



INTERNATIONAL RELATIONS TEAM

OF

SHAILESH J. MEHTA SCHOOL OF MANAGEMENT, IIT BOMBAY



QS RANKINGS INDIA 2022 - 5TH

NIRF RANKING 2023 - 11TH



Shailesh J. Mehta School of Management



IIT Bombay, Powai
Mumbai – 400076



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MESSAGE FROM THE HEAD

Shailesh J. Mehta School of Management (SJMSOM) is one of the academic units of the Indian Institute of Technology Bombay (IIT Bombay). SJMSOM commenced its academic programs in 1995 with the mission of nurturing intellectual capital by leveraging research, teaching, training, consultancy and collaborations within the IIT Bombay ecosystem and beyond.

The School has been supported by contributions from Hindustan Lever Ltd. (now Hindustan Unilever Ltd.), Larsen & Toubro Ltd., ICICI Bank, Hindi Vidya Bhavan and Dr. Shailesh J. Mehta, a distinguished alumnus of IIT Bombay.

Our academic programs include PhD, MBA, and Executive MBA (jointly with Olin Business School of Washington University at St Louis, USA). We also conduct Management Development Programs (MDPs) to train executives at different levels across functional areas. The School provides a well-designed, industry-relevant curriculum and training to the students in technology and multidisciplinary environment, preparing them to meet the contemporary challenges in their professional life ahead.

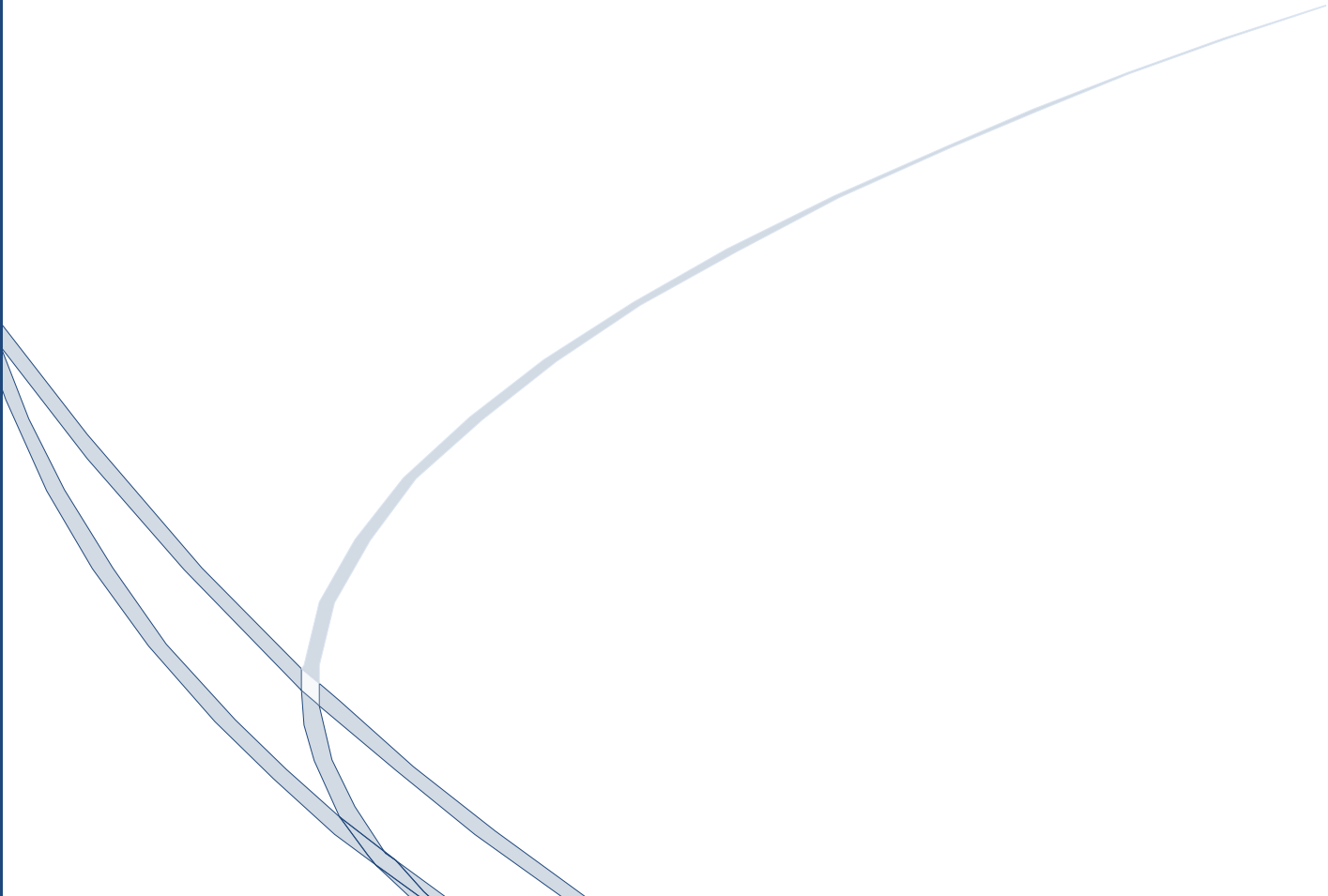
SJMSOM is proud of its committed faculty members who have worked hard for their achievements in teaching, research, training, and consultancy. They have earned best teacher awards, prestigious research awards, fellowships, and visiting professorships at leading international universities. Their research work is published in top-ranked journals and converted into intellectual property rights (IPRs) and books. It has often won accolades and awards for being the best paper presentation at leading international conferences. SJMSOM faculty have the distinction of being on the editorial boards of leading journals, authoring many high-quality books, and providing advisory services to corporates and various government agencies. Apart from focusing on research in the functional areas of management, our faculty members are also involved in applied research related to rural development, climate change and other interdisciplinary areas. In order to create an environment in which faculty can further their expertise, the School offers them academic independence and encourages them to explore opportunities for research and consulting. The School also has many associate faculty members from other departments/schools / interdisciplinary centres of IIT Bombay along with visiting faculty from the industry, who add value to our programs. The faculty and students benefit from access to rich databases as well as library resources. The state-of-the-art computational facilities and an upcoming Behavioral Lab at the School will continue to foster world-class research by faculty and students.

The Society for Innovation and Entrepreneurship (SINE) as well as the Entrepreneurship Cell (E-Cell) provide an opportunity for all stakeholders at IIT Bombay to learn from the experiences of budding ventures. Our School leverages this ecosystem fostering a culture of entrepreneurship in our faculty and students. Our faculty members and alumni co-founded start-ups incubated at SINE. SJMSOM is one of the five select founding member institutes of the National Entrepreneurship Network (NEN). The School strongly believes that a global perspective of international businesses is imperative to the success of budding managers and future leaders and hence, promotes semester-long student exchanges, study tour exchanges, and participation in international conferences and competitions.

Our students participate in and win many national corporate competitions, while also organizing the Annual International Business Festival (Avenues), industry interaction sessions (Diksha), and seminars (Continuum). Additionally, in order to promote peer learning, our students organize various activities under various clubs (Opera, Marktrix, Consig, Systematics, Finesse, Humane, E-club, and Spike). Our alumni today are respected faculty members of various IIMs, IITs, and other leading Business Schools, and also occupy leadership positions in the corporate world, in government and in non-profit organizations. Some have emerged as entrepreneurs.

With this introduction, I welcome you to SJMSOM!

Prof. S. Narayan Rao
Head, SJMSOM





MESSAGE FROM THE FACULTY COORDINATOR

Shailesh J. Mehta School of Management was established in 1995 as one of the academic units of IIT Bombay to provide leadership in management education to produce management professionals and leaders proficient in both technological and interpersonal relations. Our educational programs include PhD, MBA, and Executive MBA (jointly with Olin Business School of Washington University at St Louis, USA). The school also draws strength from interdisciplinary academic and research activities of different educational and research units of IIT Bombay.

IIT Bombay is reputed for the outstanding calibre of students graduating from its undergraduate and postgraduate programmes, the institute attracts the best students from the country for its bachelor's, master's and doctoral programmes. Research and academic programmes at IIT Bombay are driven by outstanding faculty, many of whom are reputed for their research contributions internationally.

We strongly believe that a global perspective of international businesses is imperative to the success of budding managers and future leaders. My role as Prof. in Charge of International Relations (IR) with the able support of the students' IR team is to oversee and coordinate the international activities for SJMSOM. We facilitate opportunities for students to come to IIT Bombay for full-time programmes and short-term exchange visits and for our students to travel to our partner institutes. The International Relations Office at IIT Bombay and International Relations team here at SJMSOM provide a unique single window system to all the International Students' Community, in acquiring information about the registration, courses offered, fee structure, eligibility criteria, visa requirements, accommodation, health insurance, onboarding formalities and their overall welfare while on campus. This compendium has been prepared for our international students' community to get a bird's eye view of SJMSOM. Please get in touch with student team members or me in case of any queries that you have about our school.

I am looking forward to welcoming you to the Shailesh J. Mehta School of Management, IIT Bombay.

Prof. Piyush Pandey
Professor-In-Charge IRT, SJMSOM

About SJMSOM



ESTD. 1995



SJMSOM, IIT Bombay is a top management school in India that offers international students an exceptional opportunity to pursue a career in management. The two-year full-time Master of Business Administration (MBA) program offered by SJMSOM is designed to equip students with the skills and knowledge needed to become successful business leaders. SJMSOM also offers a Ph.D. program designed to produce high-quality researchers who can contribute to the field of management through their research. SJMSOM's student community is diverse, with students from all over India and the world. The school has strong connections with industry partners, providing students with numerous opportunities for internships, projects, and placements. SJMSOM has an outstanding placement record, with students being recruited by top companies across various sectors.

International students can benefit from the unique learning experience at SJMSOM, which provides exposure to the Indian business environment. This environment is distinct from that of other countries, and it provides an opportunity for students to learn from and adapt to new and different practices. The diverse student community at SJMSOM enables international students to engage with students from different cultures and backgrounds.

The campus is located in the bustling city of Mumbai, India's financial capital. The city provides an exciting and vibrant environment for students to explore and learn from. SJMSOM also offers various extracurricular activities and clubs that allow students to pursue their interests outside the classroom.



RANKINGS

#5 in the QS India Rankings 2022 (Business and Management Studies)

#11 in NIRF Ranking 2022 (Management Category)

ADMISSION ELIGIBILITY CRITERIA

For International candidates

An international applicant who holds a foreign passport or OCI/PIO card will be treated as FOREIGN NATIONALS.

- i. CAT or GMAT score is desirable.
- ii. A four-year Bachelor's Degree or a Master's Degree in any discipline with first class or 60% marks in aggregate (including all years/semesters) or minimum CPI of 6.5 out of 10.
- iii. CA, CS, CFA, ICWA, or FRM, with a first-class Bachelor's Degree in any discipline having secured 60% marks in aggregate (including all years/semesters) or minimum CPI of 6.5 out of 10.

- iv. Those appearing for the final degree examination can also apply. The admission in such cases will be subject to their fulfilling the minimum eligibility criteria as stated in (i) or (ii) at the time of joining the course.
- v. TOEFL or IELTS is not required for applicants who completed graduation with English as a medium of instruction (a letter from their university that English was their first language in their education will be required).
- vi. There is no category-based relaxation (OBC, SC/ST, EWS, etc.) for foreign passport holders.

For further details, you can check [here](#).

FACULTY

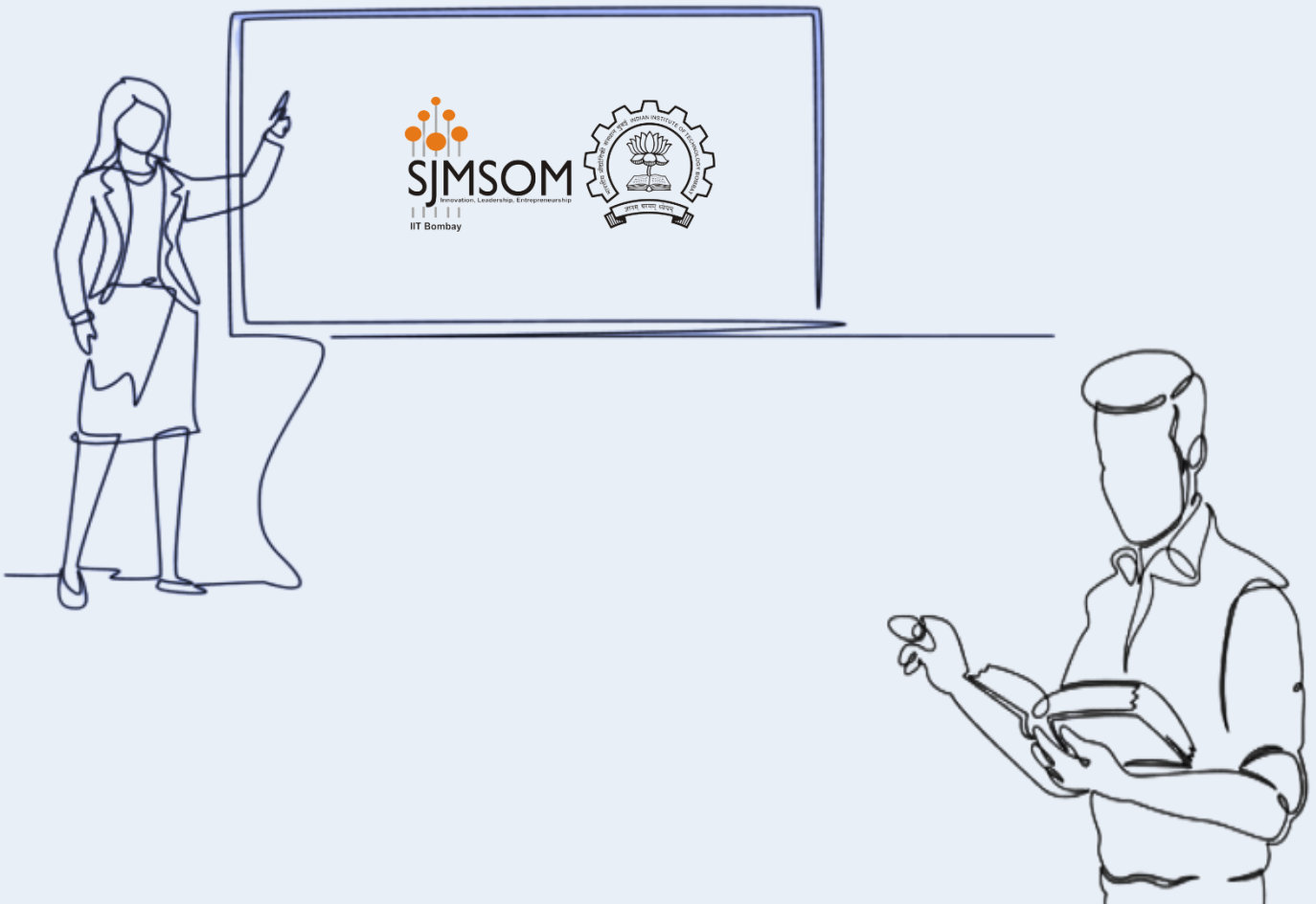
"The dream begins with the teacher who believes in you, who tugs and pushes and leads you to the next summit, sometimes poking you with a sharp stick called truth."

-- Dan Rather

In the true spirit of this saying, the esteemed faculty at SJMSOM is continuously on the path of achieving excellence in management education. Their versatile areas of interest, diverse backgrounds, and rich industrial experiences enhance the learning that the students get from them, both inside and outside the classrooms.

A research focus and a will to understand issues thoroughly pervades the faculty translating into the various MDPs, industry consultancy assignments and research projects. This contributes greatly towards making the school and its students competent enough to form educated opinions on various issues of managerial relevance.

More information about the faculties can be found [here](#)





CURRICULUM

The Two-year course is organised into eight terms. In the first year (first four terms), students gain knowledge of all the disciplines of management through 23 rigorous courses. All the academic courses require case studies, course projects and

research by students, which provide exposure to the latest practices in the industry. Students have the option of doing a 1-month winter project at the end of the first 2 terms.

SEMESTER 1 (CORE)

- Communication and Interpersonal Skills
- Statistical Methods
- Micro Economics
- Fundamentals of Financial & Mgmt. Acc.
- Marketing Management - I
- Marketing Management - II
- Decision Models in Management
- Macroeconomics
- Information Systems
- Operations Management - I
- Corporate Finance - I

SEMESTER 2 (CORE)

- Corporate Finance - II
- Operations Management - II
- OB & HR - I
- Technology Management
- Ob & HR - II
- Corporate Governance & Business Ethics
- Business Research Methods
- Corporate Strategy
- Legal Aspects of Business

ELECTIVE COURSES

1. Operations and Technology Management Elective Courses

Advanced Planning and Scheduling	Introduction to ERP	Logistics and Supply Chain Management	Lean Management	Quality Management	Management of Sales and Distribution Channels
Purchasing and Supply	Operations Strategy	Service Operations Management	Innovation and Entrepreneurship	Design of Manufacturing Systems	Sustainable Supply Chain Management
High Tech Ventures: From Concept to Commercialization	Warehouse Operations	Supply Chain Optimization	Experimental Design for Productivity and Quality Improvement		

2. Technology and Strategic Management

Innovation Management	Project Management	Innovation and Sustainability Lab	Technology Strategy Lab
Technology Forecasting and Assessment	Technology Acquisition, Transfer, and Absorption	Science, Technology, and Innovation policy	

3. Quantitative Techniques Elective Courses

Business Forecasting	Managerial Decision Making under Risk and Uncertainty	Business Dynamics Modelling and Simulation	Simulation of Business Systems
Large-Scale Optimization	Multivariate Data Analysis	Predictive Analytics	Quantitative and Algorithmic Trading

4. Accounting and Finance Elective Courses

Mergers, Acquisitions, and Business Valuation	International Finance	Indian Financial and Business Model	Security Analysis and Portfolio Management	Fixed Income Securities
Derivatives and Risk Management	Behavioural Finance	Foundations of Private Equity and Venture Capital	Money: Past, Present and Future	Startup Financing
Management of Banking and Financial Services	Markets and Treasury – Functional Architecture and Processing	Financial Modelling	Econometrics of Financial Markets	

5. Marketing Elective Courses

Advertising and Media Management	Brand Management	Business-to-Business Marketing	Consumer Behaviour
Sales and Distribution Management	Online Marketing	Strategic Marketing	

6. General Management Elective Courses

Management of New Ventures	International Competitiveness	Managerial Effectiveness Skills	Environmental Management	Infrastructure Development and Financing
Policy Responses to Climate Change	Competitiveness for Sustainable Enterprise	Managing Intellectual Property	Patterns of Entrepreneurship	Corporate Competitiveness
Business and Sustainable Development	Leadership and Vision	Technology Design and End-to-End Innovation I	Technology Design and End-to-End Innovation II	

7. Human Resource Management, and Organisational Behaviour Elective Courses

Performance Evaluation and Management System	Organization Theory and Design	Management of Change	Business Entrepreneurship Development
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8. International Business Elective Courses

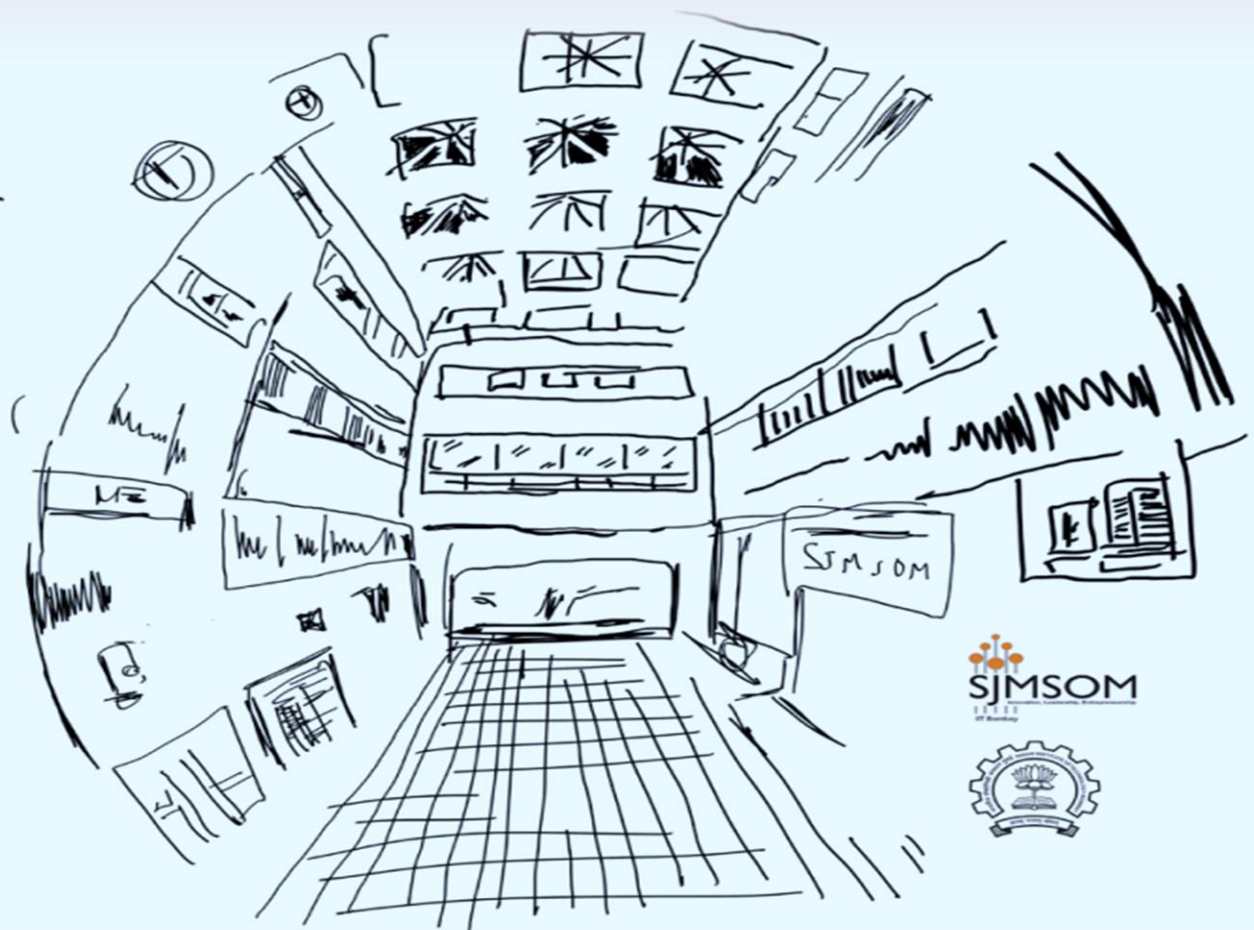
Historical and Contemporary Perspectives in International Business	Managing New Business Models in a Knowledge Economy	Managing International Business and Policy	WTO and Indian Business	International Trade
Political Economy, Development and Governance	Information Economy and Governance I	Information Economy and Governance II	International Business	International Competitiveness

9. Economics and Strategy Elective Courses

Applied Industrial Organization	Aviation Business Strategies	Strategic Transformation	Economics of Regulation	Strategies for Growth	Sustainable Finance
Game Theory for Business Decisions	Economics of firm strategy	Economics of Development in India	Behavioural Economics	Population Dynamics and Development	Circular Economy: Implications for Business, Economy and Society

10. Information Technology Elective Courses

Software Project Management	Intelligent Systems	Hospital Information Systems	Information Technology Infrastructure Management	Managing Industry 4.0
Systems Analysis and Design	Electronic Business Strategies and Implementation	Management of Digital Transformation	Managing Digital Products	





INDUSTRY INTERACTIONS AND EVENTS

Diksha is a traditional Indian practice of transferring knowledge and wisdom from a guru to their disciples. At SJMSOM, IIT Bombay, Diksha is adapted to invite industry and academic experts to share their experiences and insights with the students. This provides a forum for contemporary business issues to be discussed, dissected, and understood by the students, who are encouraged to engage in discussions and appreciate the challenges faced by these leaders. Diksha is a valuable program that enriches the learning experience and prepares future leaders for the challenges of the business world. More information can be found [here](#).

Continuum, the rolling seminar series, has been a distinct feature of the student's activity at SJMSOM and encompasses the following management domains: Consulting, Marketing, Operations, Finance, Human Resources, Product Management, Technology and Systems. Each year's Continuum brings together eminent speakers from industry as well as from academia and focuses on relevant issues and challenges faced by managers in the prevailing economic atmosphere. The Continuum seminars include interactive talks, panel discussions involving eminent speakers and workshops for hands-on learning. More information can be found [here](#).



Avenues

AVENUES is the annual flagship business event of Shailesh J. Mehta School of Management, IIT Bombay. It is an ensemble of business and management events with the objective of learning combined with fun. Management students across the globe participate in this annual extravaganza to outdo and outlast the

competition. Corporate honchos, Academicians, Entrepreneurs and Venture Capitalists judge events with their insights from the industry. Eminent personalities from different walks of life grace the occasion with their motivating speeches. More information about avenues can be found [here](#).



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PLACEMENTS

Placements at SJMSOM have always been a tremendous success. We have been setting new standards for campus placements with each passing year. More information about placements can be found [here](#).



The final Placement Report for batch of 2023 can be found [here](#). Students have secured offers in the most sought-after roles across assorted domains, with 24% of the batch securing offers in FMCG/FMCD companies, 21% of the batch obtaining niche roles in Consulting companies, and others in renowned firms from various other sectors such as Conglomerate, BFSI, Healthcare, IT, and E-Commerce among others.

The Summer Placement Report for the batch of 2024 can be found [here](#). The institute attained 100% placement with a median stipend of INR 3.00 lakh, a notable rise of 22% from last year, and the highest stipend stood at INR 4.40 lakh. With a total of 38 participating companies, students have secured offers in the most sought-after roles across assorted domains, with 43% of the batch securing offers in FMCG/FMCD & Manufacturing companies, 16% of the batch obtaining niche roles in Consulting/IT companies, and others in renowned firms from Conglomerates, BFSI, Healthcare, and E-Commerce sectors among others.



EXTRA-CURRICULARS

CLUBS

At SJMSOM education is not confined to the boundary of the classrooms. In order to promote peer learning, students organise various activities under the umbrella of the following clubs:

- Opera - Operations Club
- Marktrix - Marketing Club
- Consig - Consulting Club
- Systematics - Systems Club
- Finesse - Finance Club
- Prodigy - ProdMan Club
- Humane - HR Club
- E-Club - Entrepreneurship Club
- SPIKE - Sports Club
- SOMskriti - Cultural, Literary and Social Responsibility Club

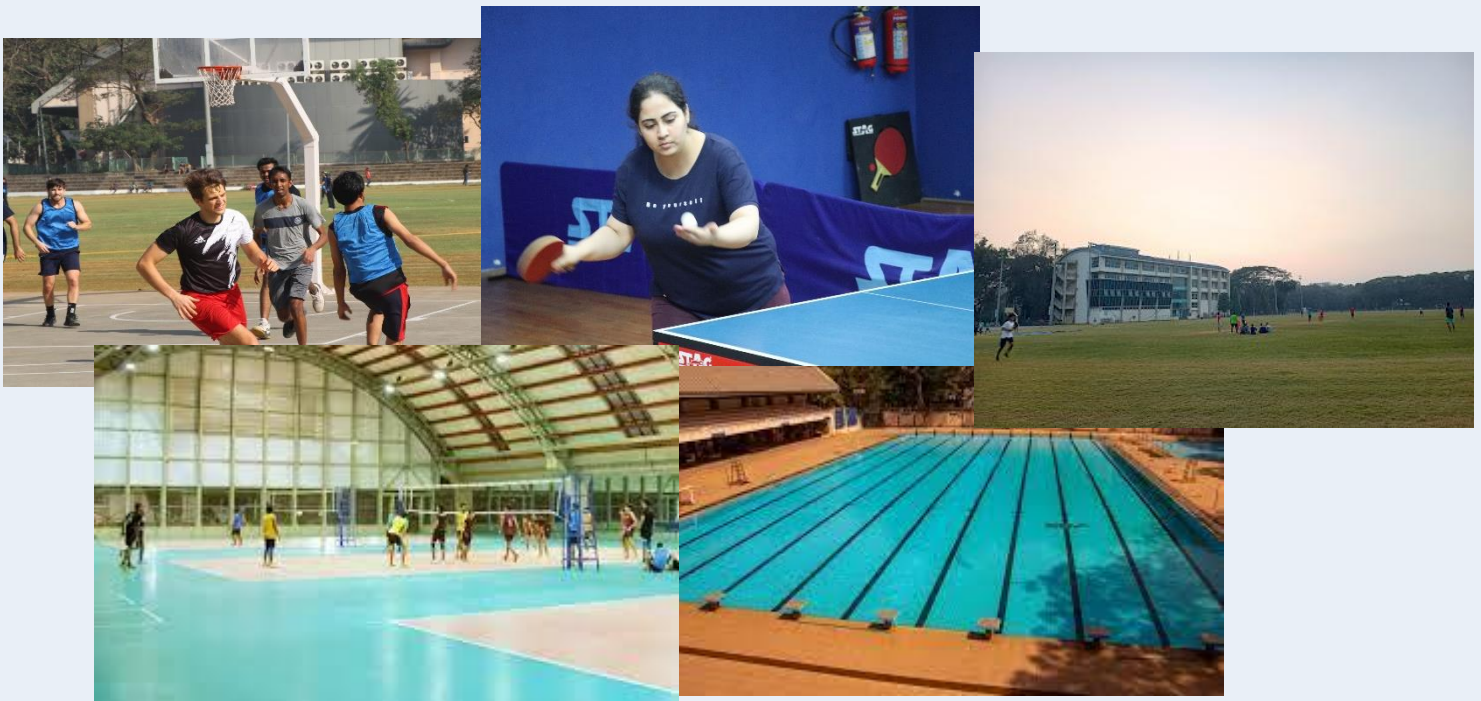
More about clubs can be found [here](#).



SPORTS FACILITIES

With a deeply ingrained sports culture and the 'Right of Sports for all' as a cornerstone of Sports policy, the institute offers sports facilities of an international level with fully-furnished courts and high-quality equipment. All the facilities are helmed by

seasoned training staff so that even beginners have a beautiful chance to learn the craft and their more experienced counterparts can receive the requisite guidance.



FOREIGN EXCHANGE STUDENT EXPERIENCE

Maximilian Wimmer

I'm glad the International Relations Team of SJMSOM of IITB asked me to share the experience I had during my semester abroad because it was the best time with lots of personal and academic learning as well as loads of fun with new friends in an amazing city. I had high expectations coming to Mumbai to study and they were even surpassed in the end. That is why I recommend all my friends to do their exchange semester at IITB.

A year later I still think a lot about my room in hostel 18 with an amazing view over the beautiful campus that is like an oasis in a bustling city. My days consisted of waking up late, doing some work for the courses, doing sports at the gymkhana, having food in the mess, hanging with friends all the time, having juice at the market gate, climbing Sameer Hill for pretty views, and exploring the city that is close by and good to reach with the locals. My experience was heavily influenced by the pandemic and I didn't have any classes in person which made it difficult to make friends with the management batch. However, they really tried hard to integrate us exchange students not last with their buddy program which was really helpful and nice. Besides, in the hostel and on campus it was super easy to make friends as everybody was very outgoing and started a conversation.



My closest friends were the other exchange students, though, probably the reason we bonded a lot during our quarantine in the guest house.

Academically, I learned a lot because of the different focus and angle of the MBA program compared to my M.Sc. at TUM. For every course we had to work in groups, prepare presentations and hold them which contrasts the more lecture-based approach of my home university. Because of the pandemic, all classes were online except the exams. All the case studies and presentations and courses of my interest from a non-western perspective really made me grow personally and knowledge-wise. The professors were super approachable and the students were smart which made my learning experience a great success.

Tobi



Hi, my name is Tobi. I am an exchange student coming from Germany. My time at

IITB is very nice so far. I feel very welcomed and integrated into the whole campus life and its activities. One story I can tell you about is the Hostel GC. Here, I had the pleasure to represent my Hostel 18 together with my fellows and competed in Basketball against other Hostels. The spirit of this competition was very nice and enjoyable. Both, how people acted on and beside the court was just nice. People were cheering on each other and motivating them to go beyond their limits. In the end, we made third place.

PLACES TO VISIT IN MUMBAI AND NEARBY

Mumbai, also known as the city of dreams, is a bustling metropolis with a rich history, culture, and cuisine. Some of the top places to visit in Mumbai and nearby areas

are Gateway of India, Marine drive, Elephanta Caves, Lonavala, Alibag and many more.



CONTACT DETAILS



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