**SIES SCHOOL OF BUSINESS STUDIES**

**Frequently Asked Questions (FAQs) for PGDM / PGDM (Pharma and Biotech) Admission Batch 2024-26**

1. **What is the minimum educational qualification required to get into the PG program?**

   **Ans:** Graduation (minimum three-year duration) in any discipline from a recognized university with minimum of 50 per cent marks (45% in case of candidates belonging to reserved category). The students who are appearing for final year examination / awaiting final year results can also apply. However, for Pharma & Biotech program, one needs to be Pharma Graduate or graduate in any science discipline with 50 per cent marks (45% in case of candidates belonging to reserved category).

2. **What are the various exams considered?**

   **Ans:** We consider marks in any of the following all India examinations: CAT/ CMAT/ / MAH -CET 2023/ GMAT/ XAT/ MAT / ATMA

3. **If I have not appeared for any of the examinations till date, but planning to appear or my results are awaited, will I be considered for admissions?**

   **Ans:** Yes, you can submit the test results by 31st May 2024

4. **What are the minimum cut off scores in each of the tests that are considered?**

   **Ans:** There is no prescribed minimum cut off score for any test. All students can appear for the process irrespective of their scores.

5. **What scores do I submit if I have given all the exams?**

   **Ans:** You can submit all  scores of whichever exam you have appeared for.

6. **Can I update my scores later?**

   **Ans**: Yes till 15th  May 2024.

7. **What are the selection criteria for PGDM programs?**

**Ans:** SIESSBS believes in the overall personality while selecting students considering their past academic records, work experience, if any, marks obtained in all India qualifying exams and the selection process of the institution. However, due weightage is given to all the given parameters as per the AICTE guidelines**.**

| Sl. No. | Parameters/ Components | Weightage |
|---------|----------------------|-----------|
| 1 | Score in common entrance tests | 50% |
| 2 | Group discussion | 10-15% |
| 3 | Interview (1 round of interviews) | 15% |
| 4 | Academic performance in X Std., XII Std., Degree/ Post Graduate Degree, Sports/ Extra-Curricular activities, Academic diversity and gender diversity | 15-20% |
| 5 | Work experience | 5% |

Interviews will be based on-

   a. **Technical Interview**: These interviews test your basic knowledge and look into your overall understanding of the business environment.

   b. **Competency based In Interview**: Competency or behavioral interviews are based on the assumption that past behaviour is the best predictor of future behavior. The interviewer will want specific examples of when and how you demonstrated particular behaviors.

**Based on weighted average of the above parameters, the merit listing will be done.**

8. **Where would the admission process be conducted?**

**Ans:**

| S.No | Centers | Date of process |
|------|---------|-----------------|
| 1. | Mumbai SIES SBS Campus | |
| 2. | Delhi | |
| 3. | Lucknow | |
| 4. | Kolkata | |
| 5. | Bengaluru | |
| 6. | Bhopal | |
| 7. | Ahmedabad | |

| | | |
|---|---|---|
| 8. | Nagpur | |
| 9. | Jaipur | |
| 10. | Pune | |
| 11. | Patna | |
| 12. | Nasik | |
| 13. | Chennai | |
| 14. | Bhubaneshwar | |
| 15. | Hyderabad | |
| 16. | Aurangabad | |

**9. What accreditation / ranking / positioning does SIESCOMS have on an All India /International basis?**

**Ans:** As a result of the strong intellectual capital, academic ambience and close liaison with the industry, the institute, has always featured amongst the **top business schools** at the national level.

**International Accreditation:**

SIESCOMS is accredited from **Accreditation Council for Business Schools and Programs (ACBSP), USA,** one of the world's leading accreditation agencies. This accreditation has been granted for its Post-Graduate Diploma in Management ((PGDM) program, the 2-year full-time autonomous flagship Management Program.

**Our National Rankings :**

➢ **Times of India-Best B-School survey (Mar 2023)**: SIES SBS Management Institutes ranked **1st** among all B-Schools in Mumbai
➢ **Times of India-Best B-School survey (Mar 2023)**: SIES SBS ranked 8**th** among all Private in west India.
➢ **Times of India-Best B-School survey (Mar 2023)**: SIESSBS ranked **21st** among all B-Schools in India
➢ **Business Today-Best B-School Survey (Oct 2023): 35th** Among all Private B-Schools in West India
➢ **Business Today- Best B-School Survey (Nov 2023): 7th** among all Management Institutes in Mumbai.
➢ **Outlook- Best B-School Survey (Nov 2023)-** SIESCOMS ranked **31st** among all Private B-Schools in India
➢ **Outlook- Best B-School Survey (Nov 2023)-** SIESCOMS ranked 10th among all Private B-Schools in West India
➢ **Outlook- Best B-School Survey (Nov 2023)-** SIESCOMS ranked 4th among all Private B-Schools in Mumbai

- ➢ **Higher Education Review Magazine (Dec 2023):** SIESSBS ranked as Management College of the year 2023- in India.
- ➢ **Open Magazine- Best B-School Survey (Nov 2022): 6th** among all Private Management Institutes in West Zone.
- ➢ **Open Magazine- Best B-School Survey (Nov 2022): 4th** among all Private Management Institutes in Maharashtra

 **Awards**

- ➢ SIESSBS Was awarded with "Top Management Institute at Times Education Icons 2023-Rank 1" hosted by Times of India at St Regis Mumbai on 19th Dec 2023
- ➢ SIESCOMS Was awarded with "Top Management Institute at Times Education Icons 2023-Rank 1" hosted by Times of India at St Regis Mumbai on 19th Dec 2023
- ➢ SIES Management Institutes was awarded **Best Management Institute of the year** 2022-23- **1st Runner up** by BMA
- ➢ **IMC Ramakrishna Bajaj National Quality (IMCRBNQ) Award** under Education Category for the year 2008

**10. How is the placement scenario SIESSBS?**

**Ans:** The placement is quite good at SIESSBS. The institute has very good relationship with a large number of corporate from various sectors. The statistical details of the **placement** of the batch 2021-23 are as under:

- o **Highest salary**: Rs 23.00 lacs p.a.
- o **Average salary**: Rs 9.11 lacs p.a.
- o **No. of companies visited**: Approximately 200 companies

The ROI for SIESSBS is quite comparable, if not better, than many of the comparable institutes considering the fees and initial placement salary. For other details including companies recruiting from the campus, please refer to the institution website.

**11. What are the different specializations offered by SIESCOMS?**

**Ans:** The institute offers **five** specializations in PGDM program: **Marketing**, **Finance**, **HR**, **Operations and Business Analytics**

**Pharma** & **Biotech** have the major specialization in areas of **Marketing** and **Operations**.
We would consider Data Science as Major specialization subject to minimum of 10 students.

**12. What is the intake of students in different PG programs?**

 **Ans:**  Post Graduate Diploma in Management (PGDM): **120**
  PGDM (Pharmaceutical Management)-: **60**
  PGDM (Biotechnology Management)-: **30**

**Note:** All the above programs are AICTE approved.

**13. What are the other Programs offered by the Institute?**

   **Ans:**    PGDM (AIMA)- **60 seats**
                PGDM (AIMA) Weekend Program for Working Executives

**14. What type of reservations the institute has?**

   **Ans:** SIES is a Tamil Linguistic Minority Institute. Hence 51 per cent seats of all programs are reserved for Maharashtra domiciled students with 'Tamil' as the mother tongue.
However, if adequate number of qualified candidates is not available from the above category, such seats are made open to other linguistic minority & general candidates. **Further, all admissions to SIESSBS are based purely on merit**. The only exception is children of employees of SIES institutions.

**15. What is the application fee for each program?**

   **Ans**: a) For our AICTE all PGDM programs), the Application Fee is as follows:

| | |
|---|---|
| One  Program | Rs.2000/- |
| More than one programs | Rs. 3000/- |

   **Note**: PGDM (Pharma and Biotech) would be considered as one program for the purpose of application fee.

**16. How is the application fee to be paid?**

   **Ans:** The application fees are to be paid online.

**17. What is the fee structure for various PGDM programs?**

   **Ans:** The fee structure for the year 2022-23 is as follows:

PGDM - **Rs 4, 50,000 per year**

PGDM (Pharma and Bio tech)- **Rs 3, 50,000 per year**

**Note: for students who would like to go in for global immersion program have to pay additional approx.sum of Rs 1.50 lacs to cover the cost of international trip.**

Fees are payable Annually.

**18. Are there any management seats?**

**Ans:** No, all seats are purely on merit except children of employees of SIES institutions. The institute does not charge any **Capitation Fees**, whatsoever. Further, the institute does **NOT** have any admission agents for the purpose of admission to any of the programs at SIESSBS.

19. **Will I get refund of fees if I cancel my admission?**

    **Ans:** Yes, as per AICTE rules.

20. **Does SIESSBS offer any loans / financial assistance through banks?**

    **Ans:** The institute has details of some bank and assistance is provided for getting bank loans. However, usual terms & conditions of the banks would apply.

21. **Does SIESSBS provide hostel facility?**

    **Ans:** The Institute takes special care to ensure all students are helped to get students' accommodation in close proximity. The students who would like to get assistance for getting hostel accommodation are requested to get in touch with the Registrar Mr R Chandrasekhar-Email - chandrasekarr@sies.edu.in
    Phone-022-61083402/ 022-27708333.

22. **Where will I get the SIESSBS application form for PGDM, PGDM (Pharma and Biotech Management) programs?**

    **Ans:**    Website www.siessbs.edu.in

23. **What is the last date for sale and submission of Application Forms?**

    **Ans:** Last date of sale of forms: **28ᵗʰ Feb 2024**; last date of submission of forms: **10ᵗʰ March 2024.**

24. **What is the date of declaration of results?**

    **Ans:** Within one month from the date of GD/PI process.

25. **What is the date of commencement of classes for PGDM programs?**

    **Ans:** July-2024

26. **Which is the institute number / email id where I can get some admission related information?**

    **Ans:** Numbers: 022-61083425: Ms. Bindu Alex and 022- 61083430 and Ms. Rachna Jadhav

    Office admission Id: ssbsadmissions@sies.edu.in

**27. Any faculty member I can get in touch with for my doubts.**

**Ans:**
Dr. Nitin Vazirani- nitinv@sies.edu.in-Director
Dr.Chitra Ramanan- chitrar@sies.edu.in (with specific reference to Pharma/biotech programs)
Dr. Swati Checker- swatic@sies.edu.in (with specific reference to biotech program)
Dr.Swati Kulkarni- swatik@sies.edu.in ((with specific reference to PGDM program)

**28. SIES School of Business Studies different than SIES college of Management Studies?**

**Ans**. Both the institute were running as SIESCOMS till 2020, but due to government regulations the PGDM Programs & MMS Program have to now run as separate entities.
PGDM Programs run under the banners of SIESSBS.
MMS & MCA Programs run under the banner of SIESCOMS.

**29. Why Study at SIESSBSS?**

**Ans.** SIESSBSS is a Business School with a difference

The institute is committed to offer management education with a focus on critical thinking and analytical bias.

At SIESSBSS every faculty has moved beyond the usual management education pedagogy and instead uses power of innovative thinking to hone smart decisions making abilities of each and everystudent. With the support, coaching and personalized attention of all faculty as Mentors, we provideskills that are needed to solve complex business issues in the future BANI world. As we strongly believe in the value of quality and creative education for preparing responsible citizens, our placement record and rankings on diverse platforms as a "Top Business School" establishes our credentials to be reckon with. Further, as global competitiveness has become sine quo non for success for all, including management education, the route taken by us includes  optional  foreign visits by students and world class cases. Situated in the financial capital of India i.e. Mumbai, it provides a huge opportunity and exposure to students for growth of their carrier.
The institute offers a platform for holistic development of students. The details of the  program are given below. The program is spread over a period of 2 years.

### PGDM Enrichment and Skill Development Program

Our PGDM Enrichment and Skill Development Program' is a holistic and dynamic initiative tailored to empower our PGDM students with a diverse set of 14 essential skills and knowledge.

This comprehensive program comprises 14 distinct areas carefully designed to provide our students with a well-rounded education that extends beyond the classroom, equipping them with practical skills and insights crucial for their academic, personal, and professional success."

This introduction sets the stage for the program's purpose and highlights its breadth and relevance to the students' holistic development.

A. **Creating Impact & Influence:** Teach students essential communication skills, including public speaking, active listening, and business writing.
- **G**roup Discussions and Mock GD
- Personality Development Programme
- Certification in Languages
- Behavioural Interview Skills
- Art of leading with Story
- Language development labs

B. **Leadership and Teamwork:** Offer workshops on leadership styles, team dynamics, conflict resolution, and decision-making. Incorporate interactive activities to simulate real-world team scenarios.
- Leadership Development Programme
- Outbound Management Experiential Learning
- Peer to Peer learning

C. **Financial Literacy and Investment Basics:** Provide an overview of personal finance, including budgeting, saving, investing, and understanding financial markets. Invite experts to share insights on investment strategies.
- Financial Analysis Course
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D. **Stress Management, Emotional Intelligence and Well-being:** Address the importance of managing stress in a high-pressure business environment and provide strategies for maintaining mental and physical well-being.
- Workshops on Mediation and Yoga
- Mentoring
- Professional Counselling

E. **Innovation and Design Thinking:** Introduce the concept of design thinking and guide students through brainstorming, prototyping, and problem-solving exercises to foster innovation.
- Course on Design Thinking
- Ideation
- Learning through Movies

F. **Entrepreneurship and Start-up Essentials:** Offer insights into the world of entrepreneurship, covering topics like idea validation, business planning, funding, and scaling a start-up.
- Programme on Entrepreneurship in collaboration with Wadhwani Foundation
- Business Carnival

G. **Digital Marketing and Social Media Strategy:** Provide hands-on experience with digital marketing tools and platforms. Help students create effective social media strategies for business growth.

**H. Business Analytics and Data Visualization:** Introduce students to basic data analytics concepts and tools. Teach them how to interpret data and present insights through visualizations.

**I. Career Development and Interview Skills:** Guide students in crafting impressive resumes, preparing for job interviews, and navigating the job market effectively.
- Workshop on Career Opportunities
- Workshop on Resume Writing
- Image Building
- Psychometric Tests
- Aptitude Development.
- Excell skills

**J. Cultural Intelligence and Global Mind-set:** Enhance students' cross-cultural awareness and sensitivity to work effectively in diverse international settings.
- Global Leadership Skills series
- Global Immersion Programme

**K. Fundamental Rights, Diversity and Inclusion, POSH:**
- Workshop on Fundamental Rights
- Diversity workshop
- Women Empowerment Programme
- POSH Workshop

**L. Critical Thinking and Problem-Solving:** Foster students' critical thinking skills through workshops that encourage them to analyse complex problems and devise innovative solutions.

- Idea Research
- SKILL (Skill Linked Immersion Programme)
- Mind Mapping
- Case Study Unboxed
- Market Based Projects

**M. Sustainability and Corporate Social Responsibility:** Discuss the role of businesses in addressing environmental and social challenges, and guide students on integrating sustainability into business strategies.
- NGO Internship
- NGO Mela
- NGO Conference
- Course on Sustainability and CSR
- Various CSR programmes
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**N. On the job learning & Practical Training**

- Summer Internship
- Live Projects

- Capstone Projects
- Industrial Visits
- Corporate Interaction sessions

**30. What is the students-Faculty ratio at the institute?**

**Ans.** SIESSBSS maintains a healthy Faculty-Student ratio of 1:13; the Institute has 24 core facultymembers, many of them with Ph.Ds. and few at various stages of completing Ph.D. More than half of the faculty have rich industry experience.

**31. Is the laptop compulsory and included as a part of the fees?**

**Ans.** Students are recommended to have their own laptop. It is not provided by SIESSBSS.

**32. What is the date of commencement of classes for PGDM programs?**

**Ans.** July-2024

**33. What are infrastructure facilities at the institute?**

**Ans.** SIESSBS boasts of state-of-the-art infrastructure, befitting a **modern B-school** spread over 3 Acres ofLand. Following are the highlights of our campus-

- **Following are the highlights of our campus**
- 200-seater auditorium
- 18 spacious Lecture rooms and tutorials rooms with LCD Projector
- 4 large seminar halls primarily dedicated for management development programs
- 325 Computers with uninterrupted 200+100 MBPS broadband internet facility
- Student activity centre
- Fully computerized and well-stocked library facility and reading room (with on-line journals)
- 3 Conference Halls
- Research Cell
- Well-equipped library with more than 35000 books (Hard Copies), 1000 plus journals both hard copies and online), Prowess database, EBSCO -eBooks, IEEE online journals and Reading rooms.
- Career counselling & Placement Cell
- Well-equipped Administrative block and faculty rooms
- Amphitheatre
- Yoga and meditation centre
- Playgrounds
- Gymnasium Facility
- Banking & ATM Facility
- Canteen
- Medical Facility

- Grievance Cell
- Recreation Room
- Boys common room & Girls common room
- Comprehensive ERP System
- Software for disabled students-Pearl Scanner with Open Book Reader Software
- Language Lab

All these facilities are spread out in a large open space in a serene climate in the suburbs of Mumbai, conducive for learning processes.

**34. When is the admission for PGDM -24?**
   **Ans.** The admission form will be live on-15th Jan 2024 at the institute website.

**35. Can I print hard copy of the from and send to the college?**
   **Ans.** No

36**. Will the GD/PI be online or offline?**
   **Ans.** The Gd & PI process will be in offline mode.

37. **What kind of topics are going to be asked in the group discussion**
   **Ans.** We would have a combination of current affair and general topics.

38. **Can I pay the fee in Instalments**
   **Ans.** No