

DEPARTMENT OF MANAGEMENT STUDIES

GOA UNIVERSITY



MBA Admission Bulletin

THE GUDMS MBA ADVANTAGE

- 100% Case Study Method of the Harvard / IIM Type
- Formal Credit Courses in Soft Skills / Contemporary Issues
- 100% Continuous Assessment
- Well Placed Alumni help with Placement
- On Line Journal Database
- On Line Interactions through Course Management Software "MOODLE"
- Weekly Interactions with Executives
- Every Alternate Trimester for Industry Internship
- Mock Interviews by Executives every Trimester
- Faculty including Visiting Faculty with IIM / Industry Background
- Exchange Program with Germany
- Wireless Connectivity for Laptop Use
- Opportunity to Opt for Courses from Other Disciplines
- Hostel Facility for Outstation Candidates

...A Message of Welcome from the Dean...

We have taken upon our shoulders the task of meeting the following objectives. By the time you join, we would have refined our processes to see that you do significantly benefit from these efforts of ours.

- *Conceptual clarity* on the part of all students on the *fundamentals of business*
- Extra *emphasis* on *students who are weak*
 - When you join GUDMS, you can be sure you will not be left out. If you feel you will get lost in a premier Business School, do join us. *We will see that we add value to you and make you feel confident.*
- *Familiarity with industry practices*: For almost all courses, you will be doing industry-based assignments. Most of these are going to be with small and medium enterprises, where you learn the grass root industry practices, *the mundane*. You are not going to get lost in a large organization making you wonder what you learned.
- There are going to be *quizzes and tests every week on contemporary issues* that will keep you on toes on what is happening in the world around you beyond learning business.
- *Each and every student will be involved in a managerial task in GUDMS* and one of the teachers will be your mentor and you will also be graded on the efficiency and effectiveness with which you undertake the task.

It has been rewarding as well as great fun for us teaching in such an MBA program. I am sure you will also find it the same way.

With warm regards,

A. Sreekumar.
(Fellow of IIM Ahmedabad)

Professor and Dean, Faculty of Management Studies,
Goa University, Goa 403 206 INDIA

Phone 91-832-6519060 (Off)
Mobile 91-9370 28 3846
Email sree@unigoa.ac.in sreeancheri@yahoo.co.uk

...Our Core Team...

Name	Areas Of Teaching/Research/Consultancy Interest
A. Sreekumar	Strategy, Quantitative Methods, Tourism
Nandakumar Mekoth	Services Marketing, Marketing Research, Finance
Purva Hegde Desai	Finance, Marketing
M.S. Dayanand	Marketing, Tourism, Product Management
R. Nirmala	Human Resources Management, Marketing
Nilesh Borde	Finance
Tejashree Colvalcar	Information Technology

Our Visiting and Guest Faculty in the past Included...

Henrique Diz	Head, Dept of Eco. Mgmt & Indl. Engg, Universidade De Aveiro
Joaquim Da Costa	Dept of Eco.Mgmt .& Indl Engg. Universidade De Aveiro
Joe Faustinho	Asian School of Mgmt, Manila
K.P.Fabian	Former Ambassador to Rome
Peter Augsdorfer	Faculty, Ingolstadt University of Applied Sciences, Germany
Carlos Costa	Chairman, Tourism Management, Universidade De Aveiro
Suhas Mallya	Staff Scientist, National Center for Software Technology
Narayan Prabhu	GM- HR V. M. Salgaonkar & Bros.
Basil D'Cunha	HR Consultant
Ajit Parulekar	Faculty, Goa Institute of Management
Blaise Costabir	Managing Director, Zarhak Moulders Pvt Ltd
G.K.Sharma	Faculty, IIM Calicut
Geoge Ninan	HR Manager, MRF Ltd
Guilman Fernandes	HR Manager, Reliance-Salgaonkar Thermal Power Plant
J.J. Louis	GM - HR & Admn., Usha Ispat Ltd
Lalit Kumar Shah	Chartered Accountant, Panaji-Goa
M .A.Sundaram	Former Senior VP, Zuari Agro chemicals Ltd
Madhav Desai	Chief manager (Training) State Bank of India
Mario D'Souza	Director, Magnum Creative Advertising
Nomrota Menon	Consultant, Panaji-Goa
Vinay Raikar	HR consultant, Panaji-Goa

Plus our 1000+ alumni network spread across corporate, government, academic, and research organizations and those who opted for entrepreneurship.

...Student Life Extending Beyond The Classrooms...

- Ours is a totally residential program
- Goa offers a high quality of life, a clean physical environment and a multicultural social environment
- Large number of Committees in GUDMS to participate and hone your management skills
- Opportunity to participate in regional and national curricular and co-curricular events
- Opportunity to organize events
- Life in GUDMS goes far beyond the mundane learning experience in a conventional University Department.

Other Important Activities of the Department

- A full-fledged Case Study based PhD program in Management.
 - The Case Studies developed by our PhD students are used in our MBA program.
 - Most of the PhD students and their guides have published internationally.
 - Weekly discussion forum and an electronic discussion group for collective guidance to hone the skills
- Long Term plans to launch its own integrated PGDTM (Post Graduate Diploma in Tourism) / MBA (Tourism)
- The department oversees Goa University's other management programs such as
 - PGDMs (Post-Graduate Diplomas in Management, in the areas of General Management, Tourism, Event Management, etc)
 - BBA (Bachelor of Business Administration) and
 - MBA (Logistics Management) run by INS Hamla at Mumbai

MBA PROGRAM STRUCTURE

Term 1: July to September

Code	Subject	Credits	Contact Hours per Week
101	Strategic Management	2	2
102	Management Process	1	1
103	Marketing Management	2	2
104	Finance Management	2	2
105	Production Operations Management	2	2
106	Human Resource Management	2	2
107	Business Economics	2	2
108	IT ^{1[1]} Skills	2	2
109	SSP ^{2[2]} 1: Report Writing Skills in English ^{3[3]}	1	2 in a Fortnight
110	SSP 2: Oral Communication Skills in English	1	2 in a Fortnight
111	Comprehensive Case Analysis 1	1	2 in a Fortnight
112	Seminars on General Topics	1	3 (In Groups of 6)
113	Interactions with Executives	1	2
114	Mock Interviews by Executives	1	30 Minutes in a Term

Term 2 October to December

Code	Subject	Credits	Contact Hours per Week
201	Internship in Organizations and Report	12	Approximately 40 to 48 Hours for 5 Weeks during October to November
202	Internship Seminars	6	15 Hours: 1 Hour per Student for a Batch of 60 for 1 Month in December
203	SSP 3: Group Discussion / Committee / Skills	1	3 in December
204	Seminars on General Topics	1	3 (In Groups of 6) for 1 Month in December
205	Interactions with Executives	1	2 in December
206	Mock Interviews by Executives	1	30 Minutes in a Term

Term 3 January to March

Code	Subject	Credits	Contact Hours per Week
301	Organizational Behavior	2	2
302	Advanced Marketing Management	2	2
303	Advanced Finance Management	2	2
304	Management Information Systems	2	2
305	Advanced Human Resource Management	2	2
306	Management Accounting	2	2
307	Macroeconomic Analysis	2	2
308.*	Electives	2 to 4	2 to 4 Hours per week
309	SSP 4: Negotiation Skills	1	2 in a Fortnight
310	Comprehensive Case Analysis 2	1	2 in a Fortnight
311	Seminars on General Topics	1	3 (In Groups of 6)
312	Interactions with Executives	1	2
313	Mock Interviews by Executives	1	30 Minutes in a Term

Term 4 April to June

Code	Subject	Credits	Contact Hours per Week
401	Field Project and Report	3	4 Hours in Class and 12 Hours of Field Time for 3 Weeks in April
402	Summer Internship in Organizations and Report	12	Approximately 40 to 48 Hours for 6 to 8 Weeks during May to June
403	Seminars on Industry and Firm Level Analysis	3	20 Hours per Week in April for 3 Weeks: 1 Hour per Student for a Batch of 60
404	SSP 5: Interpersonal Skills	1	5 in April
405	Seminars on General Topics	1	4 (In Groups of 6) in April
406	Interactions with Executives	1	2 in April
407	Mock Interviews by Executives	1	30 Minutes in a Term

Term 5 July to September

Code	Subject	Credits	Hours per week
501	Summer Internship Seminars	6	6: 1 Hour per Student for a Batch of 60
502	Business Environment	2	2
503	Legal Aspects of Business	2	2
504.*	Electives	8 to 10	8 to 10 Hours
505.*	PBE ^{4[4]}	2	2
506	SSP 6: Organizing / Event Management Skills	1	2 in a Fortnight
507	Comprehensive Case Analysis 3	1	2 in a Fortnight
508	Seminars on General Topics	1	3 (In Groups of 6)
509	Interactions with Executives	1	2
510	Mock Interviews by Executives	1	30 Minutes in a Term

Term 6 October to December

Code	Subject	Credits	Contact Hours per Week
601	Library based Project and Report	3	3 Hours per Week in December and 12 Hours of Library Time for 1 Month
602	Final Internship in Organizations and Report	12	Approximately 40 to 48 Hours for 2 Months
603	Final Internship Seminars	3	15 Hours per Week in December: 1 Hour per Student for a Batch of 60
604	SSP 7: Career and Life Skills	1	3 in December
605	Seminars on General Topics	1	3 (In Groups of 6) in December
606	Interactions with Executives	1	2 in December
607	Mock Interviews by Executives	1	30 Minutes in a Term

Term 7 January to March

Code	Subject	Credits	Hours per week
701	Seminars in Strategic Management	2	2
702.*	Electives	10 to 16	10 to 16 Hours
703.*	PBE	2	2
704	SSP 8: Skills in Facing Interviews	1	2 in a Fortnight
705	Comprehensive Case Analysis 4	1	2 in a Fortnight
706	Interactions with Executives	1	2
707	Mock Interviews by Executives	1	30 Minutes in a Term
708	Seminars on General Topics	1	3 (In Groups of 6)

^{1[1]} Information Technology

^{2[2]} Soft Skills Program

^{3[3]} The specific skills are indicative. The Department Council / Faculty Board will decide the specific program for each Term.

^{4[4]} Perspective Building Electives from Humanities, Social Science and Science / Technology.

- Courses and their allocation across terms are subject to change.
- Functional electives (such as finance, marketing, human resources, operations and systems) and industry electives (such as hospitality and tourism, IT enabled services) shall be offered within the constraints of students' demand and the resources available with the department from time to time.

...These Are All You Need To Do To Seek Your Admission To GUDMS...

Eligibility: Graduation in any discipline, of a recognized university, by admission date.

Selection Process: Admission for the **60** seats based on **XAT** conducted by **XLRI** on **January 03, 2010**. Additional weight for work experience. Admission for **6** seats for **foreign nationals** based on **GMAT** scores.

Important Tips:

- Register online for XAT-2010 by filling the XAT form at XLRI's website between September 01, 2009 and November 30, 2009 and complete other formalities for XAT (see www.xlri.edu/xat).
- Procure Goa University MBA prospectus cum application form from the Department of Management Studies, Goa University, Goa 403206 by sending a DD for Rs.700/- (Rupees Seven Hundred Only) in favor of "Registrar, Goa University" payable at any bank in Panaji (Panjim) **OR** download the application form from www.unigoa.ac.in and send the filled in form with the required DD. Applications incomplete or received without DD will not be accepted.
- Submit filled in form to the Department of Management Studies, Goa University, Goa 403206 on or before January 09, 2010.

All correspondences to: The Coordinator (Admissions), Department of Management Studies, Goa University, Goa 403206 E-mail: adm_mba@unigoa.ac.in Phone: 91-8326519094

FEE AND MISCELLANEOUS DEPOSITS

- Fee per year:
 - ▶ For Goa University graduates: Rs.65,000/-
 - ▶ For graduates from other universities: Rs.1,00,000/-
 - ▶ For foreign students: Rs.1,50,000/- plus US \$500
- Caution deposit (refundable): Rs.1,500/-
- Hostel fee per year: Rs.4,300/-
- Hostel caution deposit (refundable): Rs.1,500/-
- Eligibility fee:
 - ▶ For graduates from other Indian universities: Rs.305/-
 - ▶ For foreign students: US \$50
- Other fees (approximately):
 - ▶ For graduates from other Indian universities: Rs.2,485/-
 - ▶ For Goa University graduates: Rs.835/-

Note: All fee items are subject to revisions and midway revisions shall be made applicable to the existing batches of the MBA program as well.

Important: Last Date for the Receipt of Duly Filled in Application Form at Department of Management Studies, Goa University: January 09, 2010

Application No.:



GOA UNIVERSITY

Goa 403206 INDIA

Application Form: MBA 2010-2012 Batch

1. Name (Block letters) :
2. Address for communication
(Block letters) valid till July 2010 :

Pin code :
Phone No. with STD/ISD code :
Fax No. (if any) :
E-mail ID (if any) :
3. Please ✓ mark the University through which you graduated / are graduating under
a) Goa University

b) Other University Name of the University _____
4. Please ✓ mark only if you belong to the category *as specified by Govt. of Goa*
(attach certificate):
a) Scheduled Caste b) Scheduled Tribe
c) Other Backward Communities
5. Please ✓ mark the category/ies to which you belong in the appropriate box/es.
a) Physically Disabled and from the State of Goa
b) Defense Personnel category
(Applicants should be serving in the defense forces)
c) Foreign National
6. XAT Registration No (Enclose photocopy of admit card):
7. Work experience, in months, after graduation (attach certificate):
8. How did you come to know about the Goa University MBA:
8. Declaration: I hereby declare that the information furnished above is true to the best of my knowledge and belief. I understand that my admission to the MBA program may be forfeited if any of the above information is found to be incorrect.

GUDMS: GrabUrDreaMS

Date:

Signature:

The filled up application form should be sent to the Department of Management Studies, Goa University, Goa 403 206 so as to reach by January 09, 2010. No certificate of academic credentials need be attached with this form. No receipt will be sent by the University.

PLEASE SEND 2 (TWO) Self Addressed Envelopes of size 9 inches by 4 inches (9"x 4") along with the filled in application form.

...Choosing The Right Business School Is A Critical Decision You Can Make...Be Proud If Your Decision Is To Choose Us...

DEPARTMENT OF MANAGEMENT STUDIES



GOA UNIVERSITY

www.unigoa.ac.in

GUDMS: GrabUrDreaMS

"You will begin to touch heaven, Jonathan, in the moment that you touch perfect speed. And that isn't flying a thousand miles an hour, or a million, or flying at the speed of light. Because any number is a limit, and perfection doesn't have limits. Perfect speed, my son, is being there."

--Jonathan Livingston Seagull: A Story--

GUDMS: GrabUrDreaMS