experience necessary to produce extraordinary results in a rapidly changing business world.



# Academic Programmes



FMS is known for its academic programmes, training programmes, research and consultancy, but its primary aim is long-term academic programme leading to a Degree Certification. Currently, FMS conducts the following long-term programmes:

**MBA Two Year Programme**

**MBA-Executive Two Year Evening Programme**

**MBA-Executive (Health Care Administration) Two Year Evening Programme**

**Doctoral Programme**



# Two-Year (Full-Time) MBA Programme



## Programme Structure

The curriculum of the newly revamped MBA Two-Year Programme rests on two pillars: one, providing a strong analytical foundation in key functional areas and the other, enabling a high degree of academic flexibility allowing students to handcraft their MBA experience. The first year introduces students to the essential models and tools, needed to act on their aspirations, enable their evolution into thought leaders and change managers.

In the second year, the learners decide on their professional development plans by reflecting on their first year's learning and summer internship experiences. This experience is augmented by interactions with an eclectic mix of well acknowledged faculty and corporate luminaries who together teach 22 core courses and over 78 elective courses. After two years of 360 degree learning, the learner moves on to achieve the best of the best in the corporate world.

**The total number of seats in the MBA for the academic session 2013 is 200.**

At FMS, MBA course structure is closely aligned with the business requirements in today's scenario. The focus is on producing managers with sound fundamentals to hit the ground running when they enter the corporate world; the ability to challenge conventional wisdom by path-breaking innovations; the ability to execute the most daunting of challenges in the most trying of circumstances; the ability to create synergies amongst the most diverse set of variables; the ability to continuously learn, improvise, adapt, energize, grow and to take the world in their stride.

Students are required to complete 8 core or elective courses or a combination of both in every semester. The First year of the course concentrates on imparting management fundamentals like Human Resources, Organizational Effectiveness & Change, Marketing Management, Financial Management, Quantitative Methods, Information Technology Management, etc. This ensures that the student is introduced to the technical, economic, social and human side of management. The Second year continues the momentum by building on these fundamentals and requires focus on chosen specializations by taking courses in the areas of finance, marketing, systems, operations and human resources. Along with these specialization courses, the student is exposed to business strategy courses, which focus on skills that enable managers to diagnose complex business situations and resolve strategic and organizational problems. These courses are supplemented by simulation games which reinforce the classroom teachings and provide hands-on experience to the learners. In addition to these courses, the learner can opt for non-credit courses in each semester, subject to the approval of the Programme Coordinator. The classroom sessions are supplemented by corporate sessions, guest lectures, field sessions, live projects, workshops, and many such activities, which ensure that the student remains in touch with the contemporary corporate environment and learns the practical applications of the acquired knowledge.

## Flexibility

The MBA programme at FMS offers opportunities to students to customize their individual learning as per their unique strengths and interests. This is done through guest lectures, workshops, seminars, specific modules offered by experts from academicians and practitioners. This ensures that the focus of the programme is not on teaching, but on 'learning'!



## We, the People

The combination of a flexible curriculum, a wide array of learning opportunities and a conducive academic environment is the hallmark of this programme. Starting from Day one on the campus, the learner will be helped in being acquainted with the people, the place, and the processes. The learner empowered initiatives keep on increasing exponentially throughout the year.

As much as it is possible to sum up a community, this is FMS: Thought Leaders who approach work and play with equal intensity, who are confident enough to make mistakes, and grounded enough to know that getting to the top is easier and more fun when the journey is shared.

It is this drive and enthusiasm that separates us from all others, giving us the winning edge - wherever we go, whatever we do.

## Selection Procedure

Applications for admission to the programme are invited through advertisements in major national newspapers every year. Applicants can register themselves for admission to M.B.A. (Full-Time) and Ph.D. Programmes through FMS website [www.fms.edu](http://www.fms.edu) by filling up online registration forms and by paying the requisite fee of Rs.1000/- (Rs.350/- for SC/ST/Physically Challenged category) for each programme, during September 12 to December 14, 2012.

Admission to M.B.A. (Full-Time) and Ph.D. Programmes is based on personal interview, group discussion and CAT-2012 score (Common Admission Test conducted by Indian Institutes of Management during October 11, 2012 to November 06, 2012). Applicants may visit [www.catiim.in](http://www.catiim.in) for appearing in the Common Admission Test (CAT) 2011. Applicants who have not taken CAT-2011 will not be considered for admission. At least 50 percentile score in each section of the CAT-2012 is required by a candidate to qualify for being short-listed in GD/or Interview.

The candidates will be required to produce their original certificates and mark sheets at the time of the interview. The final list of candidates selected to the programme will be declared after completing the process for all candidates.

### Eligibility Criteria for MBA Programme:

Candidates applying for admission to the MBA programme must have pursued at least a 3-year Bachelor's Degree programme after twelve years of formal schooling in any of the following disciplines, having secured minimum aggregate marks as indicated below:

- Arts, Commerce or Social Sciences – 50 %
  - Sciences – 55 %
  - Mathematics or Statistics – 60%
  - Medicine, Engineering or Technology – 60% / CGPA of at least 6 on a scale of 10
- OR
- Post Graduate Degree or 2<sup>nd</sup> Degree examination after 10+2+3 scheme, securing at least 60% marks.

**Note:** As per the existing University Rules, the candidates belonging to PH/CW are eligible for a relaxation of 5 per cent marks in the minimum eligibility requirements. SC/ST candidates are required to have passed the qualifying degree examination. The candidates belonging to OBC category are eligible for relaxation in the minimum eligibility to the extent of 10% of the minimum eligibility marks/qualifying marks prescribed for general category. University of Delhi rules are applicable for reservation of other categories.

Candidates appearing in the final year examination of Bachelor's / Post Graduate Degree Examinations are eligible to apply for admission irrespective of their percentage of scores obtained till the time of application, provided that they expect to fulfil the eligibility criteria when their results are declared, and which must be submitted to the FMS office before 1st October 2013.



# Full-Time Doctoral Programme Ph.D.



The doctoral programme offered at the Faculty of Management Studies provides the opportunity to undertake pioneering and original research in different areas and aspects of management with an emphasis on practical implications of research. The programme is designed to augment academic and practical knowledge. The faculty encourages candidates to undertake research in interdisciplinary areas of management, cutting across functional and sectoral boundaries.

**Total number of intake of Ph.D. students shall not** exceed 20. However, FMS reserves the right to admit less than the stipulated number of scholars primarily due to non-availability of suitable candidates or faculty supervisors in a given year.

## Eligibility Criteria

To be eligible for admission to the Ph.D. programme, a candidate must have obtained a Master's/ M. Phil. degree of the University of Delhi, or any other recognized University, or a Post-graduate Degree in an allied subject equivalent thereof. She/he must have obtained either a minimum of 50% marks or equivalent grade in the M.Phil. degree or a minimum of 55% marks or equivalent grade in the Master's degree.

Candidates having an MBA/Master's Degree in an allied subject from University of Delhi or equivalent would be required to write the CAT-2011 test for admission to the Ph.D. programme. Such applicants should have a minimum of two years of experience post their MBA/Master's Degree on the date of writing the admission test.

Candidates with a Bachelor's Degree of four years or more, viz. B.Tech. or M.B.B.S., who have obtained a minimum of 70% and 60% marks or equivalent grades respectively, and also have obtained any national level fellowships, are also eligible to apply for the Ph.D.. Programme.

Permanent teachers of any recognized University/College other than the University of Delhi, employees of a Research Institute in India and candidates sponsored by their employers will be considered for admission to the Ph.D. programme only if they obtain study leave for a period of two years to fulfil the residency requirements of the Ph.D. programme of the University of Delhi.

For detailed information regarding the eligibility criteria for enrolment to the Doctoral programme of the University of Delhi refer to Ordinance VI B of the University of Delhi ([www.du.ac.in/du/Ph.D.\\_ordinance.pdf](http://www.du.ac.in/du/Ph.D._ordinance.pdf)) and FMS website ([www.fms.edu](http://www.fms.edu))





## Admission Procedure

Candidates (except those exempted from admission test) seeking admission to the doctoral programme, are required to take the Common Admission Test (CAT) 2012 conducted by Indian Institutes of Management during October 11, 2012 to November 06, 2012. Short listed candidates will thereafter be required to submit the form of the Board of Research Studies (Management) at the Faculty of Management Studies, University of Delhi, latest by 31st January, 2013.

All eligible candidates, including those declared successful in the CAT-2012 Test, will be required to appear for a personal interview to be considered for admission to the doctoral programme at FMS.

## Candidates Exempted from Common Admission Test (CAT) - 2012

1. Teachers of University of Delhi holding permanent, temporary or ad-hoc positions and having completed two years of service as teacher in a Department/ Constituent College of University of Delhi. While teachers from other than University of Delhi must have completed three years of service.
2. Applicants in receipt of National fellowships such as:
  - (i) University Teaching Assistantship.
  - (ii) JRF through UGC/NET and CSIR/NET.
  - (iii) Fellowship of CSIR/ICAR/ICSSR/ICHR/ICMR or from any other recognized Government Institutions/ Organizations.
  - (iv) Rajiv Gandhi National Fellowships of UGC for SC/ST.
  - (v) SAP Fellowships of UGC.
  - (vi) Project JRF/Project Assistant.
  - (vii) Candidates with UGC (Non-NET) Fellowship.

Candidates exempted from the common Admission Test CAT - 2012 will be required to apply by submitting the completed form to the Board of Research Studies, Management at the Faculty of Management Studies, University of Delhi by 31st January, 2013. The application form should be submitted along with a Demand Draft of Rs. 250/- drawn in favour of the Registrar, University of Delhi.



# General Information



## Fee Structure

The fee for various programmes is payable at the beginning of the academic year. The annual fee payable to Faculty of Management Studies, University of Delhi is approximately Rs. 10,000 for MBA programme. Besides this fee, the students have created a registered body, Management Science Association (MSA), comprising of various societies, which charge membership fee for the services provided.

## Reservations/Relaxations

Reservations/Relaxations are provided to the candidates as per the guidelines issued by the University of Delhi, as amended from time to time. At present, the reservations in 2-year MBA Programme 2013-15 are as under:

**Total seats-200**

**Unreserved (General)- 101**

**Reserved: SC 30, ST 15, OBC 54**

**Seats for PH, CW and FS are supernumerary**

Each applicant will choose to apply in one of the following 13 Categories:

Open or Unreserved (**Gen**)

Scheduled Caste (**SC**)

Scheduled Tribe (**ST**)

Other Backward Class, non-creamy layer (**OBC**)

Visually Challenged (**PH1**)

Auditory Challenged (**PH2**)

Orthopaedic Challenged (**PH3**)

Widows/Wards of Defence Personnel killed in action (**CW1**)

Wards of serving personnel and ex-servicemen disabled in action (**CW2**)

Widows/Wards of Defence Personnel who died in peace time with death attributable to military service (**CW3**)

Wards of Defence Personnel disabled in peace time with disability attributable to military service (**CW4**)

Wards of Ex-Servicemen and Serving Personnel including Police Personnel who are in receipt of Gallantry Awards (**CW5**)


Foreign Nationals not studying in India (**FS**)

## Important Notes

1. OBC category candidates shall be given a relaxation in the minimum eligibility in the qualifying examination to the extent of 10% of the minimum eligibility marks prescribed for the General Category candidates. For example, if the minimum eligibility for admission to a course is 50% for the General Category candidates, the minimum eligibility for the OBCs would be 45% i.e. (50% less 10% of 50%). All those candidates who meet the minimum eligibility marks in the qualifying examination and the minimum eligibility marks in the qualifying examination and the minimum eligibility marks (if any) in the entrance test (if conducted) shall be eligible for the admission in the order of their merit, keeping in view the availability of seats reserved for them.



# General Information



The OBC candidates who belong to the **Non-Creamy Layer** and whose castes appear in the **Central List** of the OBCs (as on the date of application to the programme and on the day of interview), only shall be eligible to be considered for admission under the OBC Category. **Creamy Layer** OBC candidates should apply as General category. No change of category would be allowed after application.

2. Three percent (3%) seats are reserved for candidates with physical disability **with not less than 40% disabilities**. The Person with Disabilities candidates with not less than 40% disability shall be given a relaxation in the minimum eligibility in the qualifying examination to the extent of 5%. Candidates with physical disabilities who are able to secure admission in the general category will not be counted in the 3% quota for Persons with Disabilities. The 3% reservation will be allocated as follows: 1% for persons with low vision or blindness; 1% for hearing impaired; 1% for those with locomotor disabilities and or cerebral palsy. However if sufficient candidates are not available in a sub-category then candidates from other sub-categories would be considered in their place.
3. Five percent (5%) seats are reserved for **Children/widows of the eligible Armed Forces Personnel** (CW Category) in each course. A relaxation in minimum eligibility to the extent of 5% shall be given in the qualifying examination for CW category applicants.

As per the guidelines approved by the Academic Council, admission of candidates belonging to CW categories have to be made in the following order of priorities:


- CW1. Widows/Wards of Defence personnel killed in action;
- CW2. Wards of serving personnel and ex-servicemen disabled in action;
- CW3. Widows/Wards of Defence personnel who died in peace time with death attributable to military service;
- CW4. Wards of Defence personnel disabled in peace time with disability attributable to the military service; and
- CW5. Wards of Ex-servicemen personnel and serving personnel including personnel and serving personnel including personnel of police forces who are in receipt of Gallantry Awards as follows:

Param Vir Chakra, Ashok Chakra, Sarvottam Yudh Seva Medal, Maha Vir Chakra, Kirti Chakra, Uttam Yudh Seva Medal, Vir Chakra, Shaurya Chakra, Yudh Seva Medal, Sena, Nau Sena, - Vayusena Medal, Mention-in-Despatches, President's Police Medal for Gallantry, Police Medal for Gallantry.

Authorities competent to issue certificates under CW category are:-

- Secretary, Kendriya, Sainik Board, Delhi
- Secretary, Rajya Zila Sainik Board
- Officer-in-Charge, Records Office
- 1<sup>st</sup> class Stipendiary Magistrate
- Ministry of Home Affairs (for Police personnel in receipt of Gallantry Awards)



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4. The minimum eligibility requirement for the Scheduled Caste/Scheduled Tribe candidates will be that they must have passed the qualifying degree examination, provided that the minimum eligibility for admission to post-graduate courses be the **minimum pass marks** of the qualifying examination concerned of the University of Delhi. In the case of Scheduled Castes/ Scheduled Tribes candidates who had passed the last qualifying examination from other University, they should have secured at least the same percentage of pass marks at the qualifying examination as prescribed for the equivalent examination of Delhi University for purposes of admission to the Post-graduate course of the University of Delhi.
  5. There is no quota for NRI/PIO/NCT of Delhi candidates.

## Foreign Nationals

All Foreign Nationals seeking admission to MBA/Ph.D. programme should apply through the office of the Deputy Dean (Foreign Students), Conference Centre, opposite Botany department, University of Delhi-110007, India, latest by end of 28<sup>th</sup> February 2013.

Foreign Nationals presently studying in India need to apply as General Category students and, are required to qualify the CAT-2012 conducted by Indian Institutes of Management.

## For MBA Programme

Foreign Nationals who are graduates and, are not staying in India for a minimum period of one year need to apply via the respective Consulate and Embassy (with a mandatory minimum GMAT score of 650). FMS is a member institution accredited by GMAT council.

## For Ph.D. Programme

Foreign Nationals with Indian or foreign degrees (but who are not currently staying in India) are required to submit GMAT scores (minimum score of 650). Foreign research students should have fellowship from their country of origin and/or recognised international agencies. Foreign Nationals with foreign degrees are required to submit both GMAT and TOEFL scores. Foreign Nationals are required to submit a research proposal, clearly indicating the research objective, methodology and a tentative bibliography. All foreign Nationals will also be required to fill the form of the Board of Research Studies (Management), if selected for the Ph.D. programme. The BRS (Management) form should be submitted along with a Demand Draft of Rs. 250/- drawn in favour of the Registrar, University of Delhi.

**Note:** If selected, admission will be granted only after the candidate arrives with a valid Student/Research Visa, and gets registered with the Foreign Students' Registry Office, University of Delhi.



## Attestations

FMS accepts self-attested copies of documents/papers provided by the students. It is made clear that if any false attestation/falsified records are detected, the student will be debarred from attending any course in the University for the next five years and in addition, a criminal case under relevant case of IPC (Viz. 470, 471, 474 IPC etc.) will be instituted against him/her.

## Mode of Application

**All candidates will have to register using the online registration system available on [www.fms.edu](http://www.fms.edu).**

**There will be no other mode of registration.**

**Opening date : 12 September 2012**

**Closing date : 14 December 2012**

## Mode: On-line Registration

1. Visit the FMS website <http://www.fms.edu>
2. You will be directed to the On-line registration page. Fill in the required information correctly.
3. Verify the data entered. After the registration information is confirmed, no data can be modified.
4. You will be able to pay the admission fee through either of the two routes given below. Choose the appropriate mode of payment after you have confirmed your registration information.

### Route-A: Payment through online Internet Payment Gateway

- i. You will be directed to the Internet Payment Gateway of the HDFC Bank.  
Confirm payment through credit card / debit card.
- ii. After successful online payment, you will be directed back to the admission website. A page (Admit Card format) will appear stating the candidate's name, registration number, address, space for photograph and signature.
- iii. Take a printout of the page. Affix your recent passport size colour photograph and put your signature and thumb impression at appropriate places.
- iv. Send the above completed form along with Caste/Category certificate (if applicable) to The Assistant Consultant, Faculty of Management Studies, University of Delhi, Delhi-110007 so as to reach FMS latest by 21<sup>st</sup> December, 2012.
- v. Your online application will be further processed only upon receipt of the above documents and satisfactory verification of Caste/Category Certificate (if applicable) by the FMS admission office.

### Route – B: Payment through Demand Draft

- i. After you choose the DD payment route and fill in the details of the DD, a page (Admit Card format) will appear stating the candidate's name, registration number, address, space for photograph, space for signature and the amount to be paid by the candidate as admission test fee.
- ii. Take a printout of the page. Affix your passport size colour photograph; put your signature and thumb impression at appropriate places. The Demand Draft needs to be drawn in favour of 'The Registrar, University of Delhi' payable at Delhi.
- iii. Send the completed form along with the Demand Draft and Caste/Category Certificate (if applicable) to The Assistant Consultant, Faculty of Management Studies, University of Delhi, Delhi-110007 so as to reach FMS latest by 21<sup>st</sup> December, 2012.
- iv. Your online application will be further processed only upon the realization of the demand draft and satisfactory verification of caste/category certificate (if applicable) by the FMS admission office. The receipt would be acknowledged through e-mail once the demand draft is realized.





## Resources



### Technology Resources

FMS has resources and facilities in both the campuses of the University of Delhi. The North campus of FMS is a fully Wi-Fi enabled campus with a student-to-computer ratio of 1:1. This enables the students to work from anywhere in the campus (including the Canteen and Library) from where they can access Live Databases, Online Journals and the World Wide Web. In addition to Wi-Fi, FMS North campus has a state-of-the-art Computer Centre with over 100 computer systems. The entire campus has a Switch-Based Local Area Network (LAN) operating on Windows 7. The learners can work on various platforms such as Linux and Windows, High-speed network laser printers, scanners and CD writers support the systems. The centre is equipped with a variety of software such as SPSS, EViews 7, Lotus Smart Suite, Corel Word Perfect, Oracle, RDBMS, Visual Basic, Visual C++ etc. A number of business and management software and business games like Business Simulation, Investment Analysis and Portfolio Management, Quantitative Analysis and Multi-Dimensional Scaling are also available in the Computer Centre. The learners can also make use of a host of CD-ROM based Corporate Databases such as CMIE's PROWESS. Each student is provided with an individual e-mail id. The MBA learners have access to 10 Mbps leased-line internet connectivity keeping them connected with the rest of the world round the clock.

The South campus of FMS is equally equipped with a network of high-end Pentium workstations to work on various platforms including Unix, Linux and Windows. It is also Wi-Fi enabled and has a student-to-computer ratio of 1:1. The centre is linked to Campus Area Network, and workstations are networked to a dedicated server to provide various software and computing services. Other than its own Computer Centre, a dedicated Internet Access centre is also available in the nearby UDSC Library. Both University campuses (North and South) are being connected through a Wide Area Network. FMS is equipped with avant-garde Audio Visual and Video Conferencing facility, which can be accessed from anywhere in the campus.

### Library

FMS North campus has an air-conditioned library housing over 40,000 Books and Journals (including 60 foreign Journals). The library is well stocked with books and other documents. Learners also have access to the Delhi University Library System which has a collection of over 6,00,000 books (through Online Public Access Catalogue) and over 8,000 Journals (including Online Journals). In addition, learners also have access to 27 online databases including ABI/INFORM, EBSCO Publishing and UGC-InfoNet. The learners can also access the University Library as well as study rooms, depending upon their individual interests. The FMS North campus library has automated the process of its circulation and acquisition activities.

The learners at the South campus can also avail the facilities of their own library at S.P. Jain Advanced Management Research Centre along with the University of Delhi South Campus Library, both of which together have more than 1,50,000 books and bound volumes of periodicals. The Library remains open from 9:00 a.m. to 9:00 p.m. Access to various online journals is also available at the South Campus.

### Professorial Chairs

There are four Professorial chairs instituted by industry at FMS:

- The Amway Corporation Chair
- The Industrial Finance Corporation of India Chair
- Rajiv Gandhi Chair for Technology Management and Innovation (MHRD, GOI)
- Shanti Prasad Jain Advanced Management Research Centre Chair (Bennett, Coleman & Co.)





## Hostel Accommodation

Non-Delhi students of all full-time programmes can expect to get hostel accommodation by applying to the following:

### Men

- The Provost, VKRV Rao Hostel, North Campus
- The Provost, D.S. Kothari Hostel, North Campus
- The Provost, International Students House, North Campus
- The Provost, Gwyer Hall, North Campus
- The Provost, Mansarovar Hostel, North Campus
- The Provost, Post-Graduate Men's Hostel, North Campus
- The Provost, Saramati Hostel, South Campus
- The Provost, Aravali Hostel, South Campus

### Women

- The Provost, University Hostel for Women, North Campus
- The Provost, International Hostel for Women, North Campus
- The Provost, North East Council Hostel for Women, North Campus
- The Provost, Meghdoot Hostel, North Campus
- The Provost, Geetanjali Hostel for Women, South Campus

## Scholarships

- O.P. Jindal Engineering and Management Scholarship (OPJEMS)
- TMI Scholarship
- IFCI Scholarship
- Bharti Scholarship
- His Holiness "The Pope" Scholarship
- Award of Pandit Manmohan Nath Dhar Endowment Scholarship
- G L Mehta Scholarship for Academic Excellence
- All India Post Graduate Scholarship
- Guru Harkrishan Educational Society Scholarship
- NDPL Scholarship
- NTPC Scholarship
- New Central Scholarship scheme of top class education



## Faculty Information

Few management schools can match FMS for its breadth of experience of the Teaching Faculty. The faculty at FMS makes learning a different experience altogether. Our faculty believes in collaboration and much of our research is interdisciplinary. This comes across in our integrated teaching, which helps the learners appreciate how each field links with others. The faculty shares information, elicits responses, spurs dialogue, encourages differences of opinion and debates ideas. They expect their learners to do the same, in the classroom and on their own. This is where ideas compete and people collaborate. Active engagement, informed thought and dynamic teamwork makes the FMS experience unique among its peers.

### Professors

**Prof. Raj S. Dhankar (Head & Dean)**

M.Com., Ph.D., P.D.S. (UCLA)  
Financial Management,  
Security Analysis,  
Portfolio Management



**Prof. V. K. Bhalla**

M.A., Ph. D. (Delhi)  
Security Analysis and Portfolio Management,  
Financial Derivatives &  
International Finance



**Prof. J. K. MITRA**

M.A., Ph.D. (Delhi)  
Organizational Development,  
Strategic Management



**Prof. M.L. SINGLA**

B.E. MBA, Ph.D. (Delhi)  
Management of Information Technology,  
Computer Application in Management,  
Business Process Re-engineering



**Prof. Vijay Kapur**

M.B.A., Ph.D. (South Carolina), IAS (1977)  
Marketing, Sales and Strategic Management



**Prof. Sunita Singh Sengupta**

M.A., Ph.D. (Patna)  
Organizational Behaviour



**Prof. Vivek Suneja**

M.A., Ph.D. (Reading)  
International Economics,  
Strategic Management



**Prof. V.K. Seth**

M.A., Ph.D. (Delhi School of Economics)  
Economics, Compensation Management and  
Strategic Management



**Prof. Madhu Vij**

M.Com., Ph.D. (Delhi).  
International Financial Management,  
Financial Management,  
Management of Financial Services,  
Management Accounting



**Prof. Simrit Kaur**

M.A., Ph.D. (Delhi)  
Managerial Economics,  
Economic Environment of Business



# Faculty Information

## Professors

**Prof. Ajay Pandit**  
B.E., MBA, LLB, Ph.D. (Delhi)  
Marketing and Strategic Management



**Prof. Sunil Sharma**  
M.Tech. (IIT), MBA, Ph.D. (Delhi)  
Production & Operations, Total Quality and Supply  
Chain Management, Integrated Management Systems.



## Associate Professors

**Dr. S. K. Tuteja**  
M.Com., Ph.D. (Delhi), FCS  
Business Legislation,  
Accounting and Finance



**Dr. Preetam Khandelwal**  
M.A., Ph.D. (Jaipur)  
Organizational Behaviour,  
Organizational Change and Entrepreneurship



**Dr. H.D. Gupta**  
B.E., MBA, Ph.D. (Delhi)  
Production & Operations Management  
Quality Management



**Dr. Mala Sinha**  
M.A., Ph.D. (Allahabad)  
Organizational Behaviour,  
Business Communication,  
Business Ethics and Corporate Governance



**Dr. A. Venkatraman**  
M.A. (TISS), Ph.D. (Delhi)  
Human Resource Management  
Health Service Management



**Dr. Kavita Singh**  
M.A., M. Phil., Ph.D. (Delhi)  
Organizational Behaviour,  
Organization Effectiveness & Change



# Faculty Information

## Associate Professors

**Dr. Tanuja Agarwala**  
M.A., M.Phil., Ph.D. (Delhi)  
Human Resources Management &  
Organizational Behaviour



**Dr. Harsh V. Verma**  
M.Phil., Ph.D. (Delhi)  
Marketing Management  
Marketing of Services,  
Consumer Behaviour &  
Brand Management



**Dr. Anupama Vohra**  
M.B.A., Ph.D. (Delhi)  
Marketing Management



**Dr. Pankaj Sinha**  
M.Sc., Ph.D. (Delhi)  
Financial Engineering, Econometrics &  
Investment and Risk Management



**Dr. Debadyuti Das**  
M.Tech., Ph.D. (IT-BHU)  
Operations & Supply Chain Management



**Dr. Monica Singhania**  
M.Com, Ph.D., F.C.A. (Delhi)  
Management Accounting & Corporate Taxation



**Dr. Amit Bardhan**  
M.Sc., Ph.D. (Delhi)  
Operations Research and  
Marketing Analytics



## Assistant Professors

**Mr. Hamendra Dangi**  
B.Tech., M.B.A. (Rajasthan)  
Marketing Research and Marketing Channels



**Mr. Narain**  
M.Com., M.Phil. (Delhi)  
Financial Economics



## Assistant Professors

**Dr. Garima Gupta**  
M.Phil., Ph.D. (Delhi)  
Marketing Management Sales Promotion &  
Business Communication



**Dr. Mahima Thakur**  
M.Phil., Ph.D. (Delhi)  
Organizational Behavior &  
Human Resource Management



**Dr. Anjala Kalsie**  
M.Phil., Ph.D. (Delhi)  
International Currency Crisis,  
Investment Decisions  
Financial Accounting and Financial Management



**Dr. Soma Dey**  
M.Phil., Ph.D. (Minnesota)  
Managerial Economics &  
Applied Microeconomics



**Dr. Partha Sarathi Chatterjee**  
M.Phil., Ph.D. (Minnesota)  
Macroeconomics, International Economics  
and International Business



## Administration

Mr. R.V.R. Murty, Asst. Consultant  
Ms. Chander Kanta, S.O. (Academic)  
Mr. Prakash Chand, S.O. (Accounts)  
Ms. Reba Majumdar, P.A. to Dean



# FMS Faculty visits HARVARD/KELLOGG



To enrich the teaching experience at FMS, the following Faculty Members participated in the below mentioned Faculty Development Programs. The participation was fully sponsored by University of Delhi.

Dr. A. Venkataraman	Global Colloquium on Participant Centered Learning 2008 Harvard Business School
Dr. Kavita Singh	Global Colloquium on Participant Centered Learning 2008 Harvard Business School
Dr. Preetam Khandelwal	Global Colloquium on Participant Centered Learning 2008 Harvard Business School
Dr. Anupama Vohra	Global Colloquium on Participant Centered Learning 2009 Harvard Business School
Dr. Harsh V. Verma	Global Colloquium on Participant Centered Learning 2009 Harvard Business School
Prof. Madhu Vij	Global Colloquium on Participant Centered Learning 2009 Harvard Business School
Dr. Mala Sinha	Global Colloquium on Participant Centered Learning 2009 Harvard Business School
Prof. Ajay Pandit	Global Colloquium on Participant Centered Learning 2010 Harvard Business School
Dr. Debadyuti Das	Global Colloquium on Participant Centered Learning 2010 Harvard Business School
Prof. Simrit Kaur	ITP 2010 at the Kellogg School of Management, Northwestern University
Prof. Sunil Sharma	ITP 2010 at the Kellogg School of Management, Northwestern University
Dr. Tanuja Agarwala	ITP 2010 at the Kellogg School of Management, Northwestern University
Dr. Hemendra Dangi	Global Colloquium on Participant Centered Learning 2011 Harvard Business School
Dr. Pankaj Sinha	Global Colloquium on Participant Centered Learning 2011 Harvard Business School
Prof. M.L. Singla	Delivering Information Services 2011 at Harvard Business School
Dr. Monica Singhanian	ITP 2011 at the Kellogg School of Management, Northwestern University
Dr. Amit Bardhan	Global Colloquium on Participant Centered Learning 2012 Harvard Business School
Dr. Tanuja Agarwala	Global Colloquium on Participant Centered Learning 2012 Harvard Business School





## New Initiatives



### Talk to the Consultant:

An initiative in which top consultants come down to FMS to discuss about the world of consulting. The various chapters were presided over by:

- Mr. Abir Seth, Accenture Management Consulting
- Mr. Amandeep Singh Munial, Principal Consultant & Business Head, BMG International
- Mr. Arsh Maini, Director, Deloitte Consulting
- Mr. Ashok Puri, Hinduja Group
- Mr. Manish Upadhyay, Senior Consultant, Bain & Co.
- Mr. N.S. Rajan, Partner & National Head- Human Capital, Ernst & Young
- Mr. Ratan Shrivastava from Frost & Sullivan
- Mr. Sudeep Krishna, Strategy & Operations, Deloitte Consulting
- Mr. Vikas Aggarwal, Director-Advisory Services, KPMG
- Mr. Vishal Pandit, Head, Consulting Business (India, Middle East, and SAARC, Hewitt Associates India)

### GAMA

Having graduated from the first Business School in India, FMS Alumni have demonstrated their performance across the expanse of the globe. GAMA aims for the holistic development of students and serves as a platform for our alumni across the globe, to interact with each other and their alma mater, thus bringing years of nurtured intellect under one umbrella. Every year, under GAMA initiative of the Alumni Association, experienced alumni are able to provide hand-holding to the current students for making meaningful career choices.



# Industry Interface



## Guest Lectures

- Dr. Anish Andheria; Director, Wildlife Conservation Trust; Director, Sanctuary Asia on "Wildlife Conservation in India"
- Mr. Ashish Mendiratta; Vice-President-Materials, East India Hotels (Oberoi Group of Hotels) on "Supply Chain Management"
- Mr. Deepak Bharara, Director, Corporate HR at Lanco Infratech Ltd. on "Industry Overview of Infrastructure and Challenges for Tomorrow"
- Mr. Gaurav Saxena, DGM, Bharti-Walmart on "Supply Chain Management challenges in Indian Retail sector and its future outlook"
- Mr. Irfan Alam, Founder, Samman Foundation on "Tackling Social Issues through Enterprising"
- Mr. Manik Chhabra, Vice President, Citi Global on "Corporate Banking as a career"
- Mr. Manish Jain, Senior Manager, Infosys Technologies on "Synergy of Banking Industry with IT industry and consulting framework and opportunities used in this setup"
- Mr. Prabhakar Tiwari, Marketing Manager at Danone on "Marketing Strategy of Danone"
- Mr. Prasenjit Bhattacharya, CEO, Great Places to Work on "Creating a Great Place to Work"
- Mr. Raj Shroff, MD and Founder, Aarayaa Investors on "PE Landscape in India"
- Mr. Rathindra Basu, Director, Business Development and Corporate Communication at ESPN on "Business Development and Marketing in Broadcasting Industry"
- Mr. Ritesh Chandra, Executive Director and Head - Consumer Group, Avendus Capital on "Mergers & Acquisitions"
- Mr. Sanjeev Agarwal, Head of Equity Research Division, Copal Partners on "Valuation of Equities & Equity Research as a career"
- Mr. Subhagata Mukherjee, Global Head of Marketing - Managed Services at Nokia Siemens Network on "Marketing and Differentiation Strategy"
- Mr. Sunil Gupta, Managing Partner, South Asia at Results International Group Integrated Brand Communications on "Carrers in Operations and Supply Chain"
- Mr. Vikas Verma, Managing Partner at Direxn on "Being a Brand Manage: A Perspective on Leadership"



## Workshops

- Certified Workshop on Advertising Strategy conducted by Lowe Lintas
- Business Process Management (BPM) - BPM workshop in association with IBM
  - » Importance of Modelling and BPM
  - » Ranging from creating a Business Process Diagram, setting up and running simulations to profile and dynamic analysis.
- Supply Chain Management (SCM) Workshop in association with East India Hotels (Oberoi Group of Hotels)
  - » Product and Process design for Supply Chain
  - » Linking Supply Chain Strategy with Business for Competitive Advantage
  - » Supply Chain Balanced Scorecard
- Certified two day extensive workshop on Derivatives-Futures, Forwards, Swaps and Options by Dun and Bradstreet
- Financial Modelling & Valuation by Pristine
- A two day extensive workshop covering detailed various valuation techniques by Capital Forum
- Unilever Unplugged – A brand management workshop by Hindustan Unilever
- Certificate Training Program in Digital Marketing conducted by NIIT

## Management Development Programme

The Faculty of Management Studies has been at the forefront of imparting quality management education not only to its students, but also to the corporate world. This is reflected in the extensive number of management development programs that the faculty at FMS have conducted for executives from various organizations. The clientele includes, among many others:

- The Taj Group of Hotels
- GAIL Ltd.
- Department of Posts, Government of India
- North Delhi Power Ltd.
- NTPC Ltd.
- ESIC (Employees State Insurance Corporation)

The programs are designed to provide innovative and practical solutions to critical management challenges facing managers and span a wide-range of topics like:

- Business Planning & Growth Strategies for World Class Performance
- Competency Assessment and Recognition of Excellence
- Emerging Marketing Challenges for Indian Post Offices in Today's Global Economy
- Finance for Non-Finance Managers
- Managerial Effectiveness for Excellence
- Marketing & Sales Management
- Negotiation Skills
- People Skills in Hospitality Management
- Proactive Leadership
- Project & Contract Management
- Project Appraisal & Feasibility
- Six Sigma
- Strategic Financial Management for Value Creation
- Superannuation and Beyond
- Supply Chain & Materials Management
- Update on Corporate Taxation Policies & Practices
- Work-Life Balance & Stress Management

# Research

## Doctoral Thesis

The main objective of the doctoral research at FMS is to encourage original work in different aspects of management, and to develop scholars who go on to contribute towards its growth through teaching and research. The Full-Time doctoral programme enables the researchers to achieve competitive profile and to, become part of the next generation of faculty at the top business schools in the world.

We at the Faculty of Management Studies, aim to provide an environment in which our researchers can flourish. The programme promotes interdisciplinary research and develops framework to integrate the tools and approaches from the disciplines of finance, economics, information technology, marketing, organizational behaviour, corporate strategy, production & operations management and human resource management. The doctoral programme creates an energetic and stimulating work environment and opens up opportunities for candidates from multi disciplinary backgrounds and diverse nationalities to pursue their dreams in their respective fields of research. Some of the ongoing topics of research are as follows:

- Role of Human Capital in Participative Management: A comparative study of select companies in India and Iran.
- A comparative study of 'Eustress' among public and private sector bank executives.
- Impact of Emotional Intelligence of Healthcare professional on personal and Organisational effectiveness: A comparative study of public and private hospitals in Delhi.
- Quality and Behavioural Intention: A Comparative Study of Antecedent and Dimensions Based Perspective in Retail Services.
- Merchandisers Performance in Improving Supply Chain Competitiveness of Approved Export Units .
- Knowledge of Flow from Government R & D Institution of SME's its role in value addition: The Indian Perspective.
- Influence of Blogs on Consumer Buying Behaviour.
- A Study of Organizational Performance and Strategies and Employee career stage in Corporate Sector.
- Relationship of Retention Strategies and Employee Career Stage in Corporate Sector.
- Influence of Expatriate Assignment on Career Advancement and Retention of Managers in Multinational Corporations: Comparative Analysis of Managers from India and Developed Countries.
- Evaluation of Methods for Measuring Value of Risk (VaR) in Mutual Funds Industry.
- Goal Programming Portfolio Selection Model.
- Role of Strategic and Entrepreneurial Orientation in the Growth of SMEs
- Assessing Corporate Social Responsibility and its correlates in Select Indian Organizations
- Strategies for R&D Management in Pharmaceutical Industry: A Comparative Study of Select Global and Indian firms.
- Traditional Leadership vis-à-vis E-Leadership: Comparative Analysis of Business Organizations
- Performance Measurement of Distribution Management System after Natural Disaster.

## International Linkages



FMS strives to give its students and faculty members the opportunity to develop and apply cross-cultural skills and concepts in global business contexts. As a founding member of the Association of Management Development Institutions of South Asia (AMDISA), FMS has a rich history of relationships with excellent institutions around the world, and is exploring further areas of collaboration:

### International Associations:

- ESADE, Barcelona, Spain
- Harvard Business School, Boston, USA
- INSEAD, Fontainebleau, France
- Katholieke Universiteit, Leuven, Belgium
- Manchester Business School, England
- Rotterdam School of Management, Netherlands
- SDA Bocconi, Milan, Italy
- University Bielefeld, Germany
- University of California, Berkeley, USA
- University of California, Fullerton, USA
- Wisconsin University, White Water, USA

### Foreign Exchange Programs

- Lahore University of Management Sciences, Pakistan
- IAE de Lyon Business School of the Universite Jean Moulin of France
- Indo-Korean Youth Exchange Program, Ajou University, South Korea
- Indian Youth Delegation to China, MOU with Government of China
- University of Melbourne, Australia\*
- McGill University, Canada\*
- Fudan University, China\*
- University of New South Wales, Australia\*
- University of British Columbia, Canada\*
- Shanghai Jiao Tong University, China\*
- University of Queensland, Australia\*
- University of Hong Kong\*
- University College Dublin, Ireland\*
- Waseda University, Japan\*
- Tecnológico de Monterrey, Mexico\*
- University of Auckland, New Zealand\*
- National University of Singapore\*
- Korea University, South Korea\*
- Lund University, Sweden\*
- University of Birmingham, UK\*
- University of Virginia, USA\*
- University of Edinburgh, UK\*
- University of Glasgow, UK\*
- University of Nottingham, UK\*

*\*As part of Universitas21 Agreement, promoting faculty and student exchange and joint research among member institutions, University of Delhi is the only member institution from India.*



## International Dignitaries

Faculty of Management Studies benefits from the visits of many dignitaries who visit the University campus to interact with the teaching faculty and students. FMS students have been able to derive the benefit of such speakers:

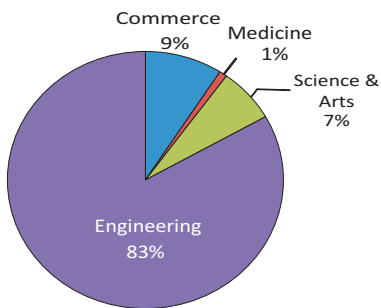
- Address by Mrs. Hillary Rodham Clinton, Secretary of State USA
- Prof. Allen Boge, Germany taught at FMS for one Semester
- Hosted delegation from IESEG business school, Lille, France
- Prof. Zahoor Hassan, Vice Chancellor, Lahore University of Management Sciences, Pakistan
- Prof. Robert Fouchet, Dean, IMPGT & Vice Rector University Paul Cézanne, Aix-en-Provence, France.
- Prof. Guy Scoffoni, Director, International Relations, University Paul Cézanne, Aix-en-Provence, France.
- Prof. Gerald Pillay, Vice Chancellor, Liverpool Hope University, Liverpool, UK.
- Prof. Denise Dimon, Director MBA Programs, University of San Diego, California, USA.
- Prof. Aiji Tanaka, Waseda University, Tokyo, Japan
- Prof. Gert Bruche, Vice President, Berlin School of Economics, Berlin, Germany
- Mr. Wolfgang Holtgen German-India Business Center, Hannover, Germany
- Prof. Gordon Patzer, a Full Bright Scholar from University of Roosevelt, Chicago taught at FMS for one year
- Prof. John Brinkman, Dean, Liverpool Hope Business School
- Mr. John Davison, Economic Minister Counsellor at the U.S. Embassy in New Delhi, on "Barack Obama & Indo- US relations".
- Prof. T.G. Woldemariam, Vice President, Post-graduate Programmes, Addis Ababa University.
- Prof. Hongjoo Jung, Prof. of Management & Associate Dean, SungKyunKwan University, Seoul, Korea.
- Prof. Gilles Guyot, IAE-Lyon, Université Jean Moulin Lyon 3, Lyon, France.
- Prof. Emile-Francois Callot, Director International Relations, Université Jean Moulin Lyon 3, France.
- Prof. Alain Boge, Coordinator India Programme, IAE-Lyon, Université Jean Moulin Lyon 3, Lyon, France.
- Prof. Salman Akhtar, Jefferson Medical College and Psychoanalytic Centre of Philadelphia, USA
- Prof. Bryan Poulin, Faculty of Business Administration, Lakehead University, Canada
- Mrs. Valerie Pecresse, .Minister for Higher Education & Research, Government of France.
- Mr. W.K.W. Michael, State Minister, Technical and Vocational, Federal Democratic Republic of Ethiopia

# Student Profile MBA

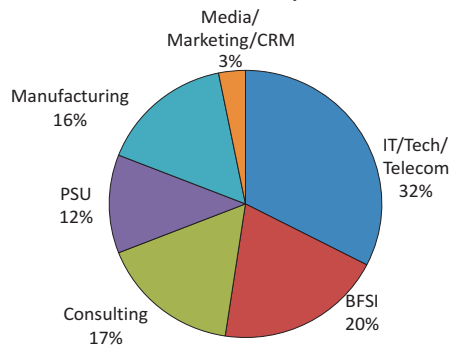


**Batch of 2012-14**

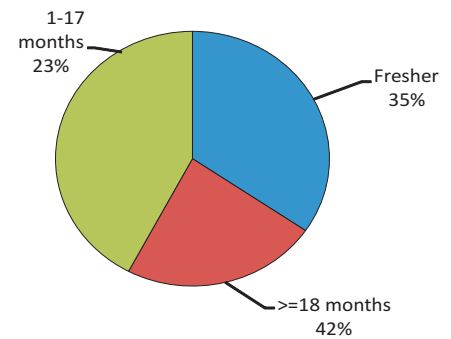
**Educational Background**



**Domain Wise Work Experience**

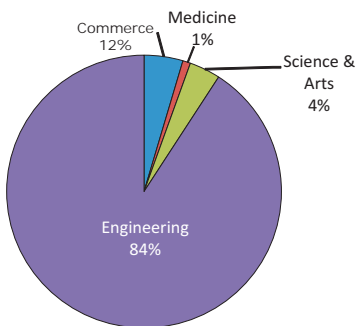


**Work Experience (in months)**

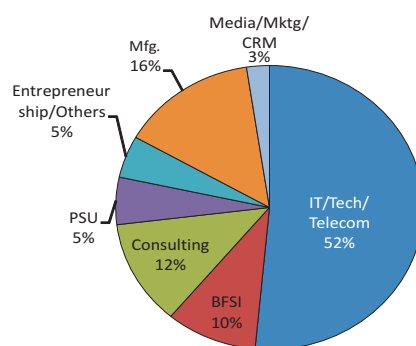


**Batch of 2012-14**

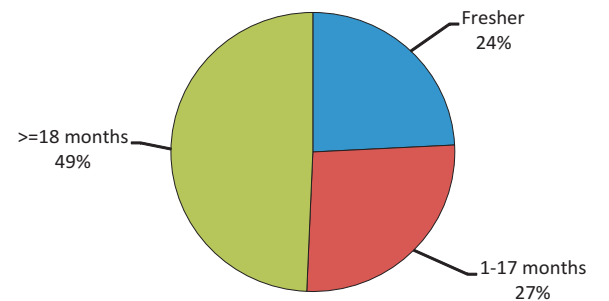
**Educational Background**



**Domain Wise Work Experience**



**Work Experience (in months)**



## Alumni Speak...

“FMS experience for me has really been centered around entrepreneurship, leadership and discovery. This has helped me do the unconventional, and have fun while doing it.”

**Sailesh Sood**, Batch of 1988,  
Director, Protection Products,  
Discover Financial, US

“FMS mixed the best of my engineering background with best of management education creating a balanced aptitude that is absolutely crucial for professional success”

**Vikrant Saraswat**, Batch of 1997,  
Deloitte Consulting LLP, USA

“FMS taught me to be serious in intent and light hearted in behaviour, at the same time”

**Ravi Kiran Sahoo**, Batch of 1990,  
CEO-South East & South Asia,  
Starcom MediaVest Group



## Prominent Alumni



Ajay Mahajan	Former Managing Director, UBS AG Ltd
Ajay Shukla	Vice President and Managing Director at McGraw-Hill Education
Alok Bhardwaj	Sr.Vice President-Sales & Marketing, Canon India Pvt.Ltd.
AmitTandon	Managing Director at Institutional Investor Advisory Services (IIAS)
Dalip Singh	Joint Secretary, Ministry of Steel
Harit Nagpal	Managing Director, Tata Sky Ltd.
K.L.Dhingra	Chairman & Managing Director, ITI Ltd.
Kanwaljit Singh	Senior Managing Director, Helion Ventures Pvt. Ltd
KuldipChawla	Director, Redfort Capital
Manoj Kohli	CEO (International) & Joint MD, BhartiAirtel
Mohit Khattar	Managing Director, Godrej Nature's Basket Ltd.
Niren Choudhary	Managing Director-Indian Subcontinent, Yum Restaurants India Pvt.Ltd.
Pankaj Agarwal	Director-Sales, Reckitt-Benckiser (India) Ltd.
Pradeep Kumar(IRS)	Chief Executive Officer, India Infrastructure Finance Co.Ltd.
R.M.Malla	Chairman-Cum-Managing Director, IDBI Bank Ltd.
R. Mukundan	Chief Operating Officer-Chemicals, Tata Chemicals Ltd.
R.S.Butola	Chairman-Cum-Managing Director, Indian Oil Corporation Ltd.
Raghav Bahl	Managing Director, Television Eighteen India Ltd.
Rajesh Sud	CEO & Managing Director, Max New York Life Insurance Co.Ltd.
Rakshit Hargave	Managing Director, Nivea India
Ranu Vohra	Chief Executive Officer, Aventus Advisors Pvt. Ltd.
Salil Kapoor	Chief Operating Officer, Dish Tv India Ltd.
Sanjiv Batra	Independent Director, NCDEX
Sudhir Sethi	Founder, Chairman & Managing Director, IDG Ventures India Advisors Pvt.Ltd
Susheela Venkataraman	Managing Director, Cisco Systems (India) Pvt.Ltd.
Tashwinder Singh	Director, KKR.
Tejendra Mohan Bhasin	Chairman & Managing Director, Indian Bank
Vibha Paul Rishi	Executive Director, Max India
Vikas Kuthiala	Managing Director, Falck India Pvt.Ltd.
Vishal Pandit	Head-Consulting Business, Hewitt Associates India Pvt Ltd.

## Student Activities



### Fiesta

For any B-school to excel, it is imperative for it to develop excellent rapport with the corporate world and the peer colleges all over the country. It is the constant endeavour of Team Fiesta to strengthen these multiple relations and showcase FMS to the external world in a positive light. Team Fiesta is entrusted with the management of our annual techno-managerial festival, 'Fiesta', which has steadily risen to prominence in the B-school calendar since its inception in 2005. Team Fiesta is also functionally responsible for the annual Convention of FMS where luminaries are invited from the field of academics, corporate world, bureaucracy and politics to engage in fruitful and enlightening thematic discussions for the benefit of the student community. Eminent dignitaries such as APJ Abdul Kalam and Montek Singh Ahluwalia have in the past graced the occasions with their presence.

#### Some Activities:

- A plethora of domain-specific events including Indovation, Bankenstein
- The 4th edition of Fiesta's flagship event, Icon 4.0
- Inclusion of a wide range of cultural events such as quiz, debate and a comedy show
- A highly successful Convention held at Imperial Hotel, Connaught Place, New Delhi

### E-Cell, The Entrepreneurship Cell

Entrepreneurship Cell, FMS actively works all year round to generate awareness on opportunities in entrepreneurship and to give a platform to the budding entrepreneurs. Also at FMS a new initiative the Placement Holiday has been undertaken which supports & encourages students to start their own ventures and in case of failure exercise the option to sit for placement after 2 years. This provides them time to test their own mettle and skills in the world of business with the benefit of a secure future.

#### Some Activities:

- International Entrepreneurship Challenge
- E-Summit & E-Conference
- Live case study as part of Management Fest (Fiesta)
- Entrospective: Magazine
- Tie ups with NEN, Ace, Hatch & NSEF
- Guest Lectures & Workshops
- Live projects
- Entrepreneurship Interest Groups

## The Finance Society

The objectives of the Finance Society at FMS are to generate a passion for Finance, ideating it as an evolution and exchange not just of money but also of ideas and strategies. Here is the list of activities done by Finance Society during last academic year:

### Some Activities

- Finance Conclave "Carpe Diem" – Moving Financial Tectonics: Survival of the Smartest
- IFCI Research Paper Competition – "Award for Research Excellence in Financial Management"
- "Bankenstein" event in Fiesta – Citi Award for Excellence in Finance
- Intra-FMS competition "Pennywise", in association with Fullerton Securities
- Workshops on Investment Banking, Stock Investing, Treasury Management and Structured Projects
- Guest Lectures by senior executives from the Corporate Sector
- Quarterly Magazine- Senior Analyst
- Live Projects
- Interview preparation and mock interviews

## The HR & OB Society


The objective of the HR Society is to promote a holistic learning of every individual, with stress on developing one's personality, character, and leadership skills. We motivate others to perform beyond one's expectations.

### Some Activities

- Annual Conclave 2011: It included some prominent speakers such as Joyce Wicherts of Phillips, and Rajiv Sahdev of Moser Baer
- Mentorship Programme for Batch of 2013
- Launch of Hregatta- the online HR Newsletter, with participation from all major Indian B- schools
- Anthropos- The flagship event of HR Soc in Fiesta, the annual FMS Fest
- HR Leadership Award 2012: For the batch of 2014, Sponsored by ONGC
- Special sessions conducted for the batch of 2012 and 2013, including Guest lectures, Workshops, Mock Interview rounds, etc

## Media Relations

The Media Relations Team at FMS provides a strong media and communication channel for the institute to gain a sustainable competitive advantage. We are the preliminary contact point of FMS, responsible for both internal & external communications. We constantly strive to enhance the image of FMS in the minds of the various stakeholders, be it corporate houses, alumni, prospective students and even their parents.



The Media cell is responsible for handling the B-school ranking surveys in various magazines, managing all communications both in-house and to outside world, handling both the official ([www.fms.edu](http://www.fms.edu)) as well as the unofficial websites ([www.lifeatfms.com](http://www.lifeatfms.com)), being the first point of contact for the incoming batch and updating their email and intranet accounts, and designing the FMS brochure. However, the most important activity performed by team Media is keeping FMS in the news through regular press and online insertions.

## MARKSOC, The Marketing Society

MarkSoc, The Marketing Society at FMS is a student-run organization with the agenda of establishing FMS as an excellent marketing campus by building a centre of academic excellence and constantly furthering the interests of all its stakeholders. MarkSoc works towards empowering budding marketers through information, education, simulation exercises, relationships and resources that will enrich their professional development and careers.

### Some Activities:

- Pan India Case Study Competition ( Veet Case Study, L' Oreal Brandstormetc)
- MarkLab: Marketing Website
- Marketing Conclave
- Rural Trip
- Guest Lectures
- Merchants of Delhi
- Bring Back the MarkSocers
- Brand Yatra
- Workshops
- Interview Preparations and Mock Interviews
- Industry Live Projects
- Marketing Gyan Sessions
- Mark N : Marketing News Letter
- ThoughtSpot
- MarkShelf : Online Repository of Books
- MAD: Marketing Ad Analysis





## SYSSOC, The Systems Society

Systems Society at FMS aspires to provide the students from assorted backgrounds the indispensable knowledge to effectively interface with the corporate world, a milieu where dot com & optimization of processes have the command to change the very nature of business. SysSoc endeavors to provide a window to best practices in various industry verticals across Operations and IT.

SysSoc is dedicated towards developing successful management professionals, highly sought after by Corporates, who see technology as an enabler to management success.

### Some Activities:

- Annual Conclave
- Workshops on Industry Best Practices
- Guest Lectures
- Live projects
- Inter B-School Events & Competitions

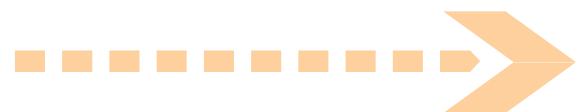
## The Consulting Society

The Consulting Club is a student-run organization with an aim to ensure sustainability of the brand FMS as the chosen destination for the top national and international consultants across the corporate world. The club thrives to increase the presence of Global consulting firms on campus, while preparing the students to face the same confidently.

The Consulting Club engages in activities ranging from corporate events, guest lectures, strategy games and competitions, industry publications, focused preparation for placements. An instance to quote the consulting acumen of the students at FMS would be in the form of KICC (KPMG International Case Competition) where FMS has been representing India globally for the International Finals for 2 consecutive years now.

### Some Activities:

- Pan-India Strategy event "Perspectives Extraordinaire"
- Talk 2 Consultants
- Sector Speak
- Consulting Conclave



## Vihaan, The Social Service Cell

Vihaan: The Social Service Cell is an initiative by the students of FMS where the aim is to contribute to the society in a meaningful manner. Vihaan is committed to forming ties with NGOs, voluntary non-profit organizations, and government institutions and corporate, which act as catalysts for social change.

### Some Activities:

- Silent Auction - The Flagship event of Vihaan, where there is no shouting out of bids or impassioned outdoing. The students offer items, extra classes, dinner dates, bike rides and sometimes quirky things such as a witty conversation for a noble cause. Money collected – 1.46 lakhs
- Academic Counselling - We run multiple programs on the education front with or without collaboration with NGOs. Students go to schools in backward areas to enlighten the school kids about career opportunities & counsel them (Prayatna–Project Disha)
- Blood Donation Drive - An event carried out with Rotary Blood Bank – A record 54 units collected last year
- SIFE Partnership - Every year, a group of students work on a social entrepreneurship plan in partnership with SIFE
- “Pratidaan” - A two-week long winter clothes collection drive in collaboration with Goonj for the slum dwellers, rickshaw pullers, immigrant construction workers, beggars & street children in an attempt to shield them from the Delhi winter
- Cleanliness Drive - Covering the slums of Delhi and creating awareness about the importance of hygiene, healthcare and cleanliness.
- GreenKarbon Debate Competition: A Deutsche Bank-Sanctuary Asia Climate change-Biodiversity Initiative, in collaboration with FMS held an inter-college debate among the reputed colleges of Delhi. The Proposition was: “This house believes that the ecological disregard will destabilize India's economy”
- “UTHTHAAN”: The annual event that attracts participation from the top business schools across India. This time, we had a case study competition with focus on expansion of Teach for India. This time Collaborated with Teach for India. Highlight was the visit to the government school run by TFI

## Sports Society

The Sports Society at FMS is a student's run organization, which aims to bring out the passion and foster a sense of team spirit, and competitiveness amongst the students. Our objective is the holistic development of personality, which involves not only mental aptitude but also physical endurance.

### Some Activities:

- Altius is the flagship event at FMS where top B-schools come and compete in different Sporting Activities. Highlight of Altius 12 being the two Sporting Facilities of Commonwealth Games, Delhi Venues i.e. Track & Field Ground and University Stadium.
- Inter batch and Intra batch Sports Competition.

## FMS Scholastic Council

FMS Scholastic Council is the academic council of FMS students, which works alongside the faculty in deciding the changes to the academic syllabus for the MBA course. They are the students' representatives in academic matters including foreign exchange programmes.

### Some activities:

- Extra Mural Lecture by Ms. Bahar Dutt (Environment Editor, CNN-IBN & Green Oscar Award Winner) on "Climatic Change: An Agenda For Indian Industries".
- Launch of "The Public Times": FSC annual magazine with a special focus on PSUs.
- Launch of Essential Blocks of Management – Guest Lecture Series.
- Workshops
- Reorganization of library system along with acquisition of databases & journals.

## Alumni Relations Society

Team Alumni Relations acts as an interface between the student community and the FMS Alumni Association. It is endeavoring to reach out to the huge alumni base FMS has in the corporate world and tap this mine of knowledge for the benefit of the student community. It provides the logistical and other kinds of support to activities of FMSAA which benefit the student community.

### Some Activities:

- FMSAA Annual Meet.
- Annual City Chapter Meets at Mumbai, Kolkata, Hyderabad, Bengaluru, Chennai, Pune, Dubai and Singapore.
- Silver Jubilee Batch Reunions on campus.
- Annual Picnics for alumni and their families.
- GAMA - Initiative for second year batch with individual mentor assigned for them from corporate world.
- Guest lectures from alumni.
- Publication of Souvenir and Newsletter (*Footprints*).
- An interactive website [www.fmsalumni.in](http://www.fmsalumni.in)



# Placements 2012



## Placement Statistics

Faculty of Management Studies, Delhi once again proven its status as one of the premier b- Schools of the country with the laterals and final placement process for its largest ever batch of 227 students. Despite the uncertain economic environment, more than 100 companies across sectors confirmed participation at FMS Delhi to choose from the best of talent available across the country with 96 companies making final offers with the average domestic salary rising to Rs 16.34 lpa, an increase of 6.1 % over last year.

The largest ever batch of 2012, consisting of 227 students (a 12% increase from last year) distributed among the two full time programs MBA and MBA-Management of Services, was placed in style in reputed Global and Indian firms.

### Statistics at a Glance

Number of companies confirmed presence	127
Number of companies participated	96
Total number of students in the batch (across courses)	227
Opt-outs	2
Number of Pre-Placement Interviews/ Offers	48
Average domestic salary of total offers (INR Lakhs per annum)	16.34

The emphasis in recent times in FMS has been to offer students a wide choice in terms of kind of roles available across various domains and in multiple sectors. Apart from our legacy recruiters, the Placement Process saw an overwhelming participation from new recruiters with 26 of them recruiting from campus in numbers. Offers were also made in 13 growing sectors of the economy, which is an indication of the diversity of profiles available at FMS.



# Placement Snapshot

## Consulting/Strategy/General Management

The Consulting domain attracted more than one-fifth of the batch and emerged as a function of choice. Accenture Management Consulting led from the front with 8 offers. Aon Hewitt, Bristlecone, Capgemini Consulting, Corporate Executive Board, Deloitte (both India and US S&O), Ernst and Young and PricewaterhouseCoopers among others were the other leading consulting companies that recruited from FMS. Students also accepted offers from clean energy consulting firm Enzen Global as well as Six Sigma consulting firm Benchmark Six Sigma both of which recruited for the first time at FMS, Delhi.

General Management and Strategy roles were also on offer as students chose to pursue careers with companies like Jindal Steel and Power Limited, Mahindra & Mahindra, Punj Lloyd, RPG etc. Ingersoll Rand visited campus for the first time and offered their prestigious Accelerated Development Programme (ADP) and Entrepreneurship Creation Programme (ECP) on campus. Tata Administrative Services recruited the highest number from campus, making a total of 6 offers. Some other roles offered on campus include those made by International Oncology Services Pvt Ltd. and Scandinavian management consultancy firm, Valcon Consulting indicating the plethora of options available to students opting for a career in this domain.

## Finance

Despite the economic uncertainty and the global financial crisis, FMS maintained its standing as a premier finance destination with 26% of the batch choosing a career in finance. Offers were received across a plethora of functions like Investment Banking, Corporate Banking, Commercial Banking, Corporate Finance, Risk Management and Project Finance.

Citibank and Deutsche Bank (CIB) made the maximum number of offers. Avendus Capital, American Express, Axis Bank, Bank of America, HSBC, ICICI Bank, ING Vysya Bank, SBI Capital, Tata Capital and Yes Bank also recruited in good numbers. Credit rating agency ICRA, insurance firms Aviva Insurance and Max New York Life Insurance, Investment Research and Valuation Services firm Aranca and boutique financial advisory firm Four-S Services were some of the other key recruiters.

Corporate Finance roles were offered by the likes of Airtel, Coca Cola, Larsen & Toubro, Nestle and Vodafone while Futures First and MMTC Ltd. recruited students for trading roles. Two of our students chose to be part of nation building by choosing offers from Reserve Bank of India, overlooking other lucrative offers in this domain.

## Marketing

Marketing once again emerged as a preferred sector for the students with two-fifth of the batch taking up jobs in this sector.

FMCG majors lined up in large numbers to recruit from FMS. ITC made the maximum number of offers closely followed by Hindustan Unilever. Akzo Nobel, Asian Paints, Britannia, Dabur, Godfrey Phillips, Godrej Consumer, GSK Consumer, Hindustan Coca Cola Beverages, Johnson & Johnson, Nestle, Procter & Gamble, Reckitt Benckiser and Wrigley's were some of the other FMCG majors that recruited from FMS. Non FMCGs included Ashok Leyland, GE, Maruti Suzuki Ltd., Tata Steel, HT Media, Nielsen and Times OOH among others.

## Others

A hint at the sectoral diversity on offer at FMS in terms of companies is evident from the fact that students had an option to pursue careers in fast-growing sectors of the economy such as e-commerce and Education. The e-commerce sector was well represented by behemoths such as Amazon, eBay, Flipkart, Infoedge and Make My Trip who offered roles across Product/Business Development, Operations and Marketing whereas a handful of firms in the education sector also recruited from FMS.



# Corporate Participation

Corporate participation in the recruitment process in the last two years (2011& 2012), and over the last few years:

## Finance

- American Express
- Aventus Advisors Private Limited
- Avigo Capital
- Axis Bank
- Bank of America
- Citi Financial
- Citibank N.A.
- CRISIL
- Deutsche Bank
- Development Bank of Singapore
- Fidelity Investments
- GE FMP
- Helion Ventures
- HSBC
- HSBC AMC
- HSBC Bank
- ICICI Lombard
- IDBI Bank
- IL & FS
- India Bulls
- ING Vysya
- JP Morgan Chase India Private Limited
- Kotak Mahindra Bank
- Lazard
- NM Rothschild
- Nomura
- Olam International
- O3 Capital
- Power Finance Corporation
- RBI
- SBI Capital Services
- Standard Chartered
- Standard Chartered Bank
- Tata Capital
- Temasek Holdings
- UTI Bank
- Yes Bank

## Consultancy & General Management

- Bennett Coleman and Company Limited
- Birla Management Corporation
- Bristlecone
- Corporate Executive Board
- Deloitte
- Enzen Global
- Essar Group
- e-ValueServe
- Hewitt Associates (India)
- KPMG
- KSA Technopak
- Mahindra & Mahindra
- Nodwin
- PricewaterhouseCoopers
- TATA Administrative Services
- Tata Strategic Management Group
- Watson Wyatt

## Marketing and Sales

- AIG
- Amway
- Apollo Healthcare
- Asian Paints
- Bharti Group
- Britannia
- Cadbury India Limited
- Coca Cola (India) Limited
- Colgate Palmolive (India) Limited
- Dabur
- Electrolux
- Gillette
- Glaxo SmithKline Limited
- Godrej
- Heinz
- Hindustan Unilever Limited
- ICI Paints
- India Today Group
- ITC Limited
- Jumbo Electronics
- Kellogs
- Kings XI Punjab
- Lafarge
- L'Oreal
- Make My Trip
- MarutiUdyog Limited
- Max New York Life
- Microsoft India
- Nestle India
- Nivea
- Nicholas Piramal
- PepsiCo
- Perfetti
- Proctor and Gamble
- Quadra Advisory
- Ranbaxy
- Reckitt Benckiser
- RPG
- Sab Miller
- Seagrams
- TATA Motors
- UB Group
- Whirlpool India
- Wockhardt
- Wrigleys

## Operations and Information Technology

- Amazon
- American Express
- Aricent
- Blue Star Infotech Limited
- Computer Science Corporation
- Covansys
- E-Clerx
- Flipkart
- GE IMLP
- HCL Technologies
- Hewlett-Packard
- IBM Consulting
- Infosys
- Patni
- Punj Lloyd
- Procter and Gamble
- QAI
- Sapiant
- TCS
- V Customers
- Wipro TechnologiesFMS

# Achievements



## Students' Participation

- International Summers Business Program, IAE Lyon
- St. Gallen's Symposium, International Students Committee, St. Gallen's University, Switzerland
- KPMG International Case Study Competition (KICC), KPMG Global – National Champions(India)
- Innovation Tournament 2011, Wharton School, University of Pennsylvania and Wipro Technologies-Global Finalist (Top 10)
- Yajna, Manfest 2011, IIM Lucknow-Winners
- TAS Zeus Leadership Event, IIM Lucknow and Tata Administrative Services-Winners
- Godrej Brighter Living, Godrej Industries Limited-National Champions
- Marketrix, IIM Calcutta-Winners
- Darwin's Darling, IIM Bangalore-Winners
- Phalanx, Best Managers Competition, Imperium'10, MDI Gurgaon-Winners
- L'Oreal Brandstorm 2010, L'Oreal International, National Finalists
- Tata Crucibles Delhi Zone, TATA Group –Winners
- NTPC Electron quiz, NTPC-Winners
- AirteliCreate, Airtel-All India 2nd Position





### Important Dates/Notes

Start of On-line Registration/sale of forms	: 12 <sup>th</sup> September, 2012 (10:00 A.M.)
Last date of On-line Registration/submission of forms	: 14 <sup>th</sup> December, 2012 (11:59 P.M.)
Acknowledgment form after On-line Registration to reach FMS latest by	: 21 <sup>st</sup> December, 2012 (05:00 P.M.)
CAT - 2012 Testing Window -	: Between October 11, 2012 - November 06, 2012

- Incomplete form(s) and those without requisite fees will not be entertained.
- The bank draft must be drawn in favour of "The Registrar, University of Delhi".
- FMS or University of Delhi will not be responsible for any postal delay.
- All matters of dispute are subject to legal jurisdiction of Delhi only.
- Those applying for the reserve category seats (SC/ST/OBC/PH/CW) need to send self-attested photocopy of their applicable category certificate. For further details refer to [www.fms.edu](http://www.fms.edu).



Faculty of  
Management Studies  
UNIVERSITY OF DELHI

For further details, contact:

**The Assistant Consultant**  
Faculty of Management Studies  
University of Delhi  
Delhi-110 007  
Tel.: 011-2766 6382 -388  
Fax: 011-2766 7183  
E-mail: [admissions@fms.edu](mailto:admissions@fms.edu)  
<http://www.fms.edu>