

# MBA & DOCTORAL PROGRAMMES



MANAGEMENT  
STUDIES





## 60 Glorious Years & Counting Dean's Message

*“Patronage of University of Delhi, strategic location, strong alumni network, rich faculty resource, top-of-the-line students and flourishing industry collaborations make FMS aptly suited to lead management education in the country through innovation, collaboration and sustainability. This helps FMS in nurturing Management Graduates who are ethical and socially sensitive thought leaders.”*

Faculty of Management Studies of University of Delhi(FMS, Delhi), has been known for its quality management education and creation of down-to-earth business leaders. It celebrated its Diamond Jubilee in the year 2014-2015. One of the eminent management schools in the country, FMS strives hard to bring out the best in students who come from diverse educational, cultural, social and economic backgrounds by exploiting all resources at its command. Being an integral part of the University of Delhi, we have been able to draw upon the rich academic and infrastructural resources of the University. Our access to the professional hub of National Capital Region provides an additional opportunity to our graduates to interact with corporate leaders, seasoned bureaucrats and policy makers.

Our highly qualified faculty, with excellent inputs from industry leaders, contributes phenomenally in shaping up the management graduates suited to take on bigger responsibilities in industry, businesses, government, academia and social sector. Our 10000+ well placed alumni in leading public, private, social and cultural organizations around the world, act as a strategic asset to our students and with their technical and professional guidance and support develops them into one of the most sought after B-School graduates year after year.

Having built an expertise of imparting management education over the last six decades, FMS is poised for redefining excellence and creating an eco-system for experiential learning with an inclusive approach. On behalf of the University of Delhi and FMS fraternity, it is my pleasure to invite you to be a part of this phenomenon called “Brand FMS”.

Come and be a part of this exciting endeavor!

A handwritten signature in blue ink, appearing to read 'M. L. Singla', located below the text 'Come and be a part of this exciting endeavor!'.

Prof. M. L. Singla  
Head & Dean

## Leading from the front since 1954

Faculty of Management Studies (FMS, Delhi) is one of the oldest B-Schools in the country, established in 1954 under the aegis of the University of Delhi. The institute was started as a part of the Delhi School of Economics and has grown to be a full-fledged management institute. Being a part of University system, it has been contributing to the industry, businesses, government and social sector at par with leading business schools.

Having started with an evening Masters Programme in Management in 1954, it commenced its MBA(Full-Time) Programme in 1967. FMS went on to establish Shanti Prasad Jain Advanced Management Research Centre at University of Delhi-South Campus to promote research and training of managers from India and abroad in the year 1982. The institute over the years has gained prominence for its learned faculty and students who today occupy coveted positions in the corporate world, both in India and abroad.

Keeping in mind the need of the society and industry, FMS increased intake to its MBA(Full-Time) Programme from 60 to 90 in 1991. The Golden Jubilee Year of FMS in 2004, witnessed launch of another two year full-time programme namely MBA (Management of Services) with an intake of 40 students. In 2011, it merged its two full-time programmes with a combined intake of 226 students. All its programmes today, viz. MBA(Full-Time), MBA Executive, MBA Executive(Health Care Administration), and Ph.D. in Management are well accepted by the industry.

## Our Vision

To develop Faculty of Management Studies as a world class university based institution which strives for academic excellence and thought leadership in management education.

Leaders are individuals who relentlessly toil to inspire others to contribute towards the common good of all. Leadership is all about unwavering faith in one's values and a tacit contract of symbiosis with one's environment. With a heritage of more than 60 years, FMS has a distinguished tradition of preparing business leaders, professionals and entrepreneurs who can deliver in the fast changing digital world of today. With innovative pedagogical methods and techniques, a world renowned faculty, and mentorship by our global alumni, we inspire our participants to be thought leaders and pave the way for creating a better tomorrow not just for themselves but for the society at large.

FMS has the unique privilege of being a part of one of the premier universities of the world - the University of Delhi - with some of the finest departments of Economics, Law, Sociology, Psychology, Anthropology, Commerce and Operations Research. Our collaborative approach involves inputs from





various departments that give the benefit of a much wider spectrum and deeper understanding of the concepts as well as the context. Our frequent industry interactions, strong industry interface, and mentorship programmes consistently add to knowledge of the relevant tools, and the ability to decisively think through problems and opportunities. Our excellent placement record, over the years, only reiterates the fact that, at FMS, the values of pursuit of excellence, striving for perfection and relentless perseverance are the cornerstones of its rich cultural legacy.

## FMS@61: A Transformational Journey of Rich and Experiential Learning

The business world around us is evolving rapidly, and change is perhaps, the only constant. The intensity and speed with which the forces around us are shaping our environment are immensely complex and challenging. Thus, it has become all the more important for us to be able to think strategically and master core business disciplines in order to become the true leaders of innovation and change.

Over the past 61 years, FMS has helped shape diverse personalities and unique talents in order to imbibe the spirit of achieving excellence. The intellectual rigor and exposure that FMS students receive is immense. FMS has carried forward its legacy of 61 years by unifying academics with leadership skills, providing practical experience and training, and most importantly, helping one attain the heights one aspires to reach.

What sets the MBA program at FMS apart from any other institution's, is the ideal mix of opportunities, corporate exposure, and the kind of conducive academic environment that allows the students to realize their dreams, with the flexibility in the curriculum. This journey has truly been transformational for all who have been part of the FMS legacy. The intense mentorship program and spectrum of activities carried out, instills within every individual the values and culture that this B-School has stood for over all these years. At FMS, one has the liberty to initiate new activities and the collaborative spirit of students makes it possible for numerous such efforts to bear fruits every year.

Those who have walked in through the hallowed portals of FMS will agree that this institution teaches you to take risks and not be afraid to fail. It also imparts the true value of human relationships and how success is driven by it. We are confident about achieving our goals, but we value our failures just as much as our achievements. FMS respects and appreciates your passion and fuels it, so that wherever you go, you leave behind a mark - the mark of a winner.

The combination of a flexible curriculum, a wide array of learning opportunities and a conducive academic environment is the hallmark of this programme. The transformational journey starts from day one and a new entrant is introduced to the culture and values of FMS through an enriching classroom experience and intense mentorship program. The learner is empowered to collaborate as well as take independent initiatives throughout the year. As much as it is possible to sum up a community, this is FMS: Balanced individuals who approach work and play with equal intensity; confident achievers who are brave enough to make mistakes and humble enough to accept them; and dreamers who are grounded enough to know that getting to the top is more fun when the journey is shared. It is this drive and enthusiasm that differentiates and distinguishes us from all others, giving us the winning edge – wherever we go, whatever we do.

## Academic Programmes

FMS is known for its Academic, Training, Research and Consultancy Programmes. Currently, FMS conducts the following Academic Programmes:

**MBA Programme**  
**Doctoral Programme**  
**MBA Executive Programme\***  
**MBA Executive (Health Care Administration) Programme\***

*\*A separate Information Bulletin is available for candidates applying for MBA Executive and MBA Executive (Health Care Administration) programmes*

### MBA Programme

#### Programme Structure

MBA – the two year full time programme is designed with the objective of developing young men and women into highly adept professional managers, capable of working in diverse sectors, continuously striving for excellence in performance, while propagating thought leadership and contributing to the welfare of the society at large. The curriculum of the continuously evolving MBA - two year full time 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, thereby allowing students to customize their MBA experience.

The first year introduces students to the essential models and tools, with a focus on rigorous training in the diverse disciplines in management and the development of a strong foundation of business knowledge and management theory. The year concludes with a rigorous Summer Internship programme which allows students to explore practical application of the management concepts.

In the second year, the students 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 world-renowned faculty and corporate luminaries who together teach 22 core courses and over 78 elective courses. After two years of 360 degree learning, the students move on to realize their dreams in the corporate world.

The program nurtures and develops world class business leaders with personalized care and attention, in small work groups and teams and in a practical, application-oriented environment. Every year aspirants avail the opportunity of realizing their dreams through this program after proving their mettle in one of the most rigorous selection processes.





At FMS, the MBA course structure is closely aligned with the contemporary business requirements. The focus is on producing managers with sound fundamentals to hit the ground running when they enter the corporate world. The programme empowers students to demonstrate the ability to innovate, 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 and the ability to continuously learn, improvise, adapt, energize, excel and grow.

## Application & 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 MBA Programme (2016-2018) through FMS website [www.fms.edu](http://www.fms.edu) by filling up online registration form and by paying the requisite registration fee of Rs. 1000/- (Rs.350/- for SC/ST/PWD), between October 1, 2015 and November 15, 2015.



### Shortlisting of Candidates for Personal Interview

To encourage diversity of Gender and Academic Disciplines, for the purpose of shortlisting candidates for Interview Process different weightages shall be assigned to the scores of different sections of the CAT 2015. A composite score shall be computed giving weightages of 30%, 30%, and 40% to the scores of QA, DI/LR and VRC sections respectively as provided by the CAT Centre for the CAT 2015 Examination for candidates who apply to FMS. This composite score so computed shall be used only for shortlisting the candidates for Interview Process.

### Admission Merit List

From the shortlisted candidates, admission to MBA programme shall be based on Extempore Speech, Personal Interview and CAT 2015 score as provided by CAT Centre. An additional 3% of the maximum aggregate marks shall be awarded to the women candidates who appear for the interview while drawing the list of selected candidates.

Applicants may visit <https://iimcat.ac.in> for appearing in the Common Admission Test (CAT 2015). Applicants who have not taken CAT 2015 will not be considered for admission.

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 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 Bachelor's Degree programme after twelve years of formal schooling with at least 50% marks at graduation level (SC/ST: Passing Marks; OBC/PWD/CW: 45% as per the University Rules) or equivalent CGPA. Candidates appearing for the final year examination of Bachelor's Degree may also apply.

Note: Candidates appearing in the final year examination of Bachelor's Degree are eligible to apply for admission irrespective of their percentage of scores obtained till the time of application, provided that they expect to fulfill the eligibility criteria when their results are declared and which must be submitted to the FMS office at the time of admission to the programme.







## 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, i.e. Management Science Association (MSA), comprising of various societies, which charge membership fee for carrying out students activities which is decided by the students from time to time.

### 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 MBA Programme 2016-18 are as under:

- Total seats – 200
- Unreserved: General – 101
- Reserved : SC - 30, ST - 15, OBC - 54
- Supernumerary seats: PWD - 6, CW – 10, FS - 10

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

- i. Open or Unreserved (Gen)
- ii. Scheduled Caste (SC)
- iii. Scheduled Tribe (ST)
- iv. Other Backward Class(OBC) - non-creamy layer only
- v. Visually Challenged (PWD1)
- vi. Auditory Challenged (PWD2)
- vii. Orthopaedic Challenged (PWD3)
- viii. Widows/Wards of Defence Personnel killed in action (CW1)
- ix. Wards of serving personnel and ex-servicemen disabled in action (CW2)
- x. Widows/Wards of Defence Personnel who died in peace time with death attributable to military service (CW3)
- xi. Wards of Defence Personnel disabled in peace time with disability attributable to military service (CW4)
- xii. Wards of Ex-Servicemen and Serving Personnel including Police Personnel who are in receipt of Gallantry Awards (CW5)
- xiii. Foreign Nationals (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 OBC candidates who meet the minimum eligibility marks in the qualifying examination and the minimum eligibility marks (if any) in the entrance test shall be eligible for admission in the order of their merit, keeping in view the availability of seats reserved for them. ***The OBC candidates who belong to the Non-Creamy Layer and whose castes appear in the Central List of the OBCs only shall be eligible to be considered for admission under the OBC Category.*** Creamy Layer OBC candidates should apply under General Category.

2. Three percent (3%) seats are reserved for candidates with disabilities, with not less than 40% disability. 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). 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, admissions of candidates belonging to CW categories have to be made in the following order of priorities:

- CW 1 Widows/Wards of Defence Personnel killed in action
- CW 2 Wards of serving personnel and ex-servicemen disabled in action
- CW 3 Widows/Wards of Defence Personnel who died in peace time with death attributable to military service
- CW 4 Wards of Defence Personnel disabled in peace time with disability attributable to military service
- CW 5 Wards of ex-servicemen 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 educational concession 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)
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 of the University of Delhi. In the case of Scheduled Caste/Scheduled Tribe candidates who had passed the last qualifying examination from other Universities, they should have secured at least the same percentage of pass marks at the qualifying examination as prescribed for the equivalent examination of the University of Delhi 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.
  6. The merit list for the general category seats will comprise of all the candidates in the order of merit. No one will be excluded from the same. In other words, it will also include SC/ST/OBC candidates if they come in the general merit. A candidate will not be excluded from the general category merit list just because she/he belongs to SC/ST/OBC category. Such a candidate will be entitled to be considered under the general category as well as the reserved category. Admission to general category seats will be strictly in order of merit without excluding SC/ST/OBC candidates.
  7. The candidates will be eligible for admission only after the result of the qualifying examination has been declared and the candidates submit the result meeting the minimum eligibility criteria before the last date notified by the University.
  8. Change of category is not allowed after the initial registration by candidate in given category. For example, if a candidate has registered while registering online as a general candidate and later wants to change to any other category such as OBC, SC, ST, PWD, CW or vice-versa, such a change would not be permissible.
  9. The candidates applying for admission to various courses are permitted to apply simultaneously under Gen/SC/ST/OBC Category as well as CW, PWD and other categories for which reservations/concession is admissible.

## Foreign Nationals

All Foreign Nationals seeking admission to MBA programme should apply through the office of the Deputy Dean (Foreign Students), Conference Centre, opposite Botany Department, University of Delhi, Delhi-110007, India, latest by February 29, 2016.

## Doctoral Programme (Ph.D.)

The full time doctoral programme offered at the Faculty of Management Studies provides 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 be decided depending upon the vacancies available with the faculty members at the time of admission and suitability and research aptitude of the candidates.

### 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 securing a minimum of 55% marks.

Candidates having a MBA/Master's Degree in an allied subject from University of Delhi or equivalent would be required to write the CAT 2015 for admission to the Ph.D. programme.

For detailed information regarding the eligibility criteria for enrolment to the Doctoral Programme refer to Ordinance VI B of the University of Delhi (<http://www.du.ac.in>) and FMS website ([www.fms.edu](http://www.fms.edu))

### Admission Procedure of Doctoral Programme

Applications for admission to the programme are invited through advertisements in major national newspapers every year. Applicants can register themselves for admission to Ph.D. Programme through FMS website [www.fms.edu](http://www.fms.edu) by filling up online registration form and by paying the requisite registration fee of Rs. 1000/- between October 1, 2015 and November 15, 2015.

Candidates (except those exempted from admission test) seeking admission to the doctoral programme, are required to take the Common Admission Test (CAT) 2015 to be conducted by Indian Institutes of Management on November 29, 2015. Applicants may visit <https://iimcat.ac.in> for appearing in the Common Admission Test (CAT 2015). Short listed candidates will thereafter be required to submit the registration form to the Board of Research Studies at the Faculty of Management Studies, University of Delhi, latest by February 29, 2016.

### Candidates Exempted from Common Admission Test (CAT) 2015 for admission to the Ph.D. Programme

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.



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 Admission Test (CAT 2015) will be required to apply by submitting the completed registration form to the Board of Research Studies at the Faculty of Management Studies, University of Delhi latest by February 29, 2016. The application form should be submitted after paying requisite fee online through website [www.fms.edu](http://www.fms.edu).

All eligible candidates, including those declared successful in the CAT 2015, will be required to appear for a Personal Interview to be considered for admission to the doctoral programme at FMS.

### Foreign Nationals

Foreign Nationals with Indian or foreign degrees, but who are not currently staying in India, need to apply via the respective Consulate/Embassy with a mandatory minimum GMAT Score of 650. Such candidates should have fellowship from their country of origin and/or recognized international agencies. Foreign Nationals with foreign degrees are required to submit both GMAT as well as TOEFL scores.

All Foreign Nationals will be required to fill the form of Board of Research Studies, Faculty of Management Studies, University of Delhi if selected for the Ph.D. Programme. The form should be submitted along with a Demand Draft of Rs.250/-drawn in favour of the Registrar, University of Delhi, Delhi-110007. Foreign Nationals are also required to submit a research proposal, clearly indicating research objective, methodology and a tentative bibliography alongwith the form. All Foreign Nationals seeking admission to Ph.D. programme should apply through the office of the Deputy Dean (Foreign Students), Conference Centre, opposite Botany Department, University of Delhi, Delhi-110007, India, latest by February 29, 2016.

**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 section of IPC (Viz. 470, 471, 474 IPC etc.) will be instituted against him/her.

## Mode of Application

- All candidates are required 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: 1<sup>st</sup> October 2015
- Closing Date: 15<sup>th</sup> November 2015

## Online Registration

1. Visit the FMS website <http://www.fms.edu>
2. You will be directed to the Online 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 registration fee as per the procedure given below. Go to the payment gateway only after you have confirmed your registration information.

## Online Payment through Internet Payment Gateway

1. You will be directed to the Internet Payment Gateway of the Bank as mentioned in FMS website. Confirm payment through credit card/debit card.
2. After successful online payment, you will be directed back to the FMS website. A page (Admit Card format) will appear stating the candidate's name, registration number, address, space for photograph and signature.
3. Take a printout of the page. Affix your recent passport size colour photograph and put your signature and thumb impression at appropriate places.
4. Send the above completed form along with Caste/Category Certificate (if applicable) to the Administrative Officer, Faculty of Management Studies, University of Delhi, Delhi – 110007 so as to reach FMS latest by December 11, 2015.
5. Your online application will be further processed only upon receipt of the above documents at the FMS admission office.



## Communications

All communications with the candidates will be done through the registered email-id of the candidate, entered by the candidate at the time of on-line registration and by posting all notifications, cut-offs, merit lists, waiting lists etc. on its website: [www.fms.edu](http://www.fms.edu). Candidate must ensure that she/he has entered the correct email-id while registering. Candidates will also be able to download various communications from the website. It will be the responsibility of the candidate to access the registered email-id & website and FMS does not take any responsibility of a wrong or non-functional email-id of the candidate. No other mode of communication will be used.

For any information or queries related to admissions, the applicants may contact us at:

Mail-ids : [admissions@fms.edu](mailto:admissions@fms.edu), [ao@fms.edu](mailto:ao@fms.edu)

Telephone : 011-2766 6382---6387 (Working days between 10:00 and 17:00 Hrs)

Website : [www.fms.edu](http://www.fms.edu)

## Important Dates

Online Registration Opens	: 1 <sup>st</sup> October, 2015
Online Registration Closes	: 15 <sup>th</sup> November, 2015
Last date to submit the signed copy of the Application Acknowledgment Form	: 11 <sup>th</sup> December, 2015



## Resources

### Technology Resources

FMS has technology resources and facilities in both its North and South Campuses. Both the campuses of FMS are fully WiFi enabled where students can access Live Databases, Online Journals and the World Wide Web. FMS has a dedicated computer centre for students where they can access online journals, keep themselves updated with day to day developments and also assist themselves in studies. The center is equipped with a variety of software systems such as SPSS, EViews 7, Lotus Smart Suite, Corel Word Perfect, Oracle, RDBMS, Visual Basic, Visual C++ etc. Business Simulation and games on Investment Analysis and Portfolio Management are available to the students. The learners can also make use of a host of Corporate Databases such as CMIE's PROWESS. FMS is also equipped with state of the art Video Conferencing facility.

### Finance Lab

In 2012, FMS Delhi became the third campus in India to be equipped with a Bloomberg terminal. Now, it boasts of a complete Finance Laboratory equipped with twelve Bloomberg terminals. The mission of the Finance Lab is to facilitate applied research in financial markets and to help faculty and students develop a better understanding of the world of finance through simulation of equity markets and to mitigate the risk of financial products. It also aids in the simulation of the real trading environment and learning about trading strategies. With these terminals, students now have access to live data across the breadth and depth of international markets. The terminals provide information on government securities, equity markets, debt markets, rates, capital structures, industry comparable and a host of other categories.



### Library

FMS North Campus has air - conditioned library housing over 40,000 Books and Journals (including 60 foreign Journals).Learners also have access to the Delhi University Library System which has a collection of over 600,000 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 at the South Campus can also avail the library facilities 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. Access to various online journals is also available at the South Campus. A dedicated Internet Access Centre is also available in the nearby UDSC Library.





## Hostel Accommodation

Non - Delhi students of full - time programmes of FMS can expect to get accommodation in the following University of Delhi hostels:

### Men

- V.K.R.V. Rao Hostel, North Campus
- D.S. Kothari Hostel, North Campus
- Gwyer Hall, North Campus
- International Students' House, North Campus
- Mansarovar Hostel, North Campus
- Post - Graduate Men's Hostel, North Campus
- Jubilee Hall, North Campus

### Women

- University Hostel for Women, North Campus
- International Hostel for Women, North Campus
- North East Council Hostel for Women, North Campus
- Meghdoot Hostel, North Campus

## Professorial Chairs

Four Professorial chairs instituted by industry at FMS are:

- 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.)



## Faculty Information

Faculty at FMS is one of its biggest strengths. The faculty at FMS makes learning a different experience altogether. Our faculty believes in collaboration with the industry and interdisciplinary approach. Faculty members are actively engaged in teaching, research, consulting and management development programmes.

### Professors



**Dr. J.K. Mitra**

MA, PhD  
Strategic Management,  
Organizational Behaviour



**Dr. Raj S. Dhankar**

*(On Leave)*

MCom, PhD, PDS (UCLA)  
Financial Management,  
Security Analysis,  
Portfolio Management



**Dr. M.L. Singla**

BE, MBA, PhD  
Management of Information Technology,  
Computer Application in Management,  
Business Process Re - engineering



**Dr. Sunita Singh Sengupta**

*(On Leave)*

PhD  
Organizational Behaviour,  
Spirituality and Management,  
Indian Ethos in Management



**Dr. Vivek Suneja**

MA, MPhil, PhD  
Strategic Management,  
Entrepreneurship,  
Public Policy



**Dr. Madhu Vij**

MCom, PhD  
International Financial Management,  
Accounting, Financial Management,  
Merchant Banking & Risk Management



**Dr. Simrit Kaur**

MA, PhD  
Managerial Economics,  
Economic Environment of Business



**Dr. Sunil Sharma**

MTech, MBA, PhD  
Production & Operations,  
Total Quality and Supply Chain Management,  
Integrated Management Systems



**Dr. S.K. Tuteja**

MCom, PhD, FCS  
Business Legislation,  
Accounting and Finance



**Dr. Preetam Khandelwal**

MA, PhD  
Organizational Behavior,  
Organizational Change,  
Entrepreneurship



**Dr. Mala Sinha**

MA, DPhil  
Business Ethics & Corporate  
Social Responsibility,  
Organizational Behaviour,  
Business Communication



**Dr. A. Venkatraman**

MA, PhD  
Human Resource Management,  
Health Systems Management



**Dr. Kavita Singh**

MA, MPhil, PhD  
Organizational Behavior,  
Organization Effectiveness & Change



**Dr. Tanuja Agarwala**

MA, MPhil, PhD  
Human Resources Management,  
Organizational Behaviour



**Dr. Harsh V. Verma**

MPhil, PhD  
Marketing Management, Marketing of Services,  
Consumer Behaviour, Brand Management



**Dr. Pankaj Sinha**

MSc, PhD  
Financial Engineering,  
Econometrics, Investment &  
Risk Management



**Dr. Debadyuti Das**

PhD  
Operations Management,  
Supply Chain Management



**Dr. Monica Singhania**

MCom, PhD, FCA  
Management Accounting,  
Corporate Taxation



**Dr. Amit Kumar Bardhan**

MSc, PhD  
Management Science,  
Business and Healthcare Analytics

## Associate Professors



**Dr. Anupama Vohra**

MBA, PhD  
Marketing Management



**Dr. Garima Gupta**

MPhil, PhD  
Marketing Management,  
Advertising Management,  
Sales Promotion,  
Retailing Management

## Assistant Professors



**Dr. Hamendra Dangi**  
*(On Leave)*

MBA, PhD  
Marketing Research,  
Marketing Channels



**Mr. Narain**  
*(On Leave)*

MCom, MPhil  
Financial Economics



**Dr. Mahima Thakur**

PhD  
Organizational Behavior,  
Industrial Relations,  
Business Communication



**Dr. Anjala Kalsie**

MPhil, PhD  
Financial Accounting,  
Corporate Finance,  
Valuation &  
Corporate Restructuring



**Dr. Soma Dey**

MPhil, PhD  
Managerial Economics,  
Macroeconomics

## Administration

Mr. Prakash Chand, S.O. (Accounts)

Ms. Archana Sharma, S.O. (Academic)

Ms. Asha Vashishtha, S.O. (SDC)

Mr. Jagmohan Singh, P.A. to Dean



## New Initiative: FMS Edge

Most of the top B - Schools in the country have a MBA Curriculum which is constrained by a pre - determined mind set and rigid boundary line. As a result, the potential employers are not able to find the required skill set in specific areas of concern among the aspirants. Therefore, the recruiters treat MBAs from all institutes at par. Now, FMS has initiated a well - designed modular input for the willing students in areas which go beyond the run - of - the - mill MBA courses. It has endeavoured to design and deliver Short - Term Modules of 10 - 12 Hours each for students of MBA Programme. The modules are designed keeping in mind the industry requirements and are focused at familiarizing the students with unconventional areas having direct bearing on business and helping the students develop well - rounded personalities. The facilitators for these modules are vastly experienced professionals with an outstanding passion for the subject and belief in the concept.

## The Diamond Jubilee Celebrations

In continuation with the Diamond Jubilee celebration of the Faculty of Management Studies, many new initiatives were planned and executed under the banner of FMS. Some of the events included:

- **Panel Discussion on 'Global Leadership: Challenges and Imperatives'**

The event organized on 21st March, 2015 was attended by eminent personalities like Mr. Raghav Bahl (alumnus of FMS), Quintillion Media Pvt Ltd.; Mr. Banmali Agrawala, President and CEO, GE South Asia; Mr. Rajiv Mehrishi, Secretary, Ministry of Finance, among others. They deliberated on the abovementioned topic at length in the presence of vast gathering of faculty, students and alumni at Hotel Shangri - La, New Delhi.

- **Panel Discussion on 'Make In India: A Trillion Dollar Question'**

On 29th August, 2015, to celebrate 60 glorious years of FMS, FMS Forum organized a panel discussion on the very seminal topic, "Make in India : A Trillion Dollar Question". The keynote address was delivered by Hon'ble Finance Minister of India, Mr. Arun Jaitley. The panel discussion had speakers like Mr. Amitabh Kant, Secretary, Department of Industrial Policy & Promotion, Government of India; Mr. Richard Rekhy, CEO, KPMG India; and Mr. Sunil Kant Munjal, Jt. Managing Director of Hero Motocorp and Chairman of Hero Corporate Services Ltd. Ms. ShereenBhan, Managing Editor of CNBC TV18 moderated the discussions. The event organized at Vigyan Bhawan was attended by a spectrum of participants including business persons, bureaucrats, academicians, alumni, faculty, students and other invited guests.



## Felicitating Ira Singhal

On 19th August, 2015, Ms. Ira Singhal, the UPSC topper for 2015, an alumnus of FMS, was invited by the Vice Chancellor of the University of Delhi to felicitate her on her spectacular achievement. Later, she visited FMS where she was felicitated by the Dean, Faculty and current students. She spoke to a group of enthusiastic students, sharing her insights about the business world, her inspirations, what motivates her and the best way to approach one's dreams.

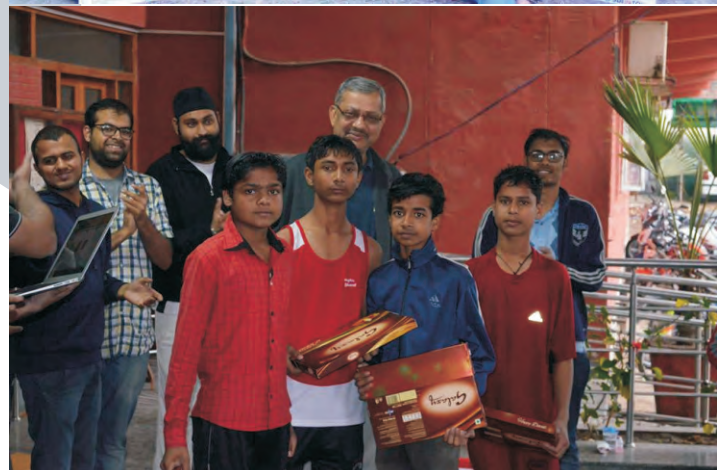


## Social Initiatives at FMS

Social service assumes a completely different form at FMS. Social service becomes something more close to an individual's heart as each student has the tools and the ability to bring about change in the society and environment. Whether it is giving implementable solutions by solving business cases for NGOs during induction event Abhiyaan, or helping children in Teach India and Big Friend Little Friend program, FMSites realize their potential and bring about a change for the betterment of the society. Vihaan has been fortunate to be associated with NGOs like Teach For India, Teach India, Rotary, Bhumi, Udayan Care, Rhythm of Life, ENACTUS, Jagruti, Datri and many more in areas like women empowerment, helping orphans, education, environment and health improvement.

Some of the activities undertaken by Vihaan are:

- Silent Auction – Rs. 1.4 Lakh donated by FMS students and Faculty
- Clothes Collection Drive with Goonj (300 Kgs of clothes donated till now)
- Paper Collection Drive with Jagruti (400 Kgs paper donated till now)
- Blood Donation Camps with Bloodconnect
- Joy of Giving Week
- Uthaan – Business Case Study Competition floated by Divyadeepa NGO and to be judged by Teach For India and Divyadeepa
- Ojaswi – The Social Debate, judged by Rhythm of Life NGO
- Pictor – The Poster Making Competition
- FMS Cleanliness Drive in collaboration with SBI
- Visits to NGOs (Pratik, Rhythm of Life, Prayas and Support My School) and Rural trips
- Talk and Awareness Session by Datri (Stem Cell Registry) and Udayan Care







## Students Activities at FMS

### Management Science Association

Our student body, the Management Science Association (MSA) facilitates the entire spectrum of student initiatives at FMS. MSA's unparalleled breadth and depth of activities make it a concept which is unique in Indian B - schools landscape. With constant support and guidance of the faculty members, MSA is instrumental in channelizing the students' energy to give shape to the dreams of the FMS - as an institute, and all the students – as individuals. MSA contributes to the development of all FMS students in personal, professional, social, cultural, corporate interaction and industry exposure domains. Several societies which function under the umbrella of MSA are:

### Alumni Relations Society

FMS Alumni Network reaches far and wide and stretches across industries and geographies. The Alumni Relations team acts as an interface between the Student Community and the FMS Alumni Association(FMSAA). It provides the logistical and other support to activities of FMSAA, which benefits the student community. It also actively participates in helping the Alumni reconnect with the campus and at the same time helps the present students to interface with the Alumni to gain insights and assistance of any kind that they need. Some of the activities undertaken by Team Alumni Relations include events like FMSAA Annual Alumni Meet; Annual City Chapter Meets at Mumbai, Kolkata, Hyderabad, Bengaluru, Chennai, Pune, and Singapore; Silver Jubilee Batch Reunions; Lectures, Seminars and Panel Discussions. These events serve as excellent platforms for the students to network with the top echelons of the business world. The team also supports publication of Alumni Directory, Souvenir as well as Alumni Newsletter – the Footprints. The team also assists in managing an interactive website, LinkedIn Group, FMS Alumni Group and the page on Facebook.

*Global Advisory and Management Association(GAMA)* – The team provides the batch which is ready to join the corporate world an opportunity to interact with the Alumni who have already made it big in the corporate world. The interaction is based on the area of interest of the students and they are assigned industry mentors so that they can gain valuable insights regarding their life ahead.

### The Consulting Club

The Consulting Club (ConClub) is a student - managed society with an aim to prepare and engage students for the top Consulting and General Management roles across the corporate world. Some of the activities undertaken by ConClub include:

- *Corporate Tie - ups*: Corporate Live Projects, National Competitions, Case Study Sessions, Workshops, Guest Lectures
- *Content Generation*: Sector Watch, Consulting Gyaan Sessions
- *Content Preparation*: Mock Interviews, Mock Chairman's GD, CaseTalk Sessions and Mentorship
- *Interest Generation*: ConClub Connect, Consilium: Consulting Magazine, Intra College Competitions

## The Cultural Society

The Cultural Society assures that, amidst their hectic B - school schedule, students do not miss out being exposed to the right platforms to showcase their talents across several cultural domains. To provide a more engaging cultural platform, the following are interest based clubs under the aegis of the society:

- *Aarohan* - The Music Club
- *Abhinaya* - The Dramatics & Film Club
- *Agamy* - The Literary Club
- *Nethra* - The Photography Club

There is also an interest based group for the aficionados of fine arts and design - *The Design Team*. This year with the increased interest for dance, *Nritya* - The Dance Club will be initiated.

Elysium '15, first ever sports - cultural fest of FMS, was witness to events such as:

- *Ailaan* – Street Play Competition
- *Navarasa* – Short Film Festival
- *The Band Theory* – Rock and Fusion Band Competition
- *enGroove* – Group Dance Competition
- *Trinetra* – Online Photography Competition

For first ever *ProNight*, **Faridkot** performed live at FMS. Cultural society endeavors to take it to a more breathtaking scale this year.

## The Finance Society

The Finance Society (FinSoc) at FMS facilitates interaction between corporate luminaries and students to promote career opportunities in Finance. The society aims to supplement classroom learning with industry oriented Workshops, Live projects and other events. Some of the activities undertaken by FinSoc are:

- **Workshops:** Conducted by brands like ICICI, Dun & Bradstreet, FLIP and I - Plan, these workshops empower the students with industry best practices in the field of financial modeling, valuation and corporate banking.
- **National Case Study:** Society conducts national level events during its annual management festival that involve B - Schools from all over the country.
- **Senior Analyst:** The quarterly newsletter of FMS covers articles on all major economic developments and their implications.
- **Investment Club:** FinSoc is in the process of initiating an Investment Club to enable our students to get exposed to financial markets via trading and portfolio management through virtual trading and thus hone their analytical skills.
- **Inter College Competitions:** Numerous inter college competitions are held that see participation from top - 30 B - Schools of the country. Last year over 900 teams registered for these events.



## FMS Scholastic Council

FMS Scholastic Council (FSC) was founded with the purpose of enhancing the learning experience at FMS. The focus area for team FSC lies in establishing international linkages, aimed to catapult FMS on a global scale by establishing exchange programs, global alliances and conferences. Council believes in supplementing the classroom learning by conducting workshops, organizing guest lectures and facilitating the arrangement of key study materials that allow students to develop a holistic perspective of the management concepts. Some of the activities undertaken by FSC include:

- Linkages with around 15 International B - schools for Summer School Programs
- Foreign language courses (French & Spanish)
- Bulk deals for newspapers, magazines and books
- Maintenance and updation of academic resources and materials
- Academic and corporate live projects
- Paradigm- Publishing Annual Magazine
- Chanakya - National level competition on policy making
- Chintan - Business Strategy workshop during annual Business Festival Fiesta
- Publication of current affairs capsules and sector research reports.

## The Systems Society

FMS students realize the potential of Operations and Information Technology for a professional manager and the Systems Society at FMS aspires to develop such competencies amongst students coming from diverse backgrounds. SysSoc endeavors to provide a window to best practices in various industry verticals across Operations, E - Commerce and IT. Some of the activities undertaken by SysSoc are:

- Guest Lectures
- Industry Live Projects
- Workshops and Certifications
- Cloud Printing
- Operations and IT Gyaan Sessions
- *Ignite*: Bi - annual magazine
- Operations and IT weekly newsletter
- Inter B - School Competitions
- Beer Game
- QR Race

## Entrepreneurship Cell

E Cell at FMS promotes the entrepreneurial spirit among students by actively creating awareness and opportunities to develop a startup ecosystem. FMS students are encouraged to opt for Placement Holiday – an initiative which supports and facilitates students to start their own ventures and if they wish to, exercise the option to sit for placements after 2 years. This provides them time to test their own mettle and skills in the world of entrepreneurship with the benefit of a secure future. Some activities undertaken by E Cell include:

- International Entrepreneurship Challenge
- E - Summit
- Start - up Fair
- Entrospective - Article Writing Competition in association with YourStory
- Tie - ups with NEN, TIE, Ace, Hatch and NSEF
- Support from Redwood Associates, Indian Angel Network, Mumbai Angels for Incubation
- Rural trips and Industrial visits to start - ups and young companies
- Live Business Projects at start - ups like Invoxel, etc
- B - Plan making competition in association with startups pitching to investors
- Founder's Talk – A series of guest lectures where founders interact with students
- Workshops to educate students on the basics of Entrepreneurship
- Merchants of Delhi, Apprentice, Bizcan
- Panel Discussion with multiple founders and experts
- Entrepreneurship awareness events in collaboration with other institutes
- *AMA* – online 'Ask Me Anything' with inspiring entrepreneurs
- *TEDxFMS*, where x= independently organized TED event
- FMS Basecamp to facilitate startups of FMS alums & students and connect them with Angel Investors & VCs
- *Samadhaan*: Live Case Study Event as part of Fiesta, the annual business festival of FMS

## Fiesta

For any B - school to excel, it is imperative for it to develop excellent rapport with the corporate world and peer campuses across the country. It is the constant endeavor of Team Fiesta to strengthen these relations and showcase FMS to the external world as a powerful brand. Team Fiesta is entrusted with the management of our annual management fest, 'Fiesta', which has steadily risen to become the largest management fest in North India since its inception in 2005. Attracting participation from top B - schools across the country, 'Fiesta' has become a platform where the top minds of the country exchange ideas through challenging business games, paper presentations, case studies, workshops, B - Plan competitions etc.



Team Fiesta is also responsible for organizing Annual Conclave (tradition of over a decade) and Annual Convention (tradition of 40 years) of FMS where luminaries from the fields of academics, corporate world, bureaucracy and politics are invited to engage in fruitful and enlightening thematic discussion for the benefit of the student community. Eminent dignitaries such as Dr. A.P.J. Abdul Kalam and Dr. Montek Singh Ahluwalia have in the past graced the occasions with their presence.

Some of the activities undertaken by Team Fiesta are:

- *National Business Games*: Domain specific events across Marketing, Operations, HR, Finance, Entrepreneurship etc.
- *ICON*: The flagship leadership event, which continues for over 40 grueling hours to identify the sole winner across all business schools.

## The HR & OB Society

The objective of HR & OB Society is to promote holistic learning of every individual, with emphasis on developing one's personality character and leadership skills. Society's mission aims at 3Ns, i.e., Nurture - Nurture talent; Nourish - Give the right environment for the students to grow; Nudge - Nudge people to push boundaries and achieve new heights. Some of the activities undertaken by HRSoc are:

- *HRegatta* – the annual online magazine
- HR Leadership Award 2014
- Mentorship programme for the junior batch
- Buddy programme for the senior batch
- *Anthropos* – The flagship event of HR Society in Fiesta, the annual fest of FMS
- *Curieux* - Online Nationwide Quiz

## The Sports Society

Sports Society at FMS provides the hardworking students with a plethora of opportunities to exercise their brain cells. The scope of activities includes managing contingents to organizing intra and inter college sports fests. Its goal is the holistic personality development, which not only involves mental aptitude but also physical endurance. It has also proven to be one of the best facilitators of interactions between faculty members and students over chess, carom or the perennial favorite table tennis. Some of the new initiatives undertaken this year include:

- Launching of Elysium (Inaugural Sports - Cultural Fest of FMS)
- Sports Day (Students from the junior batch played a sport of their choice together as a batch)
- Friendly matches with B - Schools in and around Delhi NCR

## Media Relations Cell

The Media Relations Cell at FMS provides a strong media and communication channel for the institute to gain visibility in the corporate world and hence a sustainable competitive advantage. The Media Cell is responsible for both internal as well as external communications. It constantly strives to work towards the branding of FMS as perceived by its stakeholders, be it corporate houses, alumni, prospective students or parents. The Cell acts as an interface between FMS and the outside world through media outreach. The FMS Media Cell handles the following:

- B - school ranking surveys in various magazines and other media
- Managing all communications both in - house and to the outside world
- Handling the students' portal ([www.lifeatfms.com](http://www.lifeatfms.com))
- Establishing the first point of contact through Facebook and email with the fresh recruits
- Management of all the official FMS email and intranet accounts
- Acts as an interface team during the admissions process
- City Meets for FMS Aspirants in 5 cities across the country
- Conducts events on campus such as Most Creative Manager - a contest for the most innovative solutions to business problems, Media Strategist - a strategy contest pertaining to media, Media Moghuls - a team building and video making event, session on email etiquette and LinkedIn profile makeover.

## The Marketing Society

The Marketing Society (MarkSoc) works towards empowering budding marketers through a unique combination of fun activities, knowledge sessions, workshops, corporate interactions, competitions and live projects. Some of the activities undertaken by MarkSoc are:

- Pan - India Case Study Competition - Marketing Triathlon
- MarkLab - The MarkSoc website
- Merchants of Delhi
- Guest Lectures
- Workshops and Industry Live Projects
- Brand Yatra
- Interview preparations and mock interviews
- Marketing Gyaan Sessions
- MarkArc, Corp Speak, Mark News
- New Initiative - Marketing Connects



## Leadership Talk Series @ FMS: 2014 - 2015

- Mr. Ganesan Ramachandran**, Partner, Accenture  
**Mr. Saket Modi**, Co - Founder and CEO, Lucideus  
**Mr. Praveen Sinha**, Co - Founder and MD, Jabong  
**Mr. Sumit D. Chowdhury**, **Author:** 'Rules of the Game' and President - Reliance Jio Infocomm  
**Mr. Moninder Jain**, **Managing Director**, ASEAN & India Region Logitech  
**Ms. Shaheen M.**, CEO, Teach For India (TFI) & Founder, Akansha Foundation  
**Mr. Ankur Warikoo**, Head, Groupon APAC Emerging Markets  
**Mr. Gaurav Dang**, CFO ExxonMobil, India  
**Mr. Kamesh Mullapudi**, Lead, Strategy & Operations, DeloitteUS India  
**Ms. Aparna Chopra**, Head Marketing - MENA, India, South East Asia at Costa Coffee  
**Ms. Annapoorni Narayanan**, Director of Finance, Kimberly Clark  
**Ms. Sudipta Sen Gupta**, Head of Marketing - Carlsberg Group India  
**Mr. Chandrabhan Singh**, General Manager, Marketing India Cements  
**Mr. Vivek N Gour**, MD & CEO, Airworks  
**Mr. Deepak Bharara**, Chief Human Resource Officer, Lanco  
**Dr. (Major) Prashant Kumar Singh Chauhan**, COO at Arabian Health Care LLC  
**Mr. Pallav Sinha**, Founder and CEO, Mera Job India Private Limited  
**Mr. Vijay Sharma**, General Manager at GSK Consumer Healthcare  
**Mr. Jerome Booth**, Chairman New Sparta  
**Mr. Ajoy Misra**, CEO of Tata Global Beverages  
**Mr. Troy Malone**, General Manager, Asia Pacific  
**Mr. Sandeep Sahney**, Head – Intercontinental (ITC), Genzyme - ASanofi  
**Mr. Debopama Sen**, Head of TTS Citibank India  
**Mr. Mahendra Swarup**, MD & Partner at Avigo Capital Partners  
**Mr. Hitesh Oberoi**, MD & CEO, Info Edge India Ltd.  
**Mr. Advitiya Sharma**, Co - founder Housing.com  
**Mr. Ashutosh Tiwari**, Executive Vice President, Godrej Consumer Products Limited  
**Mr. Mukundan Ramakrishnan**, MD, Tata Chemicals Ltd.  
**Mr. Jean - Christophe Letellier**, MD, L'Oréal India  
**Mr. Navyug Mohnot**, Founder & CEO, QAI Global  
**Ms. Debjani Roy**, **Head - Human Resources** at Kuoni Travel Group, India

a's Transformation: The Road Ahead



## Workshops @ FMS

- Deutsche Bank Workshop: Valuation Techniques
- Dun and Bradstreet workshop
- ICICI Direct Finance Workshop: Pillar of Equity Investments
- J.P.Morgan Workshop
- CMO Factory Workshop
- General Mills workshop: Consumer Connect: Market Research and Consumer Insight
- Corporate Finance Workshop, Hindustan Unilever
- KPMG - Lean Six Sigma Green Belt
- Cognizant Business Consulting Workshop
- Citi Consumer Banking Workshop
- Deloitte Case Workshop
- Accenture Case Workshop
- Unilever Unplugged Workshop
- Amazon Workshop
- American Express - Digital Marketing Workshop



## Doctoral Research Programme

Faculty of Management Studies provides an excellent ambience for scholarly research. The main objective of the Doctoral Research Programme at FMS is to encourage original work in different aspects of management and to develop scholars who go on to make noticeable contributions to the areas of teaching and research. 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. This 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. The doctoral students of FMS are encouraged to share their research at various academic platforms including national and international universities.

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. Some of the ongoing topics of research are as follows:

- Backward Linkage and Spillovers: A Study of Indian Experience and Implication for FDI
- Innovation in Product Development in Insurance Industry
- Marketing Strategies of Indian and Foreign Owned Auto Companies
- Strategies for R & D Management in Pharmaceutical Industry: A Comparative Study of Select Global and Indian Firms





- Transformational Leadership and Job Satisfaction: A Study of Indian Banking and Insurance Companies
- Relationship of Retention Strategies & Employee Career Stage in Corporate Sector
- Impact of Emotional Intelligence of Healthcare Professionals on Personal & Organizational Effectiveness: A Comparative study of Public & Private Hospital in Delhi
- Corporate Restructuring & Maximization of Shareholder Value
- A Comparative Study of 'Eustress' among Public & Private Sector Bank Executives
- Evaluation of Methods for Measuring Value of Risk (VaR) in Mutual Funds Industry
- Revenue Responsiveness Behavior of Taxes in India: An Empirical Study
- Corporate Credit Ratings: Study of Select Indian Companies
- Relationship Between Brand Experience and Loyalty: A Comparative Study of Product and Service Brands
- Financial Sector, Market Failure, and Macro-Policy: An Indian Perspective
- A Study of Factors Related to Integration During Mergers and Acquisitions.
- Role of Corporate Social Responsibility in Social and Ethical performance of Firms.
- The Role and Challenges of Islamic Finance in the Growth of the Economies of Middle East: A Study of Select Countries

## International Associations

- University of Cologne, Cologne, Germany
- HWZ University of Applied Sciences in Business Administration, Zurich, Switzerland
- Swiss Business School, Zurich, Switzerland
- Imperial College Business School, London, United Kingdom
- London School of Economics and Political Science, London, United Kingdom
- School of Business – HKUST, Hong Kong, China
- IAE Lyon, Lyon, France
- Aix - Marseille Graduate School of Management, Aix-en-Provence, France
- IE Business School, Madrid, Spain
- Tilburg University, Tilburg, Netherlands
- Nanyang Business School – NTU, Nanyang, Singapore
- NUS Business School – National University of Singapore, Singapore
- Maastricht University, Maastricht, Netherlands



## Foreign Exchange Programs

- Lahore University of Management Sciences, Pakistan
- IAE de Lyon Business School of the University, Jean Moulin of France
- Indo - Korean Youth Exchange Program, Ajou University, South Korea
- Indian Youth Delegation to China, 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\*
- Korea University, South Korea\*
- University of Birmingham, UK\*
- 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.



## Winners All The Way

- Amazon ACE Challenge (International Winners)
- Philips Blueprint (National Winners)
- Nestle 4P Challenge (National Winners)
- Coca-Cola Showcase (National Winners)
- Henkel Innovation Challenge–National Winners, 2nd Runners Up (International)

## Scholarships

- OPJEMS
- Aditya Birla
- Central Government Scholarship for SC/ST students
- NTPC

## Prominent Recruiters

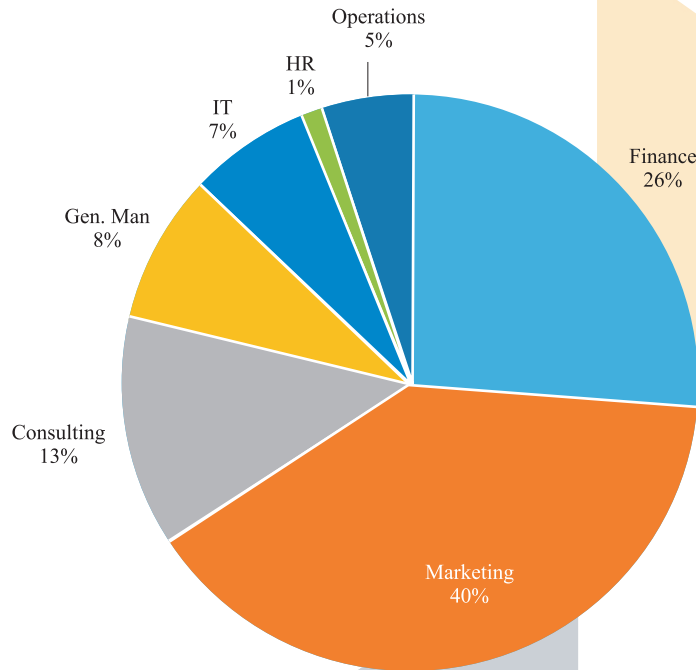
BFSI	Consulting	FMCG
General Management	Technology and Telecom	Pharmaceuticals



## Placement Statistics

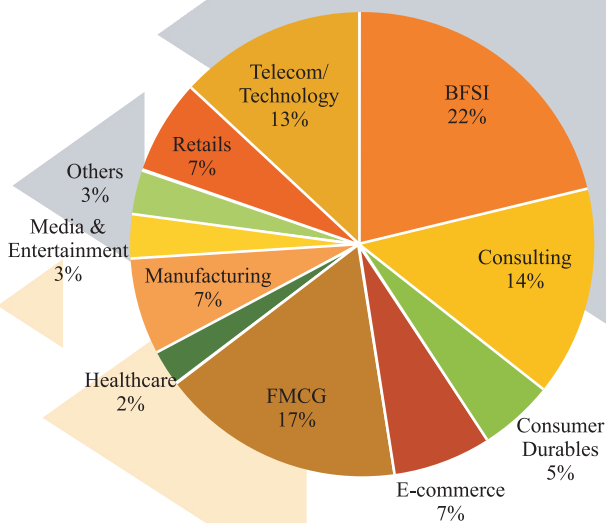
Summer Placement: Batch of 2016

Function/Domain Wise Split of the Roles Offered

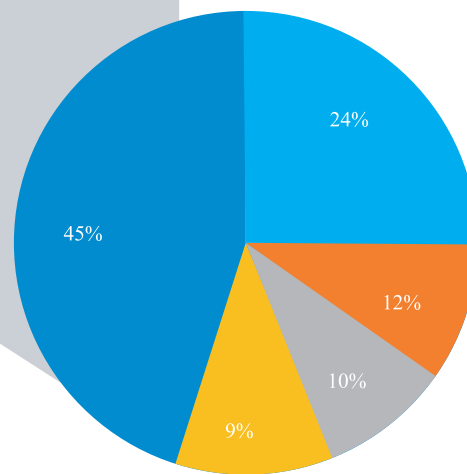


Domain-Wise Split

## Final Placement: Batch of 2015



Sector-Wise Split



Domain wise split

- Consulting
- Finance
- GenMan
- IT/Operations
- Marketing



## Alumni Corner

### Alum Speak

- **Mr. S. Ravi Kant**, CEO & Executive Vice President, Eyewear Business, Titan Industries Ltd. - “FMS provides enough opportunity for personality development and team work.”
- **Dr. Susheela Venkataraman**, Principal Director, Office of Information Systems & Technology, Asian Development Bank - “I look back at my days at FMS with a lot of fondness. Every one of my classmates has a story to tell and it has been exciting learning from each of them.”
- **Mr. T. M. Bhasin**, Chairman and MD, Indian Bank - “MBA from FMS has been a very enriching and rewarding experience. After completing MBA from FMS, my career took an accelerated growth path from a Manager in 1987 to GM in OBC in 2003 in a short span of 16 years. FMS actually re - oriented my career progression, leadership skills, strategic thinking and groomed me in converting each threat into an opportunity.”
- **Mr. Vikrant Saraswat**, Batch of 1997, Deloitte Consulting LLP, USA - “FMS mixed the best of my engineering background with best of management education creating a balanced aptitude that is absolutely crucial for professional success.”
- **Mr. Sailesh Sood**, Batch of 1988, Director, Protection Products, Discover Financial, US -z “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.”
- **Mr. Ravi Kiran Sahoo**, Batch of 1990, CEO - South East & South Asia, Starcom Media Vest Group - “FMS taught me to be serious in intent and light hearted in behaviour, at the same time.”
- **Ms. Ira Singhal**, Batch of 2008, UPSC topper of 2015 – “MBA at FMS has helped me in my career and a lot of strategies and knowledge that I gained at FMS have made me a better manager and prepared me for the future.

## Prominent Alumni of FMS

### I. Finance

- Anjali Jain, Strategic Finance Manager, Telenor
- BVS Ravi Prakash, Director – Finance & Chief Financial Officer, Coca-Cola
- Kuldeep Chawla, Director, Redfort Capital
- Rajesh Sud, CEO & Managing Director, Max Life Insurance
- Rajiv Sharma, Chief Financial Officer, Axis Private Equity Limited
- Ranu Vohra, Chief Executive Officer, Avendus Advisors Pvt. Ltd.
- Ratnesh Kumar, MD & CEO, Standard Chartered Bank

- Surendra Bardia, Director, Citi Bank
- Suresh Nair, Chief Financial Officer, Onicra Credit Rating Agency of India Ltd.

## **II. Operations**

- Amit Ranjan, Co-Founder & COO, SlideShare
- Anupam Tyagi, Regional Operations Head(East), American Tower Corporation
- Ashutosh Panedy, COO, Landmark Ltd.
- Prasanna Singh, COO, Banyan Netfaqs Pvt. Ltd.
- Raj Kanwar Singh, MD, OK Foods Ltd.
- Rajesh Dongre, COO, Lebara Mobile
- Rakesh Bhatia, Head - Business Development, Innovative Learning Solutions
- Suneel Bandhu, COO, Tata Teleservices Ltd.
- Vishal Sehgal, Co-Founder & Director, Lava International Ltd.

## **III. Consulting & General Management**

- Ajay Mahajan, Co-Founder and MD, R-Square Advisors LLP
- Atul Kunwar, Partner, Ambit Pragma Advisors LLP
- B.V. Sriraman, Managing Director, Accenture Management Consulting
- Gunender Kapur, CEO, TPC Wholesale Pvt. Ltd.
- Harit Nagpal, MD, Tata Sky Ltd.
- Parag Pande, Managing Director-Human Resources, Accenture
- R. Mukundan, MD, Tata Chemicals Ltd.
- Sanjeev Lamba, CEO, Reliance Entertainment
- Chandan Joshi, Partner, Oliver Wyman

## **IV. Sales & Marketing**

- M. Sridhar Rao, CEO & Co-Founder, Novapay Solutions Pvt. Ltd.
- Manoj Kohli, CEO (International) & Joint MD, Bharti Airtel Limited
- Rakshit Hargave, Managing Director, Nivea India
- Sanjay Kashyap, Managing Director, Godrej Consumer Products Ltd,
- Sushil Luniya, President, HSIL Ltd.
- Ajoy Misra, CEO, Tata Global Beverages
- Nitish Kapoor, MD, Reckitt Benckiser India





**FACULTY OF MANAGEMENT STUDIES  
UNIVERSITY OF DELHI**

### **Important Dates**

Online Registration Opens	: 1 <sup>st</sup> October, 2015
Online Registration Closes	: 15 <sup>th</sup> November, 2015
Last date to submit the signed copy of the Application Acknowledgment Form	: 11 <sup>th</sup> December, 2015

*For further details, contact:*

**The Administrative Officer  
Faculty of Management Studies  
University of Delhi, Delhi-110007**

**Tel.: 011-2766 6382 - 387 | Fax: 011-2766 7183**

**Email: [admissions@fms.edu](mailto:admissions@fms.edu) | <http://www.fms.edu>**