

JMET 2006

**Joint Management Entrance Test for Admission to
2-YEAR FULL TIME Postgraduate Programmes in
Management at IISc and IITs
for the ACADEMIC YEAR 2006 - 2007**

Information Brochure



Organising Institute

**Indian Institute of Technology Bombay
Powai, Mumbai - 400076**

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Chapter 1

INTRODUCTION TO JMET 2006

Appearing for **Joint Management Entrance Test 2006 (JMET 2006)** is the first step in the process of seeking admission to the 2-YEAR FULL TIME Post-Graduate Degree Programmes in Management offered by IISc and IITs for the academic year beginning July/Aug. 2006.

Currently IISc Bangalore, IIT Bombay, IIT Delhi, IIT Kanpur, IIT Kharagpur, IIT Madras and IIT Roorkee are offering such Programmes in Management.

The IISc and IITs will use the results of JMET 2006 to short list candidates for the subsequent part of the selection process(es). Applicants should note that they have to apply for and send separate application forms to different IITs and IISc as per their choices. Candidates are advised to refer to the details provided by each of the Institutes in this brochure. An applicant can apply to as many Programmes as desired subject to fulfillment of eligibility requirements.

JMET 2006 is only a qualifying examination. It is not mandatory that all candidates who are declared as qualified will be called for Group Discussion / Interview etc. Calling the candidates for such later process(es) of selection is the prerogative of the admitting Institute. It may be noted that the GATE/JMET offices will not respond to queries on the admission procedure.

Programmes and Eligibility Criteria

The following 2-YEAR FULL TIME Post-Graduate Programmes in Management are offered at IISc and IITs. Candidates who have obtained a Bachelor's degree in Engineering / Technology or equivalent, or a Master's degree in a discipline (see below) can appear for the JMET examination. Students appearing for the final examinations of the above mentioned qualifying degrees can also apply. A list of various Programmes and eligibility criteria to apply for the Management Programmes in the individual Institutes are given below. Please refer pages 18 to 46 for further details.

IISc Bangalore : Department of Management Studies

Programme

Master of Business Administration (MBA)

Eligibility

Candidates having B.E./B.Tech. or equivalent in any branch of engineering with at least Second Class *are eligible to apply.*

IIT Bombay : Shailesh J Mehta School of Management

Programme

Master of Management (M. Mgt.)

Eligibility

Candidates having a First Class degree (min. 60% aggregate / min. CPI of 6.5/10) in either Engineering (Bachelor's degree or equivalent) or Postgraduate degree in Science *are eligible to apply*

IIT Delhi : Department of Management Studies

Programme

Master of Business Administration (MBA) with focus on Management Systems

Master of Business Administration (MBA) with focus on Tele-communication Systems Management

Eligibility

Candidates with 60% marks in aggregate or 6.75/10 CGPA in Bachelor's degree in any branch of Engineering/ Technology/ Architecture/ Pharmacy/ Agriculture Engg or Master's degree in any branch of Physical/Chemical/Mathematical Sciences like Physics, Chemistry, Mathematics, Statistics, Computer Applications, Electronic Science, Environmental Science, Operations Research, Computational/ Information Science, Agriculture, or Masters degree in Commerce/ Economics *are eligible to apply*

IIT Kanpur : Department of Industrial & Management Engineering

Programme

Master of Business Administration (MBA)

Eligibility

Candidates having Bachelor's degree in any branch of Engineering or Technology with 60% marks or GPA of 6.0/10 in aggregate, *are eligible to apply*. Candidates with Architecture degree *can apply* provided they have taken Mathematics at 10+2 Level.

IIT Kharagpur : Vinod Gupta School of Management

Programme

Master of Business Administration (MBA)

Eligibility

Candidates with First Class Bachelor's degree in any branch of Engineering/Technology (OR) Master's degree in Science with Mathematics or Statistics at Bachelor's level (OR) First Class Master's Degree in Economics/Commerce with Mathematics or Statistics at Bachelor's level *are eligible to apply*

IIT Madras : Department of Humanities and Social Sciences

Programme

Master of Business Administration (MBA)

Eligibility

Candidates having B.E./B.Tech. or equivalent with First Class or equivalent or a Master's degree in any discipline with First Class or equivalent from a recognized Institution/University *are eligible to apply*

IIT Roorkee : Department of Management Studies

Programme

Master of Business Administration (MBA)

Eligibility

Candidates with Bachelor's degree in any discipline of Engineering/Technology or its equivalent or a Master's degree in any discipline, from a recognized Institute/University with atleast 60% marks (55% marks for SC/ST) in aggregate or CGPA of 6.75/10 (6.25/10 for SC/ST) *are eligible to apply*

Test Centres :

The test centres for JMET 2006 are located in the following cities:

IISc Bangalore Zone	Bangalore, Hyderabad and Surathkal
IIT Bombay Zone	Mumbai, Nagpur and Pune
IIT Delhi Zone	Ahmedabad, Chandigarh, Jaipur, Jalandhar and New Delhi
IIT Guwahati Zone	Guwahati and Patna
IIT Kanpur Zone	Bhopal, Indore, Kanpur and Lucknow
IIT Kharagpur Zone	Bhubaneswar, Kharagpur, Kolkata, Raipur, Ranchi and Visakhapatnam
IIT Madras Zone	Chennai, Ernakulam, Thiruvananthapuram, Tiruchirapalli and Vijayawada
IIT Roorkee Zone	Agra, Bareilly, Meerut and Roorkee

Note: **The Institutes reserve the right to change/cancel any Centre at their discretion.**

Test Date and Time :

The JMET 2006 will be conducted on Sunday, December 11, 2005 between 1030 hrs. and 1230 hrs.

Note that the test date and time will not be changed under any circumstances. The JMET 2006 results are valid up to January 5, 2007.

Information about JMET 2006 and the Schools/Departments of participating IITs and IISc is also available on the websites of the individual Institutions. Phone/Fax numbers, E-mail and Website addresses of the Institutions are given in Table 1.1, page 3.

Table 1.1 Contact Details of Participating Institutions

IISc Bangalore	Phone Fax E-mail Website	080-22932392 080-23601227 jmet@gate.iisc.ernet.in http://gate.iisc.ernet.in
IIT Bombay	Phone Fax E-mail Website	022-25767068 022-25723706 gateoffice@iitb.ac.in http://www.iitb.ac.in/gate
IIT Delhi	Phone Fax E-mail Website	011-26591749 011-26581579 gate@admin.iitd.ernet.in http://www.iitd.ac.in
IIT Guwahati	Phone Fax E-mail Website	0361-2582751 0361-2690789 gate@iitg.ernet.in http://www.iitg.ac.in/gate
IIT Kanpur	Phone Fax E-mail Website	0512-2597412 0512-2590932 gate@iitk.ac.in http://www.iitk.ac.in/gate
IIT Kharagpur	Phone Fax E-mail Website	03222-282091 03222-278243 gate@adm.iitkgp.ernet.in http://www.iitkgp.ac.in/jmet
IIT Madras	Phone Fax E-mail Website	044-2257 8200 044-2257 8204 gate@iitm.ac.in http://gate.iitm.ac.in
IIT Roorkee	Phone Fax E-mail Website	01332-284531 01332-285707 gate@iitr.ernet.in http://www.iitr.ernet.in/gate

Although JMET 2006 is held at different centres all over India, Indian Institute of Technology Bombay is the Organizing Institute, and has overall responsibility of conducting JMET 2006. In case of any claims or disputes arising in respect of JMET 2006 **it is hereby made absolutely clear that the Courts and Tribunals in Mumbai and Mumbai alone shall have the exclusive jurisdiction to entertain and settle any such disputes or claims.**

Chapter 2

PROCEDURE TO APPLY FOR JMET 2006

JMET 2006 application forms may either be submitted ONLINE (Internet based) or BY POST. ONLINE submission can be done by accessing the website of IIT Bombay i.e. <http://www.iitb.ac.in/gate> and following the instructions contained therein. For sending the application form BY POST, use the forms enclosed with this Brochure. Carefully fill in all the items of the forms after reading the instructions provided. **Your photograph should be glued at the appropriate place provided in the form.** You may keep an identical photograph in reserve for future need. Keep a photocopy of the completed application form for your record. Select two test centres of your choice in the same zone in order of preference from the list given and also indicate their city codes (Refer to Table 3.2). The test centres cannot normally be changed once the choice is made. Request for change of centre in exigencies should be accompanied by a D.D. for Rs. 400/- drawn in favor of the Institute of the zone in which the candidate was originally allotted a center.

Submission of JMET 2006 Application form

Irrespective of the choice of the test center / zone, send the completely filled application form, in the envelope provided, to:

**The Chairman, GATE
GATE Office
Indian Institute of Technology Bombay
Powai, Mumbai - 400076**

You are advised to mail your JMET 2006 application form by **registered post/speed post only** and retain the receipt **or hand it over personally to GATE Office, IIT Bombay.**

GATE Office, IIT Bombay will mail the JMET Admit Card containing your Center code, Registration Number, and the address of the Test Center to you by **November 21, 2005**. You should contact the GATE office, IIT Bombay (quoting your Test Center and JMET 2006 Application form number), only if you do not receive the Test Admit Card by **December 1, 2005**.

Please note:

1. The application form must be filled exactly as per the instructions provided in the section on "Instructions for filling JMET 2006 Application form" (A sample filled in Application Form is given in pages 5 and 6).
2. Last date for receiving the completed JMET 2006 Application form at the GATE office, IIT Bombay is October 14, 2005.
3. Incomplete applications are liable to be rejected.
4. For any enquiry until the Admit Card is received, please quote the Application form number in your correspondence.

Chapter 3

INSTRUCTIONS FOR FILLING JMET 2006 APPLICATION FORM

General Information

Instructions for submitting the ONLINE JMET 2006 application are given on the website of Indian Institute of Technology Bombay (<http://www.iitb.ac.in/gate>).

General information and guidelines for filling in the application to be submitted 'by post' are given below:

- Before you start filling the JMET 2006 Application Form, MAKE SURE that the Application form numbers at two places (Main Application form and the Acknowledgement Card) are identical. Any discrepancy should be indicated through a note sent along with the filled in Application form.
- Follow meticulously further instructions for filling in the application form.
- All completed applications must be sent to The Chairman, GATE, GATE Office, IIT Bombay, Powai, Mumbai - 400076, irrespective of the place where the candidate intends to register as per his/her choice of the Test Center by registered/speed post (P&T) or delivered in person at the IIT Bombay GATE Office counter. Last date for the receipt of applications at the GATE office counter, IIT Bombay is October 14, 2005. Photocopies of application forms are not accepted.**
- The application form will be processed by the OMR technology, and it is therefore important to follow the instructions carefully.
- Fill in the forms in English, using capital letters/Arabic numerals as required, confining them fully to within the boxes. There should be only one letter/number in a box. You may use **black ballpoint or ink pen** for filling in these boxes.
- Darken the bubbles (circles) that appear below the boxes by using **black (HB) pencil only**.
- Paste a good contrast, passport size photograph in the space provided. Do not staple the photograph. **Do not get the photograph attested.**
- The photograph must be of such a size that it fully occupies the box provided. The signature must be within the space provided and be legible. The photograph and the signature will be machine scanned and used for admit card. Hence please take proper care to ensure that both are clearly visible.
- If any entry is to be corrected, erase the entry (not the outline of the box) using a whitener and make the correct entry.
- Do not staple or pin any thing to the application form.

Read the following carefully and follow the sample filled in application form on Page Nos. 5 and 6.

JMET 2006 Application Form

Item 1: Name of the Candidate

Fill in your name, as recorded in the High School (X Standard) Certificate issued by the Board/University/Institute in **BLOCK LETTERS**. If you qualify, your name in the JMET rank card will appear exactly as filled in this application form. Any change in the name/surname at any stage has to be duly supported by a proper affidavit. Write a single letter in each box. Do not leave any box blank within any part of the name. Leave one and only one blank box between any two parts of the name. If your name has more than 30 characters, abbreviate it suitably to accommodate within the space provided as shown in the following example.

MANYAT MANNAKAL BRAHMDATTAN KODALLUR NEELAKANDAN NAMBU DRIPAD, may be filled in as

M		M		B		K		N		N	A	M	B	U	D	R	I	P	A	D						
---	--	---	--	---	--	---	--	---	--	---	---	---	---	---	---	---	---	---	---	---	--	--	--	--	--	--

There are twenty-six bubbles corresponding to letters A-Z under each box. Darken the appropriate bubble under each letter of the name.

Item 2: Nationality

Darken the appropriate bubble INDIAN or NON-INDIAN.

Item 3: Gender

Darken the appropriate bubble MALE or FEMALE.

Item 4: Category

Darken the appropriate bubble: **SC** for Scheduled Caste, **ST** for Scheduled Tribe, or **GN** for all others.

Item 5: Persons with Disability

If you are a person with disability, darken the bubble for YES, otherwise darken the bubble for NO. Attested copy of disability certificate from the appropriate medical authority must be attached to the application form.

Item 6: Date of Birth

Enter your date of birth as given in your High School (Class X) certificate in the boxes provided, one digit in each box. For example, if the date of birth is 5th January 1979, fill in as

Date		Month		Year	
0	5	0	1	7	9

Under each box there are ten bubbles corresponding to 0-9. Darken the appropriate bubbles.

An attested copy of the High School (Class X) certificate indicating the date of birth must be submitted along with the completed application form.

Item 7: State of Permanent Residence

Darken the bubble for the state of permanent residence as per Table 3.1.

Item 8: State where the College is located

Darken the bubble for the State in which the College you studied/studying for the qualifying examination is located, as per Table 3.1.

Item 9: Name of Parent/Guardian

Fill in the name of your Parent/Guardian as per your High School (Class X) Certificate. Darken the bubbles under each letter of the name. Follow the instructions as given in item 1.

Item 10: Relationship

Darken the bubble against your relationship with the person marked in item 9.

Item 11: Qualifying Examination

Darken the appropriate bubble PASSED or APPEARED or APPEARING

Item 12: Qualifying Degree

If you have obtained a qualifying degree or if you are in the final year of your programme, darken the appropriate bubble as per the code given in the following Table:

Codes for the Qualifying Degree

Degree	Code
B E / B Tech	1
M E / M Tech	2
M A	3
M Sc	4
M Com	5
M C A	6
Ph D	7
Professional (AMIE etc)	8
Others	9

Item 13: Year of Qualifying Examination

Write the year of passing / appearing at the qualifying examination in the boxes provided. Darken the appropriate bubbles.

Item 14: Choice of Test Center (City)

Table 3.2 lists the cities (centres) where JMETS 2006 examination will be conducted. Fill in the code of the centres where you wish to appear for JMETS 2006, one digit in each box. Under each box there are ten bubbles corresponding to 0-9. Darken the appropriate bubbles. You MUST give TWO choices in the SAME ZONE in order of preference. Change of center will NOT be permitted normally except under the condition given in Chapter 2.

Item 15: Pin Code for Address of communication

Fill the Pin Code of the town mentioned in the address of communication. Darken the appropriate bubbles.

Item 16: Phone Number with STD Code

Fill the STD code and Phone number in the boxes provided without leaving any blank between them. Darken the appropriate bubbles.

Item 17: Mobile Number / Alternate Phone Number

Fill the Mobile number or alternate phone number (if any) in the boxes provided without leaving any blank between them. Darken the appropriate bubbles.

Item 18: Declaration by the candidate

You must sign the declaration to authenticate the information provided by you. Failure to do so will lead to rejection of the application. The signature should be in free hand and **not in block letters**. Sign fully and within the box provided for the purpose.

Item 19: Photograph

Paste your recent photograph of size 3.5cm X 4.5cm inside the appropriate box. Do not staple the photograph. Note that the photograph must not be larger than the space (box) provided for pasting it. **Do not get the photograph attested.**

Item 20: Complete Mailing Address

Write legibly the complete address for communication within the box **in capital letters in black ink**. Your address must include your name, C/o name, if any, and other details including the PIN Code.

Item 21: Signature

Put your full signature identical to the signature in item 18 within the box provided.

Item 22: E-mail Address

Give your e-mail address in the space provided, if available.

Acknowledgement Card

Please write your name and the address at which you would like to receive the acknowledgement card. Affix a postal stamp of Rs. 6/-. Unstamped/Under-stamped cards will not be mailed.

ENCLOSURES

Candidates are required to enclose the following document(s) with the completed application.

1. DATE OF BIRTH CERTIFICATE

Enclose an attested copy of your High School (Class X) Certificate as proof of age.

2. SC/ST CERTIFICATE (if applicable)

Candidates belonging to Scheduled Caste/Scheduled Tribe category must support their claim by submitting a freshly attested copy of caste certificate issued by a competent authority. The authorities empowered to issue scheduled caste/scheduled tribe certificate are:

- ❖ DISTRICT MAGISTRATE / ADDITIONAL DISTRICT MAGISTRATE / COLLECTOR / DEPUTY COLLECTOR / DEPUTY COMMISSIONER / ADDITIONAL DEPUTY COMMISSIONER / FIRST CLASS STIPENDIARY MAGISTRATE / CITY MAGISTRATE / SUB-DIVISIONAL MAGISTRATE / TALUK MAGISTRATE / EXECUTIVE MAGISTRATE / EXTRA ASSISTANT COMMISSIONER.
- ❖ CHIEF PRESIDENCY MAGISTRATE / ADDITIONAL CHIEF PRESIDENCY MAGISTRATE / PRESIDENCY MAGISTRATE
- ❖ REVENUE OFFICER NOT BELOW THE RANK OF TAHSILDAR
- ❖ SUB-DIVISIONAL OFFICER OF THE AREA WHERE THE CANDIDATE AND/OR HIS/HER FAMILY NORMALLY RESIDES
- ❖ ADMINISTRATOR / SECRETARY TO ADMINISTRATOR / DEVELOPMENT OFFICER (LAKSHADWEEP ISLANDS).

A certificate issued by any other official will not be accepted.

3. Disability Certificate (if applicable)

Candidates with disability must support their claim by submitting a freshly attested copy of disability certificate issued by appropriate medical authority.

Dispatch of Application Forms

Make sure that the JMET 2006 Application form number and the name/code of the examination city (filled as first (I) choice in item 14) are written on the envelope provided for mailing the application. The JMET 2006 Application Form and the Acknowledgement Card are to be placed inside this envelope. Completed Application should either be mailed (only by Registered Post/Speed Post) or handed over personally to:

**The Chairman, GATE,
GATE Office,
Indian Institute of Technology Bombay,
Powai, Bombay-400076**

Applications should be submitted to the above address irrespective of the zone in which the selected centres for the test are located.

Check List:

- JMET 2006 Application form duly filled in
- Acknowledgement Card duly filled in with Rs.6/- postal stamp affixed.
- An attested copy of your High School (Class X) Certificate as proof of age.
- Attested copy of caste Certificate (if applicable)
- Attested copy of disability certificate (if applicable)

Table 3.1 Codes for Indian States

State	Code	State	Code
Andhra Pradesh	AP	Maharashtra	MH
Arunachal Pradesh	AR	Manipur	MN
Assam	AS	Meghalaya	ML
Bihar	BR	Mizoram	MZ
Chandigarh	CH	Nagaland	NL
Chattisgarh	CG	Orissa	OR
Delhi	DL	Pondicherry	PY
Goa	GA	Punjab	PB
Gujarat	GJ	Rajasthan	RJ
Haryana	HR	Sikkim	SK
Himachal Pradesh	HP	Tamilnadu	TN
Jammu and Kashmir	JK	Tripura	TR
Jharkhand	JH	Uttaranchal	UA
Karnataka	KA	Uttar Pradesh	UP
Kerala	KL	West Bengal	WB
Madhya Pradesh	MP	Others	XX

Table 3.2 Codes for Test Centres

IISc Bangalore Zone		IIT Kanpur Zone	
1. Bangalore	101	1. Bhopal	501
2. Hyderabad	102	2. Indore	502
3. Surathkal	103	3. Kanpur	503
		4. Lucknow	504
IIT Bombay Zone		IIT Kharagpur Zone	
1. Mumbai	201	1. Bhubaneswar	601
2. Nagpur	202	2. Kharagpur	602
3. Pune	203	3. Kolkata	603
		4. Raipur	604
IIT Delhi Zone		5. Ranchi	605
1. Ahmedabad	301	6. Visakhapatnam	606
2. Chandigarh	302	IIT Madras Zone	
3. Jaipur	303	1. Chennai	701
4. Jalandhar	304	2. Ernakulam	702
5. New Delhi	305	3. Thiruvananthapuram	703
		4. Tiruchirapalli	704
IIT Guwahati Zone		5. Vijayawada	705
1. Guwahati	401	IIT Roorkee Zone	
2. Patna	402	1. Agra	801
		2. Bareilly	802
		3. Meerut	803
		4. Roorkee	804

Chapter 4

STRUCTURE OF JMET 2006 AND SAMPLE TEST QUESTIONS

Test Structure

The JMET 2006 will be of 2 hours duration. The test will consist of 150 questions (objective / multiple choice type) in the following sections:

1. Verbal Communication
2. Logical Reasoning
3. Quantitative Ability
4. Data Interpretation

There is negative marking for incorrect answers. For a wrong answer to a question, 25% of the marks allotted to that question will be deducted.

General instructions

1. You should be in your assigned seat at the Test Center latest by 1000 hrs.
2. You should bring the following to the Test Center:
 - i) Your Test Admit Card, without which you will not be allowed to take the test.
 - ii) Pen/ball pen, HB Pencil(s), eraser(s) and sharpener(s).**Calculators, electronic diaries, cell phones and similar electronic gadgets will not be allowed in the examination hall.**
3. The test begins with the distribution of the Test Booklets. When you get the Test Booklet, make sure that the Booklet is in sealed condition. If the seal is found broken or tampered with, please bring this matter immediately to the notice of the invigilator.
4. Do not break the seal of the Test Booklet till you are told to do so.
5. Without breaking the seal, take out the Answer Sheet from the Test Booklet and verify that it has the same code printed on it in large letters as on the cover of the Test Booklet. If the two codes do not match, or the Test Booklet does not contain the Answer Sheet, the Test Booklet must be exchanged immediately with a new sealed Test Booklet. The candidate must not mark the answers on an Answer Sheet having a code different from the code printed on the Test Booklet.
6. Fill in all the information required in the right hand side of the Answer Sheet and sign where indicated using pen/ball pen. Use HB pencil for darkening the oval bubbles corresponding to your Registration Number on the Answer Sheet. Use extreme caution in filling the appropriate bubbles. Information on the right half of the Answer Sheet should be written in ink wherever indicated. No distinctive mark of any sort is to be put anywhere on the Answer Sheet.
7. Open the seal of the Test Booklet only after having been instructed to do so by the invigilator. Each section contains several items / questions. You should read the directions for each section of the test carefully.
8. The left hand side of the Answer Sheet must be filled in with HB pencil only. The answers to the questions are to be marked by darkening the bubbles corresponding to the letters A, B, C or D. A soft eraser should be used for erasing any darkened bubble if required.
9. Nothing should be written either in ink or in pencil, in the space used for printing the Barcode on the Answer Sheet. If the candidate tampers with the Barcode, he/she will be disqualified.
10. All the rough work should be done only on the blank pages of the Test Booklet. No extra papers will be provided.
11. Once the test starts, you will not be allowed to leave the examination hall for any reason till the test is over and all other formalities are completed.
12. You should remain seated after completing the test. The invigilator will collect the Answer Sheet. You will be allowed to leave the hall only after the Answer Sheets from all the candidates in your hall have been collected, and accounted for.

Candidates found violating the instructions of the Test / Invigilator, will be disqualified. Any candidate giving assistance or seeking / receiving help from any source in answering questions or copying in any manner in the test will forfeit his/ her chance of being considered for admission.

Note: In all matters concerning JMET 2006, the decision of the Institutes will be final and binding on the applicant.

The test requires knowledge of basic mathematics (arithmetic, algebra, matrices, trigonometry, mensuration, plane and co-ordinate geometry, calculus, set theory, probability and statistics etc.) and English.

Sample questions for each of the four sections are provided below. Note that these are only indicative of the *type* of questions that can be expected in the test.

Section 1: Verbal Communication

Q. 1: In the paragraph below, each line numbered 1 to 4 has one wrong word. Locate the wrong word. Then, identify which response option (A, B, C, or D), given below, has the correct combination of words that would make the paragraph read correctly.

1. At times our respirations seem more than wishful dreams. With a
2. sluggish global economy, slumping housing valuables, a tight
3. job market and rising costs for essentials such as healthy care and
4. tuition, achieving financial prosperity appears even more remotely.

- | | | | | |
|----|------------------|--------------|-----------------|----------------|
| A. | 1. perspiration. | 2. ticklish. | 3. rousing. | 4. appeals. |
| B. | 1. bashful. | 2. dumping. | 3. essentially. | 4. prosperous. |
| C. | 1. aspirations. | 2. values. | 3. health. | 4. remote. |
| D. | 1. timely. | 2. tightly. | 3. carefully. | 4. finance. |

Q. 2: In these questions, each sentence has four underlined words or phrases marked A, B, C, and D. Choose the one that must be changed to make the sentence correct.

1. Promotion by senior (A) / is the next pillar (B) / of the system (C) / we shall look at (D).
2. When making a tender, a contractor must make allowances (A) / in his quoted price for possible increased costs (B) / , but it is not far from easy (C) / to calculate how great these will be. (D)
3. One topic of conversation almost guaranteed (A) / to rise the blood pressure (B) / of a European industrialist (C) / is that of economic democracy (D).

Q. 3: Choose the word/phrase nearest in meaning to the underlined part from the four alternatives given under each of these questions:

1. He collapsed following a vigorous exercise session at the gym.
(A) Died. (B) Relaxed. (C) Fainted. (D) Gaped.
2. The old woman next door is a garrulous person
(A) Senile. (B) Sociable. (C) Talkative. (D) Haggard.

Q. 4: The following extract has been taken from a letter written by an insurance company to one of its customers. Fill in the blanks in this extract with the most appropriate words.

We wish to inform you 1. _____ the premium for this policy 2. _____ not been paid as on the due date. 3. _____ the policy is revived the benefits attached to it 4. _____ stand modified.

1. (A) which. (B) about. (C) that. (D) of.
2. (A) could. (B) has. (C) have. (D) can.
3. (A) If. (B) Because. (C) Unless. (D) Before.
4. (A) shall. (B) would. (C) could. (D) be.

Q. 5: Answer the following questions based on your reading of the given passage.

At the center of studies of the mind is the problem of representation. It has always seemed that if we could unravel the mystery of how knowledge is stored it would lead irrevocably to understanding how it is learned, how it is used, and, perhaps most intractably of all, how it is made conscious. The form that language takes when it is laid down as traces of long-term memory is a key to understanding its role in human development, intelligence, and socialization.

How is language represented? Are semantic features of words stored as entries in a lexicon or as part of our knowledge of concepts? How do words and meanings combine so that we can use language meaningfully and express thoughts verbally? Why do contexts change the way we interpret language? These are some of the questions that have fueled the inquiry into psycholinguistic processes and each one has a noble tradition in research and theory. Because the questions are difficult and the solutions impossible to observe directly, the research is intricate and the conclusions are inferential. However, the vast majority of that literature is based on a

simplifying assumption: people have only one language. Again the story becomes more complex when these questions are asked about speakers who have two or more languages.

There is another complicating factor. Psycholinguistic research has typically approached research questions by examining and attempting to understand the stable state, namely, the adult mind. Development processes are always more difficult to observe and to understand. For monolinguals, questions about how children build up representations for language and representations for concepts are notoriously difficult to untangle. Children's early words and early meanings have a tentative existence on their own, as well as precarious connections to each other. These fragile systems must somehow evolve into the fabric that is our knowledge of language and the world. The mechanisms by which this happens and the stages through which it progresses are the subject of much research in developmental psycholinguistics. Again, the escalation in complexity is palpable if children are learning two languages.

These are the problems faced in the attempt to understand how bilingual children construct mental representations for language and concepts. Investigating this issue includes two sets of related questions that can nonetheless be examined separately. The first set of questions concerns the relation between the two languages. How is the mental organization of two languages different from that of one? What is the relation between the languages in the child's representational structure? Are the various levels of language, such as phonology, syntax, semantics, and pragmatics, isolated with the child's knowledge of an individual language or part of a shared resource? The second set of questions concerns the role of meaning and concepts in linguistic organization. How does each language connect with a system of meaning? Are the two languages alternative labeling systems for the same concepts? Does each language identify a different set of concepts and experiences for children? These are the questions that underlie the study of the development of mental representation for bilingual children.

i. **The Central idea of the passage is that:**

- a) To understand the human mind it is important to study how language is represented.
- b) It is difficult to conduct a study on speakers who use two or more languages.
- c) It is difficult to understand how monolinguals store language.
- d) Bilinguals are more intelligent than monolinguals.

ii) **Which of the following statements is not true?**

- a) All researchers assume that people speak only one language.
- b) Contexts can influence our interpretation of language.
- c) Words are stored in the mind.
- d) People do not know how words are stored in the mind.

Choose the most appropriate answer for the next three questions.

iii) **A study of how language is represented helps us to understand:**

- a) How semantic features of words are stored.
- b) How people express thoughts verbally.
- c) How knowledge is gained and used.
- d) How knowledge is made conscious.

iv) **Psycholinguists have attempted to study the adult mind because:**

- a) Children's minds are not stable.
- b) The adult mind is more stable than children's mind.
- c) Developmental processes are difficult to observe.
- d) Children's early words and early meanings have a tentative existence.

v) **Psycholinguists study bilingual children to understand:**

- a) The relation between two languages.
- b) The role of meaning in linguistic organization.
- c) How each language connects with a system of meanings.
- d) How they construct mental representations for language and concepts.

Section 2: Logical Reasoning

Q. 6: In general, the terms entrepreneur and SME's (small and medium enterprises) are used in conjunction with each other. But entrepreneurship is not just about owning a small business. The very basis of entrepreneurship, irrespective of the size of the organization, lies in its ability to create new products/ services, and devising new ways of implementing the existing or new products.

Which of the following best sums up the above passage?

- (A) The major characteristic of entrepreneurs is their ability to introduce new products/services into the market.
- (B) Entrepreneurs are the main actors in economic growth.
- (C) An owner of a large business may be an entrepreneur.
- (D) Entrepreneurs do not own or operate small business.

Q.7: During the summer this year, advertising expenditures on soft drinks increased by 25%, while the consumption of soft drinks increased by 30%. Which of the following is irrelevant to explaining the increase in consumption of soft drinks?

- (A) This summer, soft drink companies offered more volume discounts than competing substitutes.
- (B) Soft drinks were available in more retail outlets this summer.
- (C) The advertisements of soft drinks were more catchy and effective this summer.
- (D) The production of soft drink bottle openers doubled this year.

Instructions for Questions 8-9

A two-way road network exists between the following locations in a city: A and B, A and C, C and E, E and G, E and H, G and D, and D and F. There is also a one-way road between locations D and B; the only possible way of travel is from D to B. None of these road routes intersect each other except meeting at the nodal points in the respective locations. There are no other routes to or from the above locations in the city.

Q.8: Which of the following locations cannot be avoided while traveling from F to H?

- (A) B, C
- (B) D, C
- (C) D, E
- (D) D, A

Q.9: What is the minimum number of locations one would have to touch to reach E from F?

- (A) 2
- (B) 3
- (C) 4
- (D) 5

Q.10: The following sentences, when properly sequenced, form a coherent paragraph. Select the most logical order of the sentences.

(i) Transmission and Distribution losses are very high in Indian State Electricity Boards. (ii) Electricity rates have to be raised. (iii) State Electricity Boards in India are making commercial losses. (iv) High technical losses lead to loss of revenue and subsequent rise in electricity prices.

- (A) (ii)-(i)-(iii)-(iv)
- (B) (iii)-(i)-(ii)-(iv)
- (C) (iii)-(i)-(iv)-(ii)
- (D) (i)-(ii)-(iii)-(iv)

Q.11: Seven MBA students are to be assigned projects, as part of their curriculum. Three students (A, B and C) are engineering graduates, two (D and E) are science graduates, and two (F and G) are commerce graduates. The course instructor has offered them three projects coded here as 1, 2 and 3.

No student can take part in more than one project.

There must be atleast one engineering graduate in each project.

B cannot be in the same project as G.

C and F must work on the same project.

E must not work on project 3.

Since projects 1 and 2 are easier, the instructor has allowed only two students to work on these projects.

Which of the following pairs CANNOT work on the same project?

- (A) C and G
- (B) D and F
- (C) D and E
- (D) B and E

Section 3: Quantitative Ability

Q.12: A text book for children is meant to have 216 sq. cms. of actual printed matter in each page. Also, the top and bottom margins are 3 cms. each and the left and right margins are 2 cms. each. The most economical height and width of each page will be respectively

- (A) 16 cms. and 12 cms.
- (B) 20 cms. and 14 cms.
- (C) 24 cms. and 16 cms.
- (D) 18 cms. and 12 cms.

Q.13: The probability of a number being divisible by 3, not divisible by 5 and divisible by either 4 or 6 is

- (A) $1/6$
- (B) $2/15$
- (C) $1/30$
- (D) $5/6$

Q.14. Let PQR be a right-angled triangle, right-angled at R, and let RS be the perpendicular from R to PQ. Let $PQ=a$, $QR=b$, $RP=c$, $RS=d$ and $PS=e$. Which one of the following is not always true?

- (A) $ad=bc$
- (B) $b^2 + c^2 = 2c^2 + \frac{1}{2} a^2$
- (C) $1/d^2 = 1/b^2 + 1/c^2$
- (D) $d^2 = e(a-e)$

Q.15: Five students are participating in a contest. Three teams are to be made in such a way that each student has to be a member of one and only one team. However, team sizes need not be the same. If the order of the teams or the order of the students within the teams does not matter, the number of ways in which three teams can be formed is

- (A) 35
- (B) 7
- (C) 20
- (D) 25

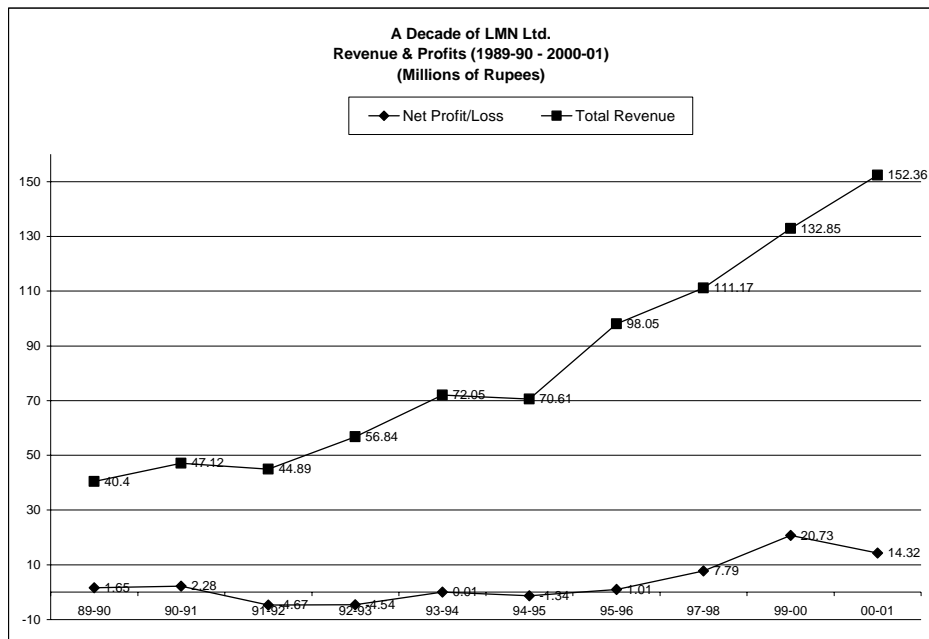
Q.16: Any complex number $x + iy$ can be put in the form $r(\cos\theta + i\sin\theta)$ where r is called the modulus and θ is the argument of the complex number. The complex number z having the least positive argument and satisfying $|z - 5i| \leq 3$ is

- (A) $9/5 + i(15/5)$
- (B) $2/5 + i(3/5)$
- (C) $12/5 + i(16/5)$
- (D) none of the above

Q. 17: The angle of elevation of a kite from a point 100 meter above a lake is 30° and the angle of depression of its reflection in the lake is 60° . The height of the kite above the lake is

- (A) $100\sqrt{3}/3$ meters
- (B) $200\sqrt{3}$ meters
- (C) 100 meters
- (D) 200 meters

Section 4: Data Interpretation



Questions 18 -21 are based on the above graph, which depicts the performance parameters of LMN Ltd, for ten years.

Q.18: In which of the following years did LMN Ltd. suffer a loss?

- (A) 1991-92, 1992-93, 1993-94, 1994-95
- (B) 1990-91, 1991-92, 1992-93, 1993-94
- (C) 1993-94, 1994-95, 1995-96
- (D) 1991-92, 1992-93, 1994-95

Q.19: The highest percentage of growth in total revenue was recorded between the financial years

- (A) 1999-00 and 2000-01
- (B) 1997-98 and 1998-99
- (C) 1992-93 and 1993-94
- (D) 1994-95 and 1995-96

Q.20: If the percentage growth rate between the financial years 1999-00 and 2000-01 was maintained, the total revenue for the year 2001-02 would approximately be

- (A) Rs. 192.30 millions.
- (B) Rs. 171.87 millions.
- (C) Rs. 174.74 millions.
- (D) Rs. 164.41 millions.

Q.21: In which year was the Net Profit at its highest as a percentage of total revenue?

- (A) 1989-90
- (B) 2000-01
- (C) 1999-00
- (D) 1990-91

Chapter 5

BRIEF PROFILES OF SCHOOLS / DEPARTMENTS OF MANAGEMENT OF IISc AND PARTICIPATING IITs

After qualifying JMET 2006, a candidate has to apply separately to each of the schools / departments of management in IISc / IITs wherein he / she wishes to seek admission. The application duly filled in and signed must reach the concerned Institution by January 23, 2006.

Group Discussions (GD) and Personal Interviews (PI) for candidates seeking admission will be held at the respective Institutions.

The procedure to be followed for admission and the profiles of various schools / departments are given in the following pages.

- ❖ Department of Management Studies, IISc Bangalore
- ❖ Shailesh J Mehta School of Management, IIT Bombay
- ❖ Department of Management Studies, IIT Delhi
- ❖ Department of Industrial & Management Engineering, IIT Kanpur
- ❖ Vinod Gupta School of Management, IIT Kharagpur
- ❖ Department of Management Studies, IIT Madras
- ❖ Department of Management Studies, IIT Roorkee

NOTE:

LAST DATE FOR THE RECEIPT OF APPLICATIONS FOR ADMISSION BY ALL THE ADMITTING INSTITUTES: JANUARY 23, 2006.



INDIAN INSTITUTE OF SCIENCE, BANGALORE

INTRODUCTION

Indian Institute of Science, Bangalore (founded in 1909) is the oldest and the most reputed centre of post-graduate education and research in science and engineering in the country. Over the years, the Institute has gained international recognition for the quality of its teaching and its R&D achievements. The Centre for Scientific and Industrial Consultancy and Society for Innovation and Development constitute the Institute's interface with industry, and direct the technical expertise and entrepreneurial skills of the Institute's faculty members towards channels useful for the society and industry. The Institute consultancy strives to help the country achieve her scientific, academic and technological goals, and is keenly aware of its obligation to maintain the high academic standards it has traditionally adhered to.

DEPARTMENT OF MANAGEMENT STUDIES

The Department of Management Studies was established at the Institute in 1948 as the Section of Economics and Social Sciences. That makes it the earliest institutional attempt at imparting formal training in the principles and practices of scientific management to young men and women whose services would be required by then fast-expanding industrial sector of the newly independent nation. Flourishing in the intellectual milieu of the Indian Institute of Science, it was but natural for the Department to develop an affinity for a style of learning that combined the attractions of instruction with those of independent exploration of various realms of knowledge. Thus the Department soon acquired a reputation for high-calibre research in areas such as Economics, Marketing, and Energy and Technology Management. The Language Group of the Department aims at catering to the language requirements of the Institute staff and students. Besides teaching, translation and interpretation, this section developed research interest in communication-oriented language teaching, socio-linguistic issues in language use, language for specific purpose, and language choice in scientific communication. Issues in cross-cultural communication are explored through comparative studies of communication patterns in different countries/ societies (Germany and India) and scientific and business communication in EC countries. Currently there are 40 research students working for M.Sc (Engg.) and PhD degrees in frontier areas of management.

ACADEMIC PROGRAMMES

Academic programmes at the Department of Management Studies include:

- Two-year, full-time M.B.A. open only to engineering graduates.
- M.Sc.(Engg.) and Ph.D. programs for full-time, QIP, and external registration candidates.

RESEARCH AND CONSULTANCY

The members of the Department Faculty conduct research in Human Resource Management, Technology Management, Marketing, Energy Management, Transportation, Operations Research, Operations Management, Finance, Supply Chain Management, Decision Support Systems, Industrial Economics, Cross Cultural Communications, and German Language and Didactics. The Department undertakes consultancy projects and case development in business planning, marketing strategy, reengineering, human resource development, technology management, e-commerce, and decision support systems.

MANAGEMENT DEVELOPMENT PROGRAMMES

The Department conducts in-company as well as on-campus Management Development Programmes. Capacity-building for Competitive Advantage, Leadership at the Work Place, Trade Union Leadership Development, and Strategic Management of Technology are examples of such courses offered recently.

SEMINARS AND CONFERENCES

The Department organizes seminars by experts every Friday. These seminars give an opportunity to the students to listen and interact with the leaders in industry and academics.

The Department also conducts an annual event titled Consortium of Students of Management Research (COSMAR). This provides a forum for research in management and allied disciplines from leading institutions in the country to interact with our research students, industry professionals, and leading academics.

FACILITIES

Institute offers an excellent academic and residential infrastructure. It has JRD Library with more than 400,000 volumes, Digital Library with CD-ROM facilities, National Centre for Science Information, electronic access to more than 2,500 Journals, and offers round the clock access to high power computers that support database systems, multimedia graphics and visualization applications, and Web services. A campus-wide FDDI network hook-up from Department also exists.

Department of Management Studies provides a high-speed LAN with dedicated applications server, file server, mail server and web server with the state-of-the-art operating systems and software packages including SPSS, Systat, Witness 2003, Vensim, Sigma Plot, MATLAB, LINGO and a host of productivity tools from Microsoft.

FACULTY

Faculty	Areas of Interest
N.J. RAO, Ph.D., (IIT, Kanpur) Chairman	Systems Dynamics, Technology Management, Web based Education.
K.B. AKHILESH, Ph.D. (IISc) Professor	Human Resources Management, Organizational Development, Team Building, Performance Appraisal.
R. SRINIVASAN, B.E., P.D.I.T., FIIM- (IIM, Bangalore), Professor	Marketing, Strategic Management, Infrastructure Systems Management, Business Process Reengineering, and Business Planning.
M.H. BALA SUBRAHMANYA, Ph.D., (ISEC, Bangalore), Associate Professor	Industrial Economics, with reference to issues related to Small Scale Industry, Multi National Business and Industrial Policy.
C. MUKHOPADHYAY, Ph.D., (Missouri, USA), Associate Professor	Reliability and Statistical Quality Control.
MARY MATHEW, Ph.D. (IISc) Assistant Professor	Organizational Behavior, Organizational Development, Patent Management, and Entrepreneurial R & D.
N.R. SRINIVASA RAGHAVAN Ph.D. (IISc), Assistant Professor	ERP, Supply Chain Management, Logistics, Performance Modeling and Scheduling.
YADNYVALKYA, M.Sc.(Engg.) Moscow, M.A. in Russian from CIEFL Principal Research Scientist	Russian Studies (Literature, socio-economic issues), and Motivation factors in language learning.
N.S. ANURADHA, Ph.D. in German from CIEFL, MA (Kassel, Germany) Assistant Professor	Inter cultural Communication, Language Learning Strategies and Learner Autonomy.
ANJULA GURTOO, FPM(IIM, Ahmedabad) Assistant Professor	Industrial Relations, Sustainable Development, Public Policy, SOE Management.
PARTHASARATHY RAMACHANDRAN, Ph.D. (Oklahoma State, USA) Assistant Professor	Operations Research, Revenue Management, Operations Management, Service Operations.
M. MATHIRAJAN, Ph.D. (IISc) Senior Scientific Officer	Applied Operations Research, Decision Support Systems, Logistics Management and Distribution Management.
P. BALACHANDRA, Ph.D. (IISc) Senior Scientific Officer	Energy Planning, Modeling, Demand Side Management, Energy Environment, and Applied Operations Research.

ASSOCIATE FACULTY

V.V.S. SARMA Ph.D. (IISc), FASc, FNA, FNAE Professor	Knowledge-Based Systems, Decision Support Systems and Reliable Computing.
PARAMESHWAR P. IYER Ph.D. (California) Principal Research Scientist	Systems engineering, Project management, Technology transfer and Management Information Systems.

MBA PROGRAMME

The MBA programme is a two-year full time postgraduate course. The major objective of the program is to enable graduate engineers to grow into competent, responsible and creative managers for technology-intensive global business.

Technology- intensive business organizations produce and market high technology products and/or services globally and integrate all their business functions using information technology tools. These organizations require leaders who understand the administrative and technological dimensions of modern business. Future managers should be able to foresee the forces shaping the global business environment, assess threats and opportunities inherent in that environment, and chart a course of "responsible progress" for their organization. The managers of the new millennium should be able to employ sophisticated quantitative tools in analyzing, understanding, and directing business processes. At the same time, they should nurture and value their innate intuitive skills, imagination, ability to empathize, and capacity to combine wisdom with the results of individual observation and reflection. Our MBA programme is designed and implemented with this vision.

Programme Structure

The M.B.A programme comprises a total of 64 credits distributed as follows:

Hard Core Courses: 30 credits; Soft Core Courses: 9 credits; Electives: 15 credits; Projects: 10 credits. Courses that are laboratory-based or activity-oriented are offered on a 2:1 basis, that is, two lectures per week and one three-hour laboratory or activity per week.

The programme aims at building the following competencies:

- Basic Competence: Quantitative Methods; Information Technology; Project Management; Personal Development and Business Communication.
- Understanding the Business Environment: Macro Economics; Indian and International Business Environment; Legal and Patenting Aspects
- Functional Areas: Marketing; Finance; Operations Management; Human Resource Management.
- Specialization: Electives and Project Work.
- Workspace skills: These are to be gained through industrial attachment during summer.

Management Projects: The students analyze management situations, and formulate and solve management problems.

Structure of the MBA Course Program

HARDCORE		
Course No.	Credits	Course Title
MG 201	2:0	Managerial Economics
MG 211	3:0	Human Resource Management
MG 212	2:1	Behavioral Science
MG 221	3:0	Managerial Statistics
MG 223	3:0	Applied Operations Research
MG 231	2:1	Management Information Systems
MG 241	3:0	Marketing Management
MG 251	2:0	Accounting
MG 252	2:0	Financial Management
MG 261	3:0	Operations Management
MG 291	2:0	Business Law
MG 292	0:1	Communication Skills for Manager
TOTAL	30:00	
SOFTCORE		
MG 202	2:0	Macroeconomics
MG 213	2:0	Organizational Behavior
MG 222	2:1	Data Modeling and Forecasting
MG 242	3:0	Strategic Management
MG 271	2:0	Technology Management
E1 234	3:1	Supply Chain Management

ELECTIVES		
Course No.	Credits	Course Title
MG 204	2:0	Industrial Policy and Development
MG 243	2:0	International Marketing
MG 244	2:0	Services Marketing
MG 253	3:0	Security Analysis and Portfolio Management
MG 254	3:0	International Financial Systems
MG 255	3:0	Corporate Financial Strategy
MG 256	3:0	Management Control Systems
MG 258	3:0	Financial Instruments and Risk Management
MG 263	3:0	Dynamics of Business Systems
MG 264	2:0	Performance Analysis and Design
MG 272	2:0	R & D Management
MG 273	2:0	Management of Change
MG 274	2:0	Management of Intellectual Property
MG 286	2:0	Project Management
MG 293	0:1	Communication Skills for Personal and Professional Growth
MG 298	0:2	Entrepreneurship
MG 301	3:0	Methodology of Management Research
MG 311	2:0	Advanced Human Resource Management
MG 344	2:0	Marketing Research

Summer Placement: No credits. Every student is required to spend a minimum of eight weeks in an identified industry during the summer break between the second and third semesters.

Project: MG 299 Management Project 0:10

Placement:

The Institute has its own Placement Centre, which invites reputed national and multinational enterprises for campus recruitment. The Centre also invites executives of industrial and R&D organizations to talk to our students on their personnel requirements.

Some of the prominent companies, where our students are placed are:

GE Capital	Madura Garments	Hughes Software
Quest Global	OSRAM	SAP Labs
Waltex Valliappa	WIPRO	Mindtree
CRISIL	Price Waterhouse Coopers	Thermax India
DiamlerChrysler	Infosys	I-flex
Ingersall Rand	i2 Technologies	Pharmarc
Ing-Vysya	AMROP	Geometric Systems Ltd.

Eligibility: BE / B.Tech. in any branch of Engineering or equivalent with at least a Second Class and a valid JMETS Score. Work experience is desirable but not compulsory. Candidates appearing for the final examination are also eligible to apply.

Program Fees:

The tuition fee per semester is **Rs. 7,500/-**.

This fee does not include admission fee, hostel expenses, caution deposits or other (medical, gymkhana etc.) charges. Mess charges are paid separately as per actual expenses every month.

No Government of India Scholarship is available.

Batch Strength:

The ceiling strength of the MBA programme is **20**.

Reservation:

15% seats for SC, 7.5% seats for ST and 3% Physically challenged (handicapped) candidates are reserved as per the Government of India norms.

HOW TO APPLY

The following steps are required to be completed by the candidates interested in seeking admission to the IISc Bangalore Master of Business Administration Programme.

A. JMET application procedure

Step 1: Obtain a JMET-2006 Information Brochure.

Step 2: Complete the JMET-2006 application form and send it to The Chairman-GATE, Indian Institute of Technology, Bombay, Mumbai, 400076, as stipulated in the JMET-2006 Information Brochure.

FACILITIES FOR ONLINE REGISTRATION OF JMET-2006 ARE ALSO AVAILABLE (Refer to Table 1.1 of the brochure for website addresses).

B. Procedure for applying to IISc Bangalore for admission to MBA Programme

Step 3: Send your request for an Application Form on a plain paper, giving your name and JMET-2006 Registration number to the Deputy Registrar (Admissions), Indian Institute of Science, Bangalore – 560 012. Request for an application form will be entertained from December 20, 2005. Enclose a demand draft for Rs.500/- (Rs.250/- for SC/ST/PH candidates) drawn in favour of "The Registrar, Indian Institute of Science, Bangalore" payable at Bangalore to your request.

The application form can also be downloaded from the website: www.iisc.ernet.in and sent along with the DD for the requisite amount.

Step 4: Submit the Application Form, duly filled in and signed, to:

**The Deputy Registrar (Admissions)
Indian Institute of Science
Bangalore – 560 012**

Do not send this application to the IISc-GATE Office.

THE LAST DATE FOR THE INDIAN INSTITUTE OF SCIENCE TO RECEIVE YOUR DULY FILLED APPLICATION FORM IS JANUARY 23, 2006. Please note that the Institute cannot be held responsible for late receipt of applications caused by postal delay or any other reason.

Step 5: For any further information address your queries to:

**The Chairman
Department of Management Studies
Indian Institute of Science
Bangalore – 560 012
Email: chairman@mgmt.iisc.ernet.in**

You may also visit our Website at: www.mgmt.iisc.ernet.in

SELECTION PROCEDURE

Only those candidates who have successfully qualified at JMET Examination, the results of which are expected to be announced on **January 6, 2006**, will be eligible to apply. The application, duly filled in and signed, must be received by us latest by **January 23, 2006**.

After receipt of applications, a shortlist will be prepared based on JMET 2006 rank. Final selection will be based on the performance of the candidate in the different components of the admission process: JMET 2006 score, group discussion, interview, academic record and work experience. Provisionally selected candidates will be intimated and will be required to confirm their acceptance of the offer by paying caution deposit of Rs.5,000/-. This deposit will be adjusted against the fees at the time of registration.

Please note that Group Discussion/Interviews will be conducted during third week of March 2006. Candidates short-listed for GD/Interview will be intimated by registered post/courier during **February 2006**. Individual regret letters will not be sent to applicants who are not called for GD/Interview.



INDIAN INSTITUTE OF TECHNOLOGY BOMBAY

The Indian Institute of Technology Bombay was established in 1958 as an institute of national importance by an enabling act of the Indian Parliament. IIT Bombay was the second such institute to be established for providing leadership in education and research with a focus on Technology and Science. Over a period of more than four decades, about 23,000 students have graduated from the Institute with Bachelors, Masters and Ph.D. degrees. IIT Bombay has now established itself as a leading institution for education and research in Engineering, Science, Social Sciences and Management.

The Institute can boast of one of the best locations in India with the Powai and Vihar Lakes in the vicinity of the campus, and verdant hills in the neighborhood. The Institute is located in a 220 hectare green campus in the North-eastern suburbs of Mumbai. The campus is a self-contained community with all day-to-day facilities in easy access. There are two banks, a post-office and hospital. For the athletically inclined, the campus boasts of a swimming pool, tennis and badminton courts, playgrounds for field games, and excellent hiking and biking trails amongst the surrounding hills and lakes.

Shailesh J. Mehta School of Management

Since its establishment in 1995, the Shailesh J. Mehta School of Management (SJMSOM) has emerged as one of the leading business schools in the country (ranked 10th overall, and 1st amongst new B-schools in the Business World – Cosmoder survey, September 2003; and 6th in the TNS – Business Barons' survey of CEO's in January 2004). The School has been generously supported by ICICI Ltd, Hindustan Lever Ltd, Larsen and Toubro Ltd, Hindi Vidya Bhavan, Ministry of Human Resource Development, and Dr. Shailesh J Mehta, who is a distinguished alumnus of IIT-Bombay, and in whose honor the School has been named. Strong linkages with other academic units in IIT and industry, the School provides for a rich blend of perspectives in management and technology. The School through its academic programmes, seeks to fulfill the growing and acute need being felt by Indian organizations for managers equipped to deal with rapid technological change.

Academic Programmes

Academic Programmes at the Shailesh J. Mehta School of Management include:

- Postgraduate programme in management leading to the award of *Master of Management* degree.
- Doctoral programme in management leading to the award of *Ph.D.* degree.
- Management Development Programmes for working executives

Library & information resources

Students in SJMSOM have access to dedicated library and information resources in the School, and at IIT Bombay. These resources include books, journals, company, market and economic information, CD-ROM databases, magazines and reports on management and technology, and are comparable to the best in the country. Library holdings are fully computerized and the library catalogue is accessible on line.

Online Databases	Full-text electronic journal databases	Library Collection (SJMSOM)	Library Collection (Central Library)
CMIE Prowess	EMERALD	Books: 5,300	Books: 2,02,250
Capitaline	Elsevier Science Direct	Electronic Journals: 10	Electronic Journals: 4,300
Indiastat	ABI/Inform	Printed Journals: 55	Printed Journals: 1,200
Business Beacon	EBSCO		

Computing

The School has two computing laboratories with over 150 networked high-end PC's linked to Unix and Windows servers. In addition, central computing facilities include high end HP, Sun and IBM servers. PhD students have dedicated work cubicles. All computers are connected to the campus Gigabit Ethernet backbone. In addition there is a wireless Ethernet network throughout the School building and classrooms, enabling students to access the network from all locations. Students & faculty in the School have access to a range of business applications like SAS, SPSS, Lisrel, Visio, Visible Analyst, MS Project, ARENA – OPTQUEST, Office productivity applications like MS Office one note, Microsoft Works etc. which run on Operating systems like Windows -(Windows 2000 Professional, Windows XP, Windows 2003 Server), Linux – (ES, Redhat linux, Fedora, Suse). Databases like MS SQL Server, MySQL Server, Access are also available. The Institute has dedicated high-speed Internet access, and all students are provided with e-mail accounts. The School also runs an Internet/Intranet web server.

Accommodation

Students are provided accommodation in the Institute hostels, with access to the Institute LAN from individual hostel rooms.

Support and Linkages

The School enjoys the generous support of a number of leading industries and organizations. Collaborative relationships exist with the University of Connecticut, Department of Scientific and Industrial Research, Govt. of India; J L Kellogg Graduate School of Management, Northwestern University; Qimpro College, Mumbai; Hoseo University, Korea, SISL and WIPO.

Master of Management Programme

The Master of Management (M.Mgt.) Programme is a two-year **full time** postgraduate course, targeted towards those who believe that technology is a powerful vehicle for change and sustainable competitive advantage in the evolving global economic order. The Programme is oriented towards the needs of contemporary businesses.

Programme Structure

Students take core courses in all functional areas of management including courses in Technology Management and Manufacturing Management during the first two semesters. At the end of the first year, students are required to undertake an eight-week summer project in an organization of their choice. In the third semester, students choose electives in their areas of interest, in addition to core courses. In the final semester, the students take electives in their areas of interest, before

undertaking a three month long final project in an organization of their choice. Most of the courses (4-credit) in the School are organized in a half semester fashion, thus allowing students to complete as many as ten courses in a semester. Students are also allowed to pursue related courses from other departments in IIT Bombay.

Course Curriculum
(L = Lecture hours, T = Tutorial hours, P = Practical hours, C = Credits)

Year	First Semester		LTPC	Second Semester		LTPC
	MG 603	Statistical Methods	2004	MG 611	Operations Management-I	2004
	MG 615	Decision Models in Management	2004	MG 612	Operations Management – II	2004
	MG 651	Communication and Presentation Skills	2004	MG 616	Management of Human Resources	2004
	MG 661	Financial Accounting & Control	2004	MG 625	Legal Aspects of Business	2004
	MG 663	Cost Accounting and Control	2004	MG 662	Financial Management – I	2004
	MG 664	Management Information Systems	2004	MG 673	Financial Management – II	2004
	MG 665	Managerial Economics	2004	MG 691	Introduction to Marketing	2004
	MG 666	Management of Information Technology	2004	MG 692	Marketing Management	2004
	MG 667	Economic Environment and Policy	2004	MG 693	Management of Technology -I	2004
	MG 771	Organisational Behavior	2004	MG 694	Management of Technology -II	2004
		Total Credits	40		Total Credits	40
Summer Training						
Year	Third Semester		LTPC	Fourth Semester		LTPC
	MG 655	Corporate Strategy	2004	MG 670	Leadership and Vision	2004
		Electives	34-36		Electives	34-36
		Total Credits	38-40		Total Credits	38-40

Minimum Credit Requirements for the Master of Management Programme = 156

Elective Courses

1. Technology and Operations Management

Sr. No.	Course Number	Course Name	LTPC	Sr. No.	Course Number	Course Name	LTPC
1	MG 623	Quality Management	2004	8	MG 652	Maintenance Management	2004
2	MG 631	Innovation Management	2004	9	MG 654	Logistics and Supply Chain Management	2004
3	MG 632	Technology Forecasting and Assessment	2004	10	MG 657	Technology Evaluation, Negotiation and Acquisition	2004
4	MG 634	Project Management	2004	11	MG 659	World Class Manufacturing Systems	2004
5	MG 635	Manufacturing Strategy	2004	12	MG 669	Technology Systems, Environment and Policy	2004
6	MG 640	Design Management	2004	13	MG 697	Service Operations Management	2004
7	MG 641	Materials Management					

2. Finance and Accounting

1	MG 643	Management of Financial Institutions	2004	5	MG 679	Management Control Systems	2004
2	MG 658	Public Investment Planning and Pricing	2004	6	MG 682	Security Analysis and Portfolio Management	2004
3	MG 676	Valuation, Mergers, Acquisitions and Corporate Control	2004	7	MG 775	Derivatives and Risk Management	2004
4	MG 677	Financial Engineering	2004				

3. Marketing Management

1	MG 605	Brand Management	3006	6	MG 678	Management of Sales and Distribution Channels	2004
2	MG 614	Industrial Marketing	2004	7	MG 702	Advertising and Media Management	2004
3	MG 630	Product Planning and Marketing	2004	8	MG 772	Customer Relationship Management	2004
4	MG 639	International Marketing	2004	9	MG 774	Services Marketing	2004
5	MG 648	Marketing Research	2004				

4. Systems and IT

1	MG 602	E Business Strategies and Implementation	2004	5	MG 645	Systems Analysis and Design	2004
2	MG 604	Software Project Management	2004	6	MG 660	Business Process Reengineering	2004
3	MG 606	Business Data Systems	2004	7	MG 704	Knowledge Management	2004
4	MG 636	Intelligent Systems in Management	2004				

5. Organization Behavior and Human Resource Management

1	MG 637	Management of Change	2004	3	MG 687	Business Entrepreneurship Development	3006
2	MG 644	Systems Approach to Organizational Design	2004	4	MG 813	Organization Theory	3006

6. International Business

1	MG 608	Managing Intellectual property	2004	4	MG 681	International Finance	2004
2	MG 656	Management of International Business	2004	5	MG 706	WTO and Indian Business	2004
3	MG 680	International Trade	2004	6	MG 695	Managing International Business and Policy	3006

7. Quantitative Methods & Decision Sciences

1	MG 646	Systems Dynamics	2004	4	MG 689	Large Scale Optimization	3006
2	MG 653	Simulation of Business Systems	3006	5	MG 691	Multivariate Data Analysis	3006
3	MG 685	Business Forecasting	2004	6	MG 811	Analysis and Modeling of Risk and Uncertainty	3006

8. General Management/Entrepreneurship

1	MG 633	Management of New Ventures	2004	5	MG 683	Environmental Management	2004
2	MG 647	Innovation and Entrepreneurship	3006	6	MG 687	Business Entrepreneurship Development	3006
3	MG 674	Managerial Effectiveness Skills	2004	7	MG 779	Indian Business in Transition	2004
4	MG 675	Strategic Transformation	2004				

9. Project

MGP 601 Project Work 12 Credits

10. Institute Electives To Be Offered By Shailesh J. Mehta School of Management.

1	MG 614	Industrial Marketing	2004	5	MG 687	Business Entrepreneurship Development	3006
2	MG 637	Management of Change	2004	6	MG 695	Managing International Business and Policy	3006
3	MG 644	Systems Approach to Organization Design	2004	7	*MG 696	Engineering Project Management	3006
4	MG 647	Innovation and Entrepreneurship	3006				

Elective courses in SJMSOM cover the complete range of specializations and areas within management. In addition students can, and do, take courses from other departments in the institute, such as IE&OR, KReSIT, HSS and Industrial Design Center.

Faculty

SJMSOM currently comprises of core faculty members, adjunct faculty members, associate faculty members from other departments of IIT and guest faculty from the corporate sector.

Core Faculty

M.G. Korgaonker Ph.D., IIT Bombay; ICICI Chair Professor	Ms. Karuna Jain, Ph.D., IIT Kharagpur; Professor
Anand Patwardhan, Ph.D., Carnegie Mellon University, Professor	Gajendra Kumar Adil, Ph.D, University of Manitoba, Canada, CPIM, Associate Professor
Atanu Ghosh M.Tech, IIT Delhi, PGDM, IIM Ahmedabad, Associate Professor	S.V.D. Nageswara Rao, Fellow, IIM, Ahmedabad, Associate Professor
Sonjaya Singh Gaur, Ph.D., BITS Pilani, Assistant Professor	S. Narayan Rao, Ph.D., IIT Madras, Associate Professor
Ms. Ujvala Rajadhyaksha, Fellow, IIM Ahmedabad, Associate Professor	Ms. Usha Ananthakumar, Ph.D., IIT Bombay, Assistant Professor
Shishir Kumar Jha, Ph.D., Syracuse University, Assistant Professor	S. Bhargava, Ph.D., Gujarat University, Professor
Ms. Meera Sharma, Ph.D., BITS Pilani, Assistant Professor	R.M. Sonar, Ph.D., University of Pune, Assistant Professor
Sameer R. Rege, Ph.D, IGIDR Mumbai, Assitant Professor	G.P.Samanta, Ph.D. (Economics), University of Mumbai; M.Stat, ISI Calcutta, Associate Professor.

Adjunct Faculty

A.T. Kusre, GM, ICICI Bank	S. Banerjee, Ph.D., IIT Bombay
H.E. Nagarwalla, Ph.D., IIT Bombay	R.K. Lagu, Ph.D., University of Florida, Gainesville, USA

Distinguished Guest Professors

Jahar Saha, PhD, Case Western, ex-Director, IIM Ahmedabad	Ashok Ganguly, Chairman, ICICI OneSource
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Placement

Eight batches of students have been placed in a range of private and public sector companies and multinational corporations. The School has achieved 100% on campus placement so far. Placements are usually completed during a placement week in the first week of January on campus. A student-led placement committee, supported by a faculty coordinator forms the placement office, which explores career opportunities and facilitates placement of students.

This year, SJMSOM reached another milestone by placing its entire batch in eight hours on Day One (January 5th, 2005) of the placements. 74 companies participated in the placement process. The batch of 52 people was given a total of 85 job offers, approximately 1.64 job offers per student. This included the pre-placement offers to students as a result of their summer internship with companies. Some of the regular recruiters are mentioned below:

ABN Amro Bank	HCL Technologies	Mahindra British Telecom
Accenture	IBM	SBI
Anand Group	Idea Cellular	SBI Caps
Ashok Leyland	Iflex	Symphony
AV Birla Group	ING – Vysya	Tata International Ltd
Avalon consulting	Godrej & Boyce	Mphasis
Bennett and Coleman	Godrej Industries Ltd	Nicholas Piramal

Bharti Televentures	HCL Perot	Oracle SSI
Birla Management Consultancy	HDFC Bank	Patni Computer Systems Ltd
BPCL	Hero Honda	Pepsi Foods
Cadburys (I) Ltd	HLL	Philips
Castrol	HPCL	Providian Financial
Citibank	i2 Technologies	PWH
Compsoft	ICI Paints	Ranbaxy
Cummins India Ltd.	ICICI Bank	SAP India Pvt.Ltd.
Datamatics Technosoft Ltd.	ICICI Infotech	Satyam Computers Ltd.
DHL Worldwide Express	ICICI Prudential	SISL
Eclerx	IDBI Bank	Stallion
Edelweiss Capital Ltd	Infosys	Tata Consultancy Services
Elbee	Ingersoll Rand	Tata Motors
Ernst & Young	Kotak Mahindra	Tata Strategic Management group
Evalueserve	J.P.Morganchase	TVS Electronics
GE Capital	KPMG	Trinity Corporation
GECS	Lafarge	Vyasa Bank
Geometric Software Solutions Co. Ltd.	Bristlecone	WIPRO Technologies
Glaxo Smithkline	Marico	Zensar Technologies
Global Telesystems	Mckinsey Knowledge Centre	

Admission

Selection to the Master of Management Programme is based on criteria such as the candidate's academic record, work experience, performance in JMET, group discussion and interview.

Eligibility

A First Class degree (Min. 60% aggregate / Min. CPI of 6.5/10), in either Engineering (Bachelor's degree or equivalent) or Postgraduate degree in Science. While work experience is desirable, candidates without work experience can apply. Candidates appearing for the final degree examination can also apply. Such candidates, if selected, will be admitted provisionally, provided they complete all requirements for the qualifying degree at the time of joining the course.

Fees

The approximate per semester fee is: Rs.45670/-. This fee includes tuition, hostel charges and other charges (medical, gymkhana etc.). Mess charges are paid separately by the students amounting to (approximately) Rs.2500 per month. In addition to the above fees, students will have to pay a one-time admission fee (Rs.1425/-), and (refundable) institute, library and hostel deposits (Rs.5000/-). The fee is subject to revision, from time to time. For International candidates fees may be as decided by the Institute.

Financial Aid

A number of scholarships based on merit are awarded in the programme.

Application procedure

After qualifying in the JMET 2006 the following procedure is required to be completed by the candidates interested in seeking admission to the Master of Management (M. Mgt.) Programme at IIT Bombay (International candidates may submit their GMAT score in lieu of the test).

- Step 1:** Send your request on a plain paper asking for an Application Form along with a self-addressed stamped (Rs.7.00) envelope (size 9" x 4") to the Admissions Coordinator, Shailesh J. Mehta School of Management. The last date for issue of application (a) by post is January 12, 2006, (b) at Shailesh J Mehta School of Management Office is January 19, 2006. The application form can also be downloaded from the website: www.som.iitb.ac.in w.e.f. December 20, 2005.
- Step 2:** Obtain a demand draft for Rs.500/- (Rs.250/- for SC/ST candidates) drawn in favour of "**The Registrar, IIT Bombay**". Fill in the details of this draft on the Application form as specified in the Application form.
- Step 3:** Send the Application form, dully filled in and signed, along with the requisite Demand Draft to the following address. For any further details, write to:

Admissions Coordinator
Shailesh J. Mehta School of Management
Indian Institute of Technology Bombay, Powai, Mumbai – 400 076
E-mail: admissions@som.iitb.ac.in
Website: www.som.iitb.ac.in
Tel: (022) 2576 7781/82, Fax: (022) 2572 2872
Timing: 10.00 AM - 5.00 PM

- Step 4:** Short-listed candidates will be called for Group Discussion and Personal Interview.

THE LAST DATE FOR THE SCHOOL TO RECEIVE THE DULY FILLED APPLICATION FORM ALONG WITH THE DEMAND DRAFT IS JANUARY 23, 2006.

Please note that Group Discussion/Interviews will be conducted during last week of February, 2006. Candidates short-listed for GD/Interview will be intimated by registered post/courier during **February 2006**. Individual regret letters will not be sent to applicants who are not called for GD/Interview.



INDIAN INSTITUTE OF TECHNOLOGY DELHI

Indian Institute of Technology (IIT) Delhi is one of the premier teaching, research and consulting institutions in India. The Institute has established itself as a world-class teaching and research institution, and is involved in extensive work in terms of consulting, training programmes and other related work for the industry. The alumni of the Institute hold, inter-alia, top management positions in the best of Indian as well as multinational companies, both in India and abroad. Besides the professional achievements, IIT Delhi provides the ideal setting and background conducive to higher learning. The research contribution of the Department is considered as one of the best in the country. It has now taken a quantum leap by launching a quarterly International journal – *Journal of Advances in Management Research*. Department of Management Studies, IIT Delhi, is ranked among the Top 10 B-Schools in the country consecutively for the past four years as per the survey conducted by AIMA in association with The Business Standard and a leading market Research Agency, IMRB. The Department provides excellent environment to the students to hone up various skills. Student team of DMS bagged second prize in IBM's Great Minds Challenge 2003 - national level project contest featuring more than 100 colleges. The Department has been able to attract the leading firms of all sectors to take part in the campus recruitment. For last three years, all students were placed in very reputed firms. This year full placement was achieved on the very first day of the placement week.

About MBA Programme

The Post-graduate Programme in Management at IIT Delhi has existed for over two decades and has carved a niche for itself. In response to the feedback from the students, alumni and industry, the Department of Management Studies, updated the following two programs:

MBA (Full Time) with Focus on Management Systems (60 seats)

With the unique features of systems orientation and a blend of creativity and analytical problem-solving skills, MBA with focus on "Management Systems" is aimed to develop holistic managers who internalize a synthesis of conventional and modern management thinking and who can comfortably adapt to changing business requirements. This programme is comprehensive in nature, involving all the business functions-accounting, finance, operations, HR management, marketing, and business computing.

MBA (Full-Time) with Focus on Telecommunication Systems Management (15 seats)

The emphasis of Telecommunications Systems Management provides a strong foundation in Telecom System Management to become effective managers especially in the Telecom sector. This programme draws Telecom technology inputs from Bharti School of Telecom Technology & Management (BSTTM) of IIT Delhi. Typical employers would be corporations, which provide telecom networks, telecom service providers, and telecom equipment vendors. This programme is also comprehensive in nature, involving all the business functions-accounting, finance, operations, HR management, marketing, and business computing.

Eligibility

The candidates having the following qualifications are eligible to apply for admission to the MBA programme:

- (i) Bachelor's degree in any branch of Engineering/ Technology /Architecture/Pharmacy/B.Sc. Agriculture Engineering (Minimum 4 years after 10+2)
- (ii) Master's degree in any branch of Physical/Chemical/Mathematical Sciences like Physics, Chemistry, Mathematics, Statistics, Computer Application, Electronic Science, Environmental Science, Operations Research, Computational/Information Science, Agriculture or Master's Degree in Commerce/ Economics.

Those appearing in the final year examination may also apply. However, the candidates must finish their final qualifying examination before the last date of registration, i.e. 31st July 2006 (exact date to be notified in admission letter). Minimum of 60% marks in aggregate (of all the years/semesters) or 6.75 CGPA on a 10 point scale or equivalent in the above mentioned degree programmes are essential for admission. There is a relaxation of 5% in marks or equivalent in CGPA for SC/ST candidates and as per Institute norms for PH category. Those having applied to IIT Delhi MBA programmes on qualifying the JMET 2005 will be short listed and then invited for a group discussion and interview, which will be held at IIT Delhi.

Courses in MBA Programme

<p>Core Modules</p> <p>Core Courses (3 credits each) SML710 Creative Problem Solving SML720 Business Environment and Corporate Strategy SML730 Organization Management SML731 Human Resources Management SML740 Quantitative Methods in Management SML745 Operations Management SML760 Marketing Management SML770 Managerial Accounting and Financial Management SML780 Managerial Economics</p> <p>Compulsory Audit Courses (Equivalent to 1 credit each) SMP791 Computer Laboratory SMV793 Statistics for Management SML794 Communication Skills SMV795 Systems Thinking SMV895 Management Research Methodology SMV896 Human Values in Management</p> <p>Focus Module: Management Systems</p> <p>Core Courses (3 credits each) SML713 Information Systems Management SML715 Quality and Environment Management Systems SML716 Fundamentals of Management Systems SML717 Business System Analysis and Design</p> <p>Electives (Management Systems) (3 credits each) SML714 Organizational Dynamics and Environment SML811 Management Control Systems SML812 Flexible Management Systems SML813 Systems Methodology for Management SML815 Decision Support and Expert Systems SML819 Business Process Re-engineering</p> <p>Focus Module: Technology Management</p> <p>Core Courses (3 credits each) SML700 Fundamentals of Management of Technology SML701 Strategic Technology Management SML702 Management of Innovation and R&D SML703 Management of Technology Transfer And Absorption SML704 Science & Technology Policy Systems</p> <p>Electives (Technology Management) (3 credits each) SML704 Science and Technology Policy Systems SML801 Technology Forecasting and Assessment SML802 Management of Intellectual Property Rights SML804 Technical Entrepreneurship</p>	<p>Focus Module: Telecommunication Systems Management</p> <p>Course Courses (3 credits each) SML723 Telecommunication Systems Management SML726 Telecommunication Systems Analysis Planning & Design SML728 International Telecommunications Management SML727 (EE767) Telecommunication Systems</p> <p>Electives Telecommunications Systems Management (3 credits each) For candidates without adequate background in Telecom Technology, an Audit prerequisite (Bridge course No. EEL882 "Introduction to Telecom Systems" 3 credits) will be recommended on case-to-case basis.</p> <p>Specialization Electives Information Technology Management (3 credits each) SML815 Decision Support and Expert Systems SML859 Current Emerging Issues in Information Technology Management SML850 Management of Information SML855 Electronic Commerce SML852 Network Systems: Application and Management SML853 Software Project Management SML857 Database Management Information Systems CSL768 Knowledge Bases System Design</p> <p>Finance Management (3 Credits each) SML870 Advanced Financial Management SML871 Accounting for Decision Making SML872 Working Capital Management SML873 Security Analysis and Portfolio Management SML874 Indian Financial System SML875 International Financial Management SML879 Current and Emerging Issues in Finance</p> <p>Marketing Management (3 credits each) SML861 Market Research SML862 Product Management SML863 Advertising and Sales Promotion Management SML864 Distribution Management SML865 Sales Management SML866 International Marketing SML867 Industrial Marketing Management SML869 Current and Emerging Issues in Marketing Management</p> <p>Manufacturing Management (3 credits each) SML840 Manufacturing Strategy SML843 Supply Chain Logistics Management SML844 Systems Reliability, Safety and Maintenance Management SML845 Total Project Systems Management</p>	<p>SML846 Total Productivity Management SML849 Current and Emerging Issues in Manufacturing Management MEL661 Materials Management MEL667 Group Technology and Production Strategy MEL783 Automation in Manufacturing</p> <p>Strategic Management (3 credits each) SML820 Global Business Environment SML821 Strategic Management SML822 International Business SML823 Strategic change and Flexibility SML824 Policy Dynamics and Learning Organization SML825 Strategic in Functional Management SML826 Business Ethics SML829 Current and Emerging Issues in Strategic Management</p> <p>Organization Management (3 credits each) SML830 Organizational Structure and Processes SML831 Management of Change SML832 Managing Innovation for Organizational Effectiveness SML833 Organizational Development SML835 Labour Legislation and Industrial Relations SML839 Current and Emerging Issues in Organization Management HUL710 Personality Structure and Dynamics</p> <p>Public Sector Management (3 credits each) SML881 Management of Public Sector Enterprises in India SML889 Current and Emerging Issues in Public Sector Management</p> <p>Consultancy Management (3 credits each) SML897 Consultancy process and Skill SML898 Consultancy and Professional Practices SML833 Organizational Development SML845 Total Project Systems Management SML822 International Business SML895 Current and emerging issues in Consultancy Management</p> <p>Open Electives (3 credits each) SML734 Management of Small Scale Industrial Enterprises SML783 Management Laboratory SML816 Total Quality Management SML817 Management of System Waste SML818 Industrial Waste Management SML887 Business Law (Open slot to float new course) HUL762 Industrial Economics HUL738 International Economics CSL740 Software Engineering CSL820 Computer Networks</p> <p>Project SM792 Minor Project (3 credits only for TTM) SM890 Project (6 credits) SM893 Industrial Training SM894 Seminar</p>
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All core and elective courses are of 3 credits each, whereas the compulsory audit courses are of 1 credit each

Course Fee Structure

Following is the fee structure and payment schedule for the MBA programme (The institute has right to revise this):

Tuition fee of Rs.25,000 per candidate per semester for first four semesters. For International students the fee is US \$6,000 per semester for four semesters. (Hostel and mess fee will be separate).

The Break-up of fee

At the time of joining		Every subsequent semester	
Tuition fee	Rs. 25,000	Tuition fee	Rs. 25,000
One time fee	Rs. 1,200	Semester Fee	Rs. 1,285
Semester Fee	Rs. 1,285	Others	Rs. 500
Refundable Security Deposit	Rs. 2,000	Total	Rs. 26,785
Alumni Assoc Fee (life)	Rs. 1,000		
Total	Rs. 30,485		

Hostel fee, cost of books/course material, placement fee etc are additional as applicable. (Hostel fee will consist of room rent of Rs.1,000 per month plus electricity and mess charges.)

Faculty Profile		
Surendra S Yadav (Ph.D.) Professor and Head		
<p>Operations Management Group:</p> <p>Banwet, D.K. (Ph.D., IIT/D) Dalmia Chair Professor. Group Chair Operations Mgt, Operations Research, Manufacturing Strategy & Tech Mgt , TQM, Supply Chain Management.</p> <p>Shankar, R. (Ph.D., IIT/D) Associate Professor Operations Mgt, Manufacturing Systems, ERP, Optimization, Supply Chain and IT Mgt</p> <p>Iyer K.Chandrashekhar(Ph.D., IIT/K)</p> <p>Strategic Management Group</p> <p>Momaya, K. (Ph.D., Toronto) Associate Professor & Group Chair International Competitiveness, Technology Mgt, Project Mgt.</p> <p>Sushil (Ph.D.,IIT/D) Professor Strategic Mgt, Flexible Systems Mgt, Tech. Mgt</p> <p>Baisya Rajat K. (Ph.D) Bhal K. T. (Ph. D/IITK) Gupta, M.P. (Ph.D., IIT/D) Yadav, Surendra S.(Ph.D., Paris)</p> <p>Information Systems Group</p> <p>Gupta, M.P. (Ph.D., IIT/D) Associate Professor & Group Chair IT Management, E-commerce/E- business, Business Intelligence</p> <p>Banwet, D.K. (Ph.D., IIT/D) Shankar, R. (Ph.D., IIT/D)</p>	<p>Finance & Investment Group:</p> <p>Yadav, Surendra S.(Ph.D., Paris) Professor, & Group Chair International Finance, General Mgt, Finance, International Business</p> <p>Jain, P.K. (Ph.D., IIT/D) Modi Chair Professor Financial Mgt, Mgt and Cost Accounting, Development Banking.</p> <p>Iyer K.Chandrashekhar (Ph.D., IIT/D) Associate Professor Project Management, Legal aspects, Financial Mgt</p> <p>Sushil (Ph.D.,IIT/D) Gupta, M.P. (Ph.D., IIT/D)</p> <p>Organization Management Group</p> <p>Bhal, Kanika T.(Ms.) Ph.D., IIT/K) Associate Professor & Group Chair Ethics in Mgt, Organization Culture, and HRM</p> <p>Gautam, Vinayshil (Ph.D.) FRAS (London) Professor,Organization Mgt, Behavior and Development, Human Resource Development, Entrepreneurship</p>	<p>Entrepreneurship Group</p> <p>Jain, S.K. (Ph.D., IIT/K) Associate Professor & Group Chair Managerial Economics, Marketing Management IPR.</p> <p>Gautam, Vinayshil (Ph.D.) Chaudhry,Harish (PGDBM,IIM/B)</p> <p>Marketing Management Group</p> <p>Baisya Rajat K. (Ph.D.), Professor & Group Chair Marketing Mgt, Strategic Mgt</p> <p>Chaudhry,Harish (PGDBM,IIM/B) Assistant Professor Entrepreneurship, Marketing Mgt</p> <p>Sectoral Group</p> <p>Shankar, R. (Ph.D., IIT/D) Associate Professor & Group Chair Operations Mgt, Manufacturing Systems, ERP, Optimization, Supply Chain and IT Mgt</p> <p>Gautam, Vinayshil (Ph.D.) Banwet, D.K. (Ph.D., IIT/D) Sushil (Ph.D.,IIT/D) Momaya, K. (Ph.D., Toronto)</p>
Send the completed application form to		For any other enquiry
Assistant Registrar (PG) MBA Programme Indian Institute of Technology Delhi Hauz Khas, New Delhi-110016		MBA Programme Coordinator Department of Management Studies, Vishwakarma Bhavan, Indian Institute of Technology Delhi Hauz Khas, New Delhi-110016
Contact Numbers: Telephone: 011 26591171 FAX : 011-26862620		

HOW TO APPLY

After qualifying in the JMET 2006 the following procedure is required to be completed by the candidates interested in seeking admission to the Master of Business Administration (MBA) Programme of IIT Delhi.

Step 1: Send your request on a plain paper asking for an Application Form along with Self-addressed stamped (Rs.7.00) envelope (Size 9"x4") to the Assistant Registrar (PG) Section, Indian Institute of Technology Delhi, Hauz Khas, New Delhi-110016. The application form can also be downloaded from the Website: www.iitd.ac.in

Step 2: Obtain a demand draft for Rs.500/- (Rs.250/- for SC/ST/PH candidates) made in favour of "Registrar IIT Delhi" payable at New Delhi. Fill in the details of this draft on the Application Form as specified.

Step 3: Send the Application Form, duly filled in and signed, along with the requisite demand draft to:

The Assistant Registrar (PG)
Indian Institute of Technology Delhi
Hauz Khas, New Delhi-110016.

Do not send this application to the GATE Office. Also, if you are sending applications to more than one participating Institute of the JMET, make sure you send the correct form and demand draft to the correct Institute.

Step 4: If you have any other questions, please send them to:

The Assistant Registrar (PG)
Indian Institute of Technology Delhi
Hauz Khas, New Delhi-110016

by Fax 11-26582037, 11-26582277. You may telephone at 11-26591723, 11-26591737. You may also like to visit us at Institute website: www.iitd.ac.in

THE LAST DATE FOR RECEIVING YOUR DULY FILLED APPLICATION FORM IS 23 JANUARY 2006.

Please note that Group Discussion/Interviews will be conducted during February, 2006. Candidates short-listed for GD/Interview will be intimated by registered post/courier. Individual regret letters will not be sent to applicants who are not called for GD/Interview.



INDIAN INSTITUTE OF TECHNOLOGY KANPUR

Globally accepted as a vibrant seat of academic and professional excellence, IIT Kanpur is known for its innovative approaches, participative culture, and academic rigour. It is recognized as a world class teaching and research institution in technology, science, and interdisciplinary programs.

THE MBA PROGRAM : A Collective Endeavor of IIT Kanpur

This MBA program addresses the emergent complexion of how business is managed, in the context of remarkable changes of the last three decades. The rising complexity of the marketplace, a relentless pace of competition through newer technologies, increased globalisation of business operations, declining barriers to trade, and unprecedented changes in the information and communication technologies have all made a **technologically-endowed MBA** essential to the modern enterprise. True to its tradition of innovation, IIT Kanpur introduced its two-year MBA (Master of Business Administration) program. This program aims at creating business leaders and entrepreneurs by taking advantage of its strengths in technology, computing, & social science. The IIT Kanpur MBA has accordingly been crafted to build on the technological strengths and the strong base in humanities & social sciences existing in the Institute.

PROGRAM STRUCTURE

The IIT Kanpur MBA program comprises six distinct aspects.

- Twelve foundation courses are compulsory for all students. These cover the basic skills and knowledge required of any business manager in the contemporary world.
- The student spends the following summer to complete a management project in an intern manager's role pre-arranged by the institute at a host enterprise.
- The 2nd year opens up the program to specialization and elective courses. Students have a choice of six specialization courses focussed either on Manufacturing or Service sector.
- A wide choice of electives is also offered to the students in 2nd year, in order to broaden their areas of familiarity. Electives are offered in Marketing, finance, IT & Systems, Operations and in General Management.
- Students are also required to do a Special Study or Project in each semester of 2nd year
- Concurrently, the student attends a series of departmental seminars and participates in discussions and critiques - a compulsory part of the program.

COURSE OVERVIEW

First Semester

MBA 601: Accounting for Management
 MBA 611: Organization Structure and Behaviour
 MBA 606: Economic Analysis for Mgmt
 MBA 651: Quantitative Methods
 MBA 641: Computing for Management
 MBA 621: Managerial Communication

MBA 698: Management Seminars

Second Semester

MBA 631: Marketing Mgmt
 MBA 607: Financial Mgmt
 MBA 661: Production/Operations Mgmt
 MBA 616: Human Resource Mgmt
 MBA 617: Social, Political & Legal
 Environment of Business
 Specialization I
 MBA 698: Management Seminars

MBA 697: Summer Project

Third Semester

MBA 623: Strategic Management
 Elective I
 Elective II
 Specialization II
 Specialization III
 MBA 699: Special Studies/Project
 MBA 698: Management Seminars

Fourth Semester

Elective III
 Elective IV
 Specialization IV
 Specialization V
 Specialization VI
 MBA 699: Special Studies/Project
 MBA 698: Management Seminars

Specialization Courses

MBA 663: Total Quality Management
 MBA 675: Infrastructure Regulation, Policy,
 & Finance
 MBA 665: Manufacturing Planning and Control
 MBA 626: Management of Technology
 MBA 635: Marketing of Services

MBA 633: Marketing Research
 MBA 671: Managing Service Operations
 MBA 664: Supply Chain Mgmt
 MBA 672: Advanced Manufacturing Systems
 MBA622: Manufacturing Policy
 MBA 613: Organizing for Services

Elective Courses

(This list of elective courses is only indicative . Some of them may not be offered or available for a batch).

Knowledge Strategies & Knowledge Systems	Measuring & Driving Corporate Performance
Corporate Innovation & Entrepreneurship	Managing Change in Organizations
Project Management	Management of High Technology
E-Marketing	International Business
Advertising and Marketing Strategy	Business to Business Marketing
Consumer Behaviour	Enterprise Integration with IT
Management Information Systems	Software Project management
Data Base Management Systems	Simulation of Business Systems
Security Analysis, Derivatives, Portfolio Mgmt	Project Finance and Management
Financial Intermediaries, Financial Institutions, & Regulators	
Risk Management in Financial Systems	

Courses of other Department 's: Students can also take courses from other departments of the Institute as electives.

FACILITIES

The Department is equipped with state-of-art facilities for computational support. The system optimization laboratory provides computational support both for teaching and for research. It includes Pentiums and workstations connected to form a Local Area Network, and to access the IIT-K computing facilities and Internet. The Department also has audio-visual aids, games and other state of the art material to supplement understanding of various fields of management. It also operates a management library in the Department which carries the various business news papers, magazines, periodicals etc. related to management.

P K KELKAR CENTRAL LIBRARY

The central library of the Institute (recently renamed after dedicating it to the founder Director Prof. P K Kelkar) with a collection of more than four lakh volumes and subscription to more than 1800 periodicals is one of the best in the country. Most of the library functions are fully computerized and access is available on network. Library also subscribes to a large number of electronic resources.

ACCOMMODATION

IIT Kanpur is a residential campus and students are required to stay on campus. There are eight halls of residences for the male students and one for female students. Networking facilities have now reached the desks of students in their rooms in the halls. A few single bed room apartments for married students are also available and are allocated on the basis of seniority of the students.

COURSE FEES

Students of MBA program are required to pay tuition fee of Rs.17500/- per Semester. In addition the student has to pay other fees and charges which include hostel room rent, electricity charges, Gymkhana fees etc. which are likely to be approximately Rs.8000/- per Semester. Mess charges are payable on actual. SC/ST students are exempted from paying tuition fee but are required to pay other fees. Foreign and Non Resident Indians are required to pay tuition fee of US\$6,000 per semester.

ELIGIBILITY

A Bachelor's degree in any branch of engineering or technology (AICTE approved) from a University/Institute with at least 60% of marks or grade point average of 6.0 on a scale of 10.0 in aggregate based on average over whole program. AMIE or similar distance learning qualification are not eligible for this program. Candidates with Architecture degree can apply provided they have taken Mathematics at 10+2 level.

Candidates will be selected on the basis of nationally-administered JMET, a group discussion and a personal interview.

Candidates from outside India (foreign nationals and non-resident Indians) will be selected on the basis of academic background and work experience.

Concession for SC/ST Candidates/Physically Handicapped

In this program 15% seats are reserved for SC candidates and 7.5% seats for ST candidates. Such candidates who have passed the above stated qualifying degree are eligible to apply irrespective of marks/grade point average but should satisfy the eligibility requirement of qualifying in JMET. However, while considering their cases only their suitability for the program is ensured and they are not compared with the candidates belonging to other categories. 3% Seats are reserved for physically handicapped persons.

FACULTY

- Tapan P Bagchi, Ph D (Toronto) (on Leave)**
MIS/DSS, Quality Management, Scheduling.
- Veena Bansal, Ph D (IIT Kanpur)**
Information Technology, Document Processing.
- Jayanta Chaterjee, Ph D (IIT Delhi)**
Knowledge Management, Entrepreneurship, Service Management
- Ashok K Mittal, Ph D (Case Western)**
Operations Research, Operations Management, TQM, IPR.
- Kripa Shanker, Ph D (Cornell)** Head of the Department
Operations Management, CIMS, Quantitative Decision Modeling.
- RRK Sharma, Fellow in Management (IIM Ahmedabad)**
Quantitative Methods, Manufacturing Policy
- Arun P Sinha, Fellow in Management (IIM Ahmedabad)**
Strategic Management, International Business, Service Marketing.
- Sanjeev Swami, Ph D (University of British Columbia)**
Quantitative Models in Marketing , Strategic Marketing, E- Marketing.
- Rahul Varman, Fellow in Management (IIM Ahmedabad)**
Personnel Management & Industrial Relations, Organizational Behaviour.
- Rohit Varman, PhD (Univ. of UTAH)**
Consumer Behaviour, International Marketing, Social Marketing
- Anoop singh , PhD (IGIDR, Mumbai)**
Infrastructure Finance & Regulation , Energy & Environment, Managerial Economics
- R.N. Sengupta , Fellow in Management (IIM Calcutta)**
Computational finance, Risk Management, Operations Management
- P. Ramachandran, Ph.D (Okalhama State)**
Yield Management, Operations Research
- N K Sharma Ph.D (Delhi)**
Cognitive Processes, Consumer Behaviour.
- Piyush Mehta, Fellow in Management (IIM Ahmedabad)**
Operations management, Quantitative Methods
- Faculty from other departments of IITK/ Adjunct/Guest Faculty**
- A K Sharma Ph.D (IIT Bombay)**
Social Systems
- G K Agarwal, Fellow of Chartered Accountant, Company Secretary, Cost & works Accts**
Corporate Finance , Financial Intermediaries
- Dipankar Ganguli, Chartered Accountant**
Corporate law & Taxation

THE CAMPUS

Preserving its park-like mettle in the cradle of the Gangetic plains, IIT Kanpur is now home to 3000 undergraduate and postgraduate students and a 300-strong faculty. The Institute has a modern library and state-of-art computing facilities. A self-contained community, it has its own shopping complex, two banks, a hospital, four schools, a new auditorium, and a swimming pool. Some can be found to have developed colossal fascination with peacocks, migrating birds and greenery on the campus.

PLACEMENT

Institute has a placement office to facilitate placement of students. Students from the graduating batches have been fully placed.

HOW TO APPLY

After qualifying in the JMET 2006 the following procedure is required to be completed by the candidates interested in seeking admission to the Master of Business Administration (MBA) Programme of IIT Kanpur.

Step 1: Qualified candidates can download the application form from www.iitk.ac.in/ime and send it to, Convener DPGC IME Department IIT Kanpur 208016 along with a DD of Rs 500/- (Rs 250/- for SC/ ST) payable to Registrar IIT Kanpur at Kanpur. Last date of receiving application at IITK is **January 23,2006**.

Step 2: Shortlisted candidates will be called for GD/Interview at Kanpur.

CONTACT ADDRESS:

For any further information about the MBA program of IIT Kanpur, contact:

Head, Industrial & Management Department
IIT Kanpur, Kanpur - 208 016
Tel: 512-2597376/2597172 Fax:2 597553/2590260
Email: headime@iitk.ac.in
Homepage www.iitk.ac.in/ime



INDIAN INSTITUTE OF TECHNOLOGY KHARAGPUR

IIT Kharagpur was the first of the IITs and remains the largest and the most diversified. The Institute has come a long way since its inception in 1951 to its present position of preeminence with 18 academic departments, 8 multidisciplinary centres, 4 schools and sophisticated central facilities. Currently, there are about 460 faculty members, 1400 employees and 3500 students on campus.

VINOD GUPTA SCHOOL OF MANAGEMENT

The Vinod Gupta School of Management (VGSOM) at IIT Kharagpur was established in 1993, and was the first management science faculty set up within the IIT system. It was founded by a distinguished alumnus of the Institute, Mr. Vinod Gupta, whose generous endowment was matched by liberal support from the Government of India. It was felt that IIT Kharagpur could play a pioneering role in creating management schools within the IIT system and offer unique programmes that would develop managers who would be able to understand and appreciate both the critical technology related issues and their managerial implications. This original and pioneering concept has now been vindicated by the setting up of management schools/departments in all IITs except one.

MAIN ACTIVITIES OF THE SCHOOL

- **Master of Business Administration (MBA) Programme**
- **Post Graduate Diploma in Business Administration (PGDBA) Programme**
- **Doctoral Programme**
- **Management Development Programmes**
- **Industrial Consultancy and Research**

MBA CURRICULUM

Semester - I: 25 credits (July – November) - Quantitative Methods for Management, Production & Operations Management, Economics for Management–1, Marketing Management, Managerial Accounting & Control, Financial Management, Individual and Group Behaviour in Organisation, Organization Structure and Dynamics, Oral Business Communication, Software Laboratory.

Semester - II: 24 credits (January - April) - Statistical Methods for Management, Management of International Business, Economics for Management-II, Marketing of Industrial and High Tech Products, IT and Management Information Systems, Strategic Management, Management of HR and Industrial Relations, Business German / French/ Japanese (any one), Written Business Communication, MIS Laboratory.

Summer Internship: 3 credits (May - July)

Semester - III: 17 / 19 credits (July – November) -Dissertation Project (17 credits, out of which third semester will carry 7 credits and fourth semester will carry 10 credits) Or

Combination of Electives and 1 Field Application Course (FAC) of 4 credits under VGSOM Faculty Members

Semester - IV: 20/22 credits (January - April) - Business Values and Ethics, Leadership, Creating and Managing New Ventures, Strategic & Operational Mgmt. of Technology, Legal Aspects of Business, PLUS

Electives (Total 5 Nos.)

THE FACULTY

The School has highly qualified faculty members in the areas of Finance, Economics, Operations and Production Management, Marketing, Information Systems, Strategic Management and International Management. In addition, faculty resources from other departments of the Institute are normally drawn upon for particular specializations. Distinguished visiting scholars and speakers from industry are invited to address the students. The faculty of the School is engaged in teaching in the MBA, PGDBA and doctoral programmes, research and consultancy assignments, case development and developing and offering short-term courses for practicing executives.

Faculty of Vinod Gupta School of Management

- Chakraborty, Debjani, B.Sc. (Hons), M.Sc., Ph.D (IIT Kharagpur)
- Datta, Biplab, B.Arch., M.B.E.M., Ph.D. (IIT Delhi)
- De, Sadhan K., B.Tech., M.Tech., M.Sc.(Techy.)(Loughborough), Ph.D. (Manchester)

- Guin, Kalyan Kumar, B.Tech, Fellow (IIM Bangalore)
- Gupta, Probir K., B.Tech. (IIT Kharagpur)
- Mukhopadhyay, Sipra, B.Tech., Fellow (IIM Kolkata)
- Rajib, Prabina , MBM, Ph.D.(IIT Kharagpur)
- Sinha, Gautam, B.Tech.(Prod), M.Tech.(IE & M), PhD (IIT Kharagpur)
- Srinivasan, S., B.E. M.Tech, Ph.D (IIT Kharagpur)

Associated Faculty

- Banerjee, Rabindra Nath, B.Tech (Hons.), M.Sc, PGDM (Edinburgh)
- Basu, P., M.A.(Economics), Ph.D. (Calcutta Univ)
- Chakraborti, Chhanda, M.A.(Philosophy), Ph.D. (Univ. of Utah, USA)
- Chatterjee, Bani, M.A., Ph.D (BHU)
- Chatterjee, Suhita Chopra, M.A. (Psychology), Ph.D. (IIT Bombay)
- Dasgupta, Pallab, B.Tech, M.Tech, Ph.D (IIT Kharagpur)
- Faruqui, M. A., B.Sc.(Engg.Hon.), M.Tech., Ph.D(IIT Kharagpur)
- Giri, V. N., M.A. (German, BHU), German Literature and Language, Interpersonal Communication
- Kumar, C. S., B.Tech, Ph.D (IIT Kharagpur)
- Mahanty, Biswajit, B.Tech (Hons), M.Tech, Ph.D (IIT Kharagpur)
- Mohapatra, P. K. J., B.E., M.E., Ph.D. (IIT Kharagpur)
- Nayak, N. C., M.A. (Economics), M.Phil.(Utkal Univ), Ph.D. (Utkal Univ)
- Patnaik, P., M.A.(English), Ph.D. (Utkal Univ)
- Ray, Pradip Kumar, B.E. (Mech), M.Tech, PGDDM (IIMM), Ph.D (IIT Kharagpur)
- Roy, Anjali, M.A.(English), Ph.D (IIT Bombay)
- Sahu, Sadananda, B.Sc (Engg.), M.Tech, PGDIM (Delft, Netherlands), Ph.D (IIT, Kharagpur)
- Shandilya, B. P., M.A., Dip in German (Munich), Dip in Russian, Ph.D (IIT Kharagpur)
- Sharan, M. B., M.A. (Psychology), Ph.D. (Patna University)
- Srivastava, K. B. L., M.A., Ph.D (Allahabad)
- Suar, Damodar, M.A. (Psychology), Ph.D (IIT Kharagpur)
- Tiwari, H. R., M.A. (Sociology), P.G. Dip. USD, P.G. Dip INDP., M.S.(Hague), Ph.D (IIT Kharagpur)
- Vizayakumar, Karumanchi, B.E., M.Tech, Ph.D (IIT Kharagpur)

ELIGIBILITY, ADMISSION AND SELECTION

A candidate who has either secured or is likely to secure a first class Bachelor's degree in Engineering/Technology or a first class Master's degree in Science (with Mathematics or Statistics at Bachelor's level) or a first class Master's degree in Economics or Commerce (with Mathematics or Statistics at Bachelor's level) is eligible for admission. Selection is based strictly on performance in JMET, followed by group discussion and personal interview with the Selection Board. Post qualification work experience in industrial organizations will be given due weightage. The School follows Government of India norms regarding reservation of seats for qualified Scheduled Caste/Tribe and Physically Handicapped candidates.

CAREER DEVELOPMENT & PLACEMENT

The School's aim is to ensure that students individually as well as in a group can maximize their market value through learning and skill-development. The Institute has its own placement office, which helps in placement. In addition, the School has a Career Development and Placement Committee headed by a faculty member of the School which makes special efforts for Summer Project, Dissertation Project and Final Placement. The School's graduates have been placed in reputed organizations in India and abroad, e.g. Price Waterhouse Coopers, A. F. Fergusons, HCL Infosystems Ltd., Mahindra British Telecom, Polaris, Birla Management Services, Cambridge Technology Partners, Citicorp, GE Capital, Bombay Stock Exchange, BOC, TCS and many others. Also the School has collaboration with U.S. Universities for placement of students for Summer and Dissertation Projects.

FEES AND EXPENSES

Fees for the total MBA programme of four semesters cover tuition fee, room rent, part of the teaching materials, library and computer facilities and other institutional fees. The current fees are Rs. 45,000/- per semester, which may be enhanced to Rs.50,000/-. An amount of Rs. 3,700/- will also be charged towards "Hostel Overhead Charges" in every semester. Expenses on account of mess charges are extra. A refundable "caution" deposit is also charged.

ACCOMMODATION

Every student admitted to the MBA Programme is given a single room in Dr. Shanker Dayal Sharma Block of the Pandit Madan Mohan Malviya Hall of Residence, which has all modern amenities and is meant exclusively for MBA students.

FACILITIES

Computing Facilities

The School has two dedicated computer laboratories which have Pentium PCs, Windows NT Pentium Pro server, dual Intel Pentium II server, Silicon Graphics O2 Workstation and IBM AS 400e machine. Printers are connected with all machines through VGSOM LAN. Latest software and Databases are supported on these machines and LAN. The school is connected with the Institute through an ATM LAN, which is connected to Internet with 2MBPS bandwidth line.

VGSOM Library

The School's MBA students have access to both the Main Library of IIT Kharagpur, the largest technical library in India, and the School's own Library. The school subscribes to CMIE database, various national and international journals and newspapers, increasingly which are turning on-line.

Sports and Recreation

Technology Film Society: The society runs film shows for the IIT fraternity during weekends in the Netaji Auditorium.

Technology Students' Gymkhana: The Technology Students' Gymkhana provides various outdoor and indoor sports facilities and offers memberships to all kinds of clubs from tennis to basketball. Our Spring Festival is organized as an extravaganza during the month of January every year.

Technology Aquatic Society: An international standard swimming pool functions under the aegis of the society.

The above facilities are only for the residential MBA students at IIT Kharagpur campus.

Health and Miscellaneous

B. C. Roy Technology Hospital It has the facility to treat the patients as IN as well as OUT patients. Students can avail medical facilities for themselves by producing their identity cards.

Guest Houses: The institute maintains a number of guesthouses in the campus.

The above facilities are only for the MBA students resident at IIT Kharagpur campus.

HOW TO APPLY

After qualifying in the JMET 2006, the candidates seeking admission to the MBA Programme at VGSOM must complete the following procedure :

Step 1: Send your request on a plain paper to the Senior Manager (Administration & Projects), Vinod Gupta School of Management, Indian Institute of Technology, Kharagpur – 721302, asking for an Application Form. Request for an application form will be entertained as soon as JMET results are declared.

The application form can also be downloaded from the website:

<http://vgsom.iitkgp.ernet.in> or www.iitkgp.ernet.in/vgsom .

Step 2: Obtain a demand draft for Rs. 700/- (Rs. 350/- for SC/ST/PH candidates) made in favour of "VGSOM, IIT Kharagpur" payable at **Kharagpur** . Fill in the details of this draft on the Application Form as specified.

Step 3: Send the Application Form, duly filled in and signed, along with the requisite demand draft to:

**The Admission Coordinator,
Vinod Gupta School of Management,
Indian Institute of Technology, Kharagpur
Kharagpur - 721 302.**

Do not send this application to the GATE Office. The last date for the school to receive your duly filled application form is January 23, 2006. If you have any other questions, you may contact Admission Coordinator by Fax: (03222) 283874 / 255303, Email : admissions@vgsom.iitkgp.ernet.in and Phone (03222) 282295 / 282224 / 283870.

You may also like to visit us at <http://vgsom.iitkgp.ernet.in> or www.iitkgp.ernet.in/vgsom.

SELECTION PROCEDURE

Only those candidates who have successfully qualified at JMET examination, the result of which is expected to be announced in the first week of January, 2006, will be eligible to apply. We must receive the application, duly filled in and signed with demand draft, latest by 23rd January, 2006.

After receipt of applications, candidates will be called for Group Discussion and Personal Interview according to a shortlist prepared for this purpose.

The sanctioned strength of VGSOM is 120.

Please note that Group Discussion (GD) / Personal Interviews (PI) will be conducted during March 3-6, 2006. Candidates shortlisted for GD/PI will be intimated by registered post/courier during February 2006. Individual regret letters will not be sent to applicants who are not called for GD/PI.



INDIAN INSTITUTE OF TECHNOLOGY MADRAS

The Indian Institute of Technology Madras (IITM) is recognized worldwide for its excellence in teaching, research, industrial consultancy and intellectual services rendered. It has state-of-the-art, fully accessible infrastructure (library, computer center, hostels, recreation facilities) and a vibrant academic environment to nurture and inspire its young, brilliant student community. The alumni of the Institute have excelled professionally and have earned all-round acclaim for their outstanding achievements and leadership qualities.

Given India's socio-economic vision and the thrust to promote our products and services into the heart of global competition, there is an obvious need for top quality managerial talent. While we have fine institutions producing excellent managerial talent, there is a strong need for more fine institutions and excellent managers.

The Department of Management Studies

The Institute has offered post-graduate education and research programmes in Management for well over three decades. The Department of Management Studies (DoMS) now continues with the excellent legacy of the earlier programmes. Its internationally renowned full-time and visiting faculty form an eclectic mix of rich academic expertise and industry experience, in India and abroad, in a variety of areas in management including accounting, business models and systems, data and decision analysis, finance, human resources, information technology, knowledge management, marketing, operations research, organizational behaviour, operations, projects, public systems, strategy, supply chains, systems analysis, and total quality. The Department houses a well-stocked library with adequate electronic access to a variety of learning resources located worldwide, and has an enviable computing facility. The Department offers the MBA, MS (by research), MS (Entrepreneurship) and Ph D programmes.

The MBA Programme

The two-year, eight-quarter, full time MBA programme is uniquely structured and rigorous. Following an internationally proven, optimal learning experience, students take only five/six courses per quarter lasting about eight weeks. This enables them to engage in a variety of constructive activities including taking courses on audit, going on field visits, participating in various management workshops and competitions, organizing special professional events, and working on live business projects. This leads to intensive learning and strong analytical orientation. Each batch consists of about 50 carefully selected students and has a balanced mix of age-groups, work experience, socio-cultural backgrounds, and gender. Our faculty members give personalized attention and build a warm culture of group-work.

The programme consists of core courses dealing with business management concepts, analytical and quantitative methodologies, tools and techniques, functional specializations, industrial and business domains, professional development, and industrial/business projects. The curriculum is continuously reviewed and updated periodically. It includes unique, professionally useful core and elective courses such as Systems Thinking and Applications, Supply Chain Management, Total Quality Management, Project Management, Business Models, Industrial and Business Domains, Strategic Networking, and IT Consulting. Professional Development Workshops (on business communications and presentations, negotiations, team work, conflict resolution, ethics and values, leadership, emotional intelligence, information and work organization, time management, personal finance, etiquette and yoga) are organized for training students to develop soft-skills.

The programme also offers specializations, through elective courses, in the areas of Business Consulting, Systems and Information Technology, Operations, Finance, Marketing, Human Resources and Strategy. A unique feature of some specializations is that there are courses designed and offered by leading business organizations through their senior executives.

Students also work for 8 to 10 weeks on Summer Projects in a variety of industrial and business organizations. This gives them opportunities to blend their academic learning with practical problems and situations. A uniquely designed Comprehensive Viva Voce is aimed at widening and strengthening students' integrated grasp of business knowledge. During the second year, they work on Industry Projects to demonstrate their ability to apply the knowledge and skills gained during the programme.

Full details about the programme, faculty, Institute, students, life on campus, activities, etc., can be obtained by visiting www.doms.iitm.ac.in or www.iitm.ac.in.

Programme Structure (planned to be implemented from Academic Year 2005 – 2006)

Quarter I (July, August, September) Macro Economics Organizational Behavior Financial Accounting Marketing Management I Data Analysis for Management Systems Thinking and Applications	Quarter II (October, November, December) Macro Economics Organizational Structure and Design Cost Accounting Marketing Management II Operations Research Business Communication Lab
Quarter III (January, February, March) Financial Management Marketing Management III Operations Management Management Information Systems Legal Aspects of Business Professional Development Workshop	Quarter IV (March, April, May) Human Resource Management Systems Analysis and Design Supply Chain Management Total Quality Management Business Research Methodology
Summer Project (8 to 10 weeks, mid-May to mid/end-July) Comprehensive Viva Voce	
Quarter V (July, August, September) Strategic Management Elective 1 Elective 2 Elective 3 Elective 4	Quarter VI (October, November, December) Project Management Elective 5 Elective 6 Elective 7 Elective 8
Quarter VII (January, February, March) Business Models Industrial and Business Domains Elective 9 Elective 10 Elective 11	Quarter VIII (March, April, May) Strategic Networking Contemporary Issues in Management Elective 12 Elective 13 Elective 14
Second Year Industry Project (including Three Reviews)	

Placement

Students of the Classes of 2003, 2004 and 2005 are presently working for (or, through campus and external placements, have been offered by) internationally and nationally reputed organizations, from a wide variety of business domains, including Asian Paints, Avalon Consulting, Bajaj Allianz, Bajaj Tempo, Brakes India, Calsoft, CavinKare, Citibank, Covansys, Deep Blue Consulting, Drivestream, e-Serve, Frost and Sullivan, GEA Systems, GECIS, Goodlass Nerolac, HCL Tech, HSBC, IBM, ICICI Infotech, ICICI Lombard, IMS, Infosys, Ingersoll Rand, Kotak Mahindra, Lucas TVS, Ma Foi, McKinsey, MindTree, Oracle, Perot Systems, Photon Infotech, Redington, Sherpa Business Solutions, Sify, Sundaram Finance, Synergy Login, TCS, Verizon, Wipro, Xansa. A much larger set of companies including 3M, Coca Cola, AIG, Ajuba, AMP Sanmar, Ashok Leyland, BPCL, Belden, Bharat Overseas Bank, Cognizant, Daimler Chrysler, EID Parry, Gillette, Glaxo Smithkline, HCL Tech, HDFC, Hindustan Thompson, HSBC, Hyundai, LIC, MRF, O&M, Orchid, Prudential ICICI, Ramco, RBI, Satyam, Standard Chartered, TAFE, and TVS Electronics have offered summer placements.

Many students of the Classes 2003 and 2004 have earned prizes, awards, honours and even promotions within their first year of work in some of the above organizations! This fact bears ample testimony to the living and learning experiences they underwent at MBA@IITM. They have served as fine examples of the programme's operative principle, Quiet Excellence Demonstrated (QED).

Faculty

The **core faculty** of the programme (mentioned in the table below) are highly qualified and have rich teaching, research and consulting experience. Their research work frequently appears in reputed national and international journals, and is presented at prestigious conferences. Several of them have served as members in national-level committees. They regularly interact with business and other organizations/institutions for mutual benefit. The programme also uses the services of expert **guest faculty** from industry, and **visiting faculty** from other specialised institutions. The Department's faculty members collectively bring a fine blend of methodological mastery, intellectual rigour, business perspectives, and practical experience into the educational process.

Core Faculty

Anantharaman R. N., Ph.D. (Bangalore)	Organizational Behaviour, Human Resources Management, Industrial Relations
Arun Kumar G., Ph.D. (IISc Bangalore)	Management of Financial Services, Strategic Cost Management, Management Accounting
Bhardhwaj S., Ph.D. (U. of Maryland, College Park)	Consumer Behaviour, International Marketing, Brand Management, Marketing Communications
Debasish Acharya, Ph.D. (Hyderabad)	Macro Economics, Monetary Economics, Applied Econometrics
Ganesh L. S., Ph. D. (IIT Madras)	Systems Analysis and Modeling, Data and Decision Analysis, Forecasting, Project Management, Technology Management

Jayachandran S., Ph. D. (IIT Madras)	Marketing Management
Kamalanabhan T. J., Ph. D. (Madras)	Human Resources Management, Organizational Behaviour
Madhumathi R., Ph. D. (Madras)	Accounting, Finance
Malathy Duraisamy, Ph. D. (Madras)	Applied Economics/Econometrics, Economics of Human Resources.
Mohan S., M. A. (Madras)	Oral and Written Communication
Muraleedharan V. R., Ph. D. (IIT Madras)	Economics, Health-care Economics, Public Policy
Narendran T. T., Ph. D. (IIT Madras)	Operations Management, Operations Research, Supply Chain Management, Computer Simulation
Raghunathan S., Ph.D. (U. of Pittsburgh)	Information Systems
Rajendran C., Ph. D. (IIT Madras)	Production Management, Scheduling, Computer Simulation, Total Quality Management
Ramasubramanian G., Ph.D. (Sloan, MIT)	Customer Management, Loyalty Strategies, Service Quality Management, Business Intelligence Methodologies
Sanghamitra B., Fellow (IIM Calcutta)	Organizational Behaviour, Human Resources Management
Srinivasan G., Ph. D. (IIT Madras)	Supply Chain Management, Manufacturing Systems Management, Operations Research
Thenmozhi M., Ph. D. (Madras)	Finance, International Business, Strategic Management
Vijayaraghavan P., Fellow (IIM Bangalore) TTK Chair Professor	Strategic Marketing, Brand Management, Advertising and Sale Promotion, Industrial and Services Marketing

This year, a few more faculty with rich national and international academic/ industrial experience are to join the Department, and offer unique, value-laden courses.

Eligibility Criteria for MBA

A maximum of fifty JMET-qualified students can be selected into the programme. An additional ten seats are earmarked for candidates sponsored by Industry/Business organizations and NRI/Foreign students.

The minimum academic qualifications for admission into the programme are:

B.E/B.Tech or equivalent with first class or equivalent from a recognized Institution or University.

A Master's degree in any discipline with first class or equivalent from a recognized Institution or University.

Final year students are also eligible to apply. Such candidates, if selected, will be admitted provisionally, provided they complete all requirements for the qualifying degree before 15th July, 2006 and produce a provisional degree certificate on or before 30th September, 2006.

Candidates sponsored by their employers may also pursue the programme. They must have a minimum of two years of work experience in the sponsoring organization. They are exempted from appearing in the JMET. They will be selected on the basis of their performance in a separate written test, an interview and group task.

NRIs and Foreign Nationals are exempted from the JMET, the interview and the group task. Their selection will depend on their GMAT score, their academic record, letters of reference and work experience, if any.

Programme Fees (for Regular Candidates)

One time payment fees	:	Rs. 3,950/-
Semester fees (including tuition fees*)	:	Rs. 32,600/-
Caution Deposit – Institute & Library	:	Rs. 2,000/-

* *Subject to Change.*

Hostel Fees

One time hostel admission charges	:	Rs. 500/-
Hostel accommodation (per semester)	:	Rs.3,150/-
Hostel Caution Deposit	:	Rs.3,000/-
Mess charges as per actuals		

HOW TO APPLY

After qualifying in the JMET 2006, candidates seeking admission to the IIT Madras MBA Programme should complete the following procedure.

Step 1: Send your request on a plain paper asking for an application form, along with a self-addressed stamped (Rs.7/-) envelope (9"x4") to:

The Admissions Coordinator (MBA Programme),	Ph : (044) 22574550
Department of Management Studies,	E-mail : mba@iitm.ac.in
Indian Institute of Technology Madras,	website: www.doms.iitm.ac.in
Chennai 600 036	

Request for an application form will be entertained from **26th December, 2005**. The application form can also be downloaded from the web site <http://www.doms.iitm.ac.in/>

Step 2: Obtain a Demand Draft (DD) for Rs.500/- (Rs.250/- for SC/ST/PH candidates) in favour of “Registrar, IIT Madras” payable at **Chennai**. Fill in the details of the DD as specified in the Application form.

Step 3: Send the fully completed / filled in and signed application form, along with the DD to the Admissions Coordinator (MBA Programme) as mentioned in Step 1

Step 4: If you have any other questions please ask the Admissions Coordinator.

Do not send the completed application to the GATE Office

LAST DATE FOR THE RECEIPT OF COMPLETED APPLICATION FORM : Friday, 23rd JANUARY, 2006.

Selection Procedure

The results of the JMET 2006 are expected to be announced in early **January, 2006**. Only those candidates who have successfully qualified in JMET 2006 will be eligible to apply. The application form, duly completed/filled in and signed, must be received latest by **23rd January, 2006**. After receipt of applications, a short list will be prepared and due communications will be sent.

Please note that post-JMET selection process will be held during February and March, 2006. Candidates short-listed for these will be intimated by registered post/courier during **February, 2006**. Individual regret letters will not be sent to applicants who are not called.

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INDIAN INSTITUTE OF TECHNOLOGY ROORKEE

Indian Institute of Technology Roorkee is a premier center of engineering and technical education in India. Being the first such institution of India (1847), IIT Roorkee has now acquired a worldwide reputation of being among the foremost centres of excellence. It was elevated to the position of the first technical University of Independent India in 1949. In the year 2001, it was rechristened as Indian Institute of Technology Roorkee. The Institute has over 3000 students in 19 academic departments/centres of Engineering and Technology, Sciences, Humanities & Social Sciences and Management.

Prior to becoming an IIT, the University of Roorkee was accredited by the National Assessment & Accreditation Council (NAAC), an autonomous institution of the University Grants Commission, with Five Star status for a period of five years in the year 2000. This is the highest grade that NAAC awards on a five point scale.

The Institute is located at Roorkee, a quiet town of moderate size in the district of Haridwar (Uttaranchal). Roorkee is located on the banks of the Upper Ganga Canal, which takes off at Haridwar, 30 km away. About 30 km south of the Shivaliks, 170 km north of Delhi and situated on Amritsar - Howrah main line, Roorkee is linked by rail to many important cities such as Delhi, Kolkata and Mumbai. Located on the Delhi - Haridwar National Highway (NH 58) and on the Delhi - Dehradun Highway, Roorkee is also well connected by road.

DEPARTMENT OF MANAGEMENT STUDIES

Recognizing the need for professional managers in the rapidly evolving global business environment, the Institute established the Department of Management Studies in 1998 to impart high quality formal education in the management sciences through a comprehensive 2 years regular full time MBA programme.

The Department of Management Studies has acquired and developed adequate infrastructure, expertise and resources for providing high quality management education. The Department is housed in an exquisitely designed double storeyed building with four spacious lecture rooms, a large computer laboratory, a double storeyed library, syndicate and committee halls, auditorium with teaching aids and a large central atrium. An excellent Departmental library with over 4600 books and a state of the art computer laboratory augment the centralized resources available to students at the Institute level. A massive 350 acre campus with all round sports and games facilities and a hobbies club provides ambience and a stimulating academic environment.

A fresh student is likely to be overwhelmed by the quantum of activities taking place in the Department. Students are active in organising academic and extra-curricular activities throughout the academic year. These include quizzes, monthly magazine (@doms.edu), discussion forums, industry interaction (guest lectures and tours) etc. The students regularly organise marketing fairs and students' paper contests. They also organise and participate in management festivals.

PROGRAMME AND COURSE CONTENT

MBA at IIT Roorkee is a 4 semester residential regular programme spread over two academic years. The course structure is designed to impart knowledge of the core management concepts and techniques in the first year which are, thereafter, upgraded to advanced knowledge and practicing skills in the areas of specialization opted for by the students in the final year.

Presently, the Department offers dual specialization in any two of the following:

(i) Marketing, (ii) Finance, (iii) Information Technology, (iv) Operations.

At the end of the first academic year, the students take up summer training in professionally managed organizations to get exposure to real life situations and apply their newly acquired skills in a practical environment.

Additionally, in the fourth semester, students take up a comprehensive project in the area of their choice in which they are required to apply their expertise in a simulated environment under the guidance of a faculty member who specializes in that field.

PROGRAMME CONTENT

First Semester		Second Semester	
Course	Credits	Course	Credits
Preparatory Mathematics	0	Business Statistics	2
Quantitative Methods in Management	2	Management Accounting	2
Operations Research	3	Financial Management	4
Management Processes & Organisational Behaviour	4	Business Environment	2
Managerial Economics I	2	Human Resource Management	3
Managerial Economics II	2	Management Information Systems	3
Computer Applications in Management	2	Marketing Management II	3
Business Communication	3	Operations Management I	3
Financial Accounting	3	Operations Management II	2
Marketing Management I	3	Technology Management	3
Total Credits	24	Total Credits	27
Third Semester		Fourth Semester	
Strategic Management	3	6 Courses in Area of Specialization / Open Electives (3 Credits Each)	18
Legal Aspects of Business	2	Project Work	6
Computer Systems II	2		
Summer Training	2		
6 Courses in Area of Specialization / Open Electives (3 Credits Each)	18		
Total Credits	27	Total Credits	24

LIST OF ELECTIVES

A. Marketing	B. Finance
Consumer Behaviour Analysis	Working Capital Management
Sales & Distribution Management	Security Analysis & Portfolio Management
International Marketing	Taxation & Tax Planning
Advanced Marketing Research	Quantitative Analysis for Financial Management
Advertising Management	Indian Financial System
Industrial Marketing Management	International Financial Management
Service Marketing	Financial Management Control Systems
Internet Marketing	Merchant Banking & Financial Services
Product Management	Electronic Commerce
C. Information Technology	D. Operations Management
Database Design & Data Management	Supply Chain & Logistics Management
Object Oriented Programming	Project Management
Distributed Computing & Managing Networks	Systems Reliability, Safety & Maintenance Management
Management of Information Technology	Manufacturing Strategy
Software Engineering & Management	Operations Planning & Control Systems
Design of Online Systems	Quality Management
Decision Support & Expert Systems	Computer Integrated Manufacturing
Electronic Commerce	Productivity Management
E. Open Electives	
Management of Self & Interpersonal Dynamics	Managing Innovation & Creativity
Industrial Waste Management	Organisation Developments
Entrepreneurship Development	Labour Legislation & Industrial Relations
Management of Large Systems	Career Planning & Performance Audit
Environment Management	International Business
Management of Change	Knowledge Management

- a. The complete programme entails a total of 102 course credits including 36 credits in the two areas of specialisation & open electives.
- b. Specialisation in two disciplines is mandatory. To specialise in a discipline, a student has to earn a minimum of 12 credits (four courses of 3 credits each).
- c. In addition to the electives in the areas of specialisation, every student has to take a minimum of three open electives, which may include courses offered in other disciplines/departments.
- d. Elective courses to be offered in a particular semester are decided on the basis of students' feedback and resource availability.

FACULTY

Core Faculty

Prof. Vinay K. Nangia, MBM

Dr. Zillur Rahman, Ph.D., MBA.

Dr. Santosh Rangnekar, Ph.D., MBA, LLB, PG Dip. PM & IR

Dr. Sangeeta Sahney, Ph.D., MBA

Dr. Anil Sharma, Ph.D., M.Phil., M.Com.

Prof. J.P. Singh, Ph.D., M.Sc. (Phy. & Maths.), FCA, FCS, AICWA, AMIE, LL.B., Dip. Op. Res.

PLACEMENT

IIT Roorkee has a proven track record of placing its students in the best of organizations. The Institute's Employment Information and Guidance Bureau is a centralized cell, which undertakes all the work related to placements.

The Employment Information & Guidance Bureau at the Institute is responsible for establishing contact with various organizations. The Placement Cell arranges interviews for students on the campus by the prospective employers, and monitors on-job training. Selection teams from a number of Private Industries, Public Sector and Government Establishment/Industries visit the Institute annually for 'On-Campus Recruitment' and a majority of students get proper and satisfying placement.

ELIGIBILITY & SELECTION CRITERIA

Candidates with Bachelor's degree in any discipline of Engineering / Technology or its equivalent or a Master's degree in any discipline from a recognized Institute/University with at least 60% marks (55% marks for SC/ST) in aggregate or CGPA of 6.75/10 (6.25/10 for SC/ST) are eligible to apply.

Final year students appearing in the above degree programmes are also eligible to apply. Such candidates, if selected, will be admitted provisionally, provided they complete all requirements before the date of registration and produce proof of passing the qualifying degree with requisite percentage of marks or CGPA by 30th-September, 2006.

Selection criteria include Academic Record, Work Experience, Performance in JMET, Group Discussions and Interview.

PROGRAMME TUITION FEE*

For Regular Students	Rs.35,000 per semester
For Sponsored Students	Rs.60,000 per semester
For International Students	As may be decided by the Institute

The above fee does not include security, mess charges, mess security etc. and other Institute fees and charges.

***The above fees are subject to change and the exact amount payable by the students at the time of admission shall be communicated in the invitation letter for counseling / registration.**

HOW TO APPLY

After qualifying in the JMET 2006 the following procedure is required to be completed by the candidates interested in seeking admission to the IIT Roorkee, Master of Business Administration Programme.

- Step 1 :** Send your request for an Application Form on a plain paper along with a self addressed stamped (Rs.7.00) envelope (size 9" x 4") to the Officer in Charge, Admissions, Department of Management Studies, Indian Institute of Technology, Roorkee-247 667. Request for an application form will be entertained from December 27, 2005. The application form may also be downloaded from the Institute website, <http://www.iitr.ac.in/>
- Step 2 :** Obtain a demand draft for Rs. 500.00 (Rs.250.00 for SC/ST/PH candidates) made in favour of "The Registrar, Indian Institute of Technology Roorkee", payable at Roorkee. Fill in the details of this draft on the Application Form as specified.
- Step 3 :** Send the Application Form, duly filled in and signed, along with the requisite demand draft to:

**The Officer in Charge, Admissions
Department of Management Studies
Indian Institute of Technology Roorkee
Roorkee - 247 667**

Do not send this application to the GATE Office. Also, if you are sending applications to more than one participating institute of the JMET, make sure you send the correct form and Demand Draft to the correct Institute.

THE LAST DATE OF RECEIVING COMPLETED APPLICATIONS FOR ADMISSION TO THE MBA PROGRAMME (2006-2008) AT THE DEPARTMENT OF MANAGEMENT STUDIES, IIT ROORKEE IS JANUARY 23, 2006.

Any correspondence relating to the admissions may be addressed to:

**The Officer in Charge, Admissions
Department of Management Studies
Indian Institute of Technology Roorkee
Roorkee - 247 667
Phone: 01332 285014 Fax: 01332 285565
Website: <http://www.iitr.ernet.in>**

Applicants may note that Group Discussion / Interviews will be conducted during February / March 2006. Candidates short listed for GD / Interview will be intimated by registered post / courier during February, 2006. Individual regret letters will not be sent to applicants who are not called for GD / Interview.