



DEPARTMENT OF COMMERCE  
FACULTY OF COMMERCE AND BUSINESS  
DELHI SCHOOL OF ECONOMICS  
UNIVERSITY OF DELHI



ADMISSION BROCHURE 2024-26

MBA BUSINESS ANALYTICS  
MBA HUMAN RESOURCE DEVELOPMENT  
MBA INTERNATIONAL BUSINESS

# ABOUT THE DEPARTMENT



Department of Commerce, Faculty of Commerce and Business, Delhi School of Economics, University of Delhi, traces its origins back to December 1967, when it was established as a separate entity. Since its inception, the department has imbibed the DSE tradition of exploring new frontiers of knowledge and innovation in academics. In its history spanning over three decades, it has redefined commerce education in the country. The Department prides itself on being a premier education and research institute in the discipline of Business and Commerce in the country. The rapid growth of the Department of Commerce is reflected in its expansion as well as the novelty in its academic programmes.

In 1995, keeping up with the needs of the industry, the Department of Commerce introduced two postgraduate professional courses called, Master of Human Resource and Organizational Development (MHROD) and Master of International Business (MIB). In a very short span, these courses carved a niche for themselves in the market. Later, in 2014, both of these courses were rechristened as –

Master of Business Administration – Human Resource Development and  
Master of Business Administration – International Business

Now, with the approval of University of Delhi, the Department of Commerce has started a new MBA Programme, MBA (Business Analytics) from the academic year 2023-24.



## **VISION**

**To emerge as a centre of excellence and provide leadership in the field of commerce and business education and research.**

## **MISSION**

**To develop knowledge, skills, attitudes and values through dynamic and interactive methods of learning and grooming students into highly competent professional managers capable of shaping management practices in future.**

# MESSAGE FROM VICE CHANCELLOR



प्रो० योगेश सिंह  
कुलपति

Prof. Yogesh Singh  
Vice-Chancellor

दिल्ली विश्वविद्यालय  
University of Delhi



No. DU/VC/2023/209  
13<sup>th</sup> March 2023

## MESSAGE

India is the fifth largest economy in the world and one of the vital components of India's economy is the businesses of different scale and expanse of varied outputs. Improving the economy requires increasing the output and that in turn can be fuelled by the proper planning and organisation of resources and activities carried on by business managers who have the requisite knowledge and training in this field.

Realising it, the University of Delhi had started two MBA programmes 27 years back under the aegis of the Department. Now, the Department of Commerce, Faculty of Commerce and Business is starting a new, innovative and very much promising MBA (Business Analytics) programme which is going to cater to the needs of today's business environment whereby Data Analytics, Artificial Intelligence and Machine Learning which are considered as the real game changer shall be emphasised upon. These programmes strive to expose the students to the latest course curriculum in the domain area with varied hands-on learning to make them stay abreast of developments taking place across the globe.

Such programmes have increased significance in this post-pandemic global economy where there is an increasing interdependence among countries, adaptability, innovation, a deeper understanding of various domains of business management and an analytical approach towards problem-solving in order to sustain and thrive in the market.

The diversity of students with varied backgrounds such as Engineering, Literature, Architecture, Commerce and Sciences provides a conducive environment for active peer-learning. The alumni of the Department have proved their mettle in many national and international organisations in the areas of human resource, international business, marketing, finance, business analytics, financial planning, economic policymaking, academics, management consulting, et al. The performances of these alumni have played an important role in attracting various industries for job placement in this Department.

I extend my warm wishes to the Department for their upcoming admission process and also take this opportunity to welcome the students who shall be joining the programme soon.

Yogesh Singh

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# MESSAGE FROM HEAD & DEAN



## वाणिज्य विभाग

वाणिज्य और व्यावसाय संकाय  
दिल्ली स्कूल ऑफ इकोनॉमिक्स  
दिल्ली विश्वविद्यालय, दिल्ली - 110007  
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प्रो० अजय कुमार सिंह

विभागाध्यक्ष एवं अधिष्ठाता

फाईल संख्या

Ref. No. CO/314(i)/2023



## DEPARTMENT OF COMMERCE

Faculty of Commerce & Business  
Delhi School of Economics  
University of Delhi, Delhi - 110007  
Phone : 011-27667891  
Telefax : 27666781

Prof. Ajay Kumar Singh  
Head and Dean

दिनांक

Date 13/03/2023

Today, businesses are moving forward in a fast-paced environment. Newer technological solutions are offering more effective solutions for organisations than ever before. It is being said that data is the new oil. Business Analytics is one of the significant factors that have contributed significantly to guiding businesses towards more success. The analytics field has evolved from just displaying the facts and figures into more collaborative business intelligence that predicts outcomes and assists in decision making for the future.

It's my pleasure to introduce you to the MBA (Business Analytics) programme, a professional, innovative and very promising programme in today's world, being offered by the Department of Commerce, Faculty of Commerce and Business. The Department of Commerce is one of the most promising Departments of the University of Delhi hosting 1000+ postgraduate and research students from diverse backgrounds and continuing to give an enriching learning environment in the field of Business and Commerce in the Country.

Our two master-level professional programmes MBA (Human Resource Development) and MBA (International Business), have created industry leaders and experts since 1995, which were earlier known as Master of Human Resource and Organisational Development (MHROD) and Master of International Business (MIB). Both programmes have been well-acknowledged by corporate recruiters marking the highest package of Rs. 32 LPA this year. With the introduction of MBA (Business Analytics), it is expected that this new Programme will add a feather in the cap of the Department of Commerce.

These courses offer students in-depth knowledge and analytical skills to enable them to effectively and efficiently carry out Business Analysis, Trade Operations and Human Resource Management of an organisation in the emerging globalised environment.

Our highly-qualified and proficient faculty members cultivate skills and values in students to prepare them to be good managers and great leaders of today and tomorrow.

Following our motto, i.e., "Lead us from darkness to light", we nurture our students to illuminate the world with their knowledge. It brings us utmost joy and pride to see the alumni achieving great heights of success in all sectors, be it corporate, government or education. Once you become a part of this institution, you will get to build yourself as a transformed, cultured and enlightened leader.

I look forward to welcoming you to the Department of Commerce at the lush green campus of the University of Delhi to have a diversified experience and a splendid association.

I wish you all the success in life.

Best wishes

Prof. Ajay Kumar Singh

# ADVISORY BOARD

## **Head and Dean**

Faculty of Commerce & Business –  
Ex Officio University of Delhi

## **MBA (HRD/IB/BA) – Course**

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Commerce – Ex Officio University  
of Delhi

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Professor, Vice Chancellor MRIIRS  
Managing Director MREI

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Head-HR(Middle- East & Africa)  
JK Cements

## **Mr. Dhananjay Singh**

Director General  
National HRD Network

## **Mr. Alok Kumar, IAS**

National Project Director HDBI  
Niti Aayog

## **Mr. Rajesh Kumar Singh, IPS**

IGP Modernization and  
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Software Technology Parks of India

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Security Printing and Minting  
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President Happiest Minds  
Technologies

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Chartered Accountant, Delhi

## **Mr. Avadhesh Dixit**

Chief Human Resources Officer  
Company Name: Acuity Knowledge  
Partners

## **Dr. Divya Tripathi**

Faculty  
IIM Amritsar

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# SELECTION PROCEDURE

The admission to MBA (HRD), MBA (IB) and MBA (BA) courses is done through two layered process including:

1. Eligibility criteria
2. Final admission selection criteria

**Weightages for the final admission selection criteria are as follows:**

Selection Criteria	Weightage	REMARKS
CAT Score*	80%	<i>CAT Score is to be computed using the following method: Overall Scaled Score Obtained / Maximum Score * 100</i>
<i>Marks obtained in Class X (All Subjects)</i>	10%	<i>If marks are optioned in CGPA/SGPA, the same should be converted into equivalent percentage of marks. The onus of providing the documentary proof of conversion lies with the candidate.</i>
<i>Marks obtained in Class XII (All Subjects)</i>	10%	<i>If marks are optioned in CGPA/SGPA, the same should be converted into equivalent percentage of marks. The onus of providing the documentary proof of conversion lies with the candidate.</i>

**\*Note: Negative CAT Scores will not be considered**

**The following grading system is used for the marks obtained in class X and XII.**

**GRADING SYSTEM ADOPTED FOR MARKS :**

95% and more	10
More than 90% but less than 95%	9
More than 85% but less than 90%	8
More than 80% but less than 85%	7
More than 75% but less than 80%	6
More than 70% but less than 75%	5
More than 65% but less than 70%	4
More than 60% but less than 65%	3
More than 55% but less than 60%	2
More than 50% but less than 55%	1
Less than 50%	0

**Note:** The candidate has to apply separately to IIMs for CAT 2023 and to the Department for the above programmes.



# SELECTION PROCEDURE

Applicants can register themselves online for admission to MBA programs (HRD, IB and BA) through our website, i.e. [www.commerce.du.ac.in](http://www.commerce.du.ac.in)

The candidate would be required to provide preference towards the courses i.e. MBA (HRD), MBA (IB) and MBA (BA) while filling up the online application form. The course preference cannot be changed at subsequent stages. The same shall be used at the time of declaring the merit list of candidates after incorporating the entire components, i.e., CAT score and marks obtained in class X and class XII.

Based on merit and preference of candidates, merit list and waiting list shall be prepared course-wise for inviting candidates for calling in counseling, if any.

The application fee for MBA (HRD), MBA (IB) and MBA (BA) courses is:-

<b>Category</b>	<b>Application Fees</b>
<b>General/CW/OBC</b>	<b>INR 2000/-</b>
<b>SC/ST/EWS/PwBD</b>	<b>INR 1000/-</b>

Online application begins: 17th November, 2023  
Last date for online application: 05th January, 2024

# SELECTION PROCEDURE

## SEATS\*

CATEGORY	MBA (BA)	MBA (HRD)	MBA (IB)
Unreserved	24	31	31
OBC	16	21	21
SC	9	12	12
ST	5	6	6
EWS	6	8	8
Sub-Total	60	78	78
CW	3	4	4
PwBD	3	4	4
Foreign Students	6	8	8
Total	72	94	94
PG WARD QUOTA *	4 2 for teaching, 2 for non teaching	4 2 for teaching, 2 for non teaching	4 2 for teaching, 2 for non teaching
Grand Total	76	98	98

\*As per University rules, the seats for PwBD, CW, and foreign students (FS) categories are supernumerary.

\*The reservation rules shall be applicable as announced by University of Delhi from time to time.

\*Number of seats may vary depending upon the rules and regulations of University of Delhi.

# ELIGIBILITY FOR ADMISSION

## INDIAN STUDENTS

Passed Bachelor's Degree examination of the University of Delhi or an examination recognized as equivalent thereto in any discipline, with minimum 50% marks in aggregate or equivalent thereto in the grading system. Relaxation in eligibility for students of reserved category would be as per university rules. Appeared for CAT 2023 conducted by Indian Institute of Management(IIMs).

Note: Candidates appearing in the final year examination of Bachelor's Degree are eligible to apply. However, selected candidates will be eligible for admission only when they submit the result meeting the minimum eligibility criteria at the time of admission.

## FOREIGN STUDENTS

All foreign applicants, including those who have completed their schooling from an Indian Board may be treated as Foreign Students for the purpose of their registration / admission in various Departments and Colleges of the University and they may be considered for admission under 10% quota prescribed for the foreign students. The foreign applicants seeking admission to Postgraduate Programmes should apply online through Foreign Students' Registry Portal <http://fsr.du.ac.in> and can contact the Deputy Dean (Foreign Students' Registry), Conference Centre, University of Delhi- 110007 for further details.

Email: [fsradmissions@du.ac.in](mailto:fsradmissions@du.ac.in)

Phone No. +91-11-27666756

Website: [www.fsr.du.ac.in](http://www.fsr.du.ac.in)

Eligibility conditions for Foreign Nationals for admission to MBA(HRD/IB/BA) course:

- Foreign Nationals needs to secure GMAT score of 650.
- Foreign Nationals with Indian or foreign degrees, but who are not currently staying in India, need to apply via the respective Consulate/Embassy with a mandatory minimum GMAT Score of 650.
- Such candidate should have fellowship from their country of origin and/or recognized international agencies.
- Foreign Nationals with foreign degrees are required to submit both GMAT as well as TOEFL scores.

# RESERVATION

The reservation policy related to admissions will be followed as per the University of Delhi rules.

## **Reservation of Seats for Schedule Caste (SC) / Tribe (ST) Applicants**

The minimum eligibility requirement for the SC / ST applicants shall be the minimum pass marks of the concerned qualifying examination of the University of Delhi. In the case of SC/ST applicants who have passed the last qualifying examination from other Universities, they should have secured at least the same percentage of pass marks at the qualifying examination as prescribed for the equivalent examination of the University of Delhi for the purpose of admission to the postgraduate programme of this University. The certificate for OBC / EWS / SC / ST issued by the following are accepted:-

1. District Magistrate / Additional District Magistrate / Collector / Deputy Commissioner / Additional Deputy Commissioner / Deputy Collector / 1st class Stipendiary Magistrate / City Magistrate / Sub-Divisional Magistrate / Taluka Magistrate / Executive Magistrate / Extra Assistant Commissioner.
2. Chief Presidency Magistrate / Additional Chief Presidency Magistrate / Presidency Magistrate.
3. Revenue Officer not below the rank of Tehsildar.
4. Sub-Divisional Officer of the area where the Applicant and/or his family normally resides.
5. Administrator / Secretary to the Administrator / Development Officer (Lakshadweep Islands).

The seats reserved for the SC / ST shall be filled by the SC / ST candidates only. However, in the case of non-availability of the eligible candidates the reserved seats may be interchanged between the SC & ST. If any seat still remains unfilled, the same shall be left vacant.

**Change of category is not permissible at subsequent stages.**

Candidates seeking admission under EWS / SC / ST / OBC category should have certificates in their own name only. University of Delhi rules will be applicable for ascertaining eligibility of category certificate

# RESERVATION

## **Reservation of Seats for Other Backward Classes (Non-Creamy layer, Central List)**

As per communication received by the University from the UGC, the OBC status is to be determined on the basis of the Central list of OBCs notified by the Ministry of Social Justice & Empowerment on the recommendations of the National Commission for Backward Classes available at the website of the commission (<http://ncbc.nic.in/backwardclasses/index.html>).

The documents in evidence of the OBC Non-Creamy Layer status, issued by Competent Authority, are required to be submitted by the students at the time of admission.

The certificate must mention non-creamy layer status of the applicant (Non-creamy layer status issued by an authority mentioned in DOPT Office Memorandum no. 36012/22/93- Estd. (SCT) dated 15.11.1993). If the applicants do not have the OBC non-creamy layer certificate of the financial year 2023-24 at the time of upload, the applicant may upload the old OBC non-creamy layer certificate/acknowledgment slip of OBC non-creamy layer certificate application. However, at the time of admission, the applicant will have to produce the OBC non-creamy layer certificate of the financial year 2023-24.

**Note:** The merit list for the unreserved (UR) category seats will comprise of all the applicants in the order of merit. No one will be excluded from the same. In other words, it will also include SC / ST / OBC / EWS applicants, if they come in unreserved merit. The applicant cannot be excluded from the unreserved category merit list just because the applicant belongs to SC /ST / OBC / EWS. Such an applicant is entitled to be considered under the unreserved category as well as under the reserved category. Admission to unreserved category seats will be strictly in the order of merit without excluding SC / ST / OBC / EWS applicants.

# RESERVATION

## Reservation for Economically Weaker Sections (EWSs) Applicants-The rules of University of Delhi would be applicable

Government of .....  
(Name & Address of the authority issuing the certificate)

### INCOME & ASSETS CERTIFICATE TO BE PRODUCED BY ECONOMICALLY WEAKER SECTIONS

Certificate No. \_\_\_\_\_

Date: \_\_\_\_\_

VALID FOR THE YEAR \_\_\_\_\_

This is to certify that Shri/Smt./Kumari \_\_\_\_\_ son/daughter/wife of \_\_\_\_\_ permanent resident of \_\_\_\_\_, Village/Street \_\_\_\_\_ Post Office \_\_\_\_\_ District \_\_\_\_\_ in the State/Union Territory \_\_\_\_\_ Pin Code \_\_\_\_\_ whose photograph is attested below belongs to Economically Weaker Sections, since the gross annual income\* of his/her 'family\*\*' is below Rs. 8 lakh (Rupees Eight Lakh only) for the financial year \_\_\_\_\_. His/her family does not own or possess any of the following assets\*\*\* :

- I. 5 acres of agricultural land and above;
- II. Residential flat of 1000 sq. ft. and above;
- III. Residential plot of 100 sq. yards and above in notified municipalities;
- IV. Residential plot of 200 sq. yards and above in areas other than the notified municipalities.

2. Shri/Smt./Kumari \_\_\_\_\_ belongs to the \_\_\_\_\_ caste which is not recognized as a Scheduled Caste, Scheduled Tribe and Other Backward Classes (Central List)

Signature with seal of Office \_\_\_\_\_

Name \_\_\_\_\_

Designation \_\_\_\_\_

Recent Passport size  
attested photograph of  
the applicant

\*Note 1: Income covered all sources i.e. salary, agriculture, business, profession, etc.

\*\*Note 2: The term "Family" for this purpose include the person, who seeks benefit of reservation, his/her parents and siblings below the age of 18 years as also his/her spouse and children below the age of 18 years

\*\*\*Note 3: The property held by a "Family" in different locations or different places/cities have been clubbed while applying the land or property holding test to determine EWS status.

# RESERVATION

## Supernumerary seats -

### Persons with Benchmark Disabilities (PwBD)

As per the provisions of Rights of Persons with Disabilities Act, 2016, not less than 5% seats are reserved for Persons with Benchmark Disabilities. As per the said Act, a “person with benchmark disability means a person with not less than forty percent of a specified disability where specified disability has not been defined in measurable terms and includes a person with disability where specified disability has been defined in measurable terms, as certified by the certifying authority”. It may be noted that the erstwhile Persons with Disabilities (Equal Opportunities, Protection of Rights and Full Participation) Act, 1995 (No.1 of 1996), under which reservation for Persons with Disabilities in admissions was provided earlier has now been repealed

- The PwBD applicants shall be given a relaxation in the Minimum Eligibility in the Qualifying Examination to the extent of 5%.
- Relaxation in marks in Entrance Test (if applicable) will be provided till such point/level that all the seats earmarked as reserved / available as reserved in a particular course, are filled up or all the applicants with benchmark disabilities eligible for obtaining admission in a particular course, have been accommodated, whichever is earlier.
- The reservation for persons with benchmark disabilities up to PG level will be on Supernumerary seats.

Persons with benchmark disabilities falling within any of the following specified categories of disabilities as mentioned in the Schedule to the Rights of Persons with Disabilities Act, 2016 [See Clause (zc) of Section 2 of the said Act] are eligible to get the benefit of the said reservation:

## I. Physical disability

### A. Locomotor disability—

- Locomotor disability (a person's inability to execute distinctive activities associated with movement of self and objects resulting from affliction of musculoskeletal or nervous system or both), including—
- "Leprosy cured person" means a person who has been cured of leprosy but is suffering from—

# RESERVATION

1. Loss of sensation in hands or feet as well as loss of sensation and paresis in the eye and eye-lid but with no manifestation of deformity;
  2. Manifest deformity and paresis but having sufficient mobility in their hands and feet to enable them to engage in normal economic activity;
  3. Extreme physical deformity as well as advanced age which prevents him/her from undertaking any gainful occupation, and the expression "leprosy cured" shall be construed accordingly;
- "Cerebral palsy" means a Group of a non-progressive neurological condition affecting body movements and muscle coordination, caused by damage to one or more specific areas of the brain, usually occurring before, during, or shortly after birth;
  - "Dwarfism" means a medical or genetic condition resulting in an adult height of 4 feet 10 inches (147 centimeters) or less;
  - "Muscular dystrophy" means a group of hereditary genetic muscle diseases that weakens the muscles that move the human body and persons with multiple dystrophy have incorrect and missing information in their genes, which prevents them from making the proteins they need for healthy muscles. It is characterized by progressive skeletal muscle weakness, defects in muscle proteins, and the death of muscle cells and tissue;
  - "Acid attack victims" means a person disfigured due to violent assaults by throwing of acid or similar corrosive substance.

## **B. Visual impairment—**

- "Blindness" means a condition where a person has any of the following conditions, after best correction—
  1. Total absence of sight; or
  2. Visual acuity less than 3/60 or less than 10/200 (Snellen) in the better eye with the best possible correction; or
  3. Limitation of the field of vision subtending an angle of less than 10 degrees.
- "low-vision" means a condition where a person has any of the following conditions, namely:
  1. Visual acuity not exceeding 6/18 or less than 20/60 up to 3/60 or up to 10/200 (Snellen) in the better eye with best possible corrections; or
  2. Limitation of the field of vision subtending an angle of less than 40 degree up to 10 degree.



# RESERVATION

## **C. Hearing impairment—**

- "Deaf" means persons having 70 DB hearing loss in speech frequencies in both ears;
- "Hard of hearing" means a person having 60 DB to 70 DB hearing loss in speech frequencies in both ears;
- "Speech and language disability" means a permanent disability arising out of conditions such as laryngectomy or aphasia affecting one or more components of speech and language due to organic or neurological causes.

## **II. Intellectual disability**

A condition characterized by significant limitations both in intellectual functioning (reasoning, learning, problem-solving) and in adaptive behaviour which covers a range of everyday, social and practical skills, including—

1. "Specific learning disabilities" means a heterogeneous group of conditions wherein there is a deficit in processing language, spoken or written, that may manifest itself as a difficulty to comprehend, speak, read, write, spell, or to do mathematical calculations and includes such conditions as perceptual disabilities, dyslexia, dysgraphia, dyscalculia, dyspraxia and developmental aphasia;
2. "Autism spectrum disorder" means a neuro-developmental condition typically appearing in the first three years of life that significantly affects a person's ability to communicate, understand relationships and relate to others, and is frequently associated with unusual or stereotypical rituals or behaviours.

## **III. Mental behaviour:**

"Mental illness" means a substantial disorder of thinking, mood, perception, orientation or memory that grossly impairs judgment, behaviour, capacity to recognize reality or ability to meet the ordinary demands of life, but does not include retardation which is a condition of arrested or incomplete development of mind of a person, specially characterized by subnormality of intelligence.

# RESERVATION

## IV. Disability caused due to -

### (a) Chronic neurological conditions, such as—

1. "multiple sclerosis" means an inflammatory, nervous system disease in which the myelin sheaths around the axons of nerve cells of the brain and spinal cord are damaged, leading to demyelination and affecting the ability of nerve cells in the brain and spinal cord to communicate with each other;
2. "Parkinson's disease" means a progressive disease of the nervous system marked by tremors, muscular rigidity, and slow, imprecise movement, chiefly affecting middle-aged and elderly people associated with degeneration of the basal ganglia of the brain and a deficiency of the neurotransmitter dopamine.

### (b) Blood disorder—

1. "haemophilia" means an inheritable disease, usually affecting only males but transmitted by women to their male children, characterised by loss or impairment of the normal clotting ability of blood so that a minor wound may result in fatal bleeding;
2. "Thalassemia" means a group of inherited disorders characterised by reduced or absent amounts of haemoglobin.
3. "Sickle cell disease" means a haemolytic disorder characterised by chronic anemia, painful events, and various complications due to associated tissue and organ damage; "haemolytic" refers to the destruction of the cell membrane of red blood cells resulting in the release of haemoglobin.

## V. Multiple Disabilities (more than one of the above-specified disabilities)

Multiple disabilities include deaf-blindness which means a condition in which a person may have a combination of hearing and visual impairments causing severe communication, developmental, and educational problems.

## VI. Any other category:

**Any other category as may be notified by the Central Government.**

Applicants must furnish a valid disability certificate issued by a recognized Government hospital, bearing a photograph of the applicant.

# RESERVATION

## **Concession / Waiver of fees in respect of Persons with Benchmark Disabilities (PwBD):**

Consequent upon amendment to Ordinance X(4) of the University, the following provision has been added after Sub-Clause 2 of Ordinance X(4) of the said Ordinance: —Provided that the Persons with Physical Disabilities shall be waived off all the fees payable including the Examination fee and other University fees, except Admission fee, subscription towards Delhi University Students' Union and Identity Card fee for pursuing under-graduate, post-graduate or other Programmes in the University or its Colleges. This provision further also applies to all persons with benchmark disabilities.

- In pursuance of the above, the students with benchmark disabilities pursuing various Programs of study in the Faculties, Departments, Centres, and Institutions / Colleges of the University shall be exempted from payment of fees, including examination fee and other University fees, except Admission fee, subscription towards Delhi University students' Union and Identity Card fee.
- PwBD applicants who will meet the cut-off / Eligibility Criteria for the Unreserved Category(UR) and will take admission in the Unreserved Category will also pay the fee applicable for PwBD students.
- In pursuance of the Executive Council Resolution No. 50 dated 03.11.2012, it is notified that the students with physical disabilities residing in different Hostels /Halls of the University are exempted from payment of all hostel fees and charges except refundable caution fee and the mess fees. The persons with Physical Disabilities shall pay 50% of the Mess Fee and the remaining 50% of the Mess Fee, in respect of the PwBD students, will be met by the University of Delhi. Similar norms are to be adopted by the Colleges in respect of PwBD Students residing in various hostels of the Colleges. The above provisions and concessions/waivers are applicable with respect to all students with benchmark disabilities.

# RESERVATION

It is clarified further that the students with benchmark disabilities who are getting fellowships / financial assistance shall be exempted from payment of fees / charges / mess fees subject to the following conditions:

Value of Fellowship	Exemption of Fees waiver etc.
Upto Rs. 3000/- pm	Fees Waiver + 50% Mess Subsidy
Rs. 3001 to 8000 pm	Fees waiver but no Mess Subsidy
Rs. 8001 and above pm	No Fees waiver and no Hostel Subsidy

## PROVISIONS FOR PwBD CANDIDATES

- In case of candidates with benchmark disabilities in the category of blindness, locomotor disability (both arm affected-BA) and cerebral palsy, the facility of scribe/reader shall be given, if so desired by them.
- In case of other category of persons with benchmark disabilities (the Schedule of the said Act may be referred to), the provision of scribe/reader can be allowed (if they so desire) on production of a certificate to the effect that the person concerned has physical limitation to write (use the mouse in case of CBT) and scribe is essential to write examination on his behalf, from the Chief Medical Officer/Civil Surgeon/Medical Superintendent of a Government health care institution as per proforma (For more details refer University of Delhi Bulletin of Information For Admission To Postgraduate Courses (2023-24)).
- Such candidates will have the discretion of bringing his/her own scribe/reader or may opt to have a Scribe/Reader from NTA or through any of its authorised Institute / Agency / Personnel involved in the examination.

# RESERVATION

- An eligible PwBD candidate, desirous of having the facility of scribe/reader, shall have to mention his/her appropriate PwBD category in the relevant column of the application form and also have to record whether he/she will have his/her own arrangement of scribe/reader or it has to be arranged by NTA or through any of its authorised Institute / Agency / Personnel.
- The qualification of the scribe shall be one step below the qualification of the candidate taking the examination. The persons with benchmark disabilities opting for their own scribe/reader should submit details of their own scribe as per proforma (For more details refer to University of Delhi Bulletin of Information For Admission To Postgraduate Courses (2023-24)).
- In case a PwBD candidate has opted for the scribe/reader from NTA or through any of its authorised Institute / Agency / Personnel, the Centre Superintendent shall arrange a meeting of the candidate with the scribe/reader, a day before the examination, for giving him/her a chance to check/verify whether the scribe/reader is suitable or not. (vii) Compensatory time of not less than 20 minutes per hour of examination shall be given to a candidate who is allowed to use a scribe/reader. If the examination is 02 hours in duration, the compensatory time shall be 40 minutes. In case the duration of the examination is more than 02 hours, the compensatory time shall be on a pro-rata basis.
- As far as possible, the examination for persons (s) with Disabilities should be held on the ground floor.

## Armed Forces (CW) Quota

The University reserves 5% (of the total number) seats, course-wise in all departments / Centres / Colleges, under the CW category. The applicants seeking admission under this category need to register online as per the schedule notified by the University and have to upload the Educational Concession Certificate (Format of the Educational Concession Certificate is provided in Annexure IV), in the prescribed format only, issued by any of the following authorities:

# RESERVATION

- Secretary, Kendriya Sainik Board, Delhi
- Secretary, Rajya Zila Sainik Board
- Officer-in-Charge, Record Office
- 1st Class Stipendiary Magistrate

Ministry of Home Affairs (For Police Personnel in receipt of Gallantry Awards)  
Admission may be offered to the Children Widows of Officers and Men of the Armed Forces including Para-Military Personnel, in the following order of preference:

- 1)- Widows / Wards of Defence personnel killed in action.
- 2)- Wards of Defence Personnel disabled in action and boarded out from service with disability attributable to military services.
- 3)- Widows / Wards of Defence personnel who died while in service with death attributable to military services.
- 4)- Wards of Defence personnel disabled in service and boarded out with disability attributable to the military services.
- 5)- Wards of Serving / Ex-servicemen personnel including personnel of police forces who are in receipt of Gallantry Awards
  - a. Param Vir Chakra
  - b. Ashok Chakra
  - c. Maha Vir Chakra
  - d. Kirti Chakra
  - e. Vir Chakra
  - f. Shaurya Chakra
  - g. President's Police Medal for Gallantry/President Gallantry Medal for the fire services personnel
  - h. Sena, Nau Sena, Vayu Sena Medal
  - i. Mention-in-Dispatches
  - j. Police Medal for Gallantry/Gallantry Medal for fire services

# RESERVATION

6)- Wards of Ex-Servicemen

7)- Wives of:

- a. Defence Personnel disabled in action and boarded out from service
- b. Defence Personnel disabled in service and boarded out with disability attributable to military service
- c. Ex-Servicemen and Serving Personnel who are in receipt of Gallantry Awards

8)- Wards of Serving Personnel

9)- Wives of Serving Personnel

**Note:**

- i) Benefit under CW Category may be extended to the widows/ wards of the Personnel of Para Military Forces priority V only.
- ii) Admission in priority V is as per the inter-se-priority of the Gallantry Awards.

## WARD QUOTA

Reservation under ward quota will be done as per University's rules.

## PRESCRIBED FORMAT OF EDUCATIONAL CONCESSION CERTIFICATE (ECC)

(On the proper Letter Head with complete address, telephone number(s) and e-mail ID) OFFICE OF THE \_\_\_\_\_

This is to certify that Mr. / Miss. \_\_\_\_\_ is son / daughter of \_\_\_\_\_  
(No. \_\_\_\_\_ ) resident of \_\_\_\_\_.

The above named officer / JCO / OR \_\_\_\_\_ :

### Priority – I

Widows / Wards of Defence personnel killed in action on \_\_\_\_\_ during \_\_\_\_\_ ;

### Priority – II

Wards of disabled in action on \_\_\_\_\_ during \_\_\_\_\_ and boarded out from service with disability attributable to military service.

### Priority – III

Widows / Wards of Defence Personnel who died while in service with death attributable to military service.

### Priority – IV

Wards of Defence Personnel disabled in peace time and boarded out with disability attributable to the military service.

### Priority – V

Wards of Serving / Ex-servicemen personnel including personnel of police forces who are in receipt of Gallantry Awards;

1. ParamVir Chakra
2. Ashok Chakra
3. MahaVir Chakra
4. Kirti Chakra
5. Vir Chakra
6. Shaurya Chakra
7. President's Police Medal for Gallantry
8. Sena, NauSena, VayuSena Medal
9. Mention-in-Despatches
10. Police Medal for Gallantry.

### Priority – VI

Wards of Ex- Servicemen

### Priority – VII

Wives of:

1. Defence Personnel disabled in action and boarded out from service.
2. Defence Personnel disabled in service and boarded out with disability attributable to military service.
3. Ex-Servicemen and Serving Personnel who are in receipt of Gallantry Awards.

### Priority – VIII

Wards of Serving Personnel

### Priority – IX

Wives of Serving Personnel

Mr. / Miss. / Mrs. \_\_\_\_\_ son / daughter / wife of \_\_\_\_\_ Officer  
/ JCO / OR is eligible for educational concession for admission in University of Delhi against the Armed Forces Category under  
Priority No. \_\_\_\_\_.

No.: \_\_\_\_\_ Date: \_\_\_\_\_

Seal <Rubber Stamp> with Name & Designation  
(Signature)



# CAMPUS FACILITIES & RESOURCES

## RATAN TATA LIBRARY

Famously known as RTL, Ratan Tata Library is located inside the Delhi School of Economics campus. The library is home to more than 3 lakh volumes of books, periodicals, documents and journals. RTL has been designated as a repository of various Union and State Government Publications. It has a common reading hall with a seating capacity of 120 students. Some of the best journals like Accounting and Business Research, Business Ethics: A European Review, Review of Industrial Organization, Marketing News by American Marketing Association, USA, Journal of International Trade and Economic Development & many more are subscribed in the library to the benefit of students.



## CAFETERIA

DSE campus is also home to one of the most well-known canteens in the DU North Campus. The canteen is full of students, not just from the DSE campus but also from other DU colleges for its delicious food at very affordable prices. Mutton Cutlet and Mutton Dosa are the most sought-after delicacies here along with JP Tea Stall's famous Masala Coke.



# HOSTEL FACILITY

Hostel facility can be availed by a select number of students at the University hostels on merit basis. University Hostels are equipped with various facilities like Dining Hall for breakfast, lunch and dinner, common room for recreational activities, computer room, Cafeteria for snacks, Gym, etc.



## List of University Hostels For Men

- P.G. Men's Hostel, University Road
- Gwyer Hall, University Road
- D.S. Kothari Hostel, University Road
- Jubilee Hall, Khyber Pass Road
- International Students House, Mall Road
- Mansarovar Hostel, GTB Marg
- V.K.R.V. Rao Hall, University Road



**\*Students should directly contact the office of the hostels concerned and apply as per the stipulated procedure well in time.**



# HOSTEL FACILITY

## HOSTEL FACILITY For Women

- University Hostel for Women, Chhatra Marg
- Meghdoot Hostel, Chhatra Marg
- Rajiv Gandhi Girls Hostel, Mukherjee Nagar

## Computer Lab

Department has a computer center with requisite facility.

## Seminar Room

The seminar room is an ultra-modern air-conditioned room equipped with the latest multimedia projection system. It serves as the venue for holding guest lectures and corporate interaction programmes.

## Convention Centre

The Convention Centre of the University of Delhi is a state-of-the-art centre for holding symposia, conferences and workshops. It is fully equipped and has a hall with a capacity of 500 people and three smaller halls which can accommodate around 50 people each.



# FACULTY

## HEAD AND DEAN

DEPARTMENT OF COMMERCE

FACULTY OF COMMERCE & BUSINESS

Prof. (Dr.) Ajay Kumar Singh (Senior Professor)

## PROFESSORS

Prof. V.K. Shrotriya (Senior Professor)

Prof. Kavita Sharma (Senior Professor)

Prof. R.K. Singh

Prof. Madan Lal

Prof. Niti Bhasin

Prof. Sunaina Kanojia

Prof. Ritu Sapra

Prof. Urvashi Sharma

Prof. Amit Kumar Singh

Prof. Ashish Chandra

Prof. H.K. Dangi

Prof. Shital Jhunjunwala

Prof. Abha Shukla

Prof. Anil Kumar (on deputation basis)

## ADJUNCT PROFESSOR

Prof. Rajendra P. Srivastava

## Admission Coordinator

Dr. Supreet Kaur

## INDUSTRY LIAISON CELL ADMINISTRATION

Section Officer : Ms. Ashima Daniel

Telefax (011) 2766 - 7891 , 2766 - 7725

Telephone (011) 2766 - 6781

## ASSOCIATE PROFESSOR

Dr. Pooja Goel

## ASSISTANT PROFESSORS

Dr. Sahaj Wadhwa

Dr. Kiran Bala

Dr. Supreet Kaur

Dr. Rohit Kumar Shrivastav

Dr. Vibhuti Vasishth

Dr. Namita Jain

Dr. Rajdeep Singh

Dr. Svati Kumari

Dr. Kirti Singh

Dr. Sumita Sinku

Dr. Manish Kumar

Dr. Jagdish Raj Saini

Dr. Manisha

Dr. Pratibha Maurya

Dr. Purushottam Kumar Arya

# FACULTY



**AJAY KUMAR SINGH**  
SENIOR PROFESSOR,  
Dean & HOD  
M.COM., Ph.D.



**VIJAY KUMAR SHROTRIYA**  
SENIOR PROFESSOR  
M.COM., LLB, Ph.D.



**KAVITA SHARMA**  
SENIOR PROFESSOR  
M.COM., M.PHIL., Ph.D.



**R. K. SINGH**  
PROFESSOR  
M.PHIL., Ph.D.



**MADAN LAL**  
PROFESSOR  
M.A, MBA(IB), Ph.D, D.LITT.



**NITI BHASIN**  
PROFESSOR  
M.COM., M.PHIL., Ph.D.



**SUNAINA KANOJIA**  
PROFESSOR  
M.COM., M.PHIL., Ph.D.



**RITU SAPRA**  
PROFESSOR  
MBA, Ph.D.



**URVASHI SHARMA**  
PROFESSOR  
M.COM., MBA, Ph.D.



**AMIT KUMAR SINGH**  
PROFESSOR  
M.COM., M.PHIL., Ph.D.



**ASHISH CHANDRA**  
PROFESSOR  
MIBM, Ph.D.



**H K. DANGI**  
PROFESSOR  
B.TECH, MBA, Ph.D.



**SHITAL JHUNJHUNWALA**  
PROFESSOR  
C.A., PGDM



**ABHA SHUKLA**  
PROFESSOR  
M.COM., M.PHIL., Ph.D.



**ANIL KUMAR**  
PROFESSOR  
(on deputation from SRCC)  
M.COM., M.PHIL., Ph.D.



**RAJENDRA P. SRIVASTAVA**  
ADJUNCT PROFESSOR  
M.Sc., Ph.D.

# FACULTY



**Dr. POOJA GOEL**  
ASSOCIATE PROFESSOR



**Dr. SAHAJ WADHWA**  
ASSISTANT PROFESSOR



**Dr. KIRAN BALA**  
ASSISTANT PROFESSOR



**Dr. SUPREET KAUR**  
ASSISTANT PROFESSOR



**Dr. ROHIT KUMAR**  
**SHRIVASTAV**  
ASSISTANT PROFESSOR



**Dr. VIBHUTI VASISHTH**  
ASSISTANT PROFESSOR



**Dr. NAMITA JAIN**  
ASSISTANT PROFESSOR



**Dr. RAJDEEP SINGH**  
ASSISTANT PROFESSOR



**Dr. SVATI KUMARI**  
ASSISTANT PROFESSOR



**Dr. KIRTI SINGH**  
ASSISTANT PROFESSOR



**Dr. SUMITA SINKU**  
ASSISTANT PROFESSOR



**Dr. MANISH KUMAR**  
ASSISTANT PROFESSOR



**Dr. JAGDISH RAJ SAINI**  
ASSISTANT PROFESSOR



**Dr. MANISHA**  
ASSISTANT PROFESSOR



**Dr. PRATIBHA MAURYA**  
ASSISTANT PROFESSOR



**Dr. PURUSHOTTAM KUMAR ARYA**  
ASSISTANT PROFESSOR

# ABOUT THE COURSE

## MBA (Business Analytics)

With the vision—to nurture the young brains, to make them better employable and socially responsible citizens by encapsulating them with the right set of knowledge for a better tomorrow, Department of Commerce focuses on building conviction with impartiality and modesty, create an enabling environment for innovative thought processes and nurture open-mindedness, equitability and perseverance. MBA (BA) Programme is mainly oriented towards professional augmentation in business analytics taking place in the global as well as domestic business analytics arena and the curriculum thus intends to reduce the gap between industry and academia, with the right blend of theory and practice, furthering students to nurture their talent for becoming good leaders and assets for an organization. Students shall gain an in-depth knowledge and analytical skills which will enable them to effectively and efficiently carry out various Trade and Marketing operations of an organization in the emerging globalized environment.

Semester-I		Semester-II	
Course Code	Paper Title	Course Code	Paper Title
MBABACC101	Management and Organisational Behaviour	MBABACC201	Corporate Finance
MBABACC102	Marketing Management	MBABACC202	Human Resource Management
MBABACC103	Accounting for Managers	MBABACC203	Big Data and Cloud Computing
MBABACC104	Economics for Managers	MBABACC204	Using R for Analytics
MBABACC105	Business Statistics and Research Methods	MBABACC205	Operations Management
MBABACC106	Introduction to Analytics	MBABACC206	Management Science
MBABACC107	Data Visualisation	MBABACC207	Data Warehousing and Data Mining
MBABACC108	Indian Knowledge System	MBABACC208	Life Skills and Communication
Semester-III		Semester-IV	
Course Code	Paper Title	Course Code	Paper Title
MBABACC301	Corporate Governance, Ethics and Sustainability	MBABACC401	Entrepreneurship and New Venture Planning
MBABACC302	Using Python for Analytics	MBABACC402	Strategic Management
MBABACC303	Artificial Intelligence and Machine Learning	MBABACC403	Supply Chain Analytics
MBABACC304	HR Analytics	MBABACC404	Healthcare Analytics
MBABACC305	Marketing Analytics	MBABACC405	Social Media Analytics
MBABACC306	Financial Analytics	MBABACC406	Cyber Threats and Security
MBABACC307	Summer Internship Project Report	MBABACC407	Indian Ethos and Leadership
COMOE	Open Elective Course	MBABAEC	Elective Course



### **List of Open Elective Course (Select any one)**

COMOE03 : Skills and Techniques of Accounting  
COMOE04 : Business Analysis using Financial Statements  
COMOE08 : Financial Markets and Institutions  
COMOE09 : Planning for Personal Finance  
COMOE10 : Investment Management  
COMOE11 : Project Management Professional-1  
COMOE12 : International Financial Management  
COMOE13 : Startup-1  
COMOE14 : Enterprise Risk Management  
COMOE15 : World Law Prospects

### **List of Elective Course (Select any one)**

MBABAEC01 : Project Management Professional-2\*\*  
MBABAEC02 : Startup-2#  
MBABAEC03 : Internet of Things  
MBABAEC04 : Compensation Management  
MBABAEC05 : Learning and Development  
MBABAEC06 : Digital Marketing Analytics  
MBABAEC07 : Financial Modeling using Excel  
MBABAEC08 : Knowledge Management  
MBABAEC09 : Human Resource Information System  
MBABAEC10 : Advanced Machine Learning

\*\*Only those who have studied Project Management Professional-1 may opt for Project Management Professional-2.

##Only those who have studied Startup-1 may opt for Startup-2.

### **Selection of Elective Courses**

1. Options for Elective Courses will be floated according to the availability of faculty and a minimum number of students opting for a particular course.
2. Students will be asked to select the option for an Elective Course at the beginning of Semester III.

### **Selection of Open Elective Courses**

1. Options for Open Elective Courses will be floated according to the availability of faculty and a minimum number of students. The minimum number to be reviewed in the due course of time which may vary programme-wise.
2. Open Elective Courses as placed in semester III would be announced at the beginning of Semester II and accordingly students will be asked to select any one option at that time.
3. At least 10% of the proposed seats in open elective courses should be open to students from outside the discipline subject to fulfillment of eligibility criteria.

# ABOUT THE COURSE

## MBA (HUMAN RESOURCE DEVELOPMENT)

The success and sustenance of every organization traces back to its most core and prized asset: People! In today's world, every major corporation which wants to stay competitive and survive in a dynamic and unforgiving global economic environment realizes the importance of elevating HR to a position of primacy and power. In the present schema of things, corporate experts in human resource development are among the key personnel needed for corporate strategic planning and control. The MBA program in Human Resource Development was started in the year 1995 (as MHROD) by the Department of Commerce, Faculty of Commerce & Business, Delhi School of Economics with the objective of providing quality education to highly motivated young men and women so that they can provide professional expertise to business and industry in the twin areas of Human Resource and Organizational Development. Identified by NHRD and NTPC, among others, as a premiere course in the field of Human Resource, MBA (HRD) is a two-year full-time professional program spread over four semesters, which combines grueling academic schedules with proactive efforts to develop new perspectives and a higher level of knowledge and understanding. Going beyond books, theories and case studies to open new windows, it helps young HR and OD experts to enter the increasingly competitive and constantly changing global economy, equipped with the ability to face every challenge head-on and emerge victorious.

### Semester - I

MBHRCC101	Management Principles and Practices
MBHRCC102	Accounting for Managers
MBHRCC103	Economics for Managers
MBHRCC104	Business Statistics
MBHRCC105	Legal Framework for Business
MBHRCC106	Human Resource Management
MBHRCC107	Marketing Management

### Semester - III

MBHRCC301	Organizational Change and Development
MBHRCC302	Learning and Development
MBHRCC303	Management of Industrial Relations
MBHRCC304	Compensation Management
MBHRCC305	Negotiations and Union Management Relations
MBHRCC306	Social Research Methods
COMOE	Open Elective Course

### Semester - II

MBHRCC201	Human Resource Development
MBHRCC202	Organizational Behaviour
MBHRCC203	Human Resource Information System
MBHRCC204	Performance Management and Talent Management
MBHRCC205	Finance for Managers
MBHRCC206	Labour and Social Laws
MBHRCC207	Management of Human Capital

### Semester - IV

MBHRCC401	International Human Resource Management
MBHRCC402	Ethics, Corporate Governance and Sustainability
MBHRCC403	Strategic Human Resource Management
MBHRCC404	E-Business and Cyber Laws
MBHRCC405	HR Analytics
MBHRCC406	Managing Innovation and Transformation
MBHREC	Elective Course

# MBA (HUMAN RESOURCE DEVELOPMENT)

## List of Open Elective Courses (Select Any One)

1. COMOEO1: Entrepreneurship and New Venture Planning
2. COMOEO3: Skills and Techniques of Accounting
3. COMOEO4: Business Analysis using Financial Statements
4. COMOEO5: Life Skills and Communication
5. COMOEO6: Indian Ethos and Leadership
6. COMOEO7: Financial Modelling using Excel
7. COMOEO8: Financial Markets and Institutional Environment
8. COMOEO10: Investment Management

## Selection of Elective Courses

1. Options for Elective Courses will be floated according to the availability of faculty and a minimum number of students opting for a particular course.
2. Students will be asked to select the option for an Elective Course at the beginning of Semester III.

## Selection of Open Elective Courses

1. Options for Open Elective Courses will be floated according to the availability of faculty and a minimum number of students. The minimum number to be reviewed in the due course of time which may vary programme-wise.
2. Open Elective Courses as placed in semester III would be announced at the beginning of Semester II and accordingly students will be asked to select any one option at that time
3. At least 10% of the proposed seats in open elective courses should be open to students from outside the discipline subject to fulfillment of eligibility criteria.

# ABOUT THE COURSE

## MBA (INTERNATIONAL BUSINESS)

The MBA program in International Business, run by the Department of Commerce, located in the Delhi School of Economics plays a pivotal role in equipping its students with the requisite skills to sculpt the face of the future arena of business. In 1985, the Ministry of Commerce, Government of India, and the International Trade Centre (ITC/ UNCTAD/GATT), Geneva identified the Faculty of Business and Commerce as a center fit for conducting a specialized program in International Business and Trade, laying the foundation for MIB with the recommendation from UGC, the University of Delhi rechristened the program to MBA (IB). The curriculum has been designed keeping in mind the necessities and requirements of the future business world. It is regularly updated based on feedback from corporate leaders and is contemporary in both its outlook and pedagogy. The course has been recognized as an institution with proven capability to continuously upgrade its knowledge base with a view to servicing the requirements of the government units, trade and industry. It is designed to enable students to bring success and add value to themselves as well as organizations in which they become stakeholders.

### Semester - I

MBIBCC101	Management and Organizational Behaviour
MBIBCC102	Marketing Management
MBIBCC103	Accounting for Managers
MBIBCC104	Economics for Managers
MBIBCC105	International Business Environment
MBIBCC106	International Trade, Investment and Policy Framework
MBIBCC107	Business Statistics

### Semester - III

MBIBCC301	Ethics, Corporate Governance and Sustainability
MBIBCC302	E-Business and Digital Marketing
MBIBCC303	Service Marketing and Customer Relationship Management
MBIBCC304	International Financial Management
MBIBCC305	International Supply Chain Management and Logistics
MBIBCC306	Foreign Language for Business-I
COMOE	Open Electives (Any one from list)

### Semester - II

MBIBCC201	Legal Aspects of Business
MBIBCC202	International Trade Practices, Procedures and Documentation
MBIBCC203	International Marketing Research
MBIBCC204	International Marketing
MBIBCC205	Corporate Finance
MBIBCC206	International Financial System
MBIBCC207	Management Science

### Semester - IV

MBIBCC401	Investment Analysis and Portfolio Management
MBIBCC402	Global Strategic Management
MBIBCC403	Cross-Cultural Consumer Behaviour and Industrial Buying Behaviour
MBIBCC404	International Advertising and Brand Management
MBIBCC405	International Human Resource Management
MBIBCC406	India's Foreign Trade and Investment
MBIBEC	Elective Course

### **List of Elective Course (Select any one)**

1. MBIBEC01: Project Report
2. MBIBEC02: Cyber Laws and Business Decisions
3. MBIBEC03: IFRS and International Taxation
4. MBIBEC04: Business Analytics
5. MBIBEC05: Foreign Language for Business-II
6. MBIBEC06: Legal Dimensions of International Business

### **List of Open Elective Courses (Select Any One)**

1. COMOEO1: Entrepreneurship and New Venture Planning
2. COMOEO3: Skills and Techniques of Accounting
3. COMOEO4: Business Analysis using Financial Statements
4. COMOEO5: Life Skills and Communication
5. COMOEO6: Indian Ethos and Leadership
6. COMOEO7: Financial Modelling using Excel
7. COMOEO8: Financial Markets and Institutional Environment
8. COMOEO10: Investment Management

### **Selection of Elective Courses**

- Options for Elective Courses will be floated according to the availability of faculty and a minimum number of students opting for a particular course.
- Students will be asked to select the option for an Elective Course at the beginning of Semester III.

### **Selection of Open Elective Courses**

- Options for Open Elective Courses will be floated according to the availability of faculty and a minimum number of students. The minimum number to be reviewed in the due course of time which may vary programme-wise.
- Open Elective Courses as placed in semester III would be announced at the beginning of Semester II and accordingly students will be asked to select any one option at that time.
- At least 10% of the proposed seats in open elective courses should be open to students from outside the discipline subject to fulfillment of eligibility criteria.

# MBA (BUSINESS ANALYTICS) COMMITTEES

## Corporate Relations Team

The Corporate Relations Team for our MBA Business Analytics program plays a pivotal role in bridging the gap between academia and industry. Comprised of dedicated professionals, this team fosters strategic partnerships with businesses, helping to shape a dynamic learning environment for our students. The team actively engages with corporations and industry leaders to establish partnerships that provide real-world projects, internships, and job opportunities for our MBA Business Analytics students.



# MBA (BUSINESS ANALYTICS) COMMITTEES

## Public Relations Team

The Public Relations Team for our MBA Business Analytics program is the driving force behind building a positive image and fostering strong relationships between our program, the university, and the wider community. This dedicated team fulfills various vital roles, ensuring that our program is well-regarded and that its accomplishments and benefits are effectively communicated to the public.



# MBA (BUSINESS ANALYTICS) COMMITTEES

## Analytics Alliance

Greetings from Analytics Alliance! Roll up your sleeves and don your thinking caps, for you've just entered the thrilling world of the Analytics Alliance! We're more than just a group of data enthusiasts who live, breathe, and eat numbers. What is our mission? To propel your intellectual and personal development to new heights through an exciting array of activities. We ensure that you are prepared to meet any obstacles that come your way through Case Studies, interactive workshops, and a variety of learning activities. So, board the train now! And can change your academic path into an amazing rollercoaster ride working together.





# MBA (BUSINESS ANALYTICS) COMMITTEES

## Team Convention

The Team Convention is a dedicated committee that orchestrates formal events, catering to the holistic development of MBA Business Analytics students. Their mission is to curate events that inspire learning, networking, and personal growth, ensuring students are well-prepared to excel in the data-driven business landscape.



# MBA (BUSINESS ANALYTICS) COMMITTEES

## Discipline Committee

The Discipline Committee of MBA Business Analytics upholds a harmonious and structured environment for all program events. Their vigilant oversight ensures that decorum, order, and adherence to guidelines are maintained, guaranteeing the smooth and productive functioning of events while promoting a respectful and professional atmosphere.



# MBA HRD COMMITTEES

## CORE- COMMITTEES

### 1). Media Outreach Cell

Sound communication practices are one of the basic ingredients in the process of establishment of an institution. At the same time, long term growth hinges on a visionary and a pragmatic branding and promotion strategy. Media Outreach Cell handles Communication, Branding & Promotion for the institution. This cell also manages the monthly newsletter - Harbinger and the annual journal - Jigyasa which carries various articles and inputs contributed by the students, faculty members & corporate leaders. Media Outreach Cell has expanded its sphere of activities by coordinating and working in tandem with all other cells and committees for communicating and promoting all the flagship events of respective committees happening throughout the year.



## 2). Corporate Relations Team

The Corporate Relations Team is the facilitator of all corporate engagements & Placement related activities on campus. They are the brand evangelists for MBA(HRD) and are responsible for pitching in new recruiters, maintaining and developing relations with the existing recruiters, strategizing and conducting campus recruitment activities, formulating and executing various activities for brand building of MBA(HRD). Entrusted with the responsibility to maintain meaningful relationships built with leading corporate houses over the years and to forge new ones, the Corporate Relations Team ensures that the legacy of MHROD as a premier management institute is preserved year after year.

## 3). High Q

“Success is the sum of small efforts, repeated day in and day out.” HighQ - The HR Club shares the vision of the development of 'knowledge' and 'personality' by creating a culture of academic rigorousness and a talent pool with a functional knowledge of HR theories and practices. It aims to make students industry-ready with the right academic and conceptual knowledge. It organises activities like guest lectures, workshops, certified training, academic sessions, assignment series, quizzes, and every other initiative contributing to the fulfilment of its vision. The committee also maintains a library of more than 300 novels and subject related books.

## 4). Alumni Committee

The Alumni Committee serves as a catalyst for communications and engagement between alumni, the institute, and all the students for the development of lifelong camaraderie. Members of the committee participate in programme planning to promote alumni awareness, engagement, and commitment and support a strong relationship between the Alumni and current students. Some of the activities by the committees include Alumni Outreach Program, Bandhan: The mentor-mentee program, guest lectures, and Reminiscence: the annual alumni dinner.



## 5). Student Development Cell

We at MBA (HRD) believe that a student's industrial awareness and execution capability is an imperative in today's dynamic business environment. With this belief, the Student Development Cell of MBA (HRD) works towards the enrichment of the students by providing an interface to the students, where they can make the best of the Academic and Industrial Knowledge; and fueling an exchange of ideas among students, industry, academicians, and the government by organizing interactive sessions and industrial visits. SDC is an all-inclusive center for promoting personal and professional development among the students. Around the year we organize a plethora of events like HR Symposia - The Annual HR Conference, Synergy - The Annual Management Fest, Parichay - The Induction and Orientation program, Guest Lectures, and Workshops, Webinars, Industrial and, Corporate Visits, Case-study Competitions Mock group discussions and personal interviews.



## 6). Team Convention

Team Convention is one of the oldest committees of MBA (HRD/IB). With the principle of 'learning by doing' at its core, it organizes the Annual Business Convention of the MBA Program on a grand scale every year. Team Convention is responsible for organizing ERUDITION - The Annual Business Convention of the MBA Course at the department. Team Convention aimed to broaden its horizons by organizing the inaugural TEDxDepartmentOfCommerce for the academic year 2020-21. Such an event which promotes learning through experiences is devised to become an annual event at the department. Team Convention, in collaboration with the office-bearers, hosts a formal farewell “valedictory” ceremony at the end of the academic year, for the graduating seniors to give them the best of regards on behalf of the department, faculty and the junior batch. The committee’s vision remains to facilitate the journey of students to the world of revolutionary ideas, to provide them with a platform shared by experienced professionals, knowledgeable scholars and future HR leaders and to create an outstanding opportunity for the branding of the department and developing learning of its students.



## **MBA-HRD (NON-CORE COMMITTEES)**

### **SANKALP - SOCIAL RESPONSIBILITY CELL**

SANKALP, founded with the aim of building socially responsible managers, helps to sensitize students towards society and provide opportunities to apply their management skills to solve social problems. The committee has undertaken various activities like orphanage visits, education drives, annual cloth collection, movie screenings, and weekly meditation sessions. As budding managers, we will come across people from diverse backgrounds and such initiatives and activities prepare us to deal with differences with more sensitivity. The committee also aims to create awareness about issues such as mental health for the social and emotional well-being of the students.

### **TEAM ESAC**

While it's crucial to keep students abreast of academic rigor, it's also important to ensure the holistic development of students through various activities. In this pursuit, ESAC aims to provide a platform for students to explore their horizons beyond academics. The committee is responsible for engagement activities and sports activities. They organize trips, fun activities, festival celebrations, and sporting events to aid this learning. Discipline Committee serves as a moderator to ensure proper decorum by coordinating with core committees on-campus during various corporate lectures and events and ensure their successful resolution.

### **DISCIPLINE COMMITTEE**

Discipline Committee serves as a moderator to ensure proper decorum by coordinating with core committees on-campus during various corporate lectures and events and ensure their successful resolution.



# MBA (IB) COMMITTEES

## CORE-COMMITTEES

### Public Relations Committee

The Public Relations Committee is the most engaging committee of the institute. We help build and enhance the visibility and the connect of the Institute. The committee believes in continually adding value to the brand i.e., DSE. We are directly responsible for branding DSE on different platforms. The committee is actively involved in promoting and covering various events of DSE MBA-IB like guest lectures, TEDx, Erudition, Ecclesia etc. We act as an interface between the aspirants and the college. The committee helps the new MBA-IB batch to get through the admission process of the college and organise Personality Development Program for them. PR Committee also keeps on innovating new social media initiatives. Recently, it launched the DSE MBA-IB's new website which is completely designed by the PR Committee for the convenience of the people who would like to know about the MBA-IB course offered by the department.



# MBA (IB) COMMITTEES

## Team Convention

Team Convention is one of the oldest committees that came into conception in 1995. We organize various formal events for the college. It is a group of growth-driven individuals contributing to a better future for everyone at DSE. Our vision is to see every student of DSE grow during this 2-year program and finally achieve their goals in life. Team Convention is responsible for organizing ERUDITION - The Annual Business Convention of the MBA Course at the department.



# MBA (IB) COMMITTEES

## Industry Interaction and Students Activity Cell (IISAC)

Team IISAC a committee that engages and connects students to the people who are at acme in the industry and help students in developing skills that make them industry ready. We know how important it is to learn and enjoy these two years and thus IISAC organizes fun and enthralling activities for the students to cherish for their whole life.

The team facilitates student involvement through their work via different activities like:

- Lecture Series
- IISAC IB Conferences/Symposium  
(ReThink – Annual IB Symposium) Case Studies
- Business Simulation games
- Industry and Port Visits
- Freshers’/Farewell Party



# MBA (IB) COMMITTEES

## Alumni Committee

The Alumni Committee is dedicated to maintaining a strong network of its alumni so that they always remain connected to their Alma Mater and also among each other. With the help of our alumni network, it also aims to bridge the gap between academia and industry for the current batches via initiatives like Short-term projects and Mentorship. It is committed to regular location specific Alumni Outreach programmes along with its flagship dinner event, called Reminiscence, as a way to continue the association with our alums for their time, support and guidance in building industrial exposure, along with placement and internship opportunities for the current batches and monetary issuance for development of our institution.



# MBA (IB) COMMITTEES

## Corporate Relations Team

The Corporate Relations Team looks after the Corporate Relations & Placement-related activities on campus. They are the brand evangelists for MBA(IB) and are responsible for pitching to new recruiters, maintaining and developing relations with the existing corporate partners, strategizing and conducting campus recruitment activities, and formulating and executing various activities for brand building of MBA(IB).

The Corporate Relations Team focuses on Student development through Live Projects, Internships and other engagement activities with their vast network of Corporate Partners.



# MBA (IB) CELLS

## Discipline Committee

“To create a safe and motivating environment in our institution and to bring professionalism among students by the inculcation of best practices”.

Discipline brings stability and structure to institutional conduct. It promotes harmony and peace for a better society and makes it a more enjoyable place for everyone to live. The discipline committee, work relentlessly to make this prestigious institution a better place where everyone can live with dignity and hold the principles and decorum of this institute. Its members are committed to helping our new upcoming batch to work with coordination and mutual respect for each other's efforts. Discipline committee is an independent body whose work is to ensure that a proper environment of discipline prevails within the campus in a non-partisan way. It coordinate with other cells and committees and help them in smooth execution of the events. They follow the rules and guidelines listed in the Discipline Committee rulebook. Just by following these guidelines, we can appreciate the hard work put in by organizing committees for all such events. At last, we would like to conclude with a few words of Mahatma Gandhi ‘Be the change you want to see’.

## Finance Cell

Finance Cell is the oldest Cell at IB and it helps the students to understand the finer nuances of business finance through various events and activities organized by it while preparing them for the world to come. The cell spreads financial awareness through its weekly articles, knowledge series, and finance jargon all of which are a part of the going event 'FinBytes', 'Vitt Lekh'.

Along with this, Finance Cell works on other projects throughout the year. We have hosted multiple events, ranging from guest lectures, contests, and remedial sessions, lined up to keep enthusiasts at IB on their toes. 'Fintalk' a Guest Lectures Series by Industry Stalwarts from the BFSI Industry, 'MoneyBall' an Intra College Virtual Stock Trading competition, 'Blue Chippers' a three-stage event comprising of finance quiz, IPO Frenzy, and Nivesh Bazaar, and some other events. All of these events keep the finance enthusiast motivated and charged throughout the year.

# MBA (IB) CELLS

## **International Business Cell**

The International Business Cell (IB Cell) is a student-led cell that aims to foster a global perspective among students and prepare them for success in the international business arena. The cell facilitates students in attaining valuable knowledge about global business practices through guest lectures, events and workshops to raise awareness about international business trends, cultural differences, and global economic issues. It provides a platform for interactions with International business professionals and alumni to provide insights, mentorship, and internship opportunities. IB cell hosts case study competitions related to global business scenarios to enhance students' practical skills. It organizes various events like Vishavavyapar- National Article Writing Competition, Global Case Study Competition, Samvaad and many others. Also, the weekly newsletter "The Downtown" that IB Cell publishes provides in-depth information about the ongoing issues in International Business. Infographics related to International Business trends are published by IB cell on social media.

## **Marcom Cell**

The marketing cell of IB is a student initiative that aims at nurturing individuals with distinctive imagination and originality, making them indispensable for any team that they work in. It provides an opportunity to the students to explore their potential in the field of marketing outside the classroom. We use tools such as case study competitions, quizzes and presentations to provide an unadulterated flavour of marketing to students. We conduct different competitions like the Brand U, Yuva Kaal (our annual Case study competition for the Annual management feat of DSE). We provide unadulterated flavours of marketing through Quizzes, Marketing Classics, Infographic and many more to our students.

# MBA (IB) CELLS

## **ConStrat (Consulting and Strategy) Club**

ConStrat, is a gateway to a dynamic world of consulting and strategy. We're not just a cell; they're a team dedicated to tackling real business challenges, fostering learning across sectors, and nurturing growth. Here's how they do it:

### **National Level Case Competitions**

Conundrum and Casenova are our prestigious national case competitions, partnering with innovative startups like Zypp, Growjunction and drawing participation from top-tier B-schools.

### **Industry Connect**

They connect with industry professionals from firms like Deloitte, Grant Thornton, and BCG for insightful guest lectures and workshops.

### **ConNect: Interview Book**

Their personalized guide helps you ace interviews, filled with tips and success stories.

### **Casebook**

Dive into the world of case studies with their collection of intriguing, real-world cases.

### **Social Media Series**

Stay enriched with:

- **Conshorts:** Weekly updates on business and consulting.
- **ConBits:** Simplified consulting jargon with practical examples.
- **Gesstimates:** Interactive consulting quizzes on our Instagram stories.



# MBA (IB) CLUBS

## Training & Development Club

Training & Development Club shares the vision of the overall personality development of each and every student by providing them a platform to match their knowledge & skill sets with the corporate world. It organizes various activities like Guest Lectures, Workshops, Resumes Vetting, Mock GDPIs, Certified Training Sessions & every other initiative contributing towards the fulfillment of this vision.

Besides this, the club also offers dossiers related to the academic study material, industry & company's specifics, courses, previous year placement review and many more.

## Infinity Club

Team Infinity, the Analytics Club of DSE, is dedicated to empowering students by delivering comprehensive education in data analytics, enabling them to build successful careers in the corporate sector. Their core mission revolves around equipping students with the crucial data analytics skills that are in high demand in today's professional landscape. Furthermore, they are committed to establishing a network of data analytics professionals who can serve as valuable mentors and advisors to our students. Their core activities include Weekly Tutorials and Case Competitions

## Sports Club

The Sports club has a clear purpose- To brighten the lives of the student community through sport and Cultural activities. We understand that sport is something that gives people the purest form of joy. All their work is directed towards enhancing and improving the ways of providing this joy. You can read about sport, you can talk about it and you can even write about it, but nothing beats the feeling of actually stepping onto the field and experiencing those sporting emotions for yourself.



# EVENTS

## Erudition

Constant change is a business reality and organizations must continually adapt to their environments to stay competitive or risk becoming obsolete. That is why the ability to incorporate big changes into the DNA of an enterprise while driving operating results is a much-sought-after competency. Through Convention, we seek answers to the challenges and complex problems by understanding the economic, social and technological aspects and how they affect the business environment and the organization. Erudition is the Annual Business Convention jointly organized by MBA (HRD), MBA (IB) and MBA (BA). Erudition, being the flagship event of the MBA program of the Department of Commerce, the 26th Business Convention is happening in 2023. This student-run initiative is organized each year with the focus of gaining insight into the thought process of corporate and policymakers at large. It is a common platform for industry leaders, financial and marketing gurus, entrepreneurs, scholars and students to come together and discuss topics of relevance.



# EVENTS

## HR Symposia - (HRD)

The SDC organizes its flagship event 'HR Symposia' once every year in the month of September. It involves a series of guest lectures over consecutive days, inviting people from the industry to come & share their experiences in the industry while at the same time focusing on the latest trends and conceptual & theoretical aspects of HR & OD. The lectures are delivered on such diverse topics as:

- Change Management
- Transforming HR through Technology
- Succession Planning
- HR and Social Media
- Performance Management System
- Employer Branding
- Managerial Ethics
- Redefining HR
- OD - The CEO's Mindset
- Employee Engagement
- HR Outsourcing – Benefits and Risks

## IB Symposia - Rethink (IB)

IISAC organizes the annual IB Symposia – Rethink. There is a lot of learning shared by eminent personalities from their experience in different fields enthralling the students of MBA (IB) to acquire fruitful insights from different sessions of the day. The sessions are well curated based on the requirements of the industry and the event is graced by the presence of the leaders hailing from diverse fields.



# EVENTS

## Synergy (HRD, IB and BA)

Synergy is the Annual Management Fest organized by students of MBA (IB) & MBA (HRD), Department of Commerce, Delhi School of Economics. It involves the sharpest management brains across the country participating in a plethora of events and competitions that encompass various domains of management education in the fields of International Business, HR, Marketing, Finance, Strategy and Consulting.



## MUN

MUN is a simulation of the UN, following the same parliamentary procedure of the UN. Delegates act as representatives from member nations, learning their nation's history and policy in the process. Team Convention had the honour of hosting the first MUN in the history of DSE that witnessed enthusiastic participation from students of numerous colleges and provided an opportunity for an enriching discourse on topics of international importance.

## TEDx

TEDx is a globally organized and recognized event. The inaugural edition of TEDxDepartmentOfCommerce, the independently organized TED event of Department of Commerce, Delhi School of Economics was successfully conducted in virtual mode on 24th October 2020. The event was the culmination of a dream long cherished by every member of the management fraternity of this prestigious institute. In particular, it was a moment of pride and joy for every current and past member of Team Convention, the committee honoured with the responsibility of organising the event.

# EVENTS

## Reminiscence

The Annual Alumni Dinner-Reminiscence'23, organised by the Alumni Relations Committee, is one of the biggest networking events at the Department of Commerce, DSE. With an extended invitation to 2500+ alumni, the fraternity celebrates this night to rekindle the memories of their days and bring in the industry connect for the current batches along with the most revered opportunities. The event aims to bring together all the esteemed alumni, under one roof for dinner. The gathering honours the prominent alumni and celebrates the legacy of graduating from DSE.



# MAJOR PUBLICATIONS

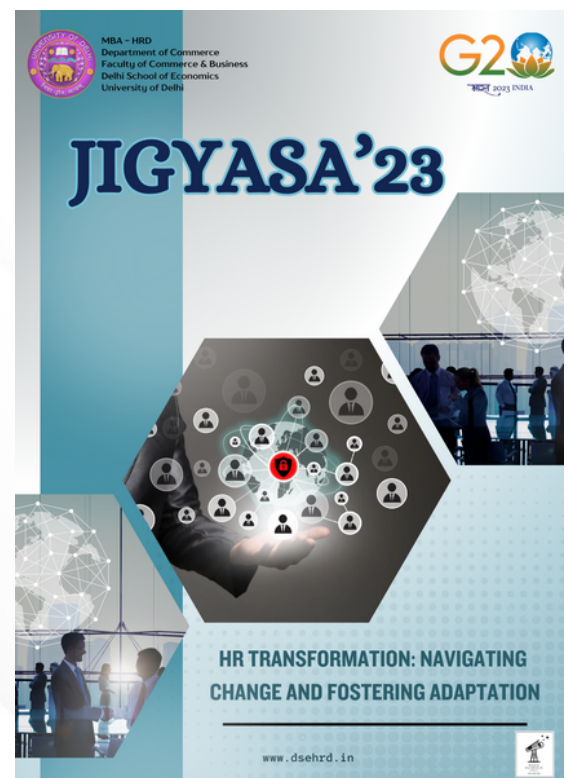
## UDAY

'Uday' is the annual business journal of the IB Program. The journal, a venture by the faculty and students of the IB program of the department, is an attempt to provide a platform to students, academicians and professionals to express their insights on key issues concerning the current business and economic world. Over the years, the journal has been widely circulated and has received appreciation from both corporate and academia. It is a compilation of articles, research based papers, interviews and case studies by stalwarts in their respective fields. The last edition of Uday themed "Renaissance in Business" explored the new frontiers in the world of business that require management attention in the backdrop of highly competitive globalized business environment.

## JIGYASA

HRD's annual journal endeavours to promote and disseminate knowledge in the complex multidisciplinary field of Human Resource Management and Organizational Development. Its objective is to disseminate concepts of professional management and contribute to a better understanding of the systems, resources, theory and performance of people in organizations. The following have been the eminent contributors over the years:

- Prof. Andre Laurent
- Prof. Dave Ulrich
- Ms. Debra J. Cohen
- Mr. Kumar Mangalam Birla
- Prof. Gary Dessler
- Mr. Michael A. Potter
- Ms. Nina E. Woodard
- Mr. William P. Schaefer



# GUEST LECTURES

Guest Lectures are an integral part of the B-School experience at MBA(HRD) & MBA (IB), Department of Commerce, Delhi School of Economics, University of Delhi. Industry knowledge provided through these guest lectures make the classroom knowledge much more relevant for the students. Hence, guest lectures are organized on a regular basis. The lecturers include our own esteemed alumni as well as the industry experts and head honchos of various organizations.



# GUEST LECTURES

Here is a list of some of the eminent personalities who visited the campus:

- Ms. Pooja Agarwal -Head HR at GIZ India
- Ms. Megha Thapar -Assistant Vice President, Asia Pacific Lead - Diversity and Inclusion Strategy, Moody's Corporation
- Mr. Sandeep Chatterjee -Associate Partner at KPMG
- Mr. Manoj Kumar -Head HR at Indiannica Learning
- Mr. Rohit Mani Tiwari -Deputy Director Ministry of Labour & Employment, Ministry of Labor and Employment, Govt of India
- Ms. Ridhima Khanduja -Country Head at Kincentric
- Ms. Anannya Mallick -Partner and Country Head at Indian Ocean Group Private Ltd
- Mr. Suhrid Chaudhuri -Group Head Organisation Development & Culture at Al Ghurair
- Ms. Neetu Sonthalia -Senior Manager -Global Mobility, Compensation & Benifits, Hapag-Lloyd AG
- Ms. Vijayanti Margassery -Human Resource Director at OLA
- Mr. Ravi Teja -Senior Team Leader at HR System Strengthening (India Health Action Trust)
- Mr. Sidharath Tuli -Founder and CEO at People Sculptors
- Mr. Danish Shaikh -Vice President & Head HR at Quadrific Media Pvt Ltd.
- Ms. Shivani Malhotra -Founder & Managing Partner (Positive Vibes Consulting)
- Mr. Shiv Rawat, AVP -National Head HR, DTDC Express Limited
- Mr. Atulaya Goswami -HR Director at General Mills
- Mr. Kushal Dubey -HR lead of TA &HR transformation at Del Monte Group
- Mr. Hitesh Khurana -lead Sales HR Business Partner at Casino India
- Mr. Sanjeeb Lahiri -Chief Human Resources Officer, GRP Limited
- Mr. Mohit Kumar -President-HR and Head of Learning, Talent OE and HO-HR at Hindalco Industries Limited
- Mr. Srikanth Kalyansundaram -Deputy General Manager-HR, John Cockerill



# EVALUATION SCHEME

## **Assessment of Students' Performance and Scheme of Examinations:**

**1. English shall be the medium of instruction and examination.**

**2. Assessment of students performance shall consist of:**

- Each paper shall carry 100 marks of which 30 marks shall be reserved for internal assessment based on classroom participation, seminar, term papers, study reports, tests, viva voce and attendance. The weightage given to each of these factors shall be decided and announced at the beginning of the Semester.
- The remaining 70 marks in each paper shall be awarded on the basis of a written examination at the end of each semester. The duration of the written examination of each paper shall be three hours.

## **Pass Percentage & Promotion Criteria:**

- The minimum marks for passing the examination shall be 45% in each paper and 50% in the aggregate of the semester. If a student fails to secure 45 percent marks in any of the papers, he/she can reappear in those paper/papers in the subsequent semesters. If a candidate admitted to the examination in any semester secures the minimum marks to pass in each paper but fails to secure the minimum marks to pass in the aggregate, he/she may appear in any of the paper/s of the Semester concerned according to his/her choice in order to be able to secure the minimum marks prescribed to pass in the aggregate in each semester.
- Only those candidates who have secured at least 45% in each paper and 50 percent in aggregate in each of the semesters of the MBA (IB)/MBA(HRD)/MBA(BA) programme shall be eligible for the award of the Degree. Successful candidates will be classified on the basis of the combined results of Part – I and Part – II examination as follows:
  - i) Candidates securing 60% and above: I Division
  - ii) All others: II Division

# EVALUATION SCHEME

- The conditions of passing the program shall not be deemed to have been satisfied unless a student undergoes practical training under the supervision of the Department in approved organizations for at least two months. Summer training is not an evaluative course but will be mandatory for students to undergo summer training and a certificate of completion will be issued after submission of the training report.
- A candidate must qualify for the award of the degree within four years of his/her admission to the MBA (IB)/ MBA (HRD)/ MBA (BA) program.

**Conversion of Marks into Grades:** As per the University of Delhi Examination rule.

**Grade Points:** Grade point table as per University Examination rule.

**CGPA Calculation:** As per the University Examination rule.

**SGPA Calculation:** As per the University Examination rule.

**Grand SGPA Calculation:** As per the University Examination rule.

**Conversion of Grand CGPA into Marks:** As per University Examination rule.

**Division of Degree into Classes:** Post Graduate degree to be classified based on CGPA obtained into various classes as notified into Examination policy.

**Span Period:** No student shall be admitted as a candidate for the examination for any of the Parts/Semesters after the lapse of four years from the date of admission to the Part- I/Semester-I of the MBA (HRD/IB/BA) Programme.

# EVALUATION SCHEME

## Guidelines for the Award of Internal Assessment Marks MBA (HRD/IB/BA) Programme (Semester Wise)

For each core and elective course, there are **30 marks** allocated for the internal examination and **70 marks** for the Semester-End Examination. Out of **30 marks** allocated for internal assessment for each course:

- 1. 10 marks** are assigned for class test / written assignment or any other method and will be evaluated by the concerned faculty as part of their continuous evaluation.
- 2. 10 marks** are assigned for class presentation/project work.
- 3. 10 marks** are assigned for attendance in the class. The marks for attendance will be assigned as follows:

1.	75% or more but less than 77.5%	1
2.	77.5% or more but less than 80%	2
3.	77.5% or more but less than 80%	3
4.	82.5% or more but less than 85%	4
5.	85% or more but less than 87.5%	5
6.	87.5% or more but less than 90%	6
7.	90% or more but less than 92.5%	7
8.	92.5% or more but less than 95%	8
9.	92.5% or more but less than 95%	9
10.	97.5% and above	10

For open elective courses, there are **30 marks** allocated for the internal examination and **70 marks** for the Semester-End Examination. Out of 30 marks allocated for internal assessment for each course:

- 10 marks** are assigned for the project.
- 20 marks** are assigned for class tests.

# COURSE FEE

All categories of students (except foreign students) joining the MBA(HRD) MBA(IB) and MBA (BA) course shall pay the following fees per annum:

Sl. No.	Particulars	Fee ( Rs. )
1.	Tuition Fees	1000
2.	University Student Welfare Fund	200
3.	Faculty/ Department/ Centre/ College/ Student Welfare Fund	9080
4.	University Development Fund	1000
5.	University Facilities and Services Charges	1000
6.	Faculty/ Department/ Centre/ College/ Facilities and Services Charges	36320
7.	Economically Weaker Section Support University Fund	150
8.	Delhi University Students Union ( DUSU ) Fund	20
	<b>Total (Forty eight thousand seven hundred seventy only)</b>	<b>48770</b>

This is issued with the approval of the Competent Authority

## Notes:

- The Foreign Students would have to pay an annual fee of **US\$ 3,500**.
- The total fee is subject to timely revisions by University of Delhi .

# SUMMER INTERNSHIP

The Summer Internship is an essential part of the MBA curriculum at the Department. It is a two-month full-time engagement with the organization, giving the students an opportunity to gain invaluable exposure, experience, and insights into the corporate world. Department's regular recruiters continued their constant support in being partners in progress and reinstating their faith in the Department. A major highlight of the placement season was the number of first-time recruiters with whom the Department looks forward to establishing a long and symbiotic relationship. The recruiters on campus offered a wide range of profiles across all the domains: BFSI, Consulting, Organizational Transformation, Sales and Marketing, Operations, HR & Analytics.

## SUMMER PLACEMENTS (MBA HRD)

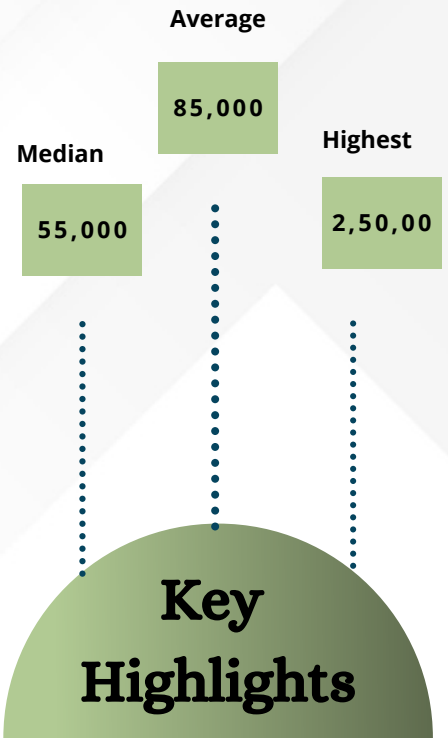
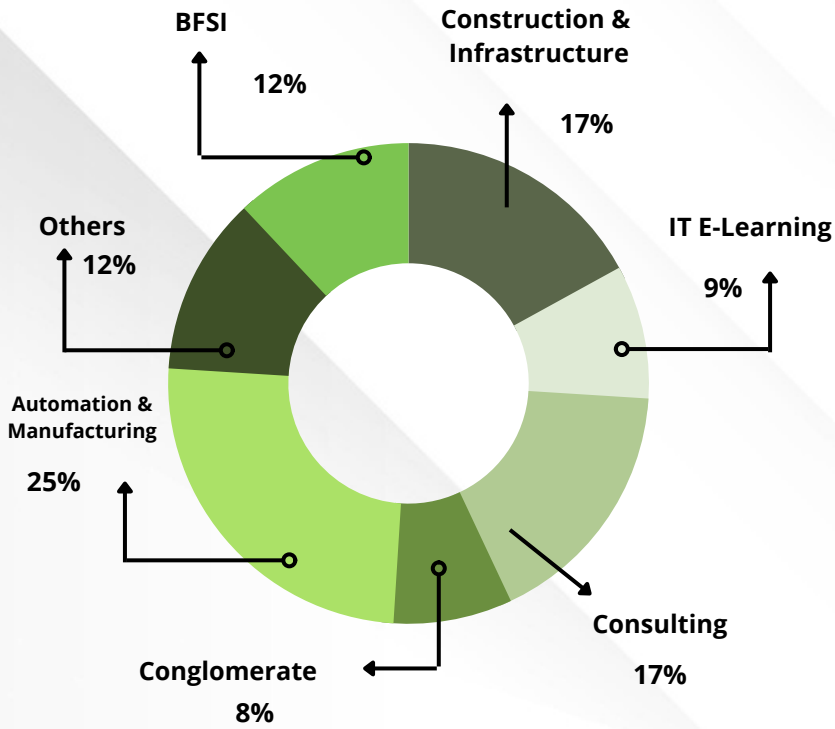
For the Batch of 2022-24, the average and median stipend stood at INR 85,000 and INR 55,000 respectively with the Highest stipend going up to INR 2,50,000 (Stipend for 2 months).

## SUMMER PLACEMENTS (MBA IB)

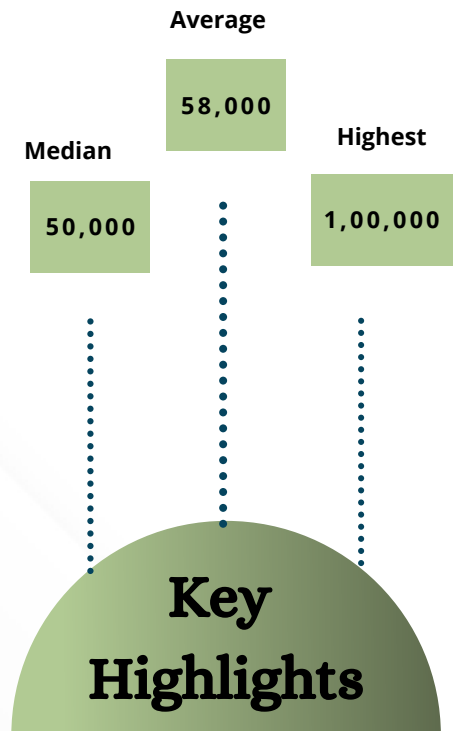
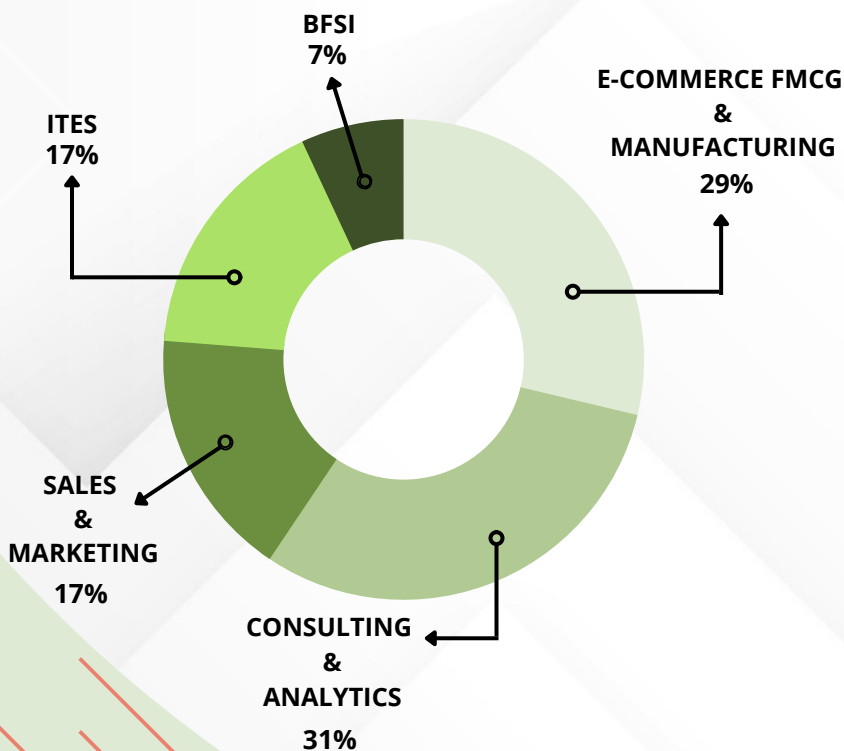
For the Batch of 2022-24, the average and median stipend stood at INR 58,000 and INR 50,000, respectively, with the Highest stipend going up to INR 1,00,000.

# SUMMER INTERNSHIP PLACEMENTS

## MBA (HRD)



## MBA (IB)

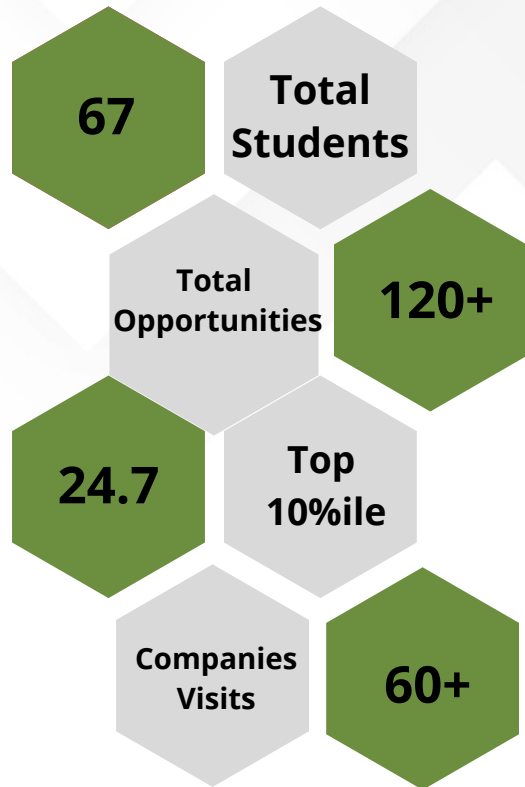


# FINAL PLACEMENTS - MBA (HRD)

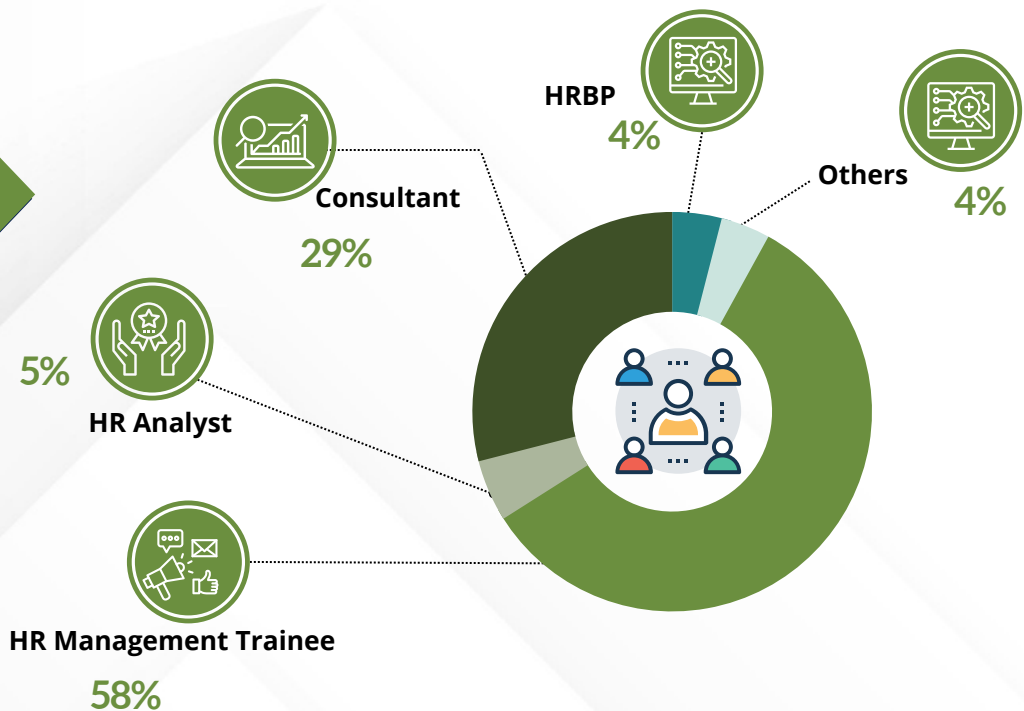
Highest **26.5**

Average **14.00**

Median **12.5**



## Profiles offered



# FINAL PLACEMENTS

## - MBA (IB)

Highest **20.00**

Average **14.5**

Median **14.4**

**53**

Total Students

Total Offers

**97**

**19.2**

Top 10%

Top 25%

**17.6**

### Profiles offered



**28%**

Consulting & Analytics



**17%**

E-Commerce  
FMCG &  
Manufacturing



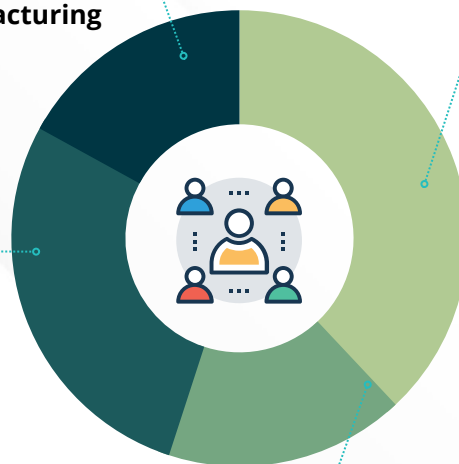
**17%**

Information Technology  
Enabled Services



Banking  
Finance &  
Insurance

**38%**





# RECRUITERS



# RECRUITERS

DE Shaw & Co

MetLife

JUBILANT  
INGREVIA

ICICI Bank

protiviti®

Whirlpool

Morgan Stanley

publicis  
sapient

Michael  
Page

HCL

infoedge

IFFCO KISAN

BAIN & COMPANY

EY

Infosys®

HDFC BANK

KPMG  
cutting through complexity

QUESS  
WINNING TOGETHER

JPMORGAN  
CHASE & CO.

BAJAJ

genpact

GC

digit

JKTYRE  
TOTAL CONTROL

MARUTI  
SUZUKI

POLESTAR

IDFC FIRST  
Bank

HeroFinCorp.

TATA  
CONSULTANCY  
SERVICES  
tcs

ICICI  
PRUDENTIAL  
LIFE INSURANCE

HEADSUP  
CORPORATION

CAMBRIDGE  
UNIVERSITY

Mahindra  
COMVIVA

KFC

HDFC  
Life

CUR8

TATA  
TATA POWER

J&K  
PAPER

AU  
AU SMALL  
FINANCE  
BANK

atomberg

orange  
Business  
Services

TO  
THE  
NEW

HFCL GROUP

NTPC

Capgemini

ATHER

ETG

zinnov

AXTRIA  
INGENIOUS INSIGHTS

VIRTUAL  
INTERNSHIPS

TATA  
COMMUNICATIONS

TRADE  
Jindal  
MARK

GreyOrange

Tupperware

ICICI Securities

SMART  
JOULES

People Labs

indiamart

SGR  
SHREE GANESH REMEDIES LIMITED

TATA  
TATA ADVANCED SYSTEMS

infogain

VOLVO

Right  
Management  
ManpowerGroup

J. ROBERTS

awign

Z1

# ALUMNI

In a span of more than 28 years, MBA (HRD) & MBA (IB) have successfully established themselves in the industry. Their rich alumni base expands across geographies, sectors and industries. The institute promotes a cohesive culture and believes in engaging all its alumni. Team Alumni aspires to capture the essence of experience of the rich alumni base and direct it towards the intellectual enrichment of the blossoming minds of the attending batches.



**Ankur Gupta**  
Director- Strategy & Business  
Development,  
South Asia  
Airbus



**Manasvi Vedhera**  
General Manager,  
Samsung India



**Karan Raj Gulshan**  
Investment  
Specialist,  
Asian Development  
Bank



**Shilpa Pentel**  
Research  
Director,  
Gartner



**Piyush Prasad**  
National  
Business Head,  
Hero Electric



**Sandeep Rao**  
General Manager,  
Carlsberg



**Nitin Khanna**  
Vice President,  
ICICI Securities



**Sameer Gupta**  
Vice President,  
HCL Technologies



**Paula Ghosh**  
Director,  
KPMG



**Vivek Dubey**  
Sales and  
Account Director,  
Tech Mahindra



**Anindya Datta**  
Director – Marketing &  
Corporate Affairs,  
Barclays



**Sandeep Khanna**  
General Manager-Coated steel  
Sales & Marketing,  
JSW STEEL LTD.

# ALUMNI



**Gaurav Ahluwalia**  
Managing Director, HR  
JP Morgan Chase



**Panchali Das**  
Head HR,  
Zenoti



**Sameer Madan**  
Vice President,  
People Success Mindtickle



**Abhijit Bhattacharya**  
Joint General Manager,  
ICICI Bank



**Ambrish Rastogi**  
Head, India  
BTS



**Ashish Kumar  
Topno**  
Director HR- Supply  
Chain,  
Flipkart



**Santhosh Mathew**  
Senior Director, HR  
Cognizant Technology  
Solutions



**Pragya Kumar**  
Chief People  
Officer,  
GirnarSoft



**Rishabh Nagpal**  
Director HR,  
Samsung India &  
South West Asia  
HQ



**Avdesh Dixit**  
CHRO,  
Acuity  
Knowledge  
Partners



**Alok Vatsa**  
HR Head,  
Adient India



**Vivek Mukherjee**  
Director & Head HR,  
Benetton Group



**Prateek Prashar**  
VP-HR,  
Startek



**Avinash Kohli**  
ED - Leadership, Learning and  
Organizational Capability,  
Boeing India



**Shruti Ambegaokar**  
Partner,  
Core Creators



**Udit Mittal**  
Founder & MD,  
Unison International  
Consulting Pvt. Ltd.



**Ruchira Garg**  
Senior Director, HR  
Services  
Vmware



**Shruti Jana**  
VP People Partners,  
North America  
Workday



**Omar Farooq**  
CEO,  
AceProHR

## **Maintenance of Discipline and Prohibition of and Punishment for Ragging**

The students of all the courses are required to maintain strict discipline and ragging in any form is prohibited as per Ordinance XV-B and XV-C of University of Delhi.

## **'FAQs'**

**Q: I would like to change my “Applicant’s details”, which I filled in during the “New User Registration”. Can I do that?**

**A: No, you cannot change that information later on. Be careful in filling out the registration form.**

**Q: Can I submit the fee through any other method, like demand draft, etc?**

**A: No, the registration fee is accepted only through the online payment options available in the registration portal.**

**Q: Can I change my preference of course at the time of admission?**

**A: No, preference of course once filled in the application form cannot be changed at the subsequent stage.**

**Q: How can I correct my mistake in the registration form? If I have uploaded the wrong Photo/ ID Proof/ Signature.**

**A: No modifications in the form are allowed once fee payment is made. Before making the online payment, you can edit your registration form.**

**Q: How can I upload a self-attested ID Proof?**

**A: 1. Take a photocopy of your ID proof.**

**2. Self-attest it.**

**3. Scan it and upload.**

## 'FAQs'

**Q: Will the registration fee be refunded or adjusted?**

**A: The registration fee is mandatory for all categories and will not be refunded or adjusted in any circumstances.**

**Q: Can I transfer my admission from one course to another ?**

**A: The transfer would depend on your merit, preference and availability of seats in subsequent counselling.**

**Q: How do I convert CGPA into Percentage?**

**A: As per your Board/University.**

**Q: Which are the mandatory fields in the application?**

**A: Mandatory fields are indicated by a red star (\*) adjacent to the name of the fields. The applicant must fill in the relevant information in these fields to complete the registration.**

**Q: My internet got disconnected while filling out the form. What should I do?**

**A: When you get the internet connection, log in again with your credentials and fill in the information again.**

**Q: There is some discrepancy in my marks in the form I have submitted and my documents. What should I do?**

**A: No changes can be done to the form once it has been submitted. In case of such discrepancies, your candidature shall be canceled.**

**Q: Is it okay to submit/upload a photocopy of the documents?**

**A: No. Original documents have to be submitted for verification.**

**Q: Is a hostel facility available on campus?**

**A: Students can apply for Delhi University Hostels. The list is available on University's Website**

## 'FAQs'

**Q. How do we apply for Hostels?**

**Ans. Visit the respective Hostel's website for information.**

**Q. What would be the mode of payment for the fee? Can I pay it in cash?**

**Ans. The fee has to be paid Online only.**

**Q. Can I provide an Old category certificate?**

**Ans. No.**

**Q. What if I have not received my undergraduate degree yet but I have a provisional certificate, would it be sufficient?**

**Ans. Yes, but you should provide your degree at the time of final admission.**

**Q. Is it following the trimester system or semester system?**

**Ans. The Course follows 2 Semester system.**

**Q. What is the process of withdrawing admission?**

**Ans. You need to write an application and fill out a withdrawal form and refund form before the specified date.**

# 'FAQs'

## FOR FOREIGN NATIONALS

**Q: Where should I contact for details regarding admission?**

**A: FOREIGN STUDENTS' REGISTRY OFFICE**

Room No. 11, First Floor, Conference Centre, University of Delhi, New Delhi-110007

Ph no.: 011-27666756

Email ID: [fsr@du.ac.in](mailto:fsr@du.ac.in), [fsradmissions@du.ac.in](mailto:fsradmissions@du.ac.in)

Website Link: [www.fsr.du.ac.in](http://www.fsr.du.ac.in)

**Q: Who is a Foreign National?**

**A: A candidate is considered a “Foreign National” who**

- Holds a passport/ Citizenship of a country other than India. **OR**
- Has an OCI/ PIO card and also holds a Passport of a country other than India.

**Note:**

- An applicant having an OCI card and studying throughout India will be considered a “Foreign National”.
- Non-Resident Indian (NRI) / Indian Citizen whose qualifying examination is from an International Board/ Foreign University will **NOT BE CONSIDERED** as Foreign National.

**Q: What are the eligibility conditions for foreign nationals for admission to MBA(IHRD/IB/BA) Courses?**

**A: i) 10+2+3 years of education.**

ii) Medium of instruction should have been English/ should have English proficiency certificate of TOEFL (minimum 70) or IELTS (minimum 6 bands)/English language Proficiency test (ELPC).

iii) The candidate should have studied Mathematics at the school/ graduation level.

iv) Good Academic Record (II Division, i.e., 50 percent or equivalent CGP Score).

v) Appeared in GMAT/CAT/XAT/MAT.



**Online application begins: 17th November, 2023**  
**Last date for online application: 05th January, 2024**



**Department of Commerce**  
**Faculty of Commerce and Business**  
**Delhi School of Economics**  
**North Campus**  
**University of Delhi**  
**Delhi- 110007**  
**011-27667891**  
**[mbadmission@commerce.du.ac.in](mailto:mbadmission@commerce.du.ac.in)**



# ADMISSION 2024-26

**MBA**  
**BA, HRD**  
**& IB**

**Master in Business Administration**  
**Business Analytics (BA)**  
**Human Resource Development (HRD)**  
**International Business (IB)**

**Department of Commerce**  
Faculty of Commerce and Business  
Delhi School of Economics  
University of Delhi

