

DEPARTMENT OF MANAGEMENT STUDIES

GOA UNIVERSITY



MBA Admission Bulletin

THE GUDMS MBA ADVANTAGE

- 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"
- Interactions with Executives
- Twenty Weeks of Industry Internship
- Mock Interviews by Executives
- 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,

Prof. Nandakumar Mekoth
Dean and Head, Faculty of Management Studies,
Goa University, Goa 403 206 INDIA

Phone 91-832-6519371 (Off)
Mobile 91-9422442577
Email nmekoth@unigoa.ac.in nmekoth@rediffmail.com

...Our Core Team...

Name	Areas Of Teaching/Research/Consultancy Interest
Nandakumar Mekoth	Services Marketing, Marketing Research, Finance
M.S. Dayanand	Marketing, Tourism, Product Management
Purva Hegde Desai	Finance, Marketing
R. Nirmala	Human Resources Management, Marketing
Nilesh Borde	Finance

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
C 1-001	Strategic Management	2	30
C 1-003	Marketing Management	2	30
C 1-004	Finance Management	2	30
C 1-005	Production Operations Management	2	30
C 1-107	Business Economics	2	30
C 1-101	SSP 1 ⁽¹⁾ : Oral Communication Skills in English ⁽²⁾	1	15
C 1-029	Comprehensive Case Analysis 1	1	15
C 1-033	Learning Management through Executive Interaction		4-6
C 1-034	Seminars on Contemporary Issues	1	15

Term 2 September to December

Code	Subject	Credits	Contact Hours
C 1-009	Organizational Behavior	2	30
C 1-010	Advanced Marketing Management	2	30
C 1-011	Advanced Finance Management	2	30
C 1-012	Human Resource Management	2	30
C 1-014	Management Accounting	2	30
C 1-015	Macroeconomic Analysis	2	30
C 1-033	Learning Management through Executive Interactions		4-6
	Internship		2 weeks
	Internship Reports		
C 1-103	SSP 2: Presentation Skills	1	15
C 1-109	SSP 3 -Report Writing Skills	1	15

Term 3 January to March

Code	Subject	Credits	Contact Hours
C 1-012	Advanced Human Resource Management	2	30
C 1-018	Business Research Methods	2	30
C 1-019	Legal Aspects of Business	2	30
C 1-023	Business Ethics	2	30
C 1-028	Indian Social, Political and Cultural Environment	2	30
C 1-039	Financial Markets	2	30
C 1-105	SSP 4 – Group Discussion Skills	1	15
C 1-033	Learning Management through Executive Interactions		4-6
C 1-114	SSP 6: Mock Interviews by Executives		
	Electives –Business (2 Electives- per elective 2 credits)	4	60

Term 4 April to June

Code	Subject	Credits	Contact Hours
	Summer Internship in Organizations and Report		March to June
	Internship Seminars		June

Term 5 July to September

Code	Subject	Credits	Contact Hours
	Electives- Business (6 Electives- per elective 2 credits)	12	180
	Electives- Non Business (one Elective)	2	30
C 1-107	SSP 5: Interview Facing Skills	1	15
C 1-033	Learning Management through Executive Interactions		4-6

Term 6 September to December

Code	Subject	Credits	Contact Hours
	Electives- Business (4 Electives- per elective 2 credits)	8	120
	Electives- Non Business(2 Electives- per elective 2 credits)	4	60
C 1-114	SSP 6: Mock Interviews by Executives	1	
C 1-030	Comprehensive Case Analysis 1	1	15
C 1-033	Learning Management through Executive Interactions		4-6
C 1-035	Seminars on Contemporary Issues	1	15

Term 7 January to March

Code	Subject	Credits	Contact Hours
	Internship		
	Internship Seminars		

^{1[1]} Soft Skills Program

^{2[2]} The specific skills are indicative. The Department Council / Faculty Board will decide the specific program for each Term

- 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 08, 2012**. Additional weight for work experience. Admission for **6** seats for **foreign nationals** based on **GMAT** scores.

Important Tips:

- Register online for XAT-2012 by filling the XAT form at XLRI's website between September 20, 2012 and November 30, 2012 and complete other formalities for XAT (*see* www.xlri.ac.in).
- 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 16, 2012.

All correspondences to: The Coordinator (Admissions), Department of Management Studies, Goa University, Goa 403206 Phone: 91-8326519094

FEE AND MISCELLANEOUS DEPOSITS

- Fee per year:
 - ▶ For Goa University graduates: Rs.85,000/-
 - ▶ 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 16, 2012**

Application No.:



GOA UNIVERSITY

Goa 403206 INDIA

Application Form: MBA 2012-2014 Batch

1. Name (Block letters) :
2. Address for communication
(Block letters) valid till July 2012 :
- Pin code :
- Phone No. with STD/ISD code :
- Fax No. (if any) :
- E-mail ID (if any) :
3. Please $\sqrt{\quad}$ mark the University through which you graduated / are graduating under
 - a) Goa University
 - b) Other University Name of the University _____
4. Please $\sqrt{\quad}$ 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 $\sqrt{\quad}$ 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
 - d) Parent employed in Gulf (attach proof)
6. XAT ID (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:

9. 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.

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 16, 2012. 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