

SIES SCHOOL OF BUSINESS STUDIES (SIESSBS)

Frequently Asked Questions (FAQs) for PGDM / PGDM (Pharma and Biotech) Admission Batch 2025-27

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. The students who are appearing for final year examination / awaiting final year results can also apply (Candidate will need to submit graduation results by May 31, 2025). However, for Pharma & Biotech program, one needs to be Pharma Graduate or graduate in any science discipline with 50 per cent marks.

2. What are the various entrance exams considered for admission into PG Programs?

Ans: We consider marks in any of the following All-India examinations:
CAT 2024/ CMAT 2025/ / MAH -CET 2025/ GMAT/ XAT 2025 / ATMA-Dec 2024, Feb 2025

3. If I have not appeared for any of the entrance examinations till date, but planning to appear will I be considered for admissions?

Ans: Yes, you can apply and provide the details of the once the results are declared by the testing body and timeline announced by the Institute. Final admission is based on the Merit list drawn from the Holistic Selection.

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

Ans: SIES SBS follows a Holistic Selection Process. Hence, there is no prescribed minimum cut off score for any entrance test. All students meeting the Eligibility criteria will be invited for the Group Discussion and Personal Interview. Final admissions will be based on Merit list drawn on the basis of the Holistic Selection Process as mentioned in the Selection Criteria.

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

Ans: You can submit all scores of whichever exams you have appeared for. We will give you the benefit of the best of scores provided.

6. Can I apply now and update my scores later?

Ans: Yes, you can apply now and re-login to update the entrance exam score once the entrance test result is declared. You need to pay only once for the application form.

7. What are the selection criteria for PGDM programs?

Ans: SIESBS believes in the '**Holistic Selection Process**' while selecting students considering their past academic records, extra-curricular activities, 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.

The final selection of the candidates to the program will depend on the total score:

Parameters of Holistic Selection Process	Weightage
Qualifying Entrance Exam (viz CAT/XAT/CMAT/MH-CET/ATMA)	35%
Academic Performance (10th,12th and Graduation)	15%
Group Discussion and Personal Interview	40%
Extracurricular Activities	10%
Total Score for Merit List	100%

Personal Interviews will be based on-

- Technical Interview:** These interviews test your basic knowledge basis information provided in your Application Form and look into your overall understanding of the business environment.
- Competency based In Interview:** Competency or behavioural interviews are based on the assumption that past behaviour is the best predictor of future behaviour. The interviewer will want specific examples of when and how you demonstrated behaviours.

The Merit Listing will be based on weighted average of the above parameters.

8. Where would the admission process be conducted?

Ans: The Admission Process will be conducted **OFFLINE** (ie Face to Face Group Discussions and Personal Interviews) at various centres in the following cities:

Navi Mumbai Campus, New Delhi, Bengaluru, Kolkata, Ahmedabad, Indore, Nagpur, Jaipur, Lucknow

9. What accreditation / ranking / positioning does SIES SBS 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.

Rankings & Accreditations

1. **International Accreditation by ACBSP, USA**
2. **Times of India-Best B-School survey (Mar 2024):** Ranked 2nd among all B-Schools in Mumbai
3. **Business Today (Nov 2024)** -Ranked 14th Among all B-Schools in west India.
4. **BMA Best Student of the year Award-** PGDM Batch 2024.
5. **BMA Innothon 2024-**'Winner of Innothon as Accuthon Award 2024'. -Pharma/Biotech Batch 2022-24.
6. **Higher Education Review**-PGDM College of the year 2024
7. **Higher Education Review Magazine 2023**-SIES SBS ranked among top 10 Sales & Marketing B-Schools in India.
8. **Open Magazine 2022**-6th among all Private Management Institutes in West Zone.

10. How is the placement scenario at SIES SBS?

Ans: SIES SBS is an extremely ROI friendly Institute that provides excellent Value for Money.

The institute has long standing relationship with many corporates from various sectors. Over the last 28 years, the Institute has a rich pool of alumni in senior positions across sector. The statistical details of the placement of the batch 2022-24 are as under:

- **Highest salary:** Rs 26.00 lacs p.a.
- **Average salary:** Rs 9.11 lacs p.a.
- **No. of companies visited:** Approximately 170 companies.

The total fees for the two-year full time PGDM Program is Rs 10 lakh (5 lakh per year) and for the PGDM Pharma Management PGDM Biotechnology program is Rs 8 lakh (4 lakh per year). Visit www.siesbs.com for the placement report.

11. What are the different specializations offered by SIES SBS?

Ans: The institute offers four specializations in PGDM program: **Marketing, Finance, HR & Operations** PGDM Pharma & Biotech have the major specialization in areas of **Marketing and Operations** The Institute also offers **Analytics related courses** across all these specialisations.

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):- **30**
All the above programs are AICTE approved.

13. 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 SIES SBS are based purely on merit.** The only exception is children of employees of SIES institutions.

14. What is the application form fee for each program?

Ans: a) For AICTE all PGDM programs, the Application Form Fee is Rs. 2100/-. Candidates may apply for one or all programs for the same fee.

15. How is the application fee to be paid?

Ans: The application form fees are to be paid **Online using the Payment Gateway provided online.**

16. What is the fee structure for various PGDM programs?

Ans: The fee structure for the year 2025-27 is as follows (Fees are payable Annually):

PGDM - **Rs 5,00,000 per year**

PGDM-Pharmaceutical Management- **Rs 4,00,000 per year**

PGDM Biotechnology- **Rs 4,00,000 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 approximately to cover the cost of international trip.

17. 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 SIES SBS.

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

Ans: Refund Policy will be as per AICTE rules.

19. Does SIES SBS 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.

20. Does SIES SBS 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 Ms. Bindu Alex

Email – bindua@sies.edu.in

Phone-022-61083425

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

Ans: Website- www.sieessbs.edu.in

22. What is the date of declaration of final merit results?

Ans: By 1st /2nd week of May 2025.

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

Ans: July-2025

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

Ans: Mobile Numbers: 7718839175 / 8655995200

Landline number: 022-61083425: Ms. Bindu Alex and 022- 61083430 and Ms. Rachna Jadhav Office admission Id: ssbsadmissions@sies.edu.in

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

Ans:

Dr.Swati Kulkarni- swatik@sies.edu.in (with specific reference to PGDM program)

Dr.Chitra Ramanan-chitrar@sies.edu.in (with specific reference to PGDM Pharma/Biotech programs)

Dr. Swati Checker- swatic@sies.edu.in (with specific reference to PGDM Biotech program)

26. SIES School of Business Studies different than SIES college of Management Studies?

Ans. Both the institutes 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 banner of **SIESSBS, is approved by AICTE, Govt of India.**
- **MMS & MCA** Programs run under the banner of **SIESCOMS, which is under University of Mumbai**
Both Institutes are SIES Management Institutes under the SIES Society.

27. Why Study at SIESBSS?

Ans. SIESBSS is a Business School with a difference.

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

At SIESBSS every faculty has moved beyond the usual management education pedagogy and instead uses the power of innovative thinking to hone smart decisions making abilities of each and every student. With the support, coaching and personalized attention of all faculty as Mentors, we provide skills 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 reckoned 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 career.

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.
- Group 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
- 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.
 - 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

N. On the job learning & Practical Training

- Summer Internship
- Live Projects
- Capstone Projects
- Industrial Visits
- Corporate Interaction sessions

28. What is the Student-Faculty ratio at the institute?

Ans. SIESSBSS maintains a healthy Faculty-Student ratio of 1:13; the Institute has 24 core faculty members, many of them with Ph.Ds. Several faculties have rich industry experience.

29. 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 SIESSBS.

30. 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 of Land. 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

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

31. When is the admission process for PGDM 2025-27 batch going to commence?

Ans. The admission form will be live on-15th Jan 2025 on the institute website-www.siesbs.edu.in

32. Can I print hard copy of the form and send to the college?

Ans. No. All candidates must apply Online and submit the form online, they must PRINT the Filled Application PDF and bring it along with them for the Group Discussion and Personal Interview process.

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. Fees are to be paid annually.