

# BE WORLD CLASS

Seeding Excellence Through Education



**K J Somaiya Institute of Management**  
Somaiya Vidyavihar University



**MBA Admissions Brochure 2023-2025** 09/03/09/01



# Index

- Somaiya Vidyavihar University
- Patrons' Messages
- K.J Somaiya Institute of Management
- Important Milestones and Beyond
- Institute Highlights & Programmes Offered
- Programmes In Focus
- Programmes Structure and Highlights
- Majors
- Minors
- MBA Healthcare Management
- MBA Sports Management
- Admission Process and Details
- Selection Parameters
- Fee Details
- Financial Aid
- Placement Highlights (Batch 2020-22)
- Batch Profile (MBA 2022-24)
- Pedagogy
- Centres of Excellence & Conferences
- Prominent Recruiters
- Illustrious Alumni
- International Immersion and Linkages
- Life @ Campus & Infrastructure
- Important Dates
- Contact Us





# Somaiya Vidyavihar University



Somaiya Vidyavihar University, Mumbai, established in 2019, is a self-financed university recognized by the University Grants Commission (UGC). Somaiya Vidyavihar, with over six decades of rich experience in building and managing educational institutes of great repute, is the sponsoring body. Operational from 26th August 2019, Somaiya Vidyavihar University is a place where you can explore new possibilities, pursue your passion, and above all, discover your true potential.





## Shri. Samir Somaiya



“Our dream is to build a world class research and teaching institution, that is global in the reach of its ideas, and universal in its service. I invite you to come and be a part of our community and to further this mission.”

Welcome to Somaiya Vidyavihar University. We are a place where you can explore new possibilities, pursue your passion, and above all, find yourself.

Our motto is: “ज्ञानदेव तु कैवल्यम् ।” Knowledge alone liberates. Knowledge provides opportunity. To make the life lived more meaningful. In the service of one's family, one's community, one's समाज, country, and indeed the world.

The education we provide will reflect its timeless fundamentals, its current context, and applications. We will strive to provide you with an environment to engage this world, to discover new truths, make new applications to create and share knowledge.

Our education will also be experiential and holistic. With projects that are 'real' and those that complement the learning inside the classroom. We want you to be at the cutting edge of change, to incubate companies, to create NGOs, and pursue any field of your passion. Our education will also instill an appreciation for art and culture, the Indian tradition, and will include sports as a part of the campus experience. We want each of you to lead a full life, to fall in love with life.



## Prof. V.N. Rajasekharan Pillai



“Our academic credentials, achievements, national and international accreditations and recognitions put us among the top-most institutions in the country. I am extremely glad to welcome you as a student of this premier management institute in the Somaiya Vidyavihar University. Once you are here, I am sure you will enjoy the best of teaching and learning, research and community experiences in your student life.”

I have great pleasure in welcoming the prospective management education aspirants to the Somaiya Vidyavihar University, Mumbai for their studies at K J Somaiya Institute of Management. The subject of Management, as an academic and professional discipline, has been undergoing revolutionary changes during the last few decades, requiring appropriate knowledge in an interconnected world. We are in an era when knowledge is expanding at an unprecedented rate.

Mastering theoretical, experimental, and practical management and business skills through effective education programmes is indispensable for developing core competencies and for giving students a competitive edge. For maximization of the opportunities for cost-effective management education and training globalization, localization, contextualization, and individualization of curriculum and transactions are necessary.

Bearing these basic principles and dynamic challenges, we at K J Somaiya Institute of Management have been at the forefront of quality and responsible management education in the country. Our Master of Business Administration (MBA) programmes are designed, transacted, and delivered following internationally renowned patterns evolving the best practices in business and management education.

Amongst our alumni are top-ranking and highly-placed executives all over the world. Highly qualified and experienced faculty, state-of-the-art infrastructure, the business, and industry environment of the financial capital of the country, and a serene, beautiful green campus with several sport facilities and other educational, research and innovation institutions are the hallmarks of K J Somaiya Institute of Management and the Vidyavihar campus of the University.



## Dr. Monica Khanna



“The students at our Institute are young, energetic and enthusiastic having come through a rigorous selection process. Our students come from all over India with diverse socio-economic backgrounds and we accept students from abroad too. The Institute offers liberal financial aid to meritorious students so that they can avail of the excellent educational facilities. Along with my faculty and staff colleagues, I wholeheartedly welcome you to K J Somaiya Institute of Management and look forward to helping you build your life and careers.”

It is my proud privilege to welcome you to K J Somaiya Institute of Management, Somaiya Vidyapeeth University.

Transformational leadership is the need of the hour for businesses facing disruptive forces, high competition and paradigm shifts in business models and regulatory norms. Keeping these competitive and disruptive scenarios in view, the Institute has invested in providing quality management education and has been AACSB certified in May 2022 and ISO 9001:2015 re-certified in Aug 2022. The Institute is geared up to provide learning platforms that encompass technology based pedagogical tools, the global business environment, working with under-privileged sections of society, experiential learning opportunities, industry visits, international and rural immersions, live projects, entrepreneurial opportunities through its incubation centre RIDD, world class sports facilities, workshops for self development, leadership and team building opportunities to interact with industry captains, ambassadors and consul generals, illustrious alumni, and several other luminaries plus freedom to learn from sister Institutions at Somaiya Vidyapeeth University. Truly seeding excellence through education.

These opportunities help budding professionals to develop well rounded personalities, comprehend the importance of buzz words in business such as adaptability, agility, circular economy, flexibility, hybrid work formats, platform based business models, green ocean strategies, sustainability, etc and develop the base requirements of creativity, leadership, integrity at the workplace along with the ability to stretch oneself beyond the call of duty to handle ambiguous situations. The Institute is committed to develop professionally trained management graduates who are grounded in the reality of their local conditions while having a global perspective and exposure to hands on practical aspects of business management.

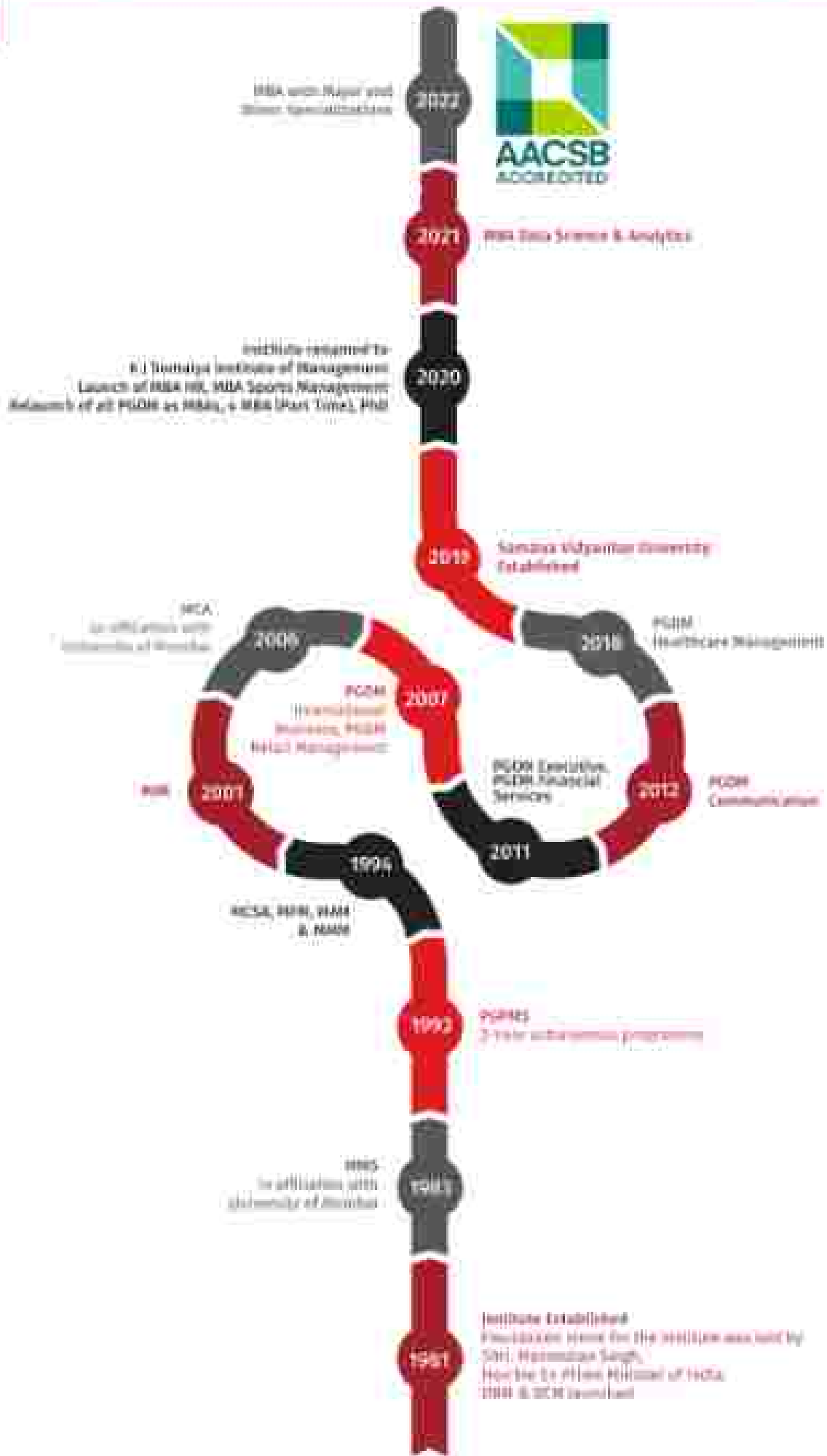


K J Somaiya Institute of Management was established in 1981 as a part of Somaiya Vidyavihar (now a constituent Institute of the Somaiya Vidyavihar University since August 2019) with the objective of providing state-of-the-art education in management and allied areas. The institute is consistently ranked among the Top-25 Management Institutes and Top 10 private sector B-schools in India.

Over the past 4 decades, the institute has evolved into a leading B-school offering sector-specific and employment-oriented management programmes. Apart from the regular programmes, the institute offers customized and industry-specific certificate and executive development programmes for government bodies, companies, defense personnel and NGOs.



# Important Milestones and Beyond







# Institute Highlights



# Programmes Offered





# Programmes In Focus

MBA / MBA-HCM / MBA-SM  
Batch 2023-2025

The B-School has evolved offering domain-specific and multi-disciplinary MBA programmes in line with the growing opportunities in various established, emerging, and growing industry sectors. However, with the emergence of multi-disciplinary knowledge industries and the blurring of boundaries between knowledge domains, the key to remaining contemporary and competitive lies in creating a road map for the student that enhances their adaptability and agility quotients.

The Institute has decided to offer the incoming students an opportunity to carve a pathway for themselves in planning their careers in line with their interests and aspirations. Thus, providing them **FREEDOM OF POSSIBILITIES** in planning their future.





# Programme Structure

MBA 2023-25

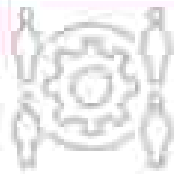
TRIMESTER		TOTAL MARKS	TOTAL* CREDITS
Term 0	Orientation Courses		
Term I	Foundation Courses	300	24
Term II	Foundation Courses	300	24
Term III	Foundation Courses	900	27
Summer Internship		100	03
Term IV	Major	300	27
Term V	Major	300	00
Term V	Minor	300	09
Term VI	Major	200	06
Term VI	Minor	200	06
Term VI	Electives from Sister colleges of SOI	Graded	
Master Thesis		100	03
Total		4500	138

\*1 Credit= 10 Teaching Hours

## Credit Requirements



\* The Institute reserves the right to change the structure / course curriculum based on inputs from various stakeholders.



## Planning your Educational Journey

# Majors

KJ Somaiya Institute of Management offers students a unique opportunity to build on business fundamentals by opting for Majors and Minors. In the first year, the courses offered will strengthen the foundation i.e., business fundamentals. In the second year, the student will have an option to choose one of the 5 Majors. The choice of Major, to a great extent, will depend on one's career goals and areas of interest.

Data Science and Analytics

Finance

Human Resources

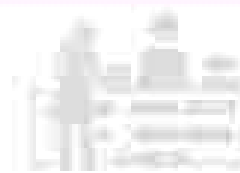
Marketing

Operations Management

<https://simr.somaiya.edu/en/programme/master-of-business-administration/major-minor>



\* The Institute reserves the rights to modify the list of Majors and Minors based on inputs from various stakeholders.



# Minors

(Indicative List)

The Institute offers a bouquet of Minors to compliment the Major area of study. These Minors are offered to the students based on continuous industry and technology advancements. The list mentioned below is indicative in nature and the scope to increase or decrease the minors will be based on market needs.

Business Analytics

Data Science

Financial Services

Marketing

Strategy and Consulting

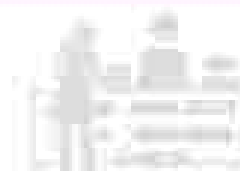
Sustainability

Operations Management

People Development

<https://simar.somaiya.edu/en/programme/master-of-business-administration-major-minor>

\* The Institute reserves the rights to modify the list of Majors and Minors based on inputs from various stakeholders.



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Sustainability

Operations Management

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## Objectives



The healthcare sector in the country is growing at a tremendous speed and is estimated to multiply through the years. This has certainly increased the number of skilled and trained professionals in this sector.



K J Somaiya Institute of Management is one of the best colleges which offers an MBA Healthcare Management course. The course aims to cover the detailed requirements of ambitious healthcare administrators and practitioners.



Practical knowledge is extremely important in this sector and K J Somaiya Institute of Management aims to give you all that and more.



## Learning Outcomes

Integrative Thinking in Healthcare  
In-depth understanding of Indian Healthcare System





## Important Courses



## Career Opportunities







## Objectives



The fast-growing sports sector consists of Athlete/Talent (also Rights & Licensing) Management, Sports Marketing/Sponsorship, Sports Tourism, Sports Digital Solutions, and e-Sports.



K J Somaiya Institute of Management and Somaiya Sports Academy with world-class sports facilities for on-ground experiential learning opportunities and international immersion opportunities readies students to become industry professionals in the multi-billion dollar global industry that is propelled by enormous consumer demand.



## Learning Outcomes

- Management Knowledge
- Critical and Analytical thinking
- Communication Skills
- Team Orientation
- Global Awareness
- Ethical Responsibility





## Important Courses



## Career Opportunities



# Admission Process

## For MBA Batch 2023-25 (With Major and Minor Specializations)

### FINAL ADMISSION (PROVISIONAL)

Candidates will be offered the seats based on their result and the availability of seats.



### RESULT DECLARATION

Results will be declared after which the candidates will have to fill the programme preference details online.

### CA-PI PROCESS

CA-PI Process will be conducted online. Case based analysis and Personal in-depth interview.



04



### SHORTLISTING FOR CA-PI

Candidates will be shortlisted on the basis of their entrance test scores. The Shortlisted candidates will then fill the Candidate Profile Form.

### CAT/XAT/CMAT/NMAT/ GMAT

Candidates can appear for CAT 2022/XAT 2023/CMAT 2023 (NMAT & GMAT).

03

02

01



#### Note:

- Candidates applying through NMAT & GMAT are required to select X J Somaiya Institute of Management as one of the institutes for sending their scores in NMAT & GMAT application forms/Portal respectively.
- For NMAT, the scores of only the first attempt will be considered.
- GMAT scores of the past 3 years shall be acceptable (From 1st January 2020 to 18th January 2023).



# Admission Process

## For MBA Healthcare Management and MBA Sports Management Batch 2023-25 (For Profile-Based Shortlisting)



### FINAL ADMISSION (PROVISIONAL)

Candidates will be offered the seats based on their result and the availability of seats.



### RESULT DECLARATION

Results will be declared and students will be notified.

### CA-PI PROCESS

CA-PI Process will be conducted online. Case based analysis and Personal in-depth interview.



03

04



### SHORTLISTING FOR CA-PI

Candidates will be shortlisted on the basis of their Profile. The Shortlisted candidates will then fill the Candidate Profile form and the statement of purpose.

### CAT/XAT/CMAT/NMAT/ GMAT

Candidates can appear for CAT 2022/XAT 2022/CMAT 2022 (NMAT & GMAT)\*.



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02

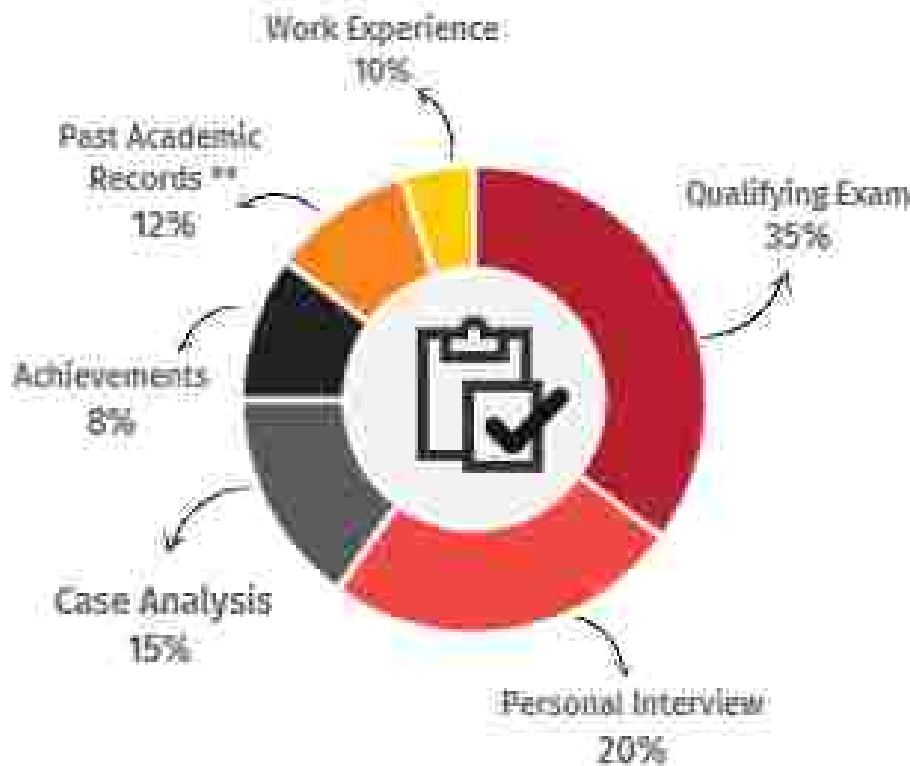
#### Note:

- Candidates applying through NMAT & GMAT are required to select X J Somaiya Institute of Management as one of the institutes for sending their scores in NMAT & GMAT application Forms/Portal respectively.
- For NMAT, the scores of only the first attempt will be considered.
- \*GMAT scores of the past 3 years shall be acceptable (From 1st January 2020 to 18th January 2023).

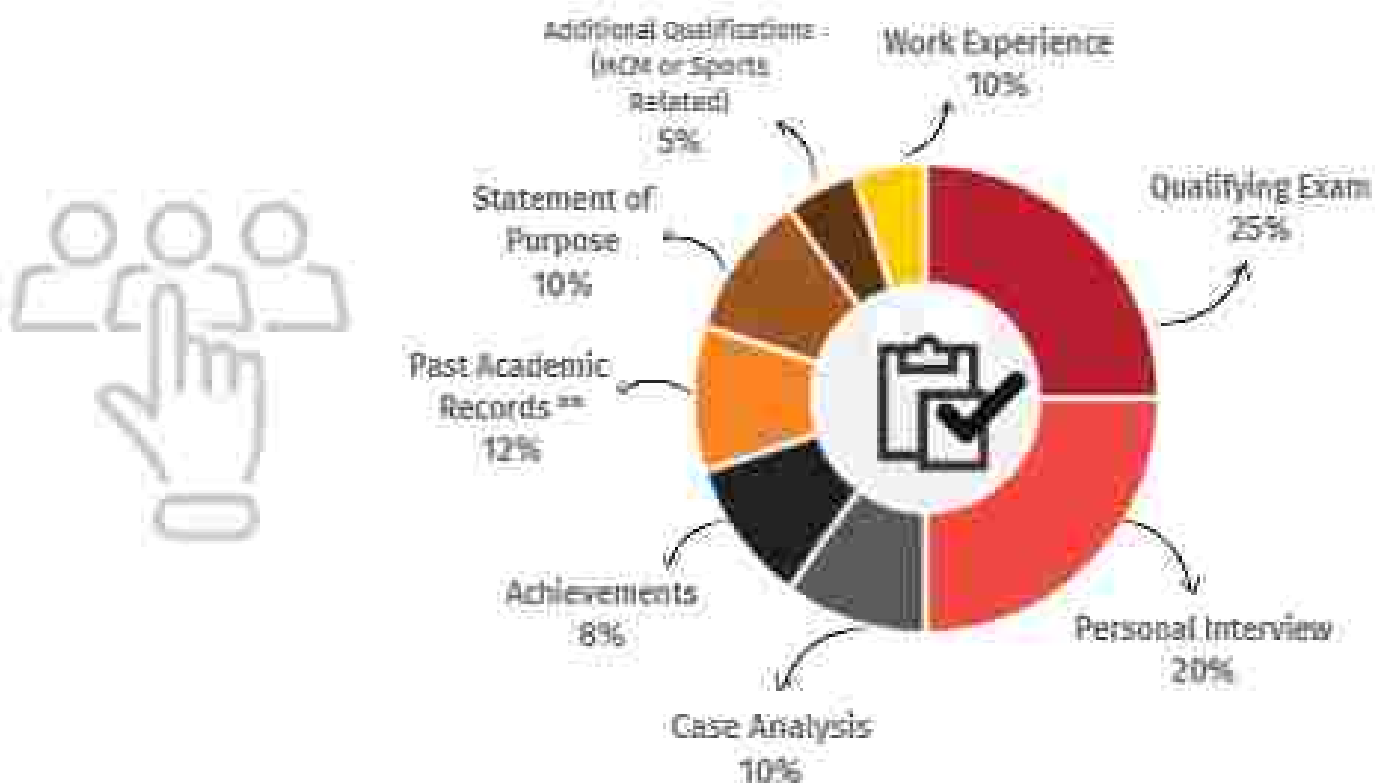


# Selection Parameters

## MBA (Major & Minor Specializations)



## MBA HCM & SM (Profile Based)



### Note:

- Profile based selection for MBA-HCM and MBA-SM programmes
- \*\*The Institute reserves the right to change the selection parameters.
- \*\*One mark will be given if your Bachelor's degree institute is listed in NIRF 2022 ranking.
- \*\*One mark will be given if your Post Graduate degree institute is listed in NIRF 2022 ranking.



# Fee Details

Resident Indian / CIWCG / NRI / OCI / FN Course Fees:

## Fees for Batch 2023-25

Particulars	MBA I year	MBA II year
Tuition Fees	₹7,99,200	₹6,63,136
Development Fee	₹1,59,900	₹1,72,664
Total	₹9,59,100	₹10,35,800
Total Fees for Batch 2023-25 (excludes Caution Money & Alumni Fee)	₹19,94,900	

\*The above fee excludes Caution Money Deposit of Rs 10000 /- in 1st year & Alumni fee of Rs. 2500 /- in final year

**Hostel Fees and Mess Fees:** To be announced.

CIWCG: Children of Indian Workers in Gulf Countries

OCI: Overseas Citizenship of India

NRI: Non-Resident Indian

FN: Foreign Nationals





# Financial Aid

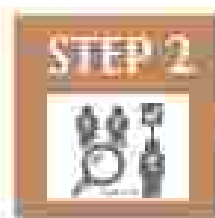
## Eligibility Criteria (Any One)

- ✓ Family Income of less than ₹300,000 per annum
- ✓ People with Disabilities (PwD)
- ✓ Wards of defence personnel disabled or deceased in the line of duty

Selection process will follow the below mentioned procedure:



Applicants to register on the admissions portal ([admissions.somaiya.edu](http://admissions.somaiya.edu)) and submit the Financial Aid related documents along with the Admission Form.



All applications thus submitted will be reviewed and screened on the basis of the eligibility criteria.



Applicants found eligible after the screening will proceed to the interview round.



Scrutiny/verification of documents will be done as per requirements.

## Award of Financial Aid

- Financial aid will be awarded to the selected applicants in partial or full (on the full fee excluding caution money deposit) based on the evaluation process.
- Financial Aid awarded will be applicable for the entire duration of the programme.
- Students who demonstrate the need can avail the provision of subsidized lodging and boarding facilities provided by the management.
- **The decision of the Financial Aid Selection Committee will be final and cannot be changed under any circumstances.**



### Merit based Scholarships

Institute will offer upto 10 merit scholarships based on outstanding academic accomplishments. The procedures will be announced subsequently.





# Placement Highlights



## Final Placements

Batch 2020-2022



## Summer Placements

Batch 2021-2023







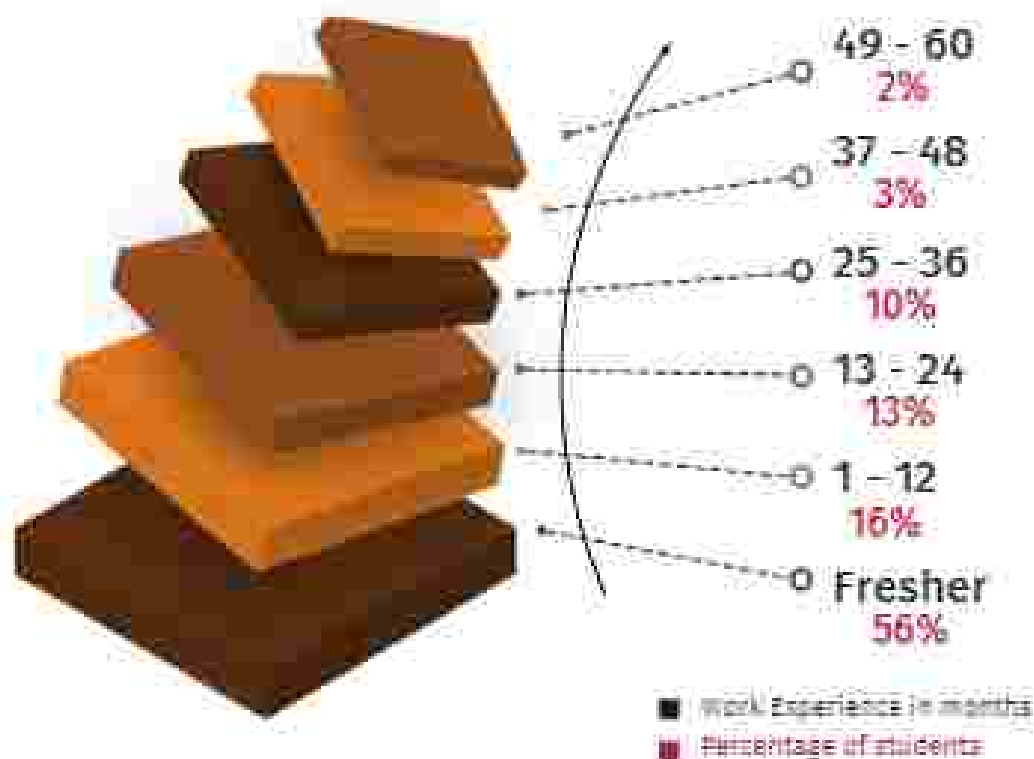
## GENDER DIVERSITY

MBA Batch of 2022-24



## WORK EXPERIENCE DISTRIBUTION

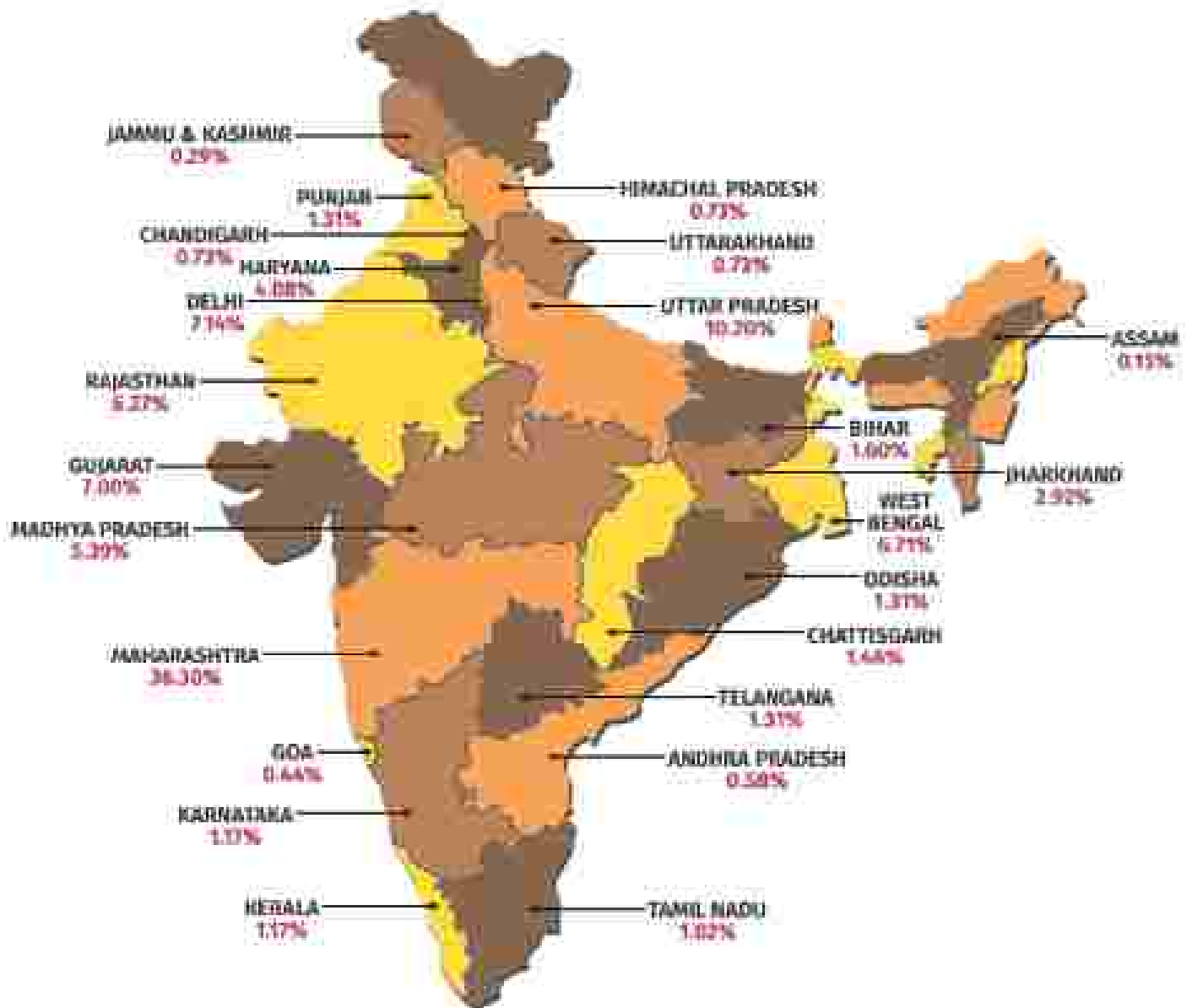
MBA Batch of 2022-24





## STATE-WISE DISTRIBUTION

MBA Batch of 2022-24





# Batch Profile

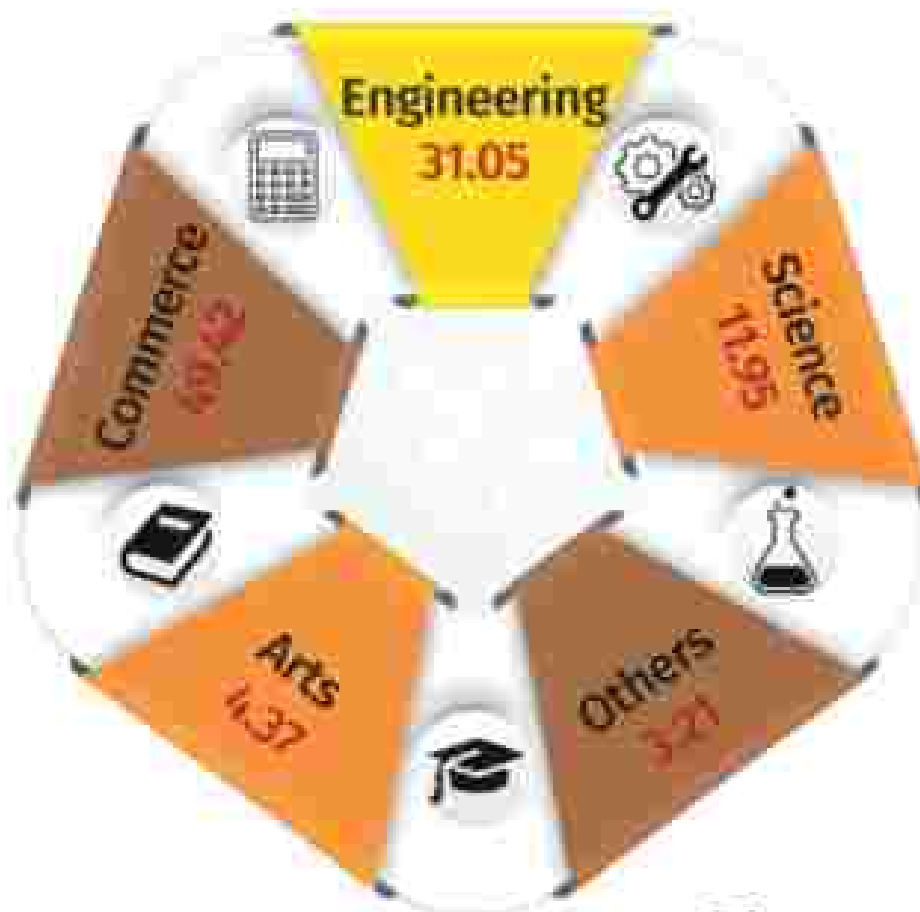
## AGE-WISE DISTRIBUTION

MBA Batch of 2022-24



## STREAM-WISE DISTRIBUTION

MBA Batch of 2022-24



Stream  
Percentage of students



# Pedagogy

Management Games  
&  
Simulations

Case Studies

Field Visits

Workshops  
&  
Panel Discussions



Class Discussions  
&  
Chalk-Talk & Online

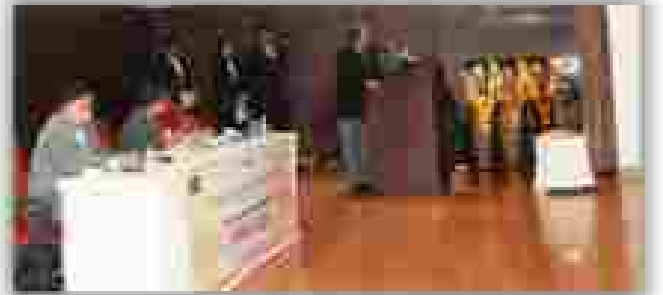
Guest Lectures

Presentations

Live Projects  
&  
Experiential Learning



# Centres of Excellence





# Conferences



Centre of Economic Policy Analysis  
& Research (CEPAR)

Global Supply Chain Management  
Conference



International Business Analytics  
Conference

International Conference on Challenges  
in Emerging Economies



International Finance Conference  
(SIFICO)

International Healthcare Management  
(HCM) Conference



International HR Conference

Somaiya International Conference on  
Technology & Information Management  
(SICTIM)



SIMSR Global Marketing Conference (SGMC)





# Some Prominent Recruiters







# Illustrious Alumni

Name, Batch

Designation, Organisation

Ramnath Sarmā  
1986

Global Head - Cash Client Service, Standard Chartered Bank  
Singapore

Lata Pillai  
1988

Managing Director & Head - Capital Markets, JLL India

Jamnadas Majaethia  
1989

Partner & Actor, Hats-off Productions

Ajay Kaul  
1990

Managing Partner, AgreeYa Solutions, USA

Ajay Kapur  
1991

Director & CEO, Ambuja Cement

Aslam Karmali  
1991

CEO & Sr. VP - Retail, Eureka Forbes

Madhusudan Kela  
1991

Proprietor, MK Ventures

Sanjay Shah  
1991

Country Head (India) & MD, Morgan Stanley

Paresh Zaveri  
1992

Chairman, Aurionpro Solutions

Jamshyd Patravala  
1993

General Manager & Country Head, Abbott

Apoorva Mehrotra  
1994

CEO & MD, Airtel Zambia

Loveena Khatwani  
1995

Chief Client Experience Officer, Edelweiss Capital



# Illustrious Alumni

Name, Batch                      Designation, Organisation

Gaurang Desai  
1996                      Chairman, D2A2, UAE

Shreeram Sethuraman  
1996                      Managing Director, BMP Paribas

Kulvinder Ahluwalia  
1996                      CEO, FCB Ulka Advertising

Sheetal Daftary  
1997                      MD - IT Audit & Assurance, KPMG US

Vikram Bhatt  
1997                      Founder & Director, Enrich Salons & Academy

Rishi Srivastava  
1997                      CEO - Group Agency Distribution, AIA

Sony Nichani  
1997                      Chief Executive Officer, Publicis Groupe, Indonesia

Mehul Kapadia  
1998                      Global Head of Marketing, MNC & Corporate,  
Vodafone Businesses

Vikram Malhotra  
1999                      Founder & CEO, Abundantia Entertainment



# International Immersion and Linkages





Academics at K J Somaiya Institute of Management has always been supplemented by student activities. The students join various committees and undergo experiential learning through extra-curricular activities.





# Life @ Campus



Flag Post



Reading Room



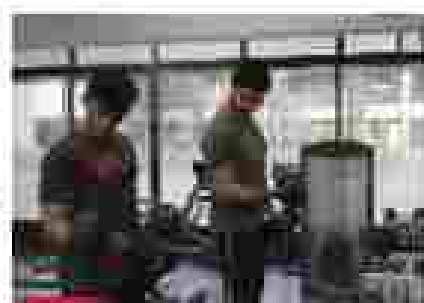
Hostel



Sports Facility



Library



Gymnasium



Seating Area



Seminar Hall



Tagore Amphitheatre



Medical Room

# Important Dates

Particulars	Dates
Last date of submission of application form	18th January 2023 till 11:59PM
Shortlisting of candidates for CA-PI	7th February 2023 (04:00 pm)
Profile based shortlisting (For MBA-HCM and MBA-SM)	7th February 2023 (04:00 pm)
Uploading of Documents by Shortlisted Candidates (Online)	8th February 2023 to 14th February 2023 till 11:59 pm
Slot Selection for Case Analysis and Personal Interview	8th February 2023 to 14th February 2023 till 11:59 pm
Uploading of Candidate Profile	8th February 2023 to 14th February 2023 till 11:59 pm
Case Analysis (CA) and Personal Interview (PI)	21st February 2023 to 12th March 2023
Offer Letters	1st April 2023 onwards
Inauguration of Programme (Tentative)	17th June 2023 (Saturday)
Commencement of Induction Programme (Tentative)	18th June 2023 to 25th June 2023
Term 0 (Tentative)	26th June to 1st July 2023
Programme Commencement (Tentative)	3rd July 2023 (Monday)

**Disclaimer:** The schedule is indicative in nature for all stake holders (including aspirants) to plan their activities. The Institute reserves the right to change or modify the schedule.

# Contact Us

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Connect with us



**Designed By:**  
**Admissions Committee**

Abhin Gupta  
Akash Singhania  
Hritikesh Mohta  
Mehek Sirwani  
Mukul  
Rushil Sethi  
Sakshi Jain  
Saurabh Kokate  
Simran Khemka  
Vishnupriya Ajith

