MASTER SCHOOL OF MANAGEMENT Estd. 1996

20 YEARS OF EXCELLENCE

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ALUMNI SPEAK







DIRECTOR'S MESSAGE

The world requires new generation of global managers who would contribute to the development of their own organization as well provide leadership to the society to make the world a better place to live.

In congruence to it, Master School of Management works with the aspiration to have a value based society. This vision of its founders has contributed significantly in developing skills, imbibing concepts and above all, shaping the values and attitude of the aspirant managers. MSM firmly believes that conceptual clarity and skills are important but the essence of wisdom is to develop intuitions and internalize knowledge, which are the function of values and attitude. For MSM, the attitude to learn to perform or in other words the hunger for knowledge and to act are the determining factors for growth. Walking through the corridors of the academic block, in the cafeteria, in the lawns one frequently come across the theoretical deliberations, deciphering of business nuances and also frequently hear faculties stressing on developing the attitude to learn and values to adhere. This is why in the unique pedagogy of MSM, values and attitudes precede everything. In consonance with it, we encourage the students to be open to new ideas, experiences, and directions. They also learn from among the best in the field and with the finest and brightest in the surrounding. The curriculum encourages analytical and critical thinking while the evaluation system focuses on the acquisition and application of knowledge, rather than conveying the information.

At MSM, we promote academic excellence while nurturing young people to become moral and intellectual leaders, people of dignity, integrity and compassion who want to make difference in the world. This is done along with equipping students with competitive advantage in the business world by encouraging them to be inquisitive and make informed choices. They are nurtured to work in a world without, but firmly rooted on their soil and achieve results in a complex economic environment with perpetual change which requires them to be more flexible, agile and adaptable..

To ensure that the management education is able to deal with global, technological and market changes it becomes imperative on the part of business schools to remain innovative in curriculum and pedagogy. We at MSM believe that besides the management gurus the best sources to feel the pulse of corporate and understand their talent need are the practitioners. They are the rich source of the input to keep the curriculum and pedagogy abreast to the dynamics of national and global business world. MSM has now completed two decades and many of its alumni have scaled ladders of corporate hierarchy and are among the top executives with strong network. These alumni remain in touch and assist the alma mater, to keep the curriculum and pedagogy as close as possible to the corporate needs. Following this practice religiously, innovation in pedagogy has become one of the core competencies of MSM.

Teaching in MSM is not just stocking the young minds with concepts and stale information but is blend of distinctive modern multiple methodologies comprising of management seminars, business plans, simulation games, paper presentations, book review competitions, quizzes, debates and taking up live projects, aiming to prepare students to test the relevance of every concept and learning in terms of its applicability and make learning a quest and not destination.



Deepak Mathur

PROGRAMS & ADMISSIONS

Master School of Management strives to give its students' academic excellence. Its programs are designed to assist young leaders its students in becoming action-oriented strategic thinkers. The course structure has been developed keeping in mind constantly changing business scenario. MSM trains aspiring managers to have strong analytical foundation and with the ability of interpretation.

The course curriculum is divided into extensive training of two years. The first year focuses on creation of a solid theoretical base consisting of latest development in the concepts, theories, techniques, skills and deciphering nuances of management. Whereas, the second year concentrates on application of learning in real life, scenarios commencing from summer internship, industry projects, and culminating in developing business plan and insistence on putting them in to practice. These pedagogical initiative have paid rich dividends in term of faster growth in career of our students joining Corporate and also being successful entrepreneur who wishes so.

MSM understands that Information Technology has now become a constant in current business world. One cannot afford to lag behind in order to execute the desired. Information Technology thus remains mandatory for all students in addition to the specialization they opt for.



PROGRAMS

PGDM (Post Graduate Diploma in Management)

Two year full time PGDM (Approved by AICTE, Ministry of HRD, Govt. of India.)

In the context of current business scenario, in addition to business acumen, understanding the organic inter-relationship between business and society is an imperative or indispensable. PGDM at MSM is designed to offer you management tools integrated with reality to raise your thinking to strategic level and make your actions across the functional areas and daily operation effective. The course structure at MSM has been designed to develop professional managers, who have strong analytical foundation in key functional areas and can perform in hi-tech global environment, with strong undercurrent to foster sustainability. The first year is devoted to introduce the essential models and tools that become catalyst to evolve thought leaders and change managers. Second year curriculum is designed to provide opportunity to fall back on their first year learning, experiences of summer internship augmented by interactions with faculties and corporate achievers to develop their professional plan.

Information Technology has been given special thrust and is mandatory for all the students in addition to the Dual Specialization they will opt for.

BACHELOR OF BUSINESS ADMINISTRATION (BBA)

Master School of Management, a premier b-school in India for last 20 years, imbibing the nuances of management education, underlines the fact that learning potentials of youth very often impairs after secondary education. This happens largely because of lack of clarity of purpose, disconnect in skills and degree and many a times, students do not get appropriate learning environment. We sincerely endeavour to fill this gap by realizing that apart from prescribed curriculum a lot more is needed to shape the learnings of youth to make them employable. Now a days, the ever widening and deepening scenario of competition, a young graduate must have dynamic and standardised skill-sets as per the changing needs of corporate and society. Therefore, professional institutions need to go an extra mile to mark the difference.

Bachelor of Business Administration (BBA), at MSM is three-year full time degree course affiliated to Ch. Charan Singh University, Meerut (a leading government university) with following powerful Add-on employability features.

- Training for Business Analytics
- Training for National Stock Exchange (NSE) Certification
- Training for Association for Mutual Funds of India (AMFI) Certification
- Training for Aptitude Test
- Student Exchange Programme

First Year - The Core Edge

Trimester-1

Business Communication-L

Business Ethics & Professional Values

Financial Accounting

Information Technology - I

Management Concepts & Organizational Behavior Managerial Economics - I

Marketing Management - I

Quantitative Methods

Trimester-2

Business Analytics-I

Business Communication-II

Consumer Behavior

Human Resource Management

Information Technology-II

Management Accounting

Management Science

Managerial Economics-II

Marketing Management-II

Research Methodology: Methods & Techniques

Trimester-3

Business Analytics-II

Business Environment

Business Law

Financial Management

Information Technology-III

International Business

Management Research Project

Operations Management

Organizational Development

Strategic Management

SUMMER INTERNSHIP

Second Year - The Specialist Edge

Trimester-4

Information Technology-IV

Four First Elective

Four Second Elective

Trimester-5

Four First Elective

Four Second Elective

Trimester-6

Integration Paper-1

Integration Paper-2

Mandatory Specialization

Information Technology

Computer System: Basics of Computer System, Networking System, Windows 2008 Server, Windows XP, Windows 7

Office Automation Tools and Programming:

MS Office 2003, 2010, Advance level Excel. SPSS, Programming Aids and Techniques, C, C++, HTML, DHTML, Java, VB Script, VB.Net

Database and other Management Tools:

DBMS, RDBMS, MS Access, Oracle 8i, PL / SQL, Data Warehousing and Data Mining, MIS, DSS and EIS Emerging Trends: e-Commerce, m-Commerce, Wireless Technology, ERP, Embedded System and its emerging trends, Knowledge Management System, Cloud Computing

Program Structure

Electives

Marketing

Advertisement & Sales Promotion Management

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PROFESSIONAL APPROACH

Business Marketing

International Marketing

Brand Management

Retail Marketing

Rural Marketing

Sales & Distribution Management

Bharat.

MANAGEMENT ACCOUNTI

AND FINANCIAL ANALYSIS

FOR CA FINAL EXAMINATION

Service Marketing

Finance

Company Law & Governance Corporate Tax Planning Cost Analysis & Decision Making Financial Decision Analysis Indirect Tax Management

A NAGPUR

International Financial Management

Management of Financial Institutions

Security Analysis and Portfolio Management

Human Resource Development

Compensation Management

Counseling Skills for Managers

Human Resource Development: Strategies and Systems

Legal Framework of Industrial Relations

Management Training, Process & Techniques Managing Interpersonal & Group Processes

International Human Resource Management

Performance Management

International Business

Exchange Rate Exposure & Risk Management

Export Management

Foreign Trade Policy of India

International Business Environment

International Financial Management

International Logistics

International Marketing

Regional Trading Agreement & WTO

Operations

Goal Programming in Management

Logistics & Supply Chain Management

Materials Management

Operations Research

Production Planning & Control

Service Operations Management

Total Quality Management

Transportation Management

Strategic Management

Change Management

Core Process Re-engineering

Learning Organizations

Mergers & Acquisitions

Project Management

Strategic Financial Management

Supply Chain Management

Turnaround Strategies

Entrepreneurship

Enterprise Creation, Establishment and

Management

Business Research

Operations Management

Business Finance

Business Plan and Project Implementation

Entrepreneurial Management

Organization Development

Strategies for Business Excellence

Scholarship

Upto 50% in Tuition Fee

ELIGIBILITY CRITERIA FOR SCHOLARSHIP

Based on Aptitude Test Score

Planning to be an Entrepreneur

Past Academic Record

Need Based

Female Students







OPPORTUNITY TO BE PART OF GLOBAL WORKFORCE

MSM goes a step ahead to train its students as per the need of the dynamic global environment. It is imperative to provide International Exposure to students to make them globally employable. MSM has strong association with number of foreign universities and multinational corporations operating in various countries. As a part of curriculum, students are taken on an International Study Tour during PGDM Programme to countries like Dubai/ Singapore / Malaysia/ China/ Thailand etc. Objective of the international study tour is to provide students global exposure and enable them to develop out of the box thinking.

INTERNATIONAL STUDY & INDUSTRIAL TOUR



PEDAGOGY

MSM has always aspired to be the vanguard for providing informed and efficient professional to the industry who have the ability and desire to be innovative and effective leaders.

Over the years MSM has developed its abilities in multifarious ways to comprehend the dynamics of change in business and society – and the challenges and opportunities generated in the process of change. Enriched by experience and constant endeavors for excellence, MSM enrich students with the abilities to deal with the myriad complexities with cool dexterity.

The teaching-learning process at MSM is a judicious mix of broad spectrum of innovation as well time tested practices

MSM LEARNING PEDAGOGY

In Class Instruction:

Faculty Lectures

Guest Lectures

Assignments

Open Book Examination

Multimedia Lecture

Scenario Analysis, Case Analysis

Group Discussions

Quiz

Group Presentations

Role Play

Online Submissions

Debates

External Learning

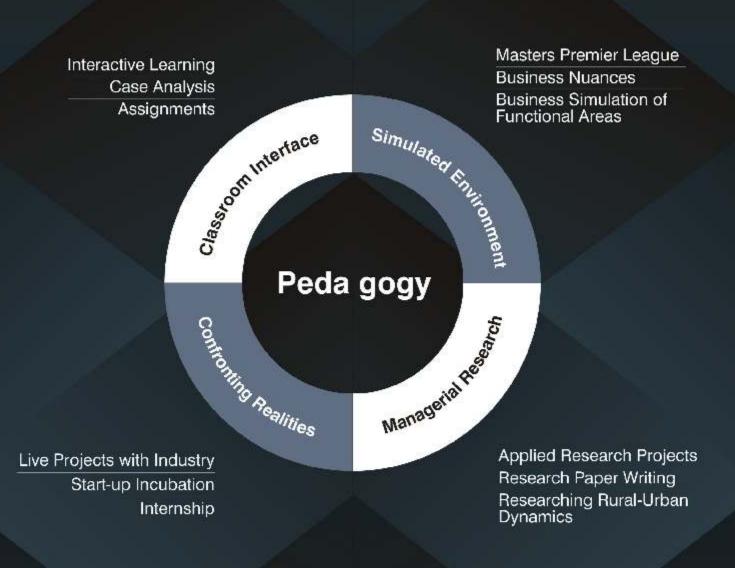
Summer Internship Program

Industrial Visits

Live Projects

Seminars and Summits

Research Paper Presentations



Industry Scenario Learning

Business Simulation Games

Business Plan Presentations

Business Analysis

Action Research

At MSM students come from diverse cultural and social backgrounds, therefore individual attention is a top priority and integral part of pedagogy in order to neutralize the deficiencies and enhance the strengths. Various programs are carried out on an ongoing basis in order to build individual talent and work on personal development.

Few mandatory trainings carried out during the academic tenure:

- · Personality Development
- After Class Tutorials
- · Business Communication
- · Behavioral Training
- I.T. Tools Training

PAPER PRESENTATION

Understanding of a topic in its entirety takes shape when penned down. Students grasp over a subject is best understood by how they pen it down in their own words. Papers written and presented, are brainchild of extensive study gelled with literary acumen. Knowledge enrichment and creativity: is how MSM look at paper presentations and, thus, it is of utmost priority to us that we persuade the students to write and present papers on various topics. At MSM Paper presentation has been proved a time tested effective tool of expanding the knowledge base, building confidence, improving oratory skills are some of the frills that students associate with paper presentations.

At MSM, in-house paper presentations are held at the institute at regular intervals to inculcate and upsurge the eagerness to study and engrave the understanding. Each student is provided with plentiful opportunities to present papers, not only at the institute itself but also at various other institutes of international repute like IIMs and ISB, Hyderabad and management bodies like All India Management Association, Madras Management Association and host of other national and international forums. Our students have added many feathers in their caps, and also of their alma-mater by winning recognition and laurels in research paper presentation at various forums.

RESEARCH PROJECT

Tactical analysis and prudent interpretation is a hallmark of a business leader. Management horizons recognize the magnitude of research and development and research methodology in decision making. At MSM, students are actively engaged in research projects to develop skills and attitude to investigate and analyze issues and revalidate existing facts in systematic manner. Research projects at MSM are means to encourage students to explore new horizon of knowledge and develop inquisitiveness, creativity and innovativeness.

BUSINESS PLAN

With opportunities galore, entrepreneurial skills in budding managers are set to face stern test from counterparts around. In a world, where survival of the fittest is a proven phenomenon, a well knitted business plan and its' precise execution is the need of the hour. However, the onus is on the individual to come up with a feasible plan that has been given a shape after much deliberation on all facets of business. It is this aspect of learning that makes the contribution of an institute very much pertinent. The guile of a student, eagerness to learn the nuances of the trade coupled with the untiring effort of the faculty to polish the aptitude and mould the attitude, instill an idea of a realistic entrepreneurial venture ahead.

We, at MSM, not only provide the platform for presenting such business plans but also are in constant pursuit of refinement, as our students regularly get a chance to lock horns with their future competitors at various events across the country, judge themselves and be the beneficiary. Some business plans presented at MSM have indeed turned in business ventures.

DATA ANALYTICS

With the advent of information technologies and powerful computational tools, data analytics is used in nearly all stations. Activities like predicting the next oil price, creating new financial instruments, reducing the costs of seeds in a field or even selecting the next baseball team, all use data analytics. Data analytics in MSM is delivered through Activity Based Learning (ABL) a third generation learning technique. In this students directly learn the industrial application themselves by performing the data analytics activities during the sessions. Students learn to create financial dashboards, create tool for sales force management; solve customer segmentation problem, macros and much more during the program from the experts who have rich experience in the analytics field. Students are given an exposure to the big data which is repeatedly predicted to be the next best thing in the world of business and analytics. As the amount of digitized data in the world doubles every year and only less than 1% of it is analyzed, the demand of the analytics jobs is set to increase. At MSM we realize the changing needs of the business and prepare our students to be employable in analytics in the future.

CORPORATE STORIES

Every organization at every stage of its existence has a story to tell. It may be the story of a visionary start-up or a heroic turnaround; it may be a tale of exemplary business ethics or the successful handling of crisis. The same holds true for business leaders. At every stage of a manager's career, there will be a story to tell – be it that of an ambitious entrepreneur, a management graduate recruit or a newly appointed CEO.

Leaders like J.R.D. Tata, Dhirubhai Ambani, Azeem Premzi, Sunil Mittal, Rahul Bajaj, Nandan Nilekani, Kiran Mazumdar Shaw, Indira Nooyi, Ratan Tata, Kumar Mangalam Birla, Narayan Murthi, Dr. Md. Yunus, Karshanbhai Patel, Dr. E. Sreedharan and many more, over the years shown consummate grit, resilience and spirit to top the charts and created their own stories that are a source of inspiration and learning to today's budding managers.

Here, at MSM, students share and compete in presenting the history created by such master craftsmen, through Corporate Story Competition, conducted every month.

MANAGEMENT SEMINARS

A good manager is expected to possess multidimensional knowledge and not only proficiency on a specific subject matter. It is also believed that knowledge quotient seem to expand when ideas are exchanged with peers. It is this philosophy that has led to conduct Seminars at regular intervals wherein students are encouraged to exchange and share their learning on a particular topic. One of the foremost pre-requisites for students at this level is the oratory skills and being able to convey their message through delivering basic oral presentations. Frequent participation in seminars induces students to explore new horizons and also infuse a sense of confidence in delivery.

DEBATES & PANEL DISCUSSIONS

It is highly imperative that students learn to adapt situations and be able to persuade others in the way they interpret that situation. It requires factual accuracy and logic to turn the tide in ones favor. It is these qualities that a Debate develops in a student. Though logical consistency, factual accuracy as well as some emotional appeal to audience are important elements of the art of persuasion, in debating, one side often prevails over the other side by presenting superior "context" and/or framework of the issue, which is far more subtle and strategic. All these, within a rule based framework, defines how they will interact. The major goal of conducting debates is to develop one's ability to play from either position, either speaking affirmatively or negatively, with equal ease.

MASTER PRE MIER LEAGUE

BOOK REVIEW COMPETITION

Reading is habit that leads to learning. But for that, proper understanding and meaningful interpretation is necessary. Individuals are often referred to as management gurus, business leaders and scholar of eminence when they pen down their experiences, the books are bestsellers. These books speak about philosophy, ethics, experiences of life, strategy, decision making under stressful situation, managing self at difficult times and many more.

MSM students not only get the opportunities to read such books but also share their understanding and learning with fellow students through the platform of Book Review Competition.

NEWSMASTER

Constantly changing economic scenario round the globe has resulted in fluctuating fortune for business houses. Those better equipped for such a debacle survived; others perished. The entire hard work assimilated over the years fizzed out in smoke for being too lackadaisical to accumulate, analyze and act according to happenings around. It is, thus, of utmost importance that one must keep himself updated with information involving various activities around him and be ready to offset the threat it possess or identify the opportunities and derive maximum benefit out of it.

'Newsmaster', at MSM, is one such program, by the students, that amass information about all such developments and disseminates it to the entire MSM family every fortnightly.

BUSINESS SIMULATION

Application of theoretical acumen at ground realities effectively to achieve a desired result is what is expected from a manager. Thus, it is very much relevant that we provide a platform to students to apply their learning. It is like running an industry, in a virtual environment. The students assume different roles of CEO, CFO, CMO and COO in a compact team. In-house Simulation Games exactly provides this opportunity to every student. The recognition follows, as the standout performers, represent the institute at national and international level competitions.

Scintillating performances and the laurels achieved by our students, over each of the last six years, at the National Student Management Games (NSMG) conducted by All India Management Association (AIMA), has made MSM a name to reckon with in B-School circles across the country.

QUIZZING

Quizzing intermingle academics with fun. Accounting Quiz, IT Quiz and Management Quiz are regular features in the academic calendar. Staying updated with the developments around in different functional areas assist students in decision making. Quiz enhances the receptivity, resulting in improved knowledge quotient of the students that keeps the door of their minds open, which is aptly echoed in the words 'when smart people works, doors are unlocked'. Winner of inhouse quiz competition are rewarded with the privilege to represent the institute at national and international level competitions organized by AIMA, AIMS, Business Today and Corporate houses.

UNIQUE INITIATIVES WITH PEDAGOGY

Analytic Lab:

Executives today are wrestling with business decisions where a better understanding of data at a very deep level can make all the difference.

When business analytics technologies are hardwired into your business processes, the results can be a sharpen view of the patterns & signals buried deep below the surface of your data. That's a competitive advantage really.

The kind of predictive insight that can be obtained from business analytics – could be a game changer for industry like retail, Pharma, Telecom, Automobile, FMCG and many others. Smarter choices – lead to real business value.

The students get opportunity to work in the Business Analytic lab, which equips and empower the prospective managers, to analyze large quantities of data to draw inferences by using sophisticated, statistical tools and advanced software. This will help them to deal with upcoming domain of "Big Data"

On the Shoulders of the Masters:

"On the Shoulders of Masters" is a unique pedagogical tool to acquaint the budding manager with the thought process of the business and social leaders. The students get opportunity to learn how the great ideas—are crystallized from the facts/ observations and theories are formed that transform—the lives and changed society and business for ever. Since this program draws eminent thinkers, corporate leaders and academics in to the institute on regular basis, therefore students get opportunities to interact with them collectively and individually



CREATING CITIZEN SOCIAL RESPONSIBILITY ATTITUDE THROUGH EXTENSIVE TRAINING

Honing entrepreneurship and management practices for sustainable development:

To comprehend the challenges of sustainable development and evolve suitable management practices, the institute has initiated a live project in vermi-compost. The students after completing the SIP are encouraged to join the live project of producing and marketing of vermin compost. In this endeavor, the students constantly interact with the farmers facing soil degradation and increasing cost of cultivation on account of indiscriminate use of chemical fertilizers and insecticides.

The institute provides the paraphernalia to run the project and the students manage the recurring expenditure while calculating profitability of the venture, the cost of assets are accounted as imputed cost. The profit of the project is partially ploughed back into the project and partially used for student welfare activities. In case of loss the burden is borne by the institute.

This unique pedagogy helps to hone the entrepreneurship skills and make them socially responsive manager. The project also helps them to understand the dynamics of rural society and necessity of evolving sustainable management practices that puts people and planet before profit. Realizing that there are misconception not only in one section but also among aspirant managers that management education and corporate are all about money, power and glamour. And CSR activities are actually measures to promote corporate image. The institute is endeavoring to dispel these myths and promote responsive business practices for which these specifically following program are designed and launched:

Rural Extension Program-sustainable agriculture is at the top of the agenda

The live project of vermin-compost, as discussed above is being used as an effective instrument to it, but it has limited capacity to engage students in operations. Underlining this fact, the institute encourages students to join the extension activities and enter in direct dialogue with stakeholdersmainly marginal and small farmer in its immediate vicinity. The activities undertaken are to educate farmers about the detrimental effects of indiscriminate use of chemical fertilizers and the insecticides and work with them to gradually evolve sustainable agricultural practices to replace the existing high cost and nature taxing methods of cultivation.

Quality of education in rural elementary schools

Realizing that quality of elementary education is the foundation upon which edifice of knowledge and skill rests. But, unfortunately the quality of education in public funded elementary schools is far from satisfactory. Empirical researches have proved that indifference on the part of the community towards these institutions is one among the reasons resulting in low learning. Therefore, the institute encourages the aspirant managers to interact with children, teachers and parents to create a healthy learning environment. For this, the institute has adopted a couple of elementary schools in the vicinity.

Building Capacity of Elementary Teachers of Budget Schools

In addition to it, understanding the dynamics of the elementary education system, the institute organizes skill and emotional development workshops for the budget (low cost) private elementary schools which cater the educational need of the children of lower middle class. The significance of these capacity building programs is apparent from the fact that teachers of these schools do not get any institutional academic support. This attempt of MSM is a modest endeavor to fill the void.

Responsibility towards needy patients

Meerut city has also emerged as an important medical hub and people from far flung areas come to the city for treatment. Many a time, these people are in dire need of assistance ranging from seeking appointment to appropriate medical professional to blood for transfusion. MSM, entre in alliance with LLR Medical college and regularly not only organizes blood donation camps but also make available student donor on call. This serves dual purpose of dispelling fear of blood donation among community

CAREER DEVELOPMENT CELL

Virtually autonomous functional cell, helps the student managers by providing guidance in career planning, inhouse training, summer internship and job placement. Services of the cell are under the guidance of faculty members assisted by Training and Placement Officer.

CDC, however, is not just about student placement. Its primary objective is to assist our students acquire the skills and proactive mindset that not only help them to get the first managerial job, but also prepares them for lifelong career development in today's volatile business world. MSM's close proximity to the national capital is an added advantage for the students to have instant access to the multinational business community functioning from Business Hubs of National Capital Region. MSM's location also encourages members of the business community to visit the institute both for informal meetings and job interviews. To achieve this goal, CDC provides a wide variety of services that are essential in the overall career development of the student managers.

The Career Resource Centre (CRC)

CRC maintains complete records of recruiting companies and students recruited, annual reports and volumes of job-search and industry-related reference books, DVD's of corporate presentations, CDC organized workshops, grooming classes. A Career Search Terminal is also available in MSM's computing lab.

Career Counseling and Planning

In knowing exactly where one is to head or ready to explore options, CDC plays the role of a dynamic partner in the process of identifying the career path. CDC provides first-year students with the skills needed to conduct a successful search for a summer internship. Right from the first Trimester, workshops and programs instigate them to assess their skills and values, define their career goals, prepare a resume, hone their interviewing and networking techniques, and conduct a successful job search. The students alsobenefit from panel discussions with alumni and second-year students and participate in mock interviews organized by CDC and administered by the MSM student clubs.

Industrial Awareness Program

CDC enables MSM students to visit a number of large industries and to meet with leading corporate representatives, including alumni, and learn about different industries, organizational cultures, and corporate environments. These type of meetings are not job interviews, rather information sharing sessions in which corporate advisors share their knowledge, insight, and experiences.

Summer Internship Program (SIP)

Master School of Management, is very particular on practical training of the students. As we understand, class room lectures prompt the students to conceive particularities of ground reality. Practical training, by its' implied nature imparts the students a sense of universal conviction and such conviction forms the basis of their capability which enables them for taking responsive decisions as managers.

The summer training also stimulates in shaping the sense of skills and abilities and interests of the students. In order to succeed, it also helps in providing the additional focus in identifying the areas where they need to develop deeper knowledge and skills.

As part of the curriculum, each student is required to undertake a project work of direct relevance to the concerned organization for a period of approximately eight weeks. For eight week students works in the mentorship of a senior manager of the company as well as senior faculty member of the institute. Besides, working in the company the students undertake project to understand the enterprise in the holistic manner. For this students interact and collect facts from various stakeholders as well as from the enterprise. After that, such data is processed and analyzed to provide findings amenable to assist the decision making of the enterprise. On the one hand particularities of such investigation convert the impression of the students into real field experience and on the other help the enterprise to formulate it's decision with some amount of reliability. The student is subsequently required to appear for a viva-voce before a panel of experts to present the findings. MSM through industrial interface, management development & career development cells facilitates students in getting placed in various corporates for summer training to learn under the guidance of practicing managers.

Placement Brochure

CDC prepares a placement brochure wherein resumes of students are systematized indicating geographical areas of interest, language skills, professional acumen and other categories. Circulated to large number of leading employers through- out the country, this brochure facilitates employers to contact students directly or arrange interviews through CDC.

Placement

CDC functions as a catalyst between the companies and MSM students by organizing interview at MSM Campus as well as in corporate houses. CDC plays a highly proactive role in matching the right students with the right jobs.

Corporate representatives come to MSM to interview students for full-time employment; first-year students are interviewed for summer internships. Most recruiting companies give corporate presentations in which they describe their activities and strategies and discuss career opportunities and employment requirements.

ENTREPRENEURSHIP CELL

There is a traditional belief that entrepreneurial talent is an innate trait. However, we at MSM realize that, experiences across the world are at variance to this traditional belief. Therefore, we believe that entrepreneurship can be honed through interventions of constructing environment to shape attitudes, inclination, generate passion to take challenges headlong to eventually to take calculated risk to create a change, to touch lives instead of just managing the status quo.

The Entrepreneurship Cell at MSM aims at manifesting the latent Entrepreneurial spirit of the students and motivates them to start-up their own enterprise. For it the cell works objectively to inculcate entrepreneurial skills, by persuading students to come up with innovative business ideas and get the feasibility of such projects tested by experts of cross functional spheres at the expense of the institute. The entrepreneur cell also does advocacy of projects of the budding entrepreneurs with the financial institutions and regulatory authorities.

Students in Entrepreneurship Cell: Udit Anand (Ballia), Neeraj Kumar Gupta (Kolkata), Jayanto Barua (Jamshedpur), Priyanka Priyadarshini (Bhubaneswar), Avishek Halder (Medinipur), B. Rosy (Jamshedpur), Pradip Kumar Tiwari (Obra), Gauri Shankar Jaiswal (Siddharth Nagar), Minu Banerjee (Siliguri), Siddharth Singh (Ranchi), Priyanka Tiwari (Lucknow), Nabajyoti Sarmah (Karbi Anglong), Aparna Mishra (Allahabad), Puneet Mehrotra (Allahabad), Sumit Kumar Rajput (Allahabad), Balkishan Singh (Kanpur),

Naseem Haque Khan (Lucknow), Ankur Singh (Lucknow).

AWARDS & RECOGNITIONS

MSMians shining across the country 2016, 2015, 2014 & 2013

- MSM students were the winners and 1st runner up in Regional final of Student Management Games conducted by All India Management Association 2016
- Mr. Aftab Hussain, Mr. Kashyap Pravin, Mr. Sumit Kumar & Mr. Shashi Kumar Munda won Ist Runner Up in National Final of Student Management Games conducted by All India Management Association 2015
- MSM won Gold Medal in "National Management Week" Competition in 27th AIMS Management Annual Educational Convention 2015 at Indore
- Prof. Ajay Sharma of MSM received Best Young Teacher Awardin 27th AIMS Annual Management Education Convention 2015 held at Indore
- Sarwan Singh, Second year PGDM student won Gold Medal in 'Best Student Research Paper Award' at 27th AIMS Annual Management Education Convention 2015 held at Indore
- MSM WINS SILVER at IIM Raipur in Tarkash The Debate Competition. !!
- First prize at Indian Society for Training & Development (ISTD) Southern Regional Conference on Skill Development for "Make in India Campaign"
- MSM won Gold Medal in "National Management Week" Competition in 26th AIMS Management Annual Educational Convention 2014 at YASHADA, Pune
- Shardul Juyal, Assistant Professor, MSM received Silver Medal in 'J. L. BATRA BEST RESEARCH PAPER AWARD' at 26th AIMS Annual Management Education Convention 2014
- Shourya Agarwal, Second year PGDM student won Gold Medal in 'Best Student Research Paper Award' at 26th AIMS Annual Management Education Convention 2014
- Gold medal in national mgmt, week competition in 25th AIMS annual management education convention 2013 held at Mumbai
- Silver medal in We school innovation awards in 25th AIMS annual management education convention 2013 held at Mumbai
- Silver medal in best student research paper award in 25th AIMS annual management education convention 2013 held at Mumbai.





2010, 2011 & 2012

- MSM created history as the team comprising of Mr. M. Nitin Kumar Shambhubhai, Ms. Aishwarya Chaudhary. Ms. NehaKumari and Mr. Sagar M. Sanchania were crowned the NATIONAL CHAMPIONS in 14th AIMA-AIMS National Student Management Games (NSMG-2010). They received a trophy in addition to a cash prize of Rs. 50,000/- (2010).
- En route to the national final, the above team was also the Northern Region Champions in the Northern Region final of NSMG - 2010 conducted by All India Management Association (AIMA) thereby making MSM the Northern Region (2010).
- Pallabi Banerjee receiving won silver medal in 23rd AIMS annual management convention at Bhubanes war is best student research paper award. (2011)
- Manas Roy, first year PGDM student won Gold Medal in 'Best Student Research Paper Award' at 24th AIMS Annual Management Education Convention, 2012 at Hyderabad. (2012).
- MSM team of Mr. Ankit Agrawal, Mr. Rahul Kumar Singh, Mr. Rupam Das & Mr. NeerajTiwary delivered a spirited performance and secured 2nd Runner Up position in the National Final of the 16th Student Management Games (SMG 2012) conducted by All India Management Association (AIMA) at Coimbatore. They received a trophy and a cash reward of Rs. 40,000, (2012)

2007, 2008 & 2009

- Mr. Kunal Srivastava was the Winner in Best Paper Presentation category at the AIMS National Convention held at IIM-Calcutta. (2007)
- Team of Mr. Jitendra Singh, Mr. Zahid Hassan, Mr. Manoj Kumar, Mr. Sanjeev Verma and Ms. Archana Madhesia, Vivek Ranjan, Mr. Vapalla Jithin and Mr. Manowar Alam were the Northern Region Champions and Runner Up respectively in the NSMG conducted by AIMA. (2007)
- Ms. Muktamala Das and Ms. Richa Mishra bagged the Gold Medal in the Paper Presentation category at the 7th MMA All India Management Students' Convention held Madras Management Association (MMA) at Chennai. (2008)
- Mr. NayanmaniDeka and Ms. Archana Chaudhary won the Business Plan Competition at MMA, Chennai. (2008)
- Ms. Puja Bhardwaj completed the Gold fest in the Debate Category at MMA. (2008)
- MSM team was the Winner in the Lucknow Region and Runner Up in the Jaipur Region of the National Management Quiz conducted by All India Management Association. (2008)
- Mr. Arup Kumar Mukherjee won the Silver Medal in the 'Best Student Paper Presentation Award' at 21st AIMS National Convention held at ISB, Hyderabad. (2009)
- MSM is very proud of Mr. Manoj Kumar, Mr. Amit Pundhir, Ms. Amrita Kumariand, Ms. Geetika, as their team was the 1st Runner Up in the National Final of NSMG conducted by AIMA at Coimbatore. (2009)

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MSM GRANDMASTERS

Interaction with the people of eminence - like Corporate headhonchos and academicians of international repute, is integral part of the pedagogy of MSM. The students and faculties of MSM very now and then get these privileges. The valuable insights, rich experience of the persons of eminence supplement the theoretical knowledge of the aspirant managers. The first hand perspectives from the stalwarts of the industry and academia help them to understand the multiple dimensions of handling contemporary business and social issues. MSM takes pride that Prof. S. K. Kak, Vice Chancellor - Mahamaya Technical University, Prof. M. R. Rao, Former Dean, ISB - Hyderabad, Prof. P. Kumar Nair, Texas University, USA, Dr. Y. V. Verma, COO-LG Electronics, Prof H. Chaturvedi, Director - BIMTECH, Prof. Ulhas Vairagkar, Director - T.I.M.E, Prof. , Chairman - Knowledge Network India Pvt. Ltd, Professor H. C. Pokhariyal, Execurive Director - Campus of Open Learning, Delhi University, Prof. Masood Ahmed, Past President - AIMS, Mr. Kamal Singh - Director General - NHRDN, Mr. Dinesh Kumar, Zonal Head -Allahabad Bank, Ms. NeemoDhar, Commissioner DDA, Mr. Aseem Kumar, Deputy Director-AIMA, Mr. J. S Kaushal, GM-HR, IOCL, Mr. Sanjay Joshi, Country Manager (HR) - Intertek India Pvt. Ltd., Soumil Sharma Vice President, Barclays, Professor G. Rao Spandan the Human values in Management are few of the eminent speakers who have already showered the institute with their valuable experiences and inspired MSM faculties and students.



BRINGING INDUSTRY AND STUDENTS TOGETHER

Students'regular visit to industries is an important pedagogical practice in MSM. These visits are aimed to inculcate insights to put theoretical knowledge in to practice. This exercise exposes prospective managers to actual working conditions, industrial practices and also acquaints them with interesting facts and breath taking technologies.

An industry interface cell named abacus Training Solutions is actively engaged for conducting students, faculty and management development programs. Besides facilitating summer training and placement of the students, abacus undertakes turnkey research projects.

abacus has a very proliferating intellectual base and consists of professionals from the diverse fields of sociology, statistics, human resource, psychology, finance, economics, operations, information technology, marketing & sales etc.

Apart from tailor made programs, abacus is also involved in developing clients' need based programs. The cell is effectively working for big organizations namely NTPC, BEL, PMI, etc. Its endeavour is to establish long term relationship with its' clients.

Areas in which abacus operates:

- Academic inputs to professionals already employed to enhance their skills for better understanding and establishing systems in line with modern management concepts. Management programs and consultancy services in all functional areas of management.
- Counseling and Psychometric services to strengthen and develop human resource.
- Improvement in employee satisfaction through assessment of organizational climate, culture and systems by organizational environmental scanning diagnostic tools.
- Training and development services at all levels of employees.
- Establishing training function in organization as per ISO/international standards.
- Own and take turn key projects in implementing management concepts, concept of quality in line with the objectives of the client organization.

Institute's Networking with Premier Management Bodies

Master School of Management is focused towards developing close industry relation and and consistent interaction with the industry stalwarts. Thus, it is highly imperative for the institute to have a strong networking with premier management bodies.

Keeping this in view, MSM has tie-ups and networking with professional and industrial bodies like AIMA, AIMS, FICCI, CII, ITPO, IIA, EPSI, HRD Network and many more for various live-projects, industry visits, guest speakers, management conferences, training programs and also providing industry exposures to our students

YOUR LIFE AT THE INSTITUTION

MSM, a fully residential campus is an experience unlike any other. It is more than attending classes. It's about having a sense of community and feeling that this place where you live is truly your home for two years where every festival of the major religions is celebrated together. It's about enriching the educational experiences of MBA students by providing a host of opportunities for interactions with one another and with the faculty beyond the classrooms. It's about exposing students to different

IT CENTER

MSM's IT department takes pride in an expensively acquired Online Training Software that is capable of imparting an enthralling experience to students through its online test consisting of Multiple Choice Questions (MCQs) and real-time solution. The IT lab also encourages research through software like SPSS and learning through database like Prowess. One can access high speed internet all around the campus by an extensive Wi-Fi network. The server is a repository of books, educational content, multimedia and almost everything else under the sun.

The IT Center of MSM is equipped with:

- Alliance with Microsoft Corporation
- Hi- Bandwidth Leased Line
- Highly configured SERVER and Client Terminals



LIBRARY

MSM's well equipped, fully computerized library provides latest and up-to-date reading, research and reference material in print, electronic and audio-visual formats. String of magazines of national and international repute like Harvard Business Review, TIME, Economist, Economic Development & Cultural Change, Indian Economic Review, Retail Biz and RBI Bulletin in the stands, provides opportunities to the students to get updated with the latest developments in various aspects of life. Besides, the library is a rich repository of information and knowledge generated by premier institutions in the form of annual reports, research projects, and databases. Few to mention are the resources generated by World Bank, IMF, OECD, UNESCO. UNICEF, WTO, ADB, RBI, NSSO and Planning Commission of India - Now the NITI Ayaog and Centre for Monitoring Indian Economy. In addition to it, the elibrary of MSM is equipped with online database like DelNet. Students also get a daily newspaper at their rooms to keep them updated with the current events.

MSM visualizes library as a living organism and also a resource centre for interaction among different disciplines. Every important arrival – book or important article / research paper is reviewed by the faculty members and students and shared with wider audience. Enrichment of the library is a continuous process. Thus the MSM library is linked with various other prominent libraries. The library facility is available round the clock.

In addition, in order to inculcate values in the student managers and assist them in their overall development, the library has an array of books on social issues, encyclopedia and historic readings. The audio-visual material includes a collection of simulated corporate scenarios, discourses by business tycoons, leading intellectuals – across the disciplines, statesman, policy makers and opinion leaders and many more. The ambience in the library acts as a perfect cornerstone for knowledge building.

FACULTY

Other than the highly qualified industrially experienced and committed full time faculty, MSM has a rich resource base of visiting faculty drawn from industry and services, all working in close co-operation with the students to give them a strong base in theoretical, practical and experimental learning in the basic disciplines of management as well as specialized skills.



Dr. Deepak Mathur



CA D.K. Ahuja Finance



Dr. Seema Sharma



CA (Dr.) Ajay Sharma Finance



Dr. B. S. Nagi Research Methodology



Urvashi Sharma Marketing

Prof. G.C. Agrawal

Operations



Vinay Singh Strategy



Prof. Manoj Sahay Marketing



Dr. Satendra Soam Economics





Kannagi Sharma



Rahul Sharma



Nitin Goswami International Business



Vidushi Sharma HRD



Shardul Juyal **Business Analytics**



Sajal Mita Information Technology Business Communication



Prof. P. S. Bajpai Marketing



Peyush Sharma Economics





Dr. Nidhi Sharma HRD



Soumen Saha

Prof. S. K. Sharma Business Ethics



Madhur Information Technology



Ranjula Jain



Raj kishor mishra Finance



HRD



Meenakshi Ahuja Economics



Gaurav Tyagi Information Technology



Ajay Saini HRD



Antra Kishore Sahai Marketing

Dr. Deepak Mathur, Ph.D., MBA, LLB

CA D.K. Ahuja, LL.B., FCA.

Dr. R.P. Juyal, Ph.D.

Dr. B.S. Nagi, Ph.D.

CA (Dr.) Ajay Sharma, Ph.D, FCA.

Dr. S Mahajan, Ph.D.

Dr. Seema Sharma, Ph.D

Dr. Malti Sharma, Ph.D

Manoj Sahay, MBA

Dr. Satendra Soam, NET., Ph.D.

Monika Tyagi, MBA.

G.C. Agarwal, B.Tech, PGDBM

Chandra Kant Mani, MBA

Nitin Goswami, MIBM, NET

Gaurav Tyagi, MCA

Soumen Saha, M.A.(Eco.), PGDCA, MCA

Prem S Bajpai, PGDBM.

S.K. Sharma, Retd. IPS.

Vijay Nagrani, MBA.

Kannagi Sharma, M.A.

Sonu Goel, MBA

Rahul Sharma, M.Sc, M. Phill

Madhur, MCA

Raj Kishor Mishra, MBA, CA

Anil Kumar Das, B.L.I.Sc., M.L.I.Sc., M.Phil (Lib.& Inf. Sc.)

Aniruddha Ghosh, MBA

Deepa Kumar, MBA

Wg. Cdr. M.K.Gupta, (Retd).M.Sc

Meenakshi Ahuja, M.A.(Eco.)

Urvashi Sharma, MBA

Vidushi Sharma, MBA

Antara Kishore Sahai, MBA

Peyush Sharma, M.A.(Eco.)

Shardul Juyal, B.Tech., MBA

Ranjula Jain, MBA

Dr. Nidhi Sharma, Ph.D

Dr. Dharmendra Kumar, Ph.D.

Sanjeev Kumar, MBA.

Dr. Vinod Dumblekar, Ph.D.

Dr. Kamaljeet Kaur, Ph.D.

C.A. U.K. Vaish, FCA.

R.K. Agarwal, F.C.S.

Dr. Puneet Kansal, Ph.D.

Dr. Bhupendra Kumar, Ph.D.

Om Prakash, MBA

C.A. Anurag Agarwal, FCA

Bharat Bhushan, M.Phil.

Sunil Malik, MSW, Dip. in IR&PM

Ashish Gupta, MBA

Vineet Kaushik, M.Com.

Vinay Singh, Strategy

C.A. Sajal Mitra, FCA

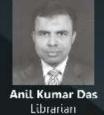
Dr. Ajay Saini, Ph.D



Operations



Sonu Goel









DEAN - PLACEMENT'S MESSAGE

I am delighted to share the modus operandi and achievements of the Corporate Relation, Training & placement cell of the institute. MSM faculty endeavour tirelessly hone the analytical and decision making ability of budding managers as per dynamic needs of the business in general and corporate in particular. MSM provides opportunities for industry-student interface through Summer Internship Program (SIP) and industry sponsored projects. Impact of these opportunities is apparent from the fact that many students get Pre-placement Offers (PPO) during their SIP. Institute consciously approach the organizations for SIP which believe in sharing knowledge and experiences with academia and dove tailing efforts in shaping the future managers.

Dr. Satendra Soam



PLACEMENTS

Master School Of Management placement team devotes oneself to a vast array of academic and non-academic initiatives with the aim of facilitating the students to meet and surpass industry requirements and expectations.

MSM views placement of its students as an innate responsibility hence working in tandem with this thought right from their induction and orientation, summer internships, mid-term projects, right to their final placements and even beyond becomes an imperative.

The Institution takes pride in the fact that till date it has enjoyed 100% placements. Some of the leading companies visit the campus and pick up students at pretty good salaries. Profiles offered are in the fields of finance, marketing, consultancy, FMCG, Investment Banking, BFSI, Sales, etc.

MSM has been endowed with a sturdy and trustworthy reputation with the industry for providing high quality, extremely employable resources. MSM has given the market socially thoughtful and compassionate workforce with a progressive global mindset.

Our students in the recent past have been placed in the following companies:

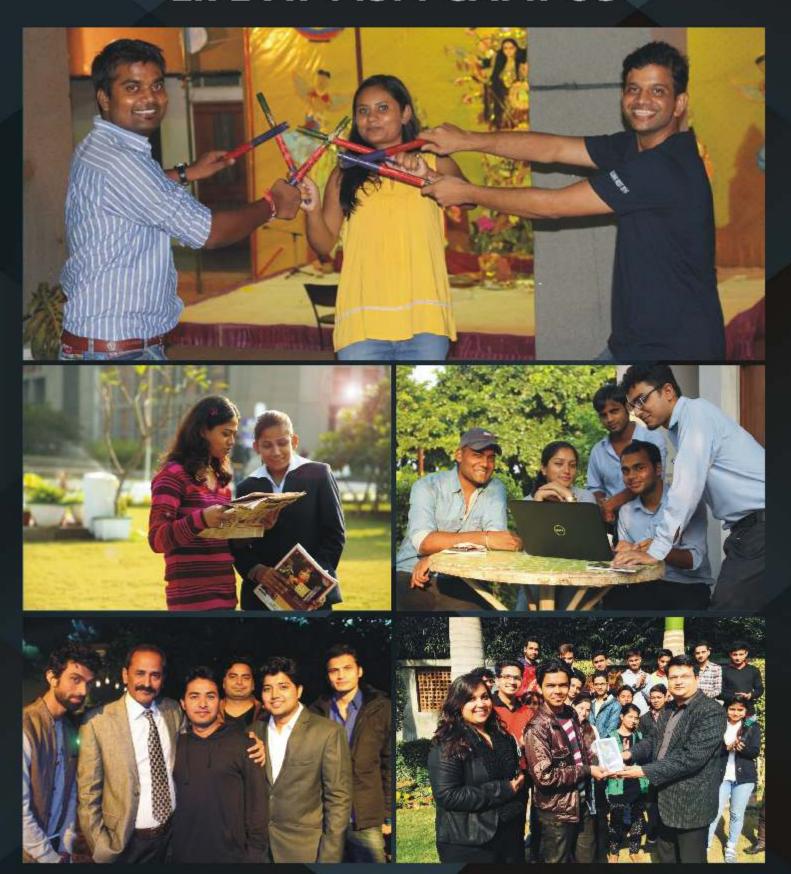








LIFE AT MSM CAMPUS





MSM INFLUENCE – ALUMNI SPEAK ABOUT THE EXPERIENCE

I feel proud to be a part of the MSM family. The most important learning I could ever get; I got in MSM. I thank all my faculty members for their constant support and guidance which prepared me to face the challenges of the Corporate World. I will never forget the values MSM imparted in me.

GUNJAN DUTTA, KHARAGPUR, WEST BENGAL MICROSOFT

My experience at MSM was exhilarating. Faculty at MSM is of premier standard and the environment is congenial for honing one's talent. Apart from management education,

I was also given a platform to showcase my talent through participation at competitions at national level that boosted my confidence and shaped my career.

MANAS ROY, NEW DELHI ALIBABA.COM, CHINA

I will be indebted to Master School of Management (MSM), Meerut for my whole life for it has helped all my dreams turn into a reality of being a successful and an independent girl ready to take on the challenges of life. The two years in MSM, will remain two of the best years of my life where apart from the basics of management, I was given a chance to develop and make myself ready to step into the challenging corporate world.

KASTURI BARUA, GUWAHATI, ASSAM S MEDIA, AUSTRALIA "The PGDBM program of MSM provided me with sound business knowledge and analytical skills that helped me grow as a professional. The presentation sessions have proven to be invaluable. Above all, MSM was more of a family than an Institute. I never missed my home during those 2 years. Miss my alma mater wish to go back in time and rejoin MSM. Vive la MSM!!"

MITHUN MODAK, SHILLONG, MEGHALAYA LG ELECTRONICS

The two years at MSM developed an insight to look at business in a holistic manner, MSM provided me the knowledge and leadership skills required to excel in life through participation in various in-house activities and opportunity to visit institutes of international repute. The teachers at MSM, who eventually turn out to be my mentor and guide taught me the work-life balance.

KRISHNENDU PODDAR, KOLKATA, WEST BENGAL SONY ERICCSON

MSM has been the place where one can get the XPOSURE, LEARNINGS and EXPERIENCE of the lifetime which many of the biggest and renowned college also failed to deliver. MSM has given me immense opportunities to develop my self as the ORGANISER, as the PRESENTER, as the Thought GENERATOR, as the Idea EXECUTOR. I celebrated not only the festivals, I also learnt about other cultures which I was unknown to.

PRASHANT CHATURVEDI, JAIPUR, RAJASTHAN, JOHNSON & JOHNSON

I feel that the course structure and its execution at MSM hold the key to professional success. Having the opportunity to share the stage with the best in the business has given invaluable experience. The combination of life @ MSM, its coursework and participation in national and international events provided me significant academic, professional and cultural learning opportunities.

MUSBITURREHMAN, KASGANJ, UTTAR PRADESH HUL

The journey altogether in MSM was quite like a roller coaster, wavy..full of turns and twists. MSM made me feel that "LIFE CALLING" and I need to do something out of the box. This "LIFE CALLING"changed my life and a journey started which i never imagined. MSM helped me through this. They withered me, nurtured me make me grow as an individual, as a professional and most importantly as a human being.

K. SIDHARTHAIYER, RAMGARH, JHARKHAND ROYAL BANK OF SCOTLAND

I would Like to say that, it is the MSM that has given me the confidence and the courage to face the corporate world and given me the competency that helped me to move ahead in life. These two years of my life had just transformed me that I spent in MSM. Warm Thank you to all the faculty of MSM. It makes me nostalgic when ever I think about MSM. Lastly, I would conclude that MSM has given me the platform to make my career and also transformed my personal and Professional growth.

SOUMYA ROUT, ASANSOL, WEST BENGAL DELOITTE

Education at the MSM is highly qualitative, well programmed and forward-looking considering the prevailing significant factors in the market. Students are exposed to one of the most updated, complete and immensely value-based course-curriculum. Undoubtedly, a large number of students are well-established in their fields of work compelling even the top-notched organisations to take note of this noble institution. The organisation has come a long way in maintaining the three important domains of High Quality of its education, Increasing Expectations of the market & the students and the Limited Income of the parents while trying to offer the best to one and all. The MSM definitely prepares all towards a successful livelihood and a more meaningful life.

PRASENJIT DAS, GUWAHATI, ASSAM PIRAMAL HEALTHCARE

I feel proud to say that all the faculty member was so friendly and co operative on their job. The best part being studying with a wide array of people, from different parts of India, having diverse culture, religion, language and traditions. These 2 yrs help me to sharpen my edge, helps us to gain fair knowledge about different wings.

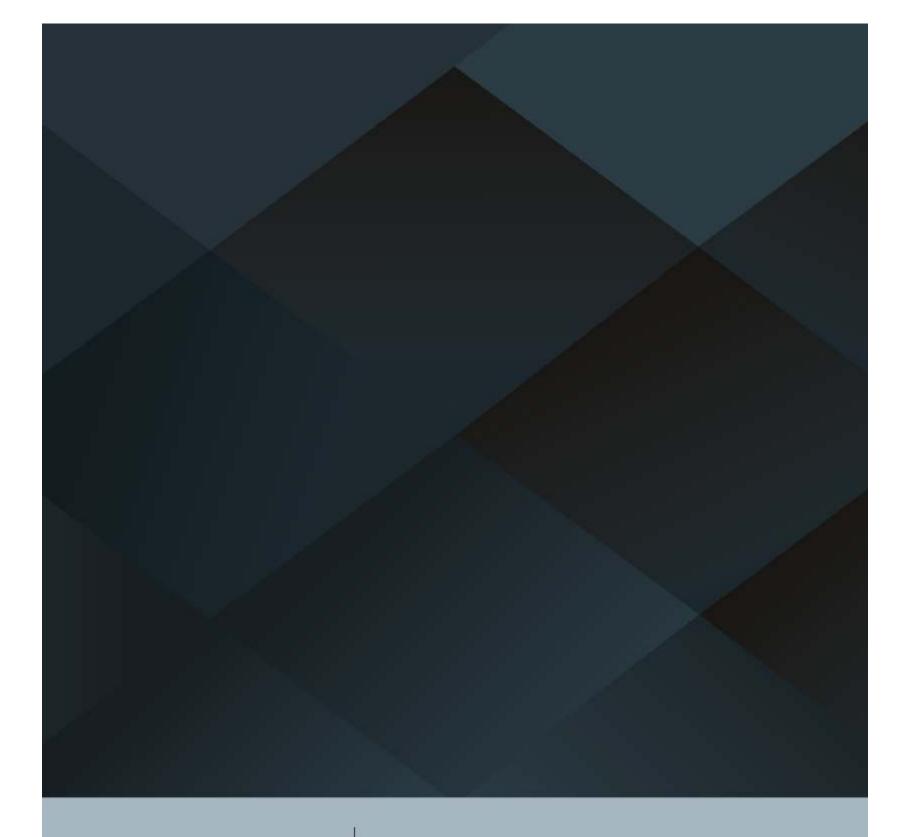
ALOK RANJAN, DHANBAD - JHARKHAND RELIANCE JIO

The PGDBM program added a whole new spectrum to the knowledge I had, my confidence was boosted by the excellent faculty we had, which not only excelled in the field of academics but also taught me the essence of discipline, hard work, patience and ethics.

Moreover the rigorous emphasis on the studies gave me the platform that helped me face the highly competitive world.

JYOTISHMAN BORUAH, GUWAHATI ABBOTT







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