GOA UNIVERSITY

GOA BUSINESS SCHOOL

MBA
(Financial Services)

ADMISSION BROCHURE
ACADEMIC YEAR 2020-21
DEAN AND VICE-DEANS OF GOA BUSINESS SCHOOL

Prof. Venkatesh V. Kamat
Dean
Goa Business School

Prof. P. K. Sudarsan
Vice-Dean (Academics)
Goa Business School

Prof. M. S. Dayanand
Vice-Dean (Research)
Goa Business School
<table>
<thead>
<tr>
<th>Name</th>
<th>Years</th>
<th>Position/Role</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aarti Koya</td>
<td>(2000-02)</td>
<td>Vice President Capvent PE Fund</td>
</tr>
<tr>
<td>Pratima Divgi</td>
<td>(2000-02)</td>
<td>Director, CDP, Hong Kong, ASEAN</td>
</tr>
<tr>
<td>Vibhav Kantak</td>
<td>(2003-05)</td>
<td>Deputy FO PEC Ltd, New Delhi</td>
</tr>
<tr>
<td>Rudresh Kunde</td>
<td>(2005-07)</td>
<td>Chief Manager New Product Development, NSE</td>
</tr>
<tr>
<td>Vihar Naik</td>
<td>(2013-15)</td>
<td>Bid/Proposal Manager Microsoft</td>
</tr>
<tr>
<td>Lizann Lopes Lobo</td>
<td>(2013-15)</td>
<td>Assistente Técnica, Consulate General of Brazil (Mumbai)</td>
</tr>
<tr>
<td>Fakhridin Safarov</td>
<td>(2013-15)</td>
<td>HR Manager, Hyatt, Dushanbe, Tajikistan</td>
</tr>
<tr>
<td>Tirupati Nath Mishra</td>
<td>(2014-16)</td>
<td>Incharge (Investor Service Centre &amp; Investor Services Department), MCX (Kolkata)</td>
</tr>
<tr>
<td>Girish Chandra</td>
<td>(2014-16)</td>
<td>Sr. Executive (Investor Protection Fund), MCX</td>
</tr>
<tr>
<td>Zenebia Sequeira</td>
<td>(2014-16)</td>
<td>Business Analyst Goldman Sachs (Bangalore)</td>
</tr>
<tr>
<td>Oswinda Gomes</td>
<td>(2015-17)</td>
<td>Analyst Morgan Stanley, Mumbai</td>
</tr>
</tbody>
</table>
The Rich Environment and Infrastructure

ICT enabled, Air-conditioned Classrooms, Air-conditioned Auditorium, On Campus Hostels, Transport, Cafeteria, etc.

Modern Computer Lab with Statistical Data Analysis Software, and access to CMIE- PROWESS and M&A, the largest database on Indian Corporate

Bloomberg terminal that provides 24-hour financial news and information, including real-time and historic data, financial data, trading news, and analyst’s coverage, as well as general news and sports.
Faculty Profiles

B. Ramesh, Professor

Y. V. Reddy, Professor (On Lien)

G. Anjana Raju, Professor

K. B. Subhash, Professor

P. Sriram, Asst. Professor

P. Dhume, Asst. Professor [Programme Director, MBA-FS]

B. G. Poornima, Asst. Professor

Pushpender K, Asst. Professor

V. Venji, Asst. Professor

P. Pawaskar, Asst. Professor

R. Naik, Asst. Professor

Visit https://www.unigoa.ac.in/dept/goa-business-school.html for further information
Admissions

<table>
<thead>
<tr>
<th>Dates</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>13th December 2019 (6.00 p.m.)</td>
<td>Last Date for Submission of Online Application Form for GU-ART</td>
</tr>
<tr>
<td>Round I</td>
<td>Goa University Admission Ranking Test (GU-ART)</td>
</tr>
<tr>
<td>5/01/2020, 12/01/2020, 19/01/2020</td>
<td></td>
</tr>
<tr>
<td>Round II</td>
<td>7/03/2020 and 8/03/2020</td>
</tr>
<tr>
<td>24th January 2020</td>
<td>Results of GU-ART Round I</td>
</tr>
</tbody>
</table>

Link to the Notification:
https://www.unigoa.ac.in/uploads/config_docs/20191007.141327~Notification_GUART_1.pdf

The Admission for the academic year 2020-21 shall be based on the GU Ordinances. Hyperlink to refer the Ordinances: https://www.unigoa.ac.in/uploads/config_docs/20191030.113455~Ordinances_Part_A_16_Oct_19.pdf

Eligibility and Admission

(a) To be eligible for admission to MBA (FS) Programme a candidate shall be required to be a Graduate in any stream with 50% aggregate marks, including Commerce, Science, Arts, Engineering, Management and Professionals like CS, CA, ICWA, CMA, CAIIB and CFA, who have completed their graduation from Goa University or any other recognized University in India or abroad are eligible to apply for the course.

(b) Reservation of seats shall be in accordance with the directives of the Government of Goa and as adopted by Goa University. A candidate applying for admission under these categories shall be required to submit a valid certificate to that effect, issued by the Officer of the rank of the Deputy Collector or any other authorized Officer as notified by the State Government.

(c) The Merit List shall be prepared based on the score obtained by the candidate at the Entrance Test (Goa University - Admission Ranking Test) for an admission to the programme.

Availability of Seats and Reservations

The total number of seats available in MBA (Financial Services) course is 60 of which seats are reserved for SC, ST and OBC categories as per the directives of UGC and the guidelines of Government of Goa.

<table>
<thead>
<tr>
<th>Course</th>
<th>Total Number of Seats</th>
<th>SC</th>
<th>ST</th>
<th>OBC</th>
<th>Differently Abled</th>
<th>Other Indian Universities</th>
<th>Wards of Ex-Serviceman</th>
</tr>
</thead>
<tbody>
<tr>
<td>MBA (Financial Services)</td>
<td>60</td>
<td>1</td>
<td>7</td>
<td>16</td>
<td>2</td>
<td>2</td>
<td>1</td>
</tr>
</tbody>
</table>

In case sufficient numbers of suitable candidates satisfying the eligibility criteria are not found in any one of the above categories, the shortfall will be made good by admitting students from general category. 15% supernumerary seats are available for foreign students out of which 5% seats are earmarked for children of Indian workers in Gulf and one seat in each Programme is reserved for Kashmiri migrants.

Visit https://www.unigoa.ac.in/dept/goa-business-school.html for further information
Admission to the Programme
Admission Procedure is available on Goa University Website (www.unigoa.ac.in). Instructions are to be followed to apply for the Programme.

Selection of Candidates
Selection of candidates will be done through the Entrance Test (Goa University - Admission Ranking Test) conducted by Goa University. The Merit List of the selected candidates will be prepared based on GU-ART (Goa University - Admission Ranking Test) and will be uploaded on the Goa University Website.

Entrance Test Modalities
The **duration of entrance test shall be 1 ½ hours** and will consist of 50 multiple choice questions carrying 2 marks each. Four choices will be provided for each question and each correctly answered question will carry 2 marks with a negative marking of 0.5 for each wrong answer.

| An objective multiple choice test will be conducted covering following areas: |
|-----------------------------------------------|----------------|
| Section I Awareness on Indian Economy         | 15 Questions   |
| Section II General Knowledge                  | 15 Questions   |
| Section III Logical Reasoning & Numerical Ability | 20 Questions |
| **TOTAL**                                     | **50 Questions**|

**Pattern of Question Paper:** (Model Question Paper is enclosed at the end of the Brochure)
- **Section I**: Least Difficult Level with **15 Questions**
- **Section II**: Difficult Level with **15 Questions**
- **Section III**: Most Difficult Level with **20 Questions**

**Candidate has to bring their own HB Pencil, Eraser and Black Ball point pen.** Any electronic devices such as Mobile Phone, Calculators or any other material shall not be allowed in the examination hall.

The candidate has to produce the print copy of the Hall Ticket received via email at the time of examination. *(Further Instructions on GU-ART are available of Goa University website – www.unigoa.ac.in)*

Results of Entrance Test

Merit List of Selected Candidates will be displayed on the Goa University Website (www.unigoa.ac.in) on notified date. **No Separate communication of selection to the candidates will be sent.**

In case of candidates who have answered the Entrance Test (GU-ART) have secured equal marks in the ranking list:
- a) Section III scores shall be the first level of tie breaker.
- b) In case of tie after first level, Section II scores shall be the second level of tie breaker.
- c) In case the tie still exists, the University shall decide the order of merit.

Visit [https://www.unigoa.ac.in/dept/goa-business-school.html](https://www.unigoa.ac.in/dept/goa-business-school.html) for further information
**Fee Structure**

<table>
<thead>
<tr>
<th>#</th>
<th>Particulars</th>
<th>Goa University Candidates (Rs)</th>
<th>Other University Students (Rs)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Tuition Fee</td>
<td>1,13,680</td>
<td>1,13,680</td>
</tr>
<tr>
<td>2</td>
<td>Registration Fee</td>
<td>1,050</td>
<td>2,760</td>
</tr>
<tr>
<td>5</td>
<td>Lab Fee / Computer Fee</td>
<td>935</td>
<td>935</td>
</tr>
<tr>
<td>3</td>
<td>Gym, Student Union, ID Card</td>
<td>495</td>
<td>495</td>
</tr>
<tr>
<td>4</td>
<td>Student Aid Fund</td>
<td>140</td>
<td>140</td>
</tr>
<tr>
<td>6</td>
<td>Annual Internet Fee</td>
<td>525</td>
<td>525</td>
</tr>
<tr>
<td>7</td>
<td>Library Annual Fee</td>
<td>540</td>
<td>540</td>
</tr>
<tr>
<td>8</td>
<td>Caution Deposit (Refundable)</td>
<td>2,030</td>
<td>2,030</td>
</tr>
<tr>
<td></td>
<td><strong>TOTAL</strong></td>
<td>**Rs. 1,19,395 * **</td>
<td>**Rs. 1,21,105 * **</td>
</tr>
</tbody>
</table>

*Students are advised to make payment based on the revised fee structure (if any) at the time of admission.*

**MBA (Financial Services) Programme Structure**

The MBA (Financial Services) Programme Structure is in the process of revision. The detailed Programme Structure would be provided once it is approved by the Goa University.

<table>
<thead>
<tr>
<th>List of Courses</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounting for Management</td>
</tr>
<tr>
<td>Research Methodology and Statistical Analysis</td>
</tr>
<tr>
<td>Financial Management</td>
</tr>
<tr>
<td>Security Analysis</td>
</tr>
<tr>
<td>Financial Services - I</td>
</tr>
<tr>
<td>Stock Market Operations</td>
</tr>
<tr>
<td>Corporate Restructuring</td>
</tr>
<tr>
<td>Advanced Econometrics for Finance</td>
</tr>
<tr>
<td>Venture Capital and Private Equity</td>
</tr>
<tr>
<td>Organizational Behaviour</td>
</tr>
<tr>
<td>Corporate Governance and Social Responsibility</td>
</tr>
<tr>
<td>Marketing of Financial Services</td>
</tr>
<tr>
<td>Business Analytics</td>
</tr>
<tr>
<td>Corporate Internship (4 Months)</td>
</tr>
</tbody>
</table>

**Scheme of Examination**

The Assessment of all the Courses shall comprise continuous Intra Semester Assessment (ISA) and End Semester Examination (ESA) shall be fully Internal.

Visit [https://www.unigoa.ac.in/dept/goa-business-school.html](https://www.unigoa.ac.in/dept/goa-business-school.html) for further information
Glance of Co-curricular and Extra-curricular activities at Goa Business School

<table>
<thead>
<tr>
<th>Executive Lecture Series</th>
<th>Topic</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mr. Braxton Fears</td>
<td>Leadership Skills in Business</td>
</tr>
<tr>
<td>Real Estate Consultant, USA</td>
<td></td>
</tr>
</tbody>
</table>

| Dr. Charles M. Wood, Ph.D. Collins College of Business, University of Tulsa, USA | Design Thinking and Industry 4.0 |

| Mr. K. Vinay Kumar, An Entrepreneur, Leader and Mentor | Career Prospects in Business Analytics |

| CMA Shiba Prasad Padhi, AIISLA, FII, FCMA, Practicing Cost Accountant | Goods and Services Tax: Present Scenario, Challenges and Opportunities |

**Workshops Organized**

Goa Business School in collaboration with Institution’s Innovation Council, Goa University organized Workshop on

"Cognitive Skills, Design Thinking and Critical Thinking"

by

Mr. Pravin Sabnis
(Life Coach, Unlearning Unlimited)
Mr Swapnil Saglani,
Owner of Furnish Studio
MBA (FS) Batch 2010-12

Mr. Sandeep Hissaria
Owner of Hissaria Steel
MFS Batch 2005-07

Goa Business School
Student Volunteers at
Vibrant Goa Expo with
Honorable Chief Minister of
Goa,
Dr. Pramod Sawant

MBA (Financial Services) Student Volunteers at Vibrant Goa Expo receiving token of Appreciation from the Organizers
Glimpses of Goa University Annual Event Pleateunica and Sports
MBA (FS) Part II Students participated in TAPMI Bloomberg Olympiad held at T. A. Pai Management Institute, Mangalore on October 19-20, 2019

Cleanliness Drive at Nauxi Village (Adopted Village of Goa University) on 17 December 2018 under the Directorate of Unnat Bharat Abhiyan (UBA)

Winners of ‘Anusandhan III’ an all Goa PG Level Research Event organised by PG Department of Narayan Zantye College of Commerce, Bicholim, Goa on 23 Feb 2019
MBA (FINANCIAL SERVICES) BATCH 2018-20

Ready to be a part of Corporate World
List of Organizations provided Internship and Final Placement for MFS / MBA(FS) in the Past years

- NSE: National Stock Exchange of India Limited
- MCX: India’s No.1 Commodity Exchange
- BSE: Experience the New
- KARVY Computershare
- SBI MUTUAL FUND: A partner for life.
- SUNDARAM MUTUAL
- CANARA ROBECO Mutual Fund
- The Clearing Corporation of India Ltd.
- Birla Sun Life Mutual Fund
- IDBI mutual
- Sharekhan: Your guide to the financial jungle
- IWS: Imperial Wealth Services
- MCX’SX: India’s New Stock Exchange
- DHFL: Changing Rules Changing Lives
- HDFC BANK: We understand your world
- citibank
- Ghar Jaisa Loan
- LIC: Bharatīyā Jīvāन Bīmā Nīyam
- MAX LIFE INSURANCE
- bharti AXA life insurance
- AXIS BANK
- ICICI Bank
- Kotak Mahindra Bank
# MODEL QUESTION PAPER FOR GU-ART MBA (FS)

Goa Business School  
GOA UNIVERSITY  
Goa University – Admission Ranking Test (GU-ART)  
MASTER OF BUSINESS ADMINISTRATION – FINANCIAL SERVICES  
(MBA – FS)

<table>
<thead>
<tr>
<th>Signature of the Invigilator</th>
<th>Seat No (In Figures)</th>
<th>_</th>
<th>_</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 _________________________</td>
<td>Seat No. (In Words)</td>
<td>_</td>
<td>_</td>
</tr>
<tr>
<td>2 _________________________</td>
<td>Max. Marks : 100 Marks</td>
<td>_</td>
<td>_</td>
</tr>
<tr>
<td></td>
<td>Duration: 1 ½ Hours</td>
<td>_</td>
<td>_</td>
</tr>
</tbody>
</table>

**INSTRUCTIONS FOR THE CANDIDATES**

1. WRITE YOUR SEAT NUMBER IN THE SPACE PROVIDED ON THE TOP OF THIS PAGE AND ALSO ON THE OMR SHEET GIVEN ALONG WITH THIS BOOKLET IN PEN.

2. THIS PAPER CONSISTS OF FIFTY MULTIPLE CHOICE TYPE QUESTIONS EACH CARRYING TWO MARKS EACH.

3. EACH ITEM HAS FOUR ALTERNATIVE RESPONSES MARKED (A), (B), (C), AND (D). YOU HAVE TO DARKEN THE CIRCLE AS INDICATED BELOW ON THE CORRECT RESPONSE AGAINST EACH ITEM IN PEN ON THE OMR SHEET.

   **EXAMPLE:**

   ![Circle](image)

   WHERE (C) IS THE CORRECT ANSWER.

4. YOUR RESPONSES TO THE ITEMS ARE TO BE INDICATED IN THE OMR SHEET (GIVEN ALONG WITH THIS BOOKLET) ONLY. IF TWO OVALS ARE DARKENED THEN THE ANSWER WILL NOT BE EVALUATED.

5. READ THE INSTRUCTIONS GIVEN INSIDE CAREFULLY.

6. IF YOU WRITE YOUR NAME OR PUT ANY SPECIAL MARK ON ANY PART OF THE TEST BOOKLET, WHICH MAY DISCLOSE IN ANY WAY YOUR IDENTITY, YOU WILL RENDER YOURSELF LIABLE TO DISQUALIFICATION.

7. YOU SHOULD RETURN THE BOOKLET AND OMR SHEET TO THE INVIGILATOR AT THE END OF THE EXAMINATION.

8. **THERE SHALL BE NEGATIVE MARKING OF 25%, I.E., FOR EVERY WRONG ANSWER, 0.5 MARKS WILL BE DEDUCTED FROM THE TOTAL MARKS.**
GENERAL GUIDELINES:
Coverage: Section I deals with the Awareness on Indian Economy, Section II deals with the General Knowledge and Section III deals with the Analytical Ability and Logical Reasoning.

Pattern of Question Paper:
Section I : Least Difficult Level with 15 Questions
Section II : Difficult Level with 15 Questions
Section III : Most Difficult Level with 20 Questions

SECTION I – AWARENESS ON INDIAN ECONOMY

1. With which aspect of commerce are ‘Bulls and Bears’ associated?
   (A) Foreign Trade
   (B) Stock Exchange market
   (C) Banking
   (D) International finance

2. Which of the following is not a public sector bank?
   (A) South Indian bank
   (B) Band of Baroda
   (C) Dena bank
   (D) Oriental bank of commerce

3. What is the full form of SIP?
   (A) Systematic Investment Plan
   (B) Systematic Internal Plan
   (C) System Investment Plan
   (D) System Internal Plan

4. Which is the first mutual fund to set up in India?
   (A) UTI Mutual Fund
   (B) BOB Mutual Fund
   (C) Canbank Mutual Fund
   (D) Kothari Pioneer Mutual Fund

5. Which of the following regulatory authority regulates insurance business in India?
   (A) TRAI
   (B) RBI
   (C) IRDA
   (D) FEMA
SECTION II – GENERAL KNOWLEDGE

1. In the Windows XP, what does XP stands for?
   (A) Extra-Powerful
   (B) Experience
   (C) Extended Platform
   (D) Experience Platform

2. Who has won the best actor award at the 2018 Dadasaheb Phalke Awards?
   (A) Salman Khan
   (B) Akshay Kumar
   (C) Shah Rukh Khan
   (D) Salman Khan

3. The most abundant gas in the earth's atmosphere is-
   (A) Nitrogen
   (B) Oxygen
   (C) Carbon dioxide
   (D) Hydrogen

4. The Government of India (GoI) has launched which initiative to attract international students to study in India?
   (A) Gurukul in Bharat
   (B) Determine yourself in India
   (C) Study in India
   (D) Learn with Bharat

5. Who was known as Iron man of India?
   (A) GovindBallabh Pant
   (B) Jawaharlal Nehru
   (C) Subhas Chandra Bose
   (D) Sardar Vallabhbhai Patel
1. A clock strike once at 1 o’clock, twice at 2 o’clock, thrice at 3 o'clock and so on. What is the total number of strikings in a day?
   (A) 24
   (B) 72
   (C) 144
   (D) 156

2. The ratio of the length and the breadth of a rectangular plot is 2 : 1. The owner spent Rs 330 for fencing the four sides of it at the rate of Rs. 1.10 per foot. How much in feet is the difference the length and the breadth of the plot?
   (A) 100
   (B) 50
   (C) 5
   (D) 500

3. A man buys at Rs 6 per litre and adds one third of water to it and sells the mixture at Rs 7.20 per litre. His gain is
   (A) 65%
   (B) 60%
   (C) 50%
   (D) 43%

4. Look at this series and fill the blank: ELFA, GLHA, ILJA, _____, MLNA
   (A) OLPA
   (B) KLMA
   (C) LLMA
   (D) KLLA

5. Pointing to Manju, Raju said, “The son of her only brother is the brother of my wife”. How is Manju related to Raju?
   (A) Mother’s sister
   (B) Grandmother
   (C) Mother-in-law
   (D) Sister of father-in-law
RAGGING ON THE CAMPUS IS STRICTLY PROHIBITED AND
PUNISHABLE BY LAW

Please refer to Page No.118 for UGC Regulations on Ragging and Page No. 128 & 129 for Affidavit to be submitted by the students and Parents/guardians.

OA-17.3 Attendance and Eligibility to appear for Examinations

A student registered in a Semester / Term / Year, for any Course (degree or diploma), shall be required to have a minimum cumulative attendance of 75% of the total lectures and practicals prescribed for the course during that Semester / Term / Year. Although the attendance shall be cumulative for all the papers / courses taken together, in the given Semester / Term / Year, a student shall be required to have a minimum of 50% attendance in any individual paper / course.

Goa Business School

For further details contact:

Programme Director, MBA (Financial Services)
Goa Business School, Goa University
Contact No: 866 960 9274 / 866 960 9271
e-mail: hodcom@unigoa.ac.in