



**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**

## The alumni that we are proud of:



**Aarti Koya**  
(2000-02)  
Vice President  
Capvent PE Fund



**Pratima Divgi**  
(2000-02)  
Director, CDP, Hong  
Kong, ASEAN



**Vibhav Kantak**  
(2003-05)  
Deputy FO  
PEC Ltd, New Delhi



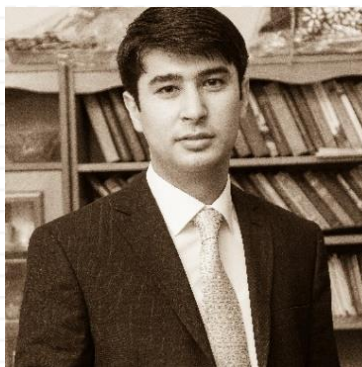
**Rudresh Kunde**  
(2005-07)  
Chief Manager  
New Product Development,  
NSE



**Vihar Naik**  
(2013-15)  
Bid/Proposal Manager  
Microsoft



**Lizann Lopes Lobo**  
(2013-15)  
Assistente Técnica,  
Consulate General of  
Brazil (Mumbai)



**Fakhridin Safarov**  
(2013-15)  
HR Manager, Hyatt,  
Dushanbe, Tajikistan



**Tirupati Nath Mishra**  
(2014-16)  
Incharge (Investor Service  
Centre & Investor Services  
Department), MCX  
(Kolkata)



**Girish Chandra**  
(2014-16)  
Sr.Executive  
(Investor Protection  
Fund), MCX



**Zenebia Sequeira**  
(2014-16)  
Business Analyst  
Goldman Sachs  
(Bangalore)



**Oswinda Gomes**  
(2015-17)  
Analyst  
Morgan Stanley,  
Mumbai



**Omkar Agarwadekar**  
(2016-18)  
Sr. Business Development  
Executive, DHFL (Dewan  
Housing Finance  
Corporation)



## 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

Dates	Details
<b>13<sup>th</sup> December 2019 (6.00 p.m.)</b>	Last Date for Submission of Online Application Form for GU-ART
<b>Round I</b> 5/01/2020, 12/01/2020, 19/01/2020 <b>Round II</b> 7/03/2020 and 8/03/2020	<b>Goa University Admission Ranking Test (GU-ART)</b>
24 <sup>th</sup> January 2020	Results of GU-ART Round I
Link to the Notification: <a href="https://www.unigoa.ac.in/uploads/config_docs/20191007.141327~Notification_GUART_1.pdf">https://www.unigoa.ac.in/uploads/config_docs/20191007.141327~Notification_GUART_1.pdf</a>	
The Admission for the academic year 2020-21 shall be based on the GU Ordinances. Hyperlink to refer the Ordinances: <a href="https://www.unigoa.ac.in/uploads/config_docs/20191030.113455~Ordinances_Part_A_16_Oct_19.pdf">https://www.unigoa.ac.in/uploads/config_docs/20191030.113455~Ordinances_Part_A_16_Oct_19.pdf</a>	

## Eligibility and Admission

- 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.
- 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.
- 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.

Course	Total Number of Seats	SC	ST	OBC	Differently Abled	Other Indian Universities	Wards of Ex-Serviceman
MBA (Financial Services)	60	1	7	16	2	2	1

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](http://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.

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

**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](http://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](http://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:

- Section III scores shall be the first level of tie breaker.
- In case of tie after first level, Section II scores shall be the second level of tie breaker.
- 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> for further information



## Fee Structure

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

\* 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.

List of Courses	
Accounting for Management	Business Statistics and Econometrics for Managers
Research Methodology and Statistical Analysis	Portfolio Management
Financial Management	Financial Services - II
Security Analysis	Treasury and Forex Management
Financial Services - I	Derivatives Market
Stock Market Operations	Financial Risk Management
Corporate Restructuring	Tax Planning and Management
Advanced Econometrics for Finance	Commodity Markets
Venture Capital and Private Equity	Managerial Skills
Organizational Behaviour	Insurance Management
Corporate Governance and Social Responsibility	Advanced IT Applications for Business
Marketing of Financial Services	Infrastructure and Real Estate Finance
Business Analytics	Summer Training Report
Corporate Internship (4 Months)	Dissertation

### 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> for further information



## Glance of Co-curricular and Extra-curricular activities at Goa Business School

Executive Lecture Series	Topic
	<p><b>Mr. Braxton Fears</b> Real Estate Consultant, USA</p> <p><b>Leadership Skills in Business</b></p>
	<p><b>Dr. Charles M. Wood,</b> Ph.D. Collins College of Business, University of Tulsa, USA</p> <p><b>Design Thinking and Industry 4.0</b></p>
	<p><b>Mr. K. Vinay Kumar,</b> An Entrepreneur, Leader and Mentor</p> <p><b>Career Prospects in Business Analytics</b></p>
	<p><b>CMA Shiba Prasad Padhi,</b> AIISLA, FII, FCMA, Practicing Cost Accountant</p> <p><b>Goods and Services Tax: Present Scenario, Challenges and Opportunities</b></p>
Workshops Organized	
<p>Goa Business School in collaboration with Institution's Innovation Council, Goa University organized Workshop on</p> <p><b><i>“Cognitive Skills, Design Thinking and Critical Thinking”</i></b> by <b>Mr. Pravin Sabnis</b> (Life Coach, Unlearning Unlimited)</p>	
	



**Mr Swapnil Saglani,  
Owner of Furnish Studio  
MBA (FS) Batch 2010-12**

**Alumni as Entrepreneurs (at  
Vibrant Goa Expo, Oct 2019)**

**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





## Academic Activities at Goa Business School



**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



National Stock Exchange of India Limited



India's No.1 Commodity Exchange



EXPERIENCE THE NEW



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



IMPERIAL WEALTH SERVICES



India's New Stock Exchange



Changing Rules Changing Lives

**HOME LOANS**

*Ghar Jaisa Loan*



**HDFC BANK**

We understand your world

**citibank**<sup>®</sup>



**LIC**

भारतीय जीवन बीमा निगम  
LIFE INSURANCE CORPORATION OF INDIA



**MAX**  
**LIFE**  
INSURANCE



life insurance



**AXIS BANK**



**ICICI Bank**



**kotak**<sup>®</sup>

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)**

Signature of the Invigilator \_\_\_\_\_

Seat No (In Figures) \_\_\_\_\_

1 \_\_\_\_\_

Seat No. (In Words) \_\_\_\_\_

2 \_\_\_\_\_

Max. Marks :

100 Marks

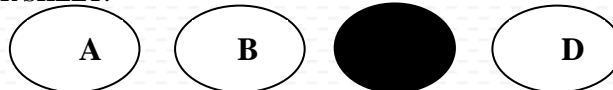
Duration:

1 ½ Hours

### 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:



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) Bank 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



### SECTION III – LOGICAL REASONING AND NUMERICAL ABILITY

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](mailto:hodcom@unigoa.ac.in)**