



IndSearch

**Indian Institute of Cost and Management Studies & Research's
IndSearch Institute of Management Studies & Research**

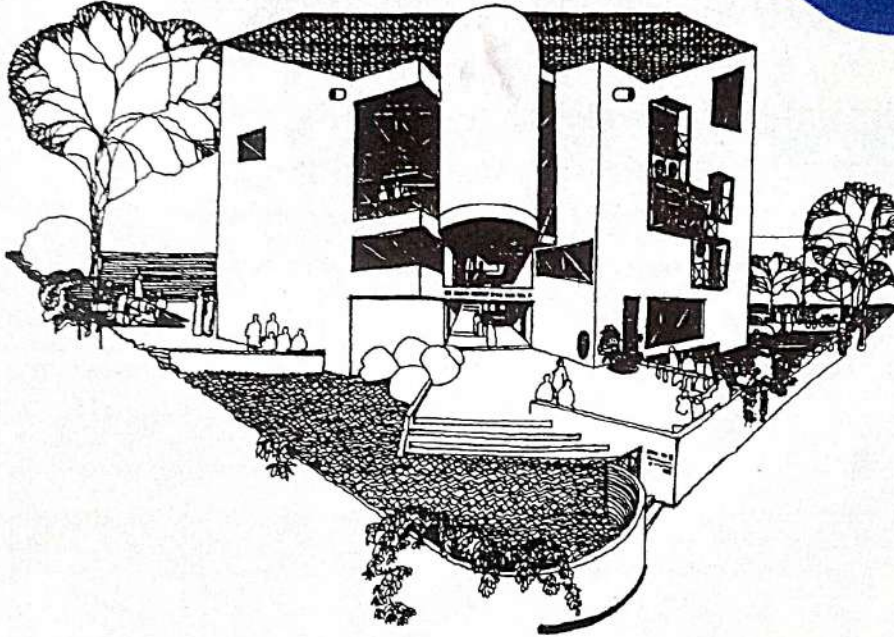
(Permanently affiliated to Savitribai Phule Pune University with autonomous status)

85/1, Law College Road, Erandawane, Pune 411004.

O: 020 25431972, 020 25441524 | W: www.indsearch.org | E: search@indsearch.org

ONE YEAR POST GRADUATE DIPLOMA PROGRAMMES

at IndSearch Law College Road Campus, Pune.



IndSearch is a 45 years old Institute in the field of management education. IndSearch is permanently affiliated to S.P. Pune University and having an autonomous status granted by UGC, Govt. of India since 2007. The Institute offers the Post Graduate MBA and MMS programmes at its Bavdhan campus and the Undergraduate BMS programme and Post Graduate Diploma at its Law College Road campus.

IndSearch has been conducting Diploma programmes for more than 30 years which are affiliated to Savitribai Phule Pune University. These programmes enable the students to establish themselves as professionals in various fields or to engage in service sector and further their career in management.

Following Savitribai Phule Pune University affiliated one year diploma programmes are offered at IndSearch, Law College Road campus, Pune - 411004.

- 1 Post Graduate Diploma in Environmental Management (PGDEM)
- 2 Post Graduate Diploma in Financial Services (PGDFS)
- 3 Post Graduate Diploma in Human Resource Management (PGDHRM)
- 4 Post Graduate Diploma in Import & Export Management (PGDIEM)
- 5 Post Graduate Diploma in Marketing Management (PGDMM)
- 6 Post Graduate Diploma in Computer Management (In Digital Business) (PGDCM)

Following Savitribai Phule Pune University affiliated one year diploma programmes are offered at IndSearch, Law College Road campus, Pune- 411004.

1 Post Graduate Diploma In Environmental Management (PGDEM)

This programme equips the managers and professionals to understand and meet the complex environmental challenges faced by organizations. It offers a philosophical framework necessary for modern environmental managers to deal with and approach the complex reality of their field. It also places emphasis on thinking about environmental issues and opportunities in a holistic and interdisciplinary way.

2 Post Graduate Diploma In Financial Services (PGDFS)

The objectives of this programme are to provide young graduates an opportunity to gain insights into financial services through formal University education and training and to provide students with opportunities to develop knowledge of basic concepts, as well as deep insights into quality financial services and sharpen the decision making process. The curriculum focuses on imparting skills, in addition to the knowledge to the students and developing competent professionals in the field of financial services.

3 Post Graduate Diploma In Human Resource Management (PGDHRM)

The objectives of the programme are to provide young graduates an opportunity to gain insights into human resource management through formal University education and training and to provide participants with opportunities to develop knowledge of basic concepts, as well as current practices in human resource management in today's corporate world.

4 Post Graduate Diploma In Import & Export Management (PGDIEM)

The diploma programme in Import & Export management aims at providing that domain specific skill and knowledge to the candidates so that they can fulfill the demands of the industry in a professional manner. The programme is focused on nurturing Import & Export management professionals who are academically and technically sound to take on the challenges in practical domain.

5 Post Graduate Diploma In Marketing Management (PGDMM)

This Programme will equip students with the tools and techniques involved in the marketing of products and services. It will also teach the students marketing management skills in a simple, straightforward manner and will provide students with an ability to present, evaluate and interpret qualitative and quantitative data.

6 Post Graduate Diploma in Computer Management (In Digital Business) (PGDCM)

The Govt. of India has launched programmes on skill development in the different areas as a need to engage more and more young professionals in the organizations and enterprises. As a part of skill development programme, the need was felt to start a Post Graduate Diploma in Computer Management (in Digital Business). It is an innovative job oriented one year Diploma programme to equip entry level young professionals in Digital Business. This course focuses a practice oriented pedagogy covering the subjects such as Fundamentals of Website Development (HTML, CSS, JavaScript), Digital Marketing, MySQL Server Operations, Big Data and Business Analytics, JavaScript Libraries, Computer Animation and Games, Website Development Tools & Developing Mobile Apps.

Duration of the courses: 2 semesters, 1 year

Lecture Time: 06:00 pm to 08:00 pm

Admission: On 'first cum first served basis'

Eligibility of these courses:

- A Bachelors Degree in any faculty awarded by Statutory University OR
- Diploma awarded by the Board of Technical Education. (State/Central Govt.). Post SSC 3 year Diploma with 2 years experience after passing Diploma. Post HSC 2 year Diploma with 1 year experience after passing Diploma.

Contact No.:

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M: +91 92255 21703, +91 88309 19558

Contact Time : 05 pm to 08 pm

Student can pursue one master degree and one diploma programme simultaneously as per the guidelines of Savitribai Phule Pune University.

Indian Institute of Cost and Management Studies & Research's
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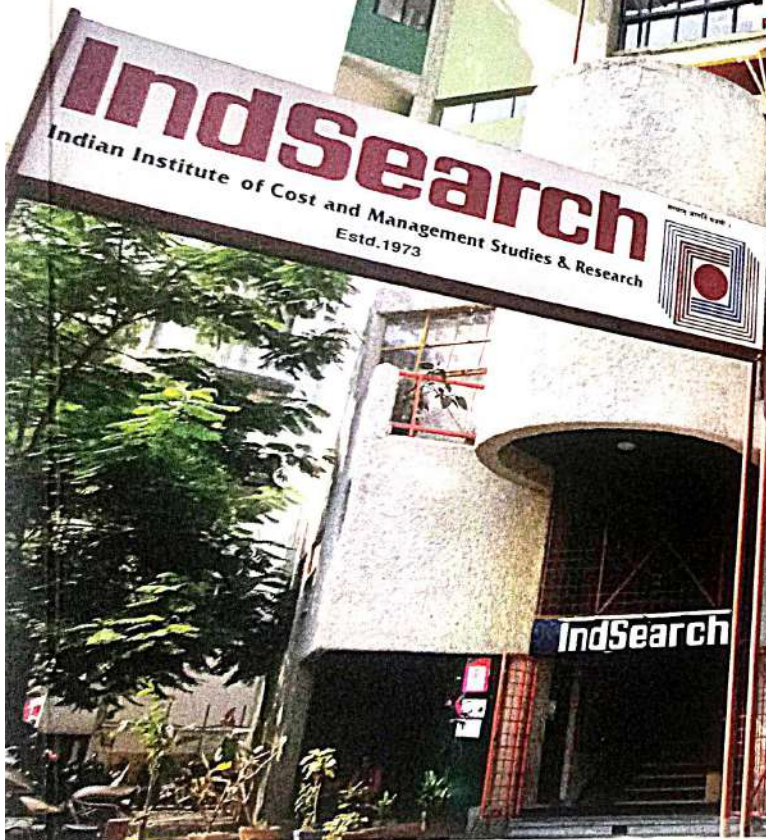
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Excellence in management education since 1973

Prospectus for

MMS	PGDBM
PGDFS	PGDHRM
PGDEM	PGDMIM
PGDIEM	PGDCM



IndSearch

Indian Institute of Cost and Management Studies & Research (IndSearch)

(An autonomous Institute affiliated to University of Pune)

IndSearch Bavdhan Campus



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Bonding Life Forever... Alumni Speak



Dr. (Capt.) C.M. Chitale (Ph.D. 1992-95)
Professor & Head, Department of Management, Sciences
(PUMBA) University of Pune.

"I have been associated with 'IndSearch' for the last 25 years. The academic environment of the Institute motivated me to pursue my research in the field of HRM. I am lucky that Dr. Ashok Joshi, Director, IndSearch accepted me as his student and gave his guidance. IndSearch is a hard-core academic Institute involved in professional management education, and has a separate brand in our country."



Mr. Ravindra Utgikar (MMS 1999)
Head, Global Business Development.
Sterlite Technologies Ltd.

I had the privilege of associating with IndSearch during my post graduate programme. What impresses me the most about IndSearch is a very practical approach to education, friendly faculty and plenty of freedom to experiment new techniques of learning. Years I spent at IndSearch have significantly helped me to shape-up my professional career and I do cherish fond memories of time I spent on the campus.



Mr. Sunil Desai (MMS 1992-93)
Co-founder & CEO at Maven Systems Pvt. Ltd. Pune.

IndSearch is old and remarkable institute situated at central place in Pune. It creates ethical and valued corporate professionals for the present modern work places. The management knowledge studied and the skills imparted in learning is very helpful for me in day-to-day practice in my profession.



Mr. Neeraj Madhekar (PGDFS 1995-96)
Executive VP, Yes Bank Ltd.

It is my great pleasure to state here that IndSearch institute has developed my skills and abilities which are useful in my profession. IndSearch has always believed in imparting a quality education to the students of management which helps students to develop their own potential in career progress in his professional life.



Mr. Mohan Kolhatkar (PGDHRM 2008-09, MBS - 2011-12)
Deputy General Manager (HR), Century Enka Ltd., Pune.

In my professional career, I realized the need of management education. IndSearch institute is the founder institute in management education under University of Pune. During my studentship, I learned various management skills from learned academicians in HR domain. Proudly, I state here that IndSearch has immensely helped me in achieving my personal goals.



Dr. Ashok Joshi

Director, IndSearch

Founder Dean, Faculty of Management, University of Pune

Former President, Association of Indian Management Schools

President, Association of Management Development Institutions in South Asia

IndSearch was established in 1973 by a group of academicians and management professionals from the corporate sector as an Institution devoted to teaching, training, consultancy and research in Management and Information Technology. The Institute has also been recognized as an educational and research organization by the Govt. of Maharashtra and as an advanced centre for doctoral studies by the University of Pune to which it is permanently affiliated.

IndSearch has been conferred 'Autonomy' in July 2007 by the University Grants Commission, Government of India, New Delhi and the University of Pune in concurrence with the Govt. of Maharashtra. Autonomy brings in an enriched learning experience with the freedom to introduce need-based programmes and enhances the syllabi of the existing programmes on a concurrent basis. The degrees and diplomas for all the courses offered by IndSearch are awarded by the University of Pune enabling IndSearch to combine the best of both worlds i.e. cutting-edge education built on the strong foundations of a respected university.

The Post Graduate programmes at IndSearch follow a semester pattern and have a credit and grading system, which is at par with global standards.

These programmes look forward to providing the students with an enriched learning experience to help them grow and prosper in their professional careers. Learning at IndSearch focuses on creating change masters who can take on the challenge of diverse demands of business, industry and society.

Our approach to teaching learning has a clear business focus that encourages team working and the evolution of socially conscious thought-leaders. The curriculum at IndSearch is enriched with inputs on contemporary issues of concern. Students at IndSearch are also sensitized with issues of social concern such as Communal Harmony, Environmental Awareness and Conditions of work and livelihood in the unorganized sector and Ethics.

IndSearch encourages proactive learning among its students. Self-organized small group activities, ranging from case discussions and field studies to industry analysis and projects, help our students link a strong theoretical foundation to workplace realities. Through these initiatives, we aim to develop:

- 1) Analytical, Problem-Solving and Decision-Making Skills
- 2) Awareness of the Socio-Economic Environment, and
- 3) Personality and Leadership Qualities of our students.

IndSearch welcomes you as a prospective student and I wish you all the best in your future endeavours.



Vision

Develop world-class management professionals to meet the diverse and challenging demands of business, industry and society.

Mission

Provide international knowledge environment that will enthuse and encourage students and faculty to develop sustainable competencies in emerging global business scenarios.

Modern Education Old values

For four decades, IndSearch has devoted itself to the cause of management education in Pune, holding on tenaciously to the values it cherishes honesty, simplicity and courage, striving to make education a level playing field. Respecting the right of every Indian to a decent education, IndSearch is proud to have played a selfless role in helping to build a strong career foundation for the thousands who knocked at its portals for the light of knowledge.

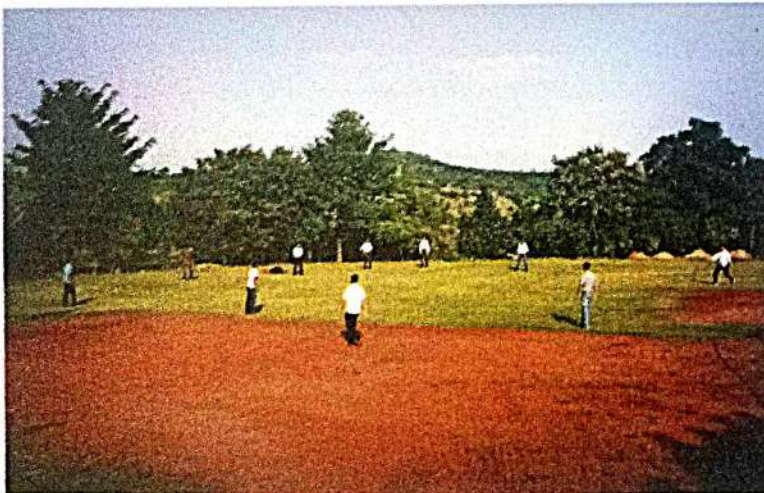
It draws warmth from the glow in the minds it has enlightened, batch after batch, in a quaint, city for 4 decades.



Modern Infrastructure



Modern Infrastructure



In pursuance of its commitment to provide an encouraging learning environment, IndSearch has created a state-of-the-art infrastructure in its own premises with spacious classrooms, workshop rooms, seminar halls with audio-visual aids and students lounge.

The library contains more than 25,000 volumes on various subjects and subscribes to more than 150 leading National and International journals, 125 e-journals with a dedicated CD section.

To enable student to become truly global managers IndSearch is backed by a well-equipped, hi-tech computer lab.

In the midst of a bio-diversity campus at Bavdhan, IndSearch has basketball courts, volleyball courts, jogging track and an amphi-theatre which leads to an all-round development of students.

Strong Academics

IndSearch is committed to excellence in all its endeavours and encourages academic rigour, intellectual discipline and sustained effort to maximize learning. IndSearch provides young management professionals, a supportive environment in which they can assume responsibility for continuous self-development. At IndSearch, students and scholars share knowledge, skills and efforts to develop professionals who will contribute to building a vibrant economy and a caring society.

Lessons from Life:

Our students learn early that there is nothing absolutely 'right' or 'wrong' in the domain of human behaviour and they are challenged to collaborate in finding the many possible solutions to organizational and managerial problems. Case studies are the preferred method for learning, so as to stimulate a student's intellectual capabilities, problem-solving, decision-making and for working in teams.

A Life Long Association

IndEx Alumni Network: The IndSearch alumni have proven themselves as trusted professionals across industries and organizations in Manufacturing, Services, I.T, small & medium Enterprises as well as in big Blue Chip Companies. They are today working with many well-known and established organizations as well as with young and growing ventures, in India and abroad.

IndSearch alumni are known for their realistic expectations, appreciated for their willingness to learn and are respected for their hands-on expertise.

Through IndEx, the IndSearch alumni association, alumni regularly share their experiences and expertise with current students, to help their young team mates learn from the past, adapt to the present and benefit from the strong foundations built by the alumni accomplishments.

IndSearch and Industry Interface

Realizing the importance of industry institution interface, IndSearch regularly invites senior executives from organisations such as Persistent Systems, KPIT Cummins Infosystems Ltd., Lowe Lintas India Pvt. Ltd., Baramati Cattlefeeds Pvt Ltd., L&T, Mahindra Insurance Brokers Ltd., Tech Mahindra Ltd., Vodafone Essar Ltd., Brembo Brakes Ltd., and Cognizant Systems Ltd. to deliver Guest lectures, for framing of curriculum, counselling and as part of the Career Advisory Board.

IndSearch also conducts executive education programmes in the area of general management, sustainability management, Materials and Operations Management, financial management & portfolio management for various corporates like Forbes Marshall Ltd., Sany Heavy Industries India Pvt. Ltd., Infosys Ltd., Praj Industries Ltd., & Vodafone Essar Ltd., Pune Police & National Stock Exchange to name a few.

IndSearch is collaborating with the Commonwealth Secretariat, London, to conduct Management Development Programmes for improving the financial performance of Public Sector undertakings for various Commonwealth countries in Asia Pacific region.





Committed faculty

IndSearch's permanent faculty, *endowed* with a wealth of intellect and *highly qualified* and rich in experience. Their *diverse* and varied backgrounds form a *potent* knowledge pool covering important facets of the management discipline. Besides its own faculty, IndSearch regularly invites eminent Visiting faculty to *enrich* the students' learning experience with their knowledge and wisdom.

Director

Dr. Ashok Joshi

M.A., M.Com., MMS, Ph.D.

Associate Deans

Dr. N. M. Vechalekar

M.Com., MBS, FCMA, ACS, Ph.D.
Associate Dean,
Postgraduate Programmes

Dr. Sunita Joshi

B.Sc., MMS(Systems), M.Lib., DCM.,
Ph.D.

Associate Dean, Examination,
Computer and Information Resource
Centre

Assistant Deans

Dr. Sandeep Gokhale

BCS, MCM, Ph.D.
Assistant Dean -
Admissions & Administration

Prof. Aparna Tembulkar

BA, MMS(Marketing), DMM, DERE
Assistant Dean - Director's Office &
Corporate Relations

Dr. Suvarna Shidore

B.Com., PGDBM, MCM, Ph.D.
Assistant Dean - IQAC,
Administration & Student Welfare

Dr. Baishali Mandal

B.Com., PGDBM, MCM, Ph.D.
Assistant Dean -
Academic Administration

Honorary Visiting Professors

Dr. A. Sivathanu Pillai

Ph.D., Chief Controller of R & D -
DRDO, Government of India; MD
& CEO, BrahMos Missiles Ltd.
Joint-Venture, Indo-Russia Project
and Hon. Professor of Technology &
Management at IndSearch

Dr. Milind M. Sathye

Ph.D., Professor of Finance at the
University of Canberra, Australia and
Hon. Professor of Financial Services at
IndSearch

Professor Emeritus in Management Practices

Prof. M.K. Kanade

B.Com., FCMA

Ph.D. Guides

Dr. Ashok Joshi

M.A., M. Com., MMS, Ph.D.

Dr. Anand Karandikar

B.Tech., PGDM (IIM-C), Ph.D.

Dr. Sharad L. Joshi

B.Com., PGDBM (IIM-A), ACMA,
Ph.D.

Dr. P. G. Deshmukh

M.Com., MMS, Ph.D.

Dr. R. M. Kharche

M.Sc., M.A., LLB., Ph.D.

Dr. N. M. Vechalekar

M.Com., MBS, FCMA, ACS, Ph.D.

Dr. Anand Jumale

M.Com., Ph.D.

Dr. Shailesh Kasande

B.E., MBA, PGDTQM, PGDBF, Ph.D.

Dr. Milind Phadtare

B.E., MMS, Ph.D.

Dr. L. Ramakrishnan

Ph.D.(Chem), Ph.D. (Env. Mgmt),
FIEMA (UK), C. Env. (UK)

Dr. Sanhita Athawale

M.A., MBA, Ph.D.

Dr. Ajay Kumar

B.Sc.(Ele), M.Sc.(Comp), Ph.D.

Dr. Charusheela Birajdar

M.Com, LLB, Ph.D.

Dr. Netra Apte

MMS, FCMA, Ph.D.

Information Technology Management

Dr. Sunita Joshi

B.Sc., DCM, MMS (Systems), M.Lib.,
Ph.D.

Dr. Baishali Mandal

B.Com., PGDBM, MCM, Ph.D.

Dr. Suvarna Shidore

B.Com., PGDBM, MCM, Ph.D.

Dr. Sandeep Gokhale

BCS, MCM, Ph.D.

Prof. Nilambari Joshi

Course Coordinator
B.Com., MCA

Prof. M. M. Ranade

DME, DPE, Life Member CSI

Prof. Ashwini Joshi

M.A. (Maths), MMS, CSQA (Florida)

Prof. Goraksh Kalane

B.A., MCM, MMS, MS Certified in
System & Network

Prof. Umesh Fatwardhan

MCM, MMS

Prof. Deepa Deshpande

B.Com., MCM

Human Resource Management

Prof. (Capt.) R. L. Ranadive

M.Com., MPM

Prof. Kamaljeet Kaur Bagh

B.A., MSA (HR)

Prof. M. L. Rajput

B.A., LLB

Prof. Madhav Borwankar

B.E. (Mech), M. Tech

Prof. Rohan Sachdeo

B.A. (Psy), MPM

Dr. P. K. Pisal

M.Com., MA, M.Phil, LLB, DTL,
DLL & LW, MMS, Ph.D.

Dr. A. G. Apte

BE(Mech), MPM, PH.D (HRM)

Marketing Management

Prof. Aparna Tembulkar

B.A., DERE, DMM, MMS
(Marketing)

Prof. Manjari Lal

B.Sc., MBA

Dr. S. W. Bhawe

B.A., M.A., LLB., PGDM (IIM-A),
Ph.D.

Prof. Ranjan Joshi

M.Sc., PGDBM., MMS, DIS

Prof. Atul Atre

B.E., PGDBM, MMS

Prof. Sahil Shaha

M. Com., MMS (Marketing)
Academic Associate

Prof. Sanjeev Deshpande

B.Sc.(honours), MDBA(Marketing)

Cost and Financial Management

Dr. N. M. Vechalekar

M.Com., MBS, FCMA, ACS, Ph.D.

Prof. Sham Wagh

M.Com., PGDM (IIM, Ahmedabad),
ACMA

Prof. Rasamoy Chakraborty

B.Tech. (Hons), FCMA

Dr. Ashok Joshi

M.A., M. Com., MMS, Ph.D.

Prof. Devaki Jain

M.Com., MBS, PGDFS

Mr. A. Mohite

Accountant & Registrar
M.Com., DCM

Sustainability Management

Dr. L. Ramakrishnan

M.Sc., Ph.D.(Chem), Ph.D.
(Env Mgmt), FIEMA (UK), C Env. (I)

Dr. Praveen Saptarshi

M.Sc., Ph.D.

Prof. Kaustubh Moghe

M.Sc.

Law

Prof. Tushar Halbe

M.Com., MA (Eco), LLB, MMS, AC

Prof. C. B. Kale

B.Sc., LLB, DPMIR (Bombay)

Prof. S. Vaishampayan

LLB, PGDBM

Economics

Dr. H. G. Abhyankar

MA (Economics), Ph.D

Dr. Y. A. Karve

MA, MPM, Ph.D

Management & Corporate Planning

Prof. Rajesh Dhake

B.Tech., PGDFS

Materials & Production Management

Prof. S.R. Khandekar

BE

Prof. Shriram Upadhye

MMS, CPM (ISM – USA)

Prof. Mrunal Damle

DERE, PGDBM, MMS

Prof. Ajit Kulkarni

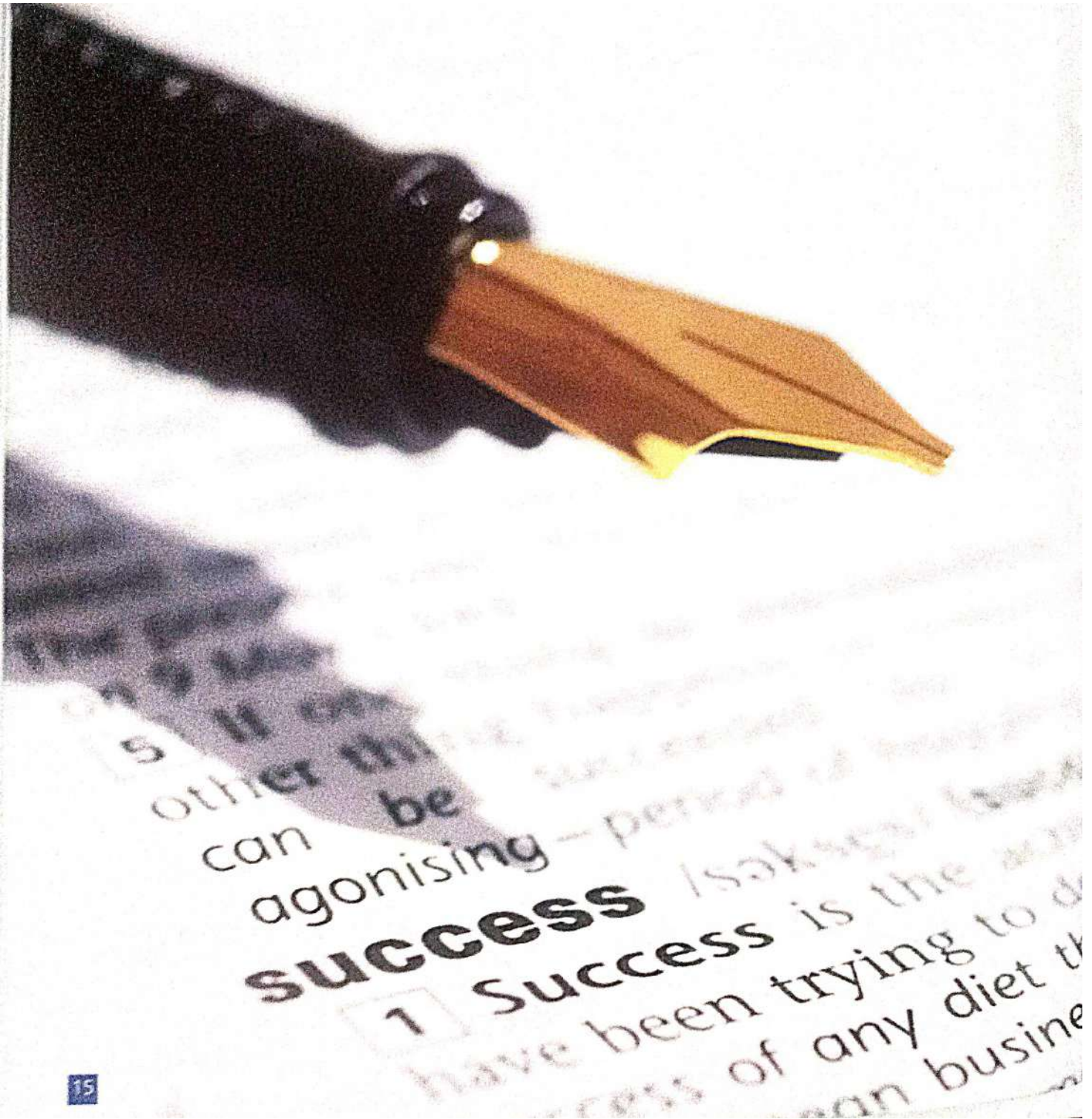
Diploma in Chemical Engg., MMS

Quantitative Techniques

Prof. M. G. Dhaygude

M.Sc., M. Com., M. Phil, B. Ed.

Note: Faculty includes regular, adhoc, contract and visiting faculty.



Welcome to Part Time Post Graduate Programmes

(Degrees awarded by University of Pune)

MFM - Master of Financial Management

MIB - Master of International Business

MHRD - Master of Human Resource Development

MMS – Master of Management Studies

PGDBM - Post Graduate Diploma in Business Management

PGDFS - Post Graduate Diploma in Financial Services

PGDHRM - Post Graduate Diploma in Human Resource Management

PGDEM - Post Graduate Diploma in Environmental Management

PGDMM - Post Graduate Diploma In Marketing Management

PGDCM - Post Graduate Diploma In Computer Management (In Digital Business)

PGDIEM - Post Graduate Diploma In Import & Export Management

Master of Financial Management (MFM)

(3 years, Part Time)

Credits & Grading System

Degree awarded by University of Pune

The objective of the Master of Financial Management Programme is to impart knowledge and analytical skills in the areas of finance to the students with a view to develop competent professionals who can assist in policy formulation and execution. The curriculum focuses on imparting skills, in addition to the knowledge to the students. The MFM programme is designed such that students pursuing their Chartered Accountancy, Company Secretaryship and Cost Accountantship, other professionals, housewives who wish to start enterprises can pursue the programme for career enhancement. The course is conducted with business simulations, group assignments directly related to the world of business and finance. The course has special emphasis on field based learning and seminar courses which helps the students to appreciate the application linkages of the subjects and making the students more practice-oriented. Special subjects like Behavioral finance, Business valuation and Management of banks and financial services give the cutting edge to the professionals.

Eligibility :

- A) Admission to M.FM. Part-I: Graduate from any faculty of any statutory University shall be eligible for admission to M.FM. Course.
- B) Lateral Admission to M.FM. Part-II: Graduate from any faculty of any statutory University with Post Graduate Diploma in Financial Services (PG.D.F.S.) from any Statutory University shall be eligible for admission to the Part - II of M.FM. Course from the Academic Year 2014-2015

Admission :

Admission to the above programme is on a "First-come-First-served" basis

Project Work:

- a) In the Second and Sixth Semester, before the theory examination of study, a student will be examined in the 'Project Work'.
- b) A student will have to prepare Project Report based on his/her experience.
- c) Project work may be done individually or in groups in case of bigger projects. However, if project is done in groups, each student must be given a responsibility for a distinct topic and care should be taken to see that the progress of individual topic is independent of others.
- d) Students should take guidance from a internal guide and prepare a Project Report on 'Project Work' in two copies to be submitted to the Director of the Institute along with a CD on or before the date of submission.
- e) The Project Work should be of such a nature that it could prove useful or be relevant from the Financial Management point of view.
- f) The Project Work and Viva Voce on the same is half credit paper for semester II and double full credit for semester VI and will be evaluated internally and externally.

Assessment:

This Master Course (100 credits) is spread over six semesters in three years including 28 papers of 100 marks each (3 credits) and 8 papers of 50 marks each (2 credits). The final total assessment of the candidates is made in terms of an internal assessment and an external assessment for each course.

For each paper, 50% marks will be based on internal assessment and 50% marks for semester end examination (external assessment).

The division of the 50% marks allotted to internal assessment of theory papers is on the basis of concurrent evaluation and written test, seminars and presentations.

Each student is required to complete supervised dissertation (with viva voce) in Semester – II & Semester – VI as part of this course.

Course Structure

MFM

Semester I		
Code	Subject Name	Credits
0101	Merchant Banking and Financial Services	F
0102	Money & Capital Markets	F
0103	Financial Regulatory Framework	F
0104	Investment Products and Characteristics	F
0105	Direct Taxation	H
0106	Understanding of Financial Statements	H
Semester - II		
0201	Financial Instruments and Derivatives	F
0202	Equity Research with Financial Modeling	F
0203	Security Analysis & Portfolio Management	F
0204	Insurance & Risk Management	F
0205	Project Work - I	H
Semester - III		
0301	Financial Management	F
0302	Research Methodology & Quantitative Techniques	F
0303	Managerial Economics	F
0304	Principles and Practices of Management	F
0305	Corporate Governance (Seminar Course)	F
0306	Fundamentals of HR	H

Total Credit : 100

MFM

Semester IV		
Code	Subject Name	Credits
0401	Indirect Taxation	F
0402	Management of Banks and Financial Services	F
0403	International Financial Management	F
0404	Elective (A): Strategic Management OR	F
	Elective (B): Entrepreneurship Development	
0405	Recent Trends in Finance (Seminar Course)	H
0406	Fundamentals of Marketing	H
Semester - V		
0501	Taxation Management	F
0502	Advanced Financial Management	F
0503	Advanced Management Accountancy	F
0504	Strategic Cost Management	F
0505	Business Valuation – Theory and Practice	H
0506	Computer Applications in Business	H
Semester - VI		
0601	Financial Planning and Control	F
0602	Management Control System	F
0603	Corporate Social Responsibility (Seminar Course)	F
0604	Behavioral Finance (Seminar Course)	F+F
0605	Project Report – II	F+F

F - denotes Full Credit Course carrying 3 Credit Points

H - denotes Half Credit Course carrying 2 Credit Points

Master of International Business (MIB)

(3 years, Part Time)

Credits & Grading System

Degree awarded by University of Pune

The objective of the Master of International Business programme is to meet the growing demand for professionally qualified and trained managers in the International arena. The programme offers an exhaustive coverage of highly relevant international topics in a curriculum designed for global managers and entrepreneurs. The curriculum focuses on equipping skills, in addition to the knowledge to the students. There is a special emphasis on aspects of international business operations including global marketing and international financial management. The course has special emphasis on field based learning and seminar courses which helps the students to appreciate the application linkages of the subjects and making the students more practice-oriented. The course has been designed in a manner so that the students gain in-depth knowledge and analytical skills which will enable them to efficiently and effectively carry out various marketing and international business operations of an organization in the emerging globally environment.

Eligibility :

Graduates from any faculty of any Statutory University shall be eligible for admission to the M.I.B. Course.

Admission :

Admission to the above programme is on a "First-come-First-served" basis.

Project Work:

- a) In the Second and Sixth Semester, before the theory examination of study, a student will be examined in the 'Project Work'
- b) A student will have to prepare Project Report based on his experience.
- c) Project work may be done individually or in groups in case of bigger projects. However, if project is done in groups, each student must be given a responsibility for a distinct topic and care should be taken to see that the progress of individual topic is independent of others.
- d) Students should take guidance from a internal guide and prepare a Project Report on 'Project Work' in two copies to be submitted to the Director of the Institute along with a CD on or before the date of submission.
- e) The Project Work should be of such a nature that it could prove useful or be relevant from the International Business point of view.
- f) The Project Work and Viva Voce on the same is half credit paper in Semester II and double full credit paper in Semester VI and will be evaluated internally and externally

Assessment:

This Master Course (100 credits) is spread over six semesters in three years including 28 papers of 100 marks each (3 credits) and 8 papers of 50 marks each (2 credits). The final total assessment of the candidates is made in terms of an internal assessment and an external assessment for each course.

For each paper, 50% marks will be based on internal assessment and 50% marks for semester end examination (external assessment).

The division of the 50% marks allotted to internal assessment of theory papers is on the basis of concurrent evaluation and written test, seminars and presentations.

Each student is required to complete supervised dissertation (with viva voce) in Semester – II & Semester – VI as part of this course.

Course Structure

MIB

Total Credit : 100

Semester I		
Code	Subject Name	Credits
0101	Management Accounting	F
0102	Introduction to Statistics	F
0103	Management Concepts and Organizational Behaviour	F
0104	Basics of Marketing	H
0105	Managerial Economics	H
0106	Business Information Systems	H
Semester - II		
0201	Financial Management	F
0202	Foundation of International Business	F
0203	Operations Research for business decisions	F
0204	Managing People in International Organizations	H
0205	Marketing Management	H
0206	Project Report - I	H
Semester - III		
0301	International Trade and Policy Framework	F
0302	Managerial Finance	F
0303	International Marketing	F
0304	Services Marketing & CRM	F
0305	International Marketing Research	F
0306	Import & Export Principles and Practices	H

MIB

Semester IV		
Code	Subject Name	Credits
0401	International Management	F
0402	International HRM	F
0403	International Financial Management	F
0404	International Supply Chain Management and Logistics	F
0405	Business Values and Ethics (Seminar Course)	F
0406	E-Commerce (Practical)	F
Semester - V		
0501	International Business Law & Regulatory Aspects	F
0502	Global Strategic Management	F
0503	Cross Cultural Consumer and Industrial Buyer Behaviour	F
0504	WTO & Intellectual Property Rights	F
0505	Foreign Language (Lab)	F
0506	Computer Applications in Business	H
Semester - VI		
0601	International Financial Systems and Markets	F
0602	Global IT Management	F
0603	Cross cultural Business Communication	F
0604	Corporate Social Responsibility	F
0605	Project Report - II	F+F

F - denotes Full Credit Course carrying 3 Credit Points
H - denotes Half Credit Course carrying 2 Credit Points

Master of Human Resource Development (MHRD)

(3 years, Part Time)

Credits & Grading System

Degree awarded by University of Pune

The objective of the Master of Human Resource Development programme is to meet the growing demand for middle level HR managers, capable of handling the HR functions at all levels. The curriculum focuses on imparting skills, in addition to the knowledge to the students. The students understand the value of human resources in organizations in the context of challenges posed by new technologies and a global economy. They are fine tuned in key areas of HR management such as problem-solving, decision-making, self management and interpersonal skills. The course has special emphasis on field based learning and seminar courses which helps the students to appreciate the application linkages of the subjects and making the students more practice-oriented. The curriculum has emphasis on contemporary areas such as Performance Management and Competency Mapping, Empowerment and Participative Management and PCMM & HR Scorecard which gives the cutting edge to the professionals.

Eligibility :

- A) Admission to M.H.R.D. Part-I: Graduate from any faculty of any statutory University shall be eligible for admission to the M.H.R.D. Course.
- B) Lateral Admission to M.H.R.D. Part-II: Graduate from any faculty of any statutory University with Post Graduate Diploma in Human Resource Management (PG.D.H.R.M) from any Statutory University shall be eligible for admission to the Part - II of M.H.R.D. Course from the Academic Year 2014-2015

Admission :

Admission to the above programme is on a "First-come-First-served" basis

Project Work:

- a) In the Second and Sixth Semester, before the theory examination of study, a student will be examined in the 'Project Work'.
- b) A student will have to prepare Project Report based on his experience.
- c) Project work may be done individually or in groups in case of bigger projects. However, if project is done in groups, each student must be given a responsibility for a distinct topic and care should be taken to see that the progress of individual topic is independent of others.
- d) Students should take guidance from a internal guide and prepare a Project Report on 'Project Work' in two copies to be submitted to the Director of the Institute along with a CD on or before the date of submission.
- e) The Project Work should be of such a nature that it could prove useful or be relevant from the Human Resource Development point of view.
- f) The Project Work and Viva Voce on the same is a half credit paper in semester II and double full credit in semester VI and will be evaluated internally and externally.

Assessment:

The Master Course (100 credits) is spread over six semesters in three years including 28 papers of 100 marks each (3 credits) and 8 papers of 50 marks each (2 credits). The final total assessment of the candidates is made in terms of an internal assessment and an external assessment for each course.

For each paper, 50% marks will be based on internal assessment and 50% marks for semester end examination (external assessment).

The division of the 50% marks allotted to internal assessment of theory papers is on the basis of comment evaluation and written test, seminars and presentations.

Each student is required to complete supervised dissertation (with viva voce) in Semester – II & Semester – VI as part of this course.

Course Structure

MHRD

Semester I		
Code	Subject Name	Credits
0101	Business Management & Organizational Behaviour	F
0102	Human Resource Management	F
0103	Strategic HRM	F
0104	Labour Welfare and Industrial Hygiene	H
0105	Compensation Management, Benefits & Rewards	H
0106	Training and Development	H
Semester - II		
0201	Employee Relations	F
0202	Employment Laws-I	F
0203	Economic and Accounting aspects of Human Capital	F
0204	HRIS & HR Audit	H
0205	Organizational Development	H
0206	Project Work I	H
Semester - III		
0301	Employment Laws II	F
0302	Production Management	F
0303	Industrial and Labour Economics	F
0304	Operations Management	F
0305	Performance Management System & Competency Mapping (Seminar Course)	F
0306	Basics of Management Accounting	H

Total Credit : 100

MHRD

Semester IV		
Code	Subject Name	Credits
0401	Global HRM	F
0402	TQM & Six Sigma	F
0403	Research Methodology & Statistical Techniques	F
0404	Industrial Psychology	F
0405	PCMM & HR Scorecard	F
0406	Business Communication	H
Semester - V		
0501	Management Accounting	F
0502	Business Policy & Strategic Management	F
0503	Employment Laws – III	F
0504	Industrial Safety Management	F
0505	Economic Environment & Social Environment (Seminar course)	F
0506	Computer Applications in Business (Practical)	F
Semester - VI		
0601	Cases in Personnel Management, Industrial Relations & HRM	F
0602	Marketing and Supply Chain Management	F
0603	Empowerment and Participative Management	F
0604	CSR & Business Values & Ethics- Role of HRM	F
0605	Project Work II	F+F

F - denotes Full Credit Course carrying 3 Credit Points
H - denotes Half Credit Course carrying 2 Credit Points

MMS - Master of Management Studies

(1 Year, 2 Semesters, Part-time)

Credits & Grading System

Degree awarded by University of Pune

The Master of Business Studies is a one year part-time programme comprising of two semesters. The programme is specially designed for working executives who are keen on furthering their management qualifications but are not able to attend a full time Masters Programme. The student shall be examined for a special subject consisting of six papers pertaining to the chosen functional areas of management. **MMS** has been given equivalent status to MBA by University of Pune.

Eligibility :

A student seeking admission to **MMS** must have passed two years Post Graduate Diploma in Business Management (PGDBM) or two years Diploma in Management Science (DMS) from any Statutory University.

Admission :

Admission to the above programme is on a "First-come-First-served" basis.

Assessment:

Papers marked as F are full credit papers carrying 3 credits and those marked as H are half credit papers carrying 1.5 credits. For each paper 50% marks are reserved for concurrent evaluation and 50% marks for external evaluation. Students must secure 40% for passing.

Course Structure

MMS

Total Credit: 30

Semester I		
Code	Subject Name	Credits
0101	Strategic Management	F
0102	Enterprise Performance Management	F
0103	Specialization I	F
0104	Specialization II	F
0105	Specialization III	F
Semester - II		
0201	Management for Sustainability	F
0202	Startup and New Enterprise Management	F
0203	Specialization IV	F
0204	Specialization V	F
0205	Specialization VI	F

F - denotes Full Credit Course carrying 3 Credit Points

H - denotes Half Credit Course carrying 2 Credit Points

The student shall be examined for a special subject consisting of six papers pertaining to any one of the following functional areas of management:

Group A: Marketing Management

Group B: Financial Management

Group C: Computer Management

Group D: Production & Materials Management

Group E: Human Resource Management

Post Graduate Diploma in Business Management (PGDBM)

(2 Years, 4 Semesters, Part Time, Leading to MBS in the third year)

Credits & Grading System

Post Graduate Diploma awarded by University of Pune

The IndSearch PGDBM programme is a unique course that provides you with essential exposure to the dynamic and competitive business environment. As a result you have ample opportunities to gain experience in real life corporate businesses.

The programme is fine-tuned to evolving trends in the corporate world and will mould you to take on the challenges faced in companies today. The programme focuses on intense classroom training sessions, workshops and seminars by competent faculty at IndSearch and eminent visiting faculty. This rigorous 2 year programme will empower you to work with confidence and zeal to help you achieve your corporate dream. In the Second year students can opt for specializations in the functional areas of management.

Eligibility :

Bachelor's Degree from any Statutory University or any Diploma awarded by Board of Technical Education of any State Government or Central Government; Post SSC three years Diploma with 2 years Post Diploma experience or Post HSC two years Diploma with one year's Post Diploma experience.

Admission :

Admission to the above programme is on a "First-come-First-served" basis

Project Work:

The student is expected to complete a Project Report of minimum 5000 words and submit 2 typed copies along with CD of the report to the Director of the Institute. The report must be based upon the first-hand study of some management aspects of any organization. No student can appear for Semester IV examination, unless he/she submits the Project Report.

Assessment:

Papers marked as F are full credit papers carrying 3 credits and those marked as H are half credit papers carrying 2 credits. For each paper 50% marks are reserved for concurrent evaluation and 50% marks for external evaluation. Students must secure 40% for passing.

Course Structure

PGDBM

Semester I		
Code	Subject Name	Credits
0101	Organizational Behaviour	F
0102	Accounting for Business Decisions	F
0103	Economic Analysis for Business Decisions	F
0104	Business Research Methods	F
0105	Management Fundamentals	H
0106	RM mini project	H+H
Semester - II		
0201	Basics of Marketing	F
0202	Financial Management	F
0203	Legal Aspects of Business	F
0204	Business Communication	F
0205	Business Government & Society	H
0206	Field Work	H+H

Total Credit: 70

PGDBM

Semester - III		
0301	Human Resource Management	F
0302	Quantitative Decision Methods	F
0303	Operation & Supply Chain Management	F
0304	Specialization I	F
0305	Marketing Management	H
0306	Computer Applications in Business	H
Semester - IV		
0401	Global Economic Environment	F
0402	Management Information System	F
0403	Specialization II	F
0404	Specialization III	F
0405	Project	F+F

F - denotes Full Credit Course carrying 3 Credit Points
H - denotes Half Credit Course carrying 2 Credit Points

The student shall be examined for a special subject consisting of one paper in Semester III and two papers in Semester IV pertaining to any one of the following functional areas of management:

Group A: Marketing Management

Group B: Financial Management

Group C: Computer Management

Group D: Production & Materials Management

Group E: Human Resource Management

Minimum Number of students required for the specialization is 10

Post Graduate Diploma in Financial Services (PGDFS)

(1 Year, 2 Semesters, Part-time)

Credits & Grading System

Post Graduate Diploma awarded by University of Pune

This course provides an exposure to a wide range of issues in corporate financial management. It is ideal for those who seek a career in banks, financial and capital market institutions and similar business organizations. Its coverage includes Merchant Banking and Financial Services, Financial Regulatory Framework, Understanding of Financial Statements, Direct Taxation, Financial Instruments and Derivatives, Security Analysis & Portfolio Management, Insurance & Risk Management, and a Project followed by a Viva.

Eligibility :

Bachelor's Degree of any Statutory University or any Diploma awarded by the Board of Technical Education of any State Government or Central Government. Post SSC three years Diploma with 2 years of Post Diploma experience or Post HSC two years Diploma with one year's Post Diploma experience.

Admission :

Admission to the above programme is on a "First-come-First-served" basis

Project Work:

Each candidate shall undertake a year long project, which would commence in the middle of the first semester. Assessment of the same will be made at the end of year. Candidates shall write a project report on a topic to be selected under the guidance of an internal teacher. The student is expected to complete the Project Report of minimum 5000 words. It is only on the basis of certificate of the teacher concerned, that the project report has been satisfactorily completed, that the candidates would be allowed to appear for the Second Semester (year end) examination. The project report is to be submitted by the student and 2 typed copies along with a CD are to be submitted to the Director.

Assessment:

Papers marked as F are full credit papers carrying 3 credits and those marked as H are half credit papers carrying 2 credits. For each paper 50% marks are reserved for concurrent evaluation and 50% marks for external evaluation. Students must secure 40% for passing.

Course Structure

PGDFS

Semester I		
Code	Subject Name	Credits
0101	Merchant Banking and Financial Services	F
0102	Money & Capital Markets	F
0103	Financial Regulatory Framework	F
0104	Investment Products and Characteristics	F
0105	Direct Taxation	H
0106	Understanding of Financial Statements	H
Semester - II		
0201	Financial Instruments and Derivatives	F
0202	Equity Research with Financial Modeling	F
0203	Security Analysis & Portfolio Management	F
0204	Insurance & Risk Management	F
0205	Project Work	H

F - denotes Full Credit Course carrying 3 Credit Points

H - denotes Half Credit Course carrying 2 Credit Points

Total Credit: 30

Post Graduate Diploma in Human Resource Management (PGDHRM)

(1 Year, 2 Semesters, Part-time)

Credit & Grading System

Post Graduate Diploma awarded by University of Pune

An innovative one-year Diploma Course aimed to equip entry-level Human Resource professionals with the knowledge of current Human Resource Management practices in the corporate organizations. The programme focuses on all aspects of Human Resource Management.

Eligibility :

Bachelor's Degree of any Statutory University or any Diploma awarded by the Board of Technical Education of any State Government or Central Government. Post SSC three years Diploma with 2 years Post Diploma experience or Post HSC, two years Diploma with one year's Post Diploma experience.

Admission :

Admission to the above programme is on a "First-come-First-served" basis

Project Work:

The student is expected to complete the Project Report of minimum 5000 words and submit 2 typed copies along with CD of the report to the Director of the Institute. The report must be based upon the first-hand study of some human resource management aspect of any organization. No student can appear for semester II examination until he/she submits the project report.

Assessment:

Papers marked as F are full credit papers carrying 3 credits and those marked as H are half credit papers carrying 2 credits. For each paper 50% marks are reserved for concurrent evaluation and 50% marks for external evaluation. Students must secure 40% for passing.

Course Structure

PGDHRM

Total Credit: 30

Semester I		
Code	Subject Name	Credits
0101	Business Management & Organizational Behaviour	F
0102	Human Resource Management	F
0103	Strategic HRM	F
0104	Labour Welfare & Industrial Hygiene	H
0105	Compensation Management, Benefits & Rewards	H
0106	Training and Development	H
Semester - II		
0201	Employee Relations	F
0202	Employment Laws	F
0203	Economic and Accounting aspects of Human Capital	F
0204	HRIS & HR Audit	H
0205	Organizational Development	H
0206	Project Work	H

F - denotes Full Credit Course carrying 3 Credit Points
H - denotes Half Credit Course carrying 2 Credit Points

Post Graduate Diploma in Environmental Management (PGDEM)

(1 Year, 2 Semesters, Part-time)

Credits & Grading System

Post Graduate Diploma awarded by University of Pune

Recognizing that environmental issues are now vital to effective management of all organizations, this unique postgraduate programme aims at equipping managers and professionals to understand and meet the complex environmental challenges faced by organizations. This is of urgent and particular relevance with more and more organizations seeking ISO 14000 certifications.

The course covers Principles & Practices of Management, Basics of Management Accounting, Environment Pollution & Disaster Management, Environmental Economics & Indian Environmental Scenario, with an emphasis on Cases.

Assessment :

Papers marked as F are full credit papers carrying 3 credits and those marked as H are half credit papers carrying 2 credits. For each paper 50% marks are reserved for concurrent evaluation and 50% marks for external evaluation. Students must secure 40% for passing.

Eligibility :

Bachelor's Degree of any Statutory University or any Diploma awarded by the Board of Technical Education of any State Government or Central Government. Post SSC three years Diploma with 2 years Post Diploma experience or Post HSC, two years Diploma with one year's Post Diploma experience.

Admission :

Admission to the above programme is on a "First-come-First-served" basis

Course Structure

PGDEM

Total Credit: 30

Semester I		
Code	Subject Name	Credits
0101	Principles & Practices of Management	F
0102	Natural Resource Management	F
0103	Introduction to Environment	F
0104	Introduction to Environment Management	F
0105	Basics of Management Accounting	H
0106	Environmental Legislation	H
Semester - II		
0201	Environmental Management & EIA	F
0202	Environment Pollution & Disaster Management	F
0203	Environmental Economics & Indian Environmental Scenario	F
0204	Corporate Social Responsibility	F
0205	Project	H

F - denotes Full Credit Course carrying 3 Credit Points
H - denotes Half Credit Course carrying 2 Credit Points

The Wisconsin Connection



The signing ceremony of MOU between IndSearch and University of Wisconsin (Park side)

Dr. Ashok Joshi, Director IndSearch and Dr. Fred Ebied Provost and Vice Chancellor University of Wisconsin signing the MOU



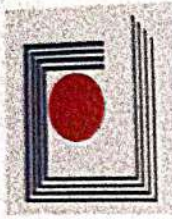
The team of students from University of Wisconsin (Park side) visiting IndSearch, Pune under the student exchange program

Select MBA graduates from IndSearch could get one year's exemption in MBA at University of Wisconsin - Parkside, USA waiving GMAT or GRE & TOEFL and scholarships to the selected meritorious students by University of Wisconsin - Parkside, USA



Visual and graphic design process

This IMPOSSIBLE SQUARE depicts the Four-Edged Management problems with complexities.



Management objectives as the central force.

Here the management education eases the problem-solving by a direct process.



Here the problem-solving is treated in responding by an indirect process.



Both processes in problem-solving are to give a composite solution to ease the complexities smoothly and effectively.

The Symbol

Symbol Design for the Indian Institute of Cost and Management Studies and Research, Pune, India.

The Symbol Design here depicts the Impossible Square as the composite and complex nature of the problem-solving process before the Corporate Management and that the enlightened management effectively handles impossible tasks with ease.

Both processes, handled subjectively and objectively as well as directly, are to give a composite solution.

At the centre is the centrifugal force in the sphere of creative and operative solutions.

The significance of the Impossible Square as shown in the first version is widely known to the management worldwide, which has been genuinely rendered for the desired exclusivity, here in this design representation.

Colour Scheme:

The Deep Blue (Pantone no: 541A/M-D) and the Deep Red (Pantone no: 220A) both are to give the depth both ways and are to denote contrast, yet give here a harmonious effect desired.

तस्याम् जागर्ति संयमी ।



IndSearch

Indian Institute of Cost And Management Studies & Research (IndSearch)

(An autonomous Institute affiliated to University of Pune)

85/1, Law College Road, Erandavane, Pune 411 004
Tel.- 020-25431972 / 25441524

Email: search@indsearch.org, www.indsearch.org



IndSearch

BMS 2016-17
2017-18



A new diamond in the education system
of Savitribai Phule Pune University

The one & only course of its kind in S.P. Pune University

BMS Bachelor of Management Studies

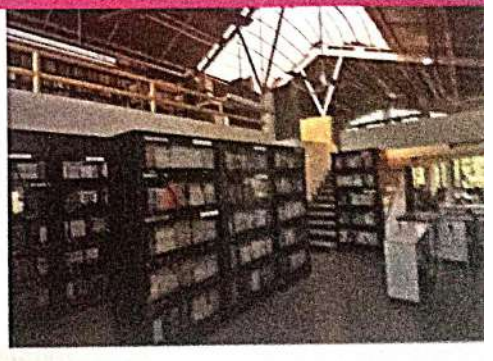
Three years Six Semester Course

An offering by IndSearch - Pioneers in Management Education since 1973

About IndSearch

Pioneering Management Education in Pune, IndSearch, established in 1973 has completed an eventful 42 years of contribution to value based Management Education and research. It provides young management professionals a supportive environment in which they can assume responsibility for continuous self development. IndSearch alumni are working in well-known Indian Companies and reputed MNC's. IndSearch is permanently affiliated to Savitribai Phule Pune University (Affiliation ID429) with autonomous status. It is the oldest management institute under the university.

From the academic year 2016-17, under Savitribai Phule Pune University, IndSearch is starting BACHELOR OF MANAGEMENT STUDIES (BMS) Degree Course at its Law college Road campus Pune-411 004. BMS degree will be awarded by Savitribai Phule Pune University to the students after successful completion of the course.



~ A Unique course that caters to being ~

Professional • Student Centered • Academically Strong • Innovative • Cost Effective • Having a Dynamic Syllabus

Indian Institute of Cost and Management Studies & Research (IndSearch)

(Permanently affiliated to Savitribai Phule Pune University with autonomous status)
Campus: IndSearch, 85/1, Law College Road, Erandavane, Pune 411 004
Tel: 020-25431972 / 25441524 | www.indsearch.org | Email: search@indsearch.org, mbaadmission@indsearch.org

BACHELOR OF MANAGEMENT STUDIES (BMS)

THREE YEARS, SIX SEMESTERS FULL TIME PROGRAMME - Introduction ~

Title of the Programme: Bachelor of Management Studies (BMS)

Duration: The Course shall be a full time course and the duration of the course shall be of three years.

Intake: 80

- Objectives:**
- To create for students an additional avenue of self-employment and also benefit the industry by providing them with suitable trained persons
 - To prepare students to exploit opportunities being newly created in the management profession field
 - To provide adequate basic understanding of management education to the students
 - To give adequate exposure to operational environment in the field of management
 - To inculcate training in the use of modern technology for the benefit of all parties concerned.

- Eligibility:**
- a) A candidate for being eligible for admission to the Degree course in Bachelor of Management Studies (BMS) shall have passed 12th Std. Examination (H.S.C.10+2) from any stream with English as passing subject and has secured 45% marks at 12th Std.
 - b) Two years Diploma in Pharmacy after H.S.C., Board of Technical Education conducted by Government of Maharashtra or its equivalent.
 - c) Three Year Diploma Course (after S.S.C., i.e. 10th Standard) of Board of Technical Education conducted by Government of Maharashtra or its equivalent
 - d) MCVC
 - e) Every eligible candidate has to pass a Common Entrance Test to be conducted by the Institute.

Fees per year: Rs. 30,000/- + Rs. 3,000/- Library Deposit
Scholarships to needy and deserving students

Medium of Instruction: Medium of instruction shall be in English.

~ Course Structure ~

The programme structure of BMS course is as follows

FIRST YEAR			SECOND YEAR			THIRD YEAR		
		Credits			Credits			Credits
Semester - I			Semester - III			Semester - V		
101	Foundation of Human Skills – I	03	301	Management Accounting	03	501	Human Resource Management	03
102	Financial and Cost Accounting	03	302	Managerial Economics – II	03	502	Service Sector Management	03
103	Business Law	03	303	Marketing Management	03	503	Financial Management	03
104	Quantitative Methods for Business – I	03	304	Material Managements	03	504	Elements of Logistics Management	03
105	Effective Communication – I	03	305	Effective Communication - II	03	505	Management of Cooperatives	03
106	Principles of Management - I	03	306	Principles of Management-II	03	506	Rural Marketing	03
107	Introduction to Computers	03				507	Project Work-I	03
Semester - II			Semester - IV			Semester - VI		
201	Foundation of Human Skills – II	03	401	International Marketing	03	601	Entrepreneurship	03
202	Industrial Law	03	402	Elements of Direct & Indirect Taxes	03	602	Quantitative Methods for Business - II	03
203	Computer Applications in Business	03	403	Export-Import Procedures & Documentation	03	603	Marketing Research	03
204	Business Environment	03	404	Management of Small Scale Industries	03	604	Indian Management Thought and Practices With Any one from 605(A) & 605(B)	03
205	Managerial Economics - I	03	405	Productivity & Quality Management	03	605 (A)	Econometrics	03
206	Production Management	03	406	Public Relations Management	03	605 (B)	International Finance With Any one from 606(A) & 606(B)	03
207	Environmental Management	03				606 (A)	Special study in Marketing	03
						606 (B)	Special study in Finance	03
						607	Project Work - II	03

~ Evaluation System ~

Credits: It is a unit by which the course work is measured. It determines the number of hours of instructions required per week.

Total Credits: 120 Credits (40 courses * 3)

A Three Credit Course shall have 45 clock hours (40 clock hours learning sessions plus 5 clock hours evaluation).

~ Letter Grades and Grade Points ~

Letter Grade	Grade Point
O (Outstanding)	10
A+(Excellent)	9
A (Very Good)	8
B+(Good)	7
B (Above Average)	6
C (Average)	5
P (Pass)	4
F (Fail)	0
Ab (Absent)	0

A student obtaining Grade F shall be considered failed and will be required to reappear in the examination.



Situated on Law College Road Erandavane, IndSearch is close to Deccan Gymkhana, Karve Road and Senapati Bapat Road. The area is happening with popular eateries like CCD and German Bakery. IndSearch is amongst reputed educational Institutes like FTII and Law College that are pride of this city.

IndSearch has a Bio-Diversity campus with Open Grounds and a gymnasium, Volley ball court, B.Ball court.



Benefits ~

Feel at Home Corporate Exposure
 Increased Confidence Better Pay Global Perspective
 Increased Participation **Student Grooming**
 Learning & Development Employment Oriented



~ Infrastructural Facilities ~

- Wifi Campus • Seminar halls with Audio Visual aids • 80 Seater Auditorium • Well equipped computer laboratories
- Basket ball and Volleyball courts • Subscribes to more than 200 leading national and international journals
- Bio-Diversity campus with open air amphitheatre • Ample number of Classrooms and tutorial rooms • Gymnasium
- Library with more than 10,000 volumes on various subjects and Digital Library facility • Ladies Hostel for 30 girls

~ Skills Development Programmes ~

- Hands on experience on Excel, Power Point and Tally.
- Guidance and mentoring for professional courses like CA, CS and ICWA while studying BMS.
- IndSearch arranges seminars and guest lectures on variety of topics.
- We have annual sports events, fests. Our students do participate in various competitions held in other institutes in Pune.
- IndSearch runs a Lab to Land initiative besides Blood Donation Camp as a part of community services.
- Ongoing personality development activities include Anubhav, ICI2 E, CAM-ERA, Srujananubhav and Shabd.

~ Society, Environment & IndSearch ~

IndSearch has always been sensitive towards social and environmental issues. The concept of IndSearch Biodiversity Campus is just a natural extension of this thought. Providing a holistic education amidst the environs of nature, a key concept behind having such a campus is to take education beyond the confines of classroom. Some of the other activities undertaken by IndSearch like Community Service, The Entrepreneurship Cell (E-Cell), Women Entrepreneurship Development Programme (WEDP), Blood Donation Camp & A Life Long Association (IndEx, IndSearch Alumni Network), are a testimony of the institutes commitment towards the society & holistic grooming of the students.

~ SPORTS @Biodiversity Campus ~

IndSearch encourages sports and has tournaments in

Table Tennis | Chess | Badminton | Volley Ball | Basket Ball | Cricket (7 a side) | Football (7 a side)

Besides this IndSearch regularly organizes Treks and these are planned on Sunday/Holidays.

~ Other Courses conducted at IndSearch ~

- A. Full Time Under Graduate Course at IndSearch Law College Road Campus, Pune:
BACHELOR OF MANAGEMENT STUDIES (BMS)
(3 year Full time Course, 6 semesters, degree awarded by Savitribai Phule Pune University)
- B. Part Time Course conducted at IndSearch Law College road campus Pune:
- Master of Management Studies (MMS) - (1 Year)
 - Post Graduate Diploma in Business Management (PGDBM) - (2 Year)
 - Post Graduate Diploma in Computer Management (in Digital Business)
(PGDCM in Digital Business) - (1 Year)
 - Post Graduate Diploma in Import Export Management (PGDIEM) - (1 Year)
 - Post Graduate Diploma in Financial Services (PGDFS)- (1 Year)
 - Post Graduate Diploma in Human Resource Management (PGDHRM) - (1 Year)
 - Post Graduate Diploma in Environmental Management (PGDEM) - (1 Year)
 - Post Graduate Diploma in Marketing Management (PGDMM) - (1 Year)
- C. Full Time Course at IndSearch Bavdhan Campus, Pune:
MBA (2 Year Full Time , 4 Semester Course, approved by AICTE,DTE and Savitribai Phule Pune University)



~ The Wisconsin Connection ~

IndSearch provides a gateway to the University of Wisconsin, Parkside, USA. Select MBA graduates from IndSearch can get one year's exemption in AACSB accredited MBA degree at University of Wisconsin, Parkside, USA waiving GMAT and TOEFL and scholarships to the selected meritorious students by University of Wisconsin, Parkside, USA

Indian Institute of Cost And Management Studies & Research (IndSearch)

(An autonomous Institute affiliated to Savitribai Phule Pune University
formerly University of Pune, U.G.C. & approved by AICTE Govt. of India,
New Delhi)

Master of Management Studies (MMS) at Indsearch
(Part time, Three years, Six semesters programme)

Bridging Campus and Corporates



IndSearch



*If your actions inspire others to dream more,
learn more, do more and become more,
you are a leader.*

- John Quincy Adams



Dr. Ashok Joshi
Director General, IndSearch

- Founder Dean, Faculty of Management, University of Pune
- Former President, Association of Indian Management Schools
- President (2013-15), Association of Management Development Institutions in South Asia (AMDISA)

Director General's Communique

IndSearch was established in 1973 by a group of academicians and management professionals as an Institution devoted to teaching, training, consultancy and research in Management. The Institute has been recognized as an educational and research organization by the Government of Maharashtra and as an Advanced Centre for Doctoral Studies by the Savitribai Phule Pune University to which it is affiliated.

Recognizing more than forty five years of exemplary educational and research accomplishments, the UGC and the SPPU, granted Autonomy to IndSearch in July 2007. Autonomy provides the freedom to IndSearch to introduce need-based programmes and to enhance the syllabi of the existing programmes on a concurrent basis so that students get an enhanced learning experience preparing them for the changing needs of the business community. The degrees for all the courses offered by IndSearch are conferred by the Savitribai Phule Pune University, enabling IndSearch to provide cutting edge education built on the strong foundations of a respected University.

Students at IndSearch, experience a rich learning environment that helps them to excel in their chosen careers, while inculcating in them the core values of honesty, integrity and commitment. We help students to sharpen their skills and enhance their knowledge through various co-curricular and extracurricular activities. A unique blend of theory and practice makes IndSearch students an asset to the organizations that they work with.

I believe at IndSearch, you will have a fulfilling experience that will lead to a holistic development of your personality.

I welcome you as a student at IndSearch.

Your Sincerely
Dr. Ashok Joshi



Dr. Aparna Tembulkar
Director, IndSearch

Director's Word of advice

Dear Student,

Thank you for the interest shown in IndSearch, Pune!!

A pioneer in Management education in Pune, IndSearch is committed to excellence in all its endeavours. Academic rigour and intellectual discipline are a part of the IndSearch culture through which we strive to create corporate citizens and entrepreneurs who can contribute to creating a vibrant and caring society.

IndSearch offers Master's degree course in Master of Management Studies (MMS), with specialisation in Marketing, Finance, Computer, Production Material Management and Human Resources Management. The MMS programme follows a semester pattern and have a credit and grading system, which is at par with global standards. This degree is awarded by the Savitribai Phule Pune University.

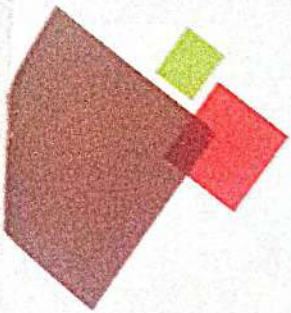
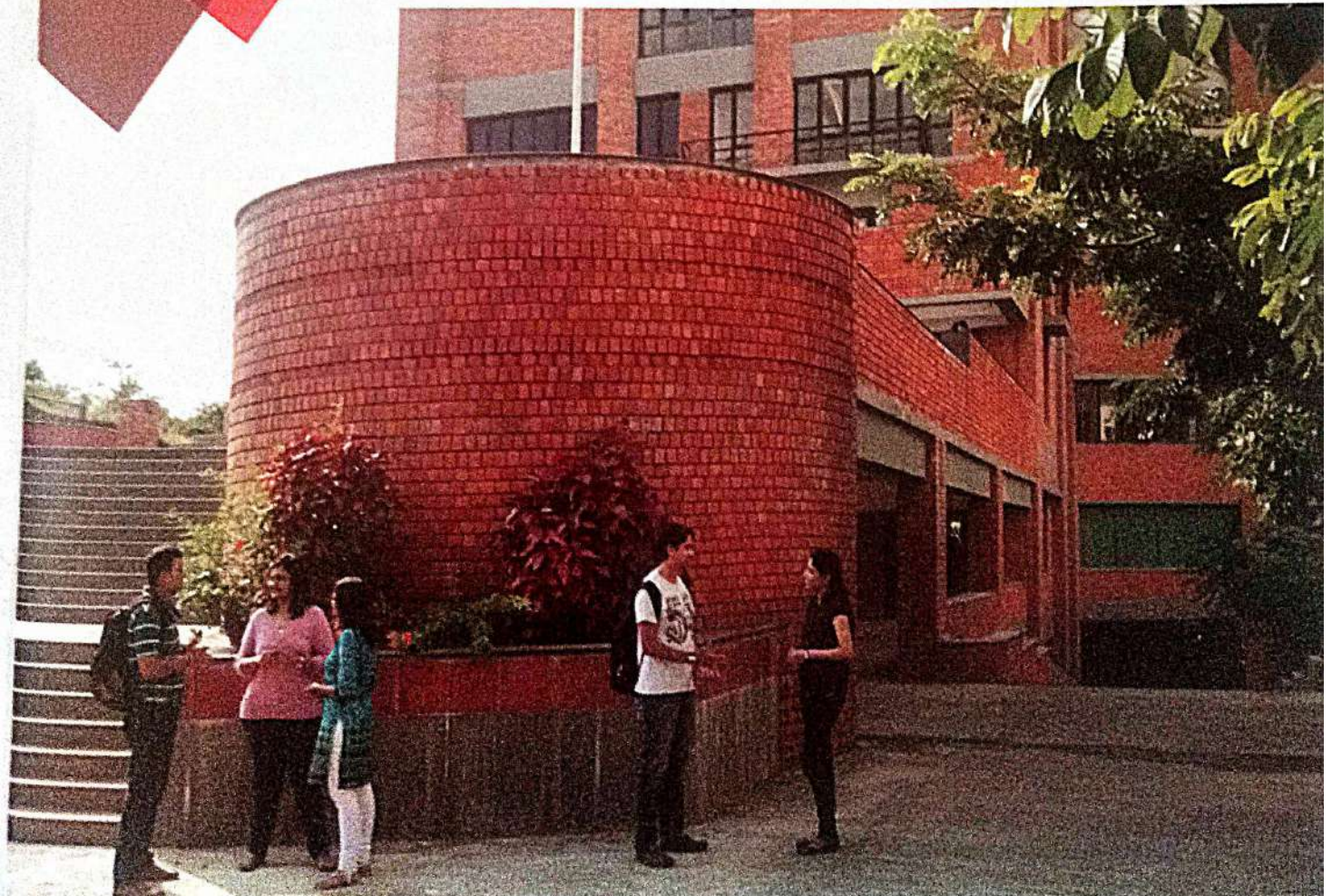
Our approach to teaching and learning has a clear business focus that encourages team working and the evolution of socially conscious thought-leaders. The teaching and learning pedagogy has innovative modules that incorporate Case Learning and Leadership Development. These courses enrich the curriculum and the teaching and learning process with inputs on contemporary issues of concern. Students of IndSearch are also sensitized with issues of Social Concern such as communal harmony, environmental awareness, conditions of work and livelihood in the unorganized sector and ethics.

IndSearch encourages proactive learning among its students. Self-organized small group activities, ranging from case discussions and field studies to industry analysis and projects, help our students link a strong theoretical foundation to workplace realities. Through these initiatives, we aim to develop:

- Analytical, Problem-Solving and Decision-Making Skills
- Awareness of the Socio-Economic Environment
- Personality and Leadership Qualities of our students

I wish you success in all your endeavours and welcome you to IndSearch.

*Yours Sincerely,
Dr. Aparna Tembulkar*

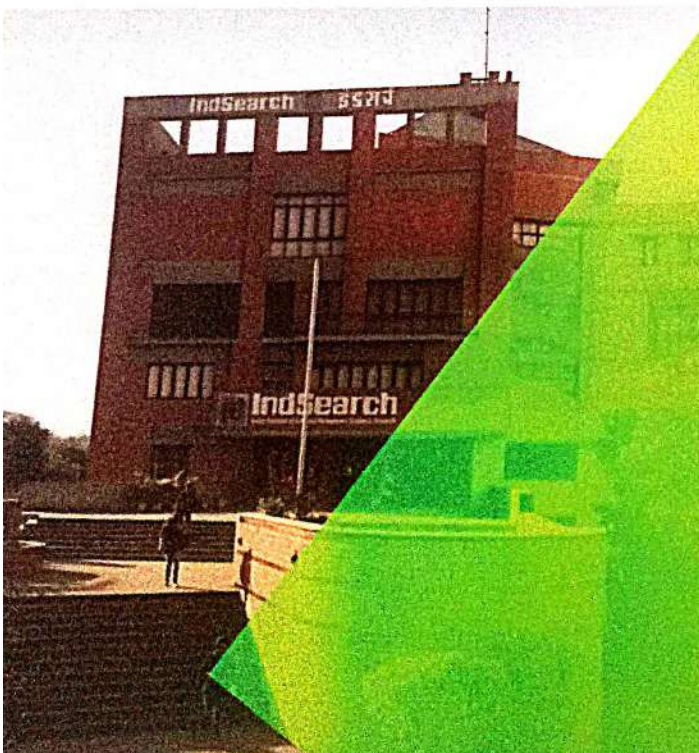


The autonomous status is a boon as the institute can design new courses and update the syllabi of various existing courses regularly, thus enhancing the quality of education on a continuous basis. This enables IndSearch to respond quickly to the needs of the industry as well as the student community.

Recognised and Accredited

For more than four decades, IndSearch has been a premier institution devoted to teaching, training, consultancy and research in management. Year after year, the institute has produced top class management professionals who have turned out to be highly successful business leaders in some of the leading national and international companies. The institute is also recognised for its meticulous and professional approach in the field of research.

Out of a total of 612 National Institutions, IndSearch is one of the 18 B-Schools to be conferred autonomous status within the University fold. This status has been granted in recognition of IndSearch's high standards in providing quality education, recommended by an expert committee appointed by the University Grants Commission to review the working of the institute.



- IndSearch is recognised as an 'Institute for Undergraduate, Postgraduate and Doctoral Studies' in Management Education by the Savitribai Phule Pune University formerly University of Pune and as an 'Educational and Research Institute' by the Government of Maharashtra
- IndSearch MMS programme is approved by AICTE, Government of India
- The institute is accredited by the National Assessment and Accreditation Council (NAAC) and the University Grants Commission (UGC) has recognised the institute under Section 2(f) and 12(b) of UGC Act, 1956

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Interaction with Alumni and test for Personality followed by Personal Guidance enable students to overcome their weaknesses.

The teaching-learning pedagogy at IndSearch ensures that students are well acquainted with not only theoretical but also practical aspects of their specialisation through presentations, experiential case learning workshops and assignments.

Making students industry ready

IndSearch Career Development Cell, works towards grooming students to become dynamic, competent, socially conscious and ethical professionals. This overall development begins right from day one of the students life at IndSearch, which includes inputs in areas of core-competency, industry-preparedness and overall personality development.

Strong academics

IndSearch is committed to excellence in all its endeavours and encourages academic rigour, intellectual discipline and sustained effort to maximise learning. IndSearch provides young management professionals a supportive environment in which they can assume responsibility for continuous self-development.

At IndSearch, students, scholars and Industry Experts share knowledge, skills and efforts to develop professionals who will contribute to building a vibrant economy and a caring society.

To cater to special needs of syllabi in light of certification by professional bodies and also to give students a competitive edge at global stage, IndSearch has crafted special teaching learning modules.



Creating dynamic leaders

IndSearch encourages its students to acquire knowledge through a number of interactive modules. Case studies are the preferred method of learning at IndSearch so as to stimulate and enhance intellectual capabilities of students such as their problem-solving, decision-making skills and team working skills instilling dynamic leadership qualities. IndSearch is proud of its alumni. Some of our distinguished alumni are...



Ms. Shubhalakshmi Panse
Former CMD,
Allahabad Bank



Ms. Rinita Laskar
Head HR,
Emerson



Mr. Sandeep Tidke
Cofounder & Director,
Credence One Associates
Pvt. Ltd.



Ms. Pratima Salunkhe
Head HR Raychem
RPG Group



Mr. Rajnish Borah
Head - Human Resources,
Travel, Shipping & Logistics,
WNS Global



Dr. Waman Parkhi
Partner,
KPMG



Ms. Meghana Chitale
Vice President,
Leading MNC



Mr. Tanveer Saulat
General Manager,
Synchroon Technologies
Pvt. Ltd.



Mr. Ravindra Utgikar
Vice President, Corporate
Strategy and Marketing,
Praj Industries Ltd.



Ms. Neetal Vaidya
Director HR,
TIBCO Software Inc.



Mr. Jyotiprasad Gohain
HR - Business Partner,
John Deere



Hrishikesh Sowani
Founder & General Manager
Teknomics Systems Pvt. Ltd.



Special training modules and workshops

Corporate Interaction:

IndSearch has a sustained and ongoing relationship with the industry. With its innovative 'management development programmes' and 'consultancy projects' in the functional areas of management, it has successfully made forays into executive education.

Case Learning Workshop:

This module enables students to study, understand and analyse real-life workplace situations and enables problem-solving through case based learning.

Soft Skills:

IndSearch grooms students to be Industry ready by imparting Soft Skills training. This includes modules on ethics & etiquettes, communication skills and presentation skills.

Nature and Biodiversity Trail:

Students are encouraged to organise trekking expeditions with the help of faculty members of the institute.

An Alliance with Creativity

(Srujananubhav):

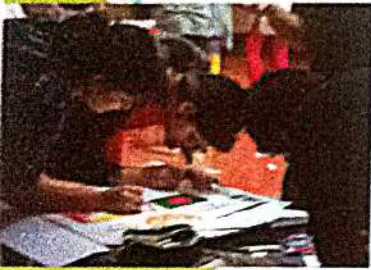
Several activities in the areas of music, dance, sculpture, painting, film appreciation and in other areas of art are encouraged to sensitise the students and to enhance their creativity.

Skills Assessment Program (SAP):

IndSearch conducts an Skills Assessment Program (SAP) for MMS students. Under this program students undertake an online test and they are counselled by faculty. This program creates an awareness among the student about their own leadership skills and suitability of their personality for a particular profession.

Debating Union:

The IndSearch debating Union has been formed with an aim to help students improve their public speaking skills and also identify and analyze various problems and issues in a holistic manner. Participating in debates will not only enhance the knowledge of students but also increase their competence and boost their confidence.



Lessons from Life

Community Service:

As a socially responsible organization, IndSearch has always been actively involved in providing support to the needy people in the society. A group of IndSearch students along with faculty members visit the schools in nearby villages and provide training of English to these school students.



The Entrepreneurship Cell (E-Cell):

E-Cell is the Entrepreneurship Cell formed by IndSearch MMS students. Various activities, events, competitions to foster entrepreneurship skills are organised to help the students who either want to start their own venture or are preparing themselves to join the industry at top managerial positions.

Women Entrepreneurship Development Programme (WEDP):

The Women Entrepreneurship Development Programme (WEDP) is a societal training programme organised every year by IndSearch in collaboration with IndSearch Society. The programme is organised for training women in Entrepreneurship, with the support from Rotary Club and Jagruti Seva Sanstha, Pune.

Blood Donation:

IndSearch organises a blood donation camp on its premises every year in collaboration with a well known Public Hospital in Pune.

A Life Long Association (IndEx, IndSearch Alumni Network):

IndSearch alumni share their experiences and expertise with students to help them learn from the past, adapt to the present and benefit from the strong foundations built by the alumni accomplishments. IndSearch alumni have proven themselves as trusted professionals across industries and organisations in manufacturing, services, IT and small & medium enterprises as well as in big blue chip companies. Their hands on experiences help students in creating a realistic picture of corporate world.





Hi-end Infrastructure

To provide a world class learning experience, IndSearch has created state-of-the-art infrastructure. The institute has spacious classrooms, tutorial rooms, seminar halls and auditorium equipped with audio-visual aids.

The library contains 42,830 volumes on various subjects and has a dedicated CD section. It subscribes to more than 200 leading national & international journals and two databases for digital library.

IndSearch campus is wi-fi enabled, has state-of-the-art computer lab, a cafeteria and student recreation centre, with indoor sports facilities.

Well Equipped Computer lab with latest hardware and software support

To provide its students with the best learning aids, IndSearch has a ergonomically designed Computer Lab where future managers will get an opportunity to nurture their skills and potential according to the needs of global market and as per the benchmark of the international standards.

The lab supports 24 x 7 Internet Access with the speed of 48 mbps (1:1). The hardware consist of branded hardware from Dell, IBM, Acer. The hardware consists of PowerEdge 840 Server, 12 Dell/Acer/IBM Laptops, 3 Scanners and 10 Printers. The Institute believes in making learning creative and interactive by using computer networks. The systems in the computer labs are backed for power through UPS. The computer labs have latest state of art hardware and software. The powerful Cyberoam Firewall provides secure connectivity to the internet. The software consists of Windows 7, Windows 10, Windows Server 2012 R2, and Enterprise (32/64 Bit version).

Students work with the .NET Technology such as 2008/2010, Oracle, SPSS, PageMaker, Adobe Photoshop, Java, Visual Studio 2010, Microsoft Exchange Server 2007/2010, and Microsoft SharePoint Server 2007/2010. The MSDN AA Subscription is available for students. The lab has large number of applications and System Software to provide better facility to the students.

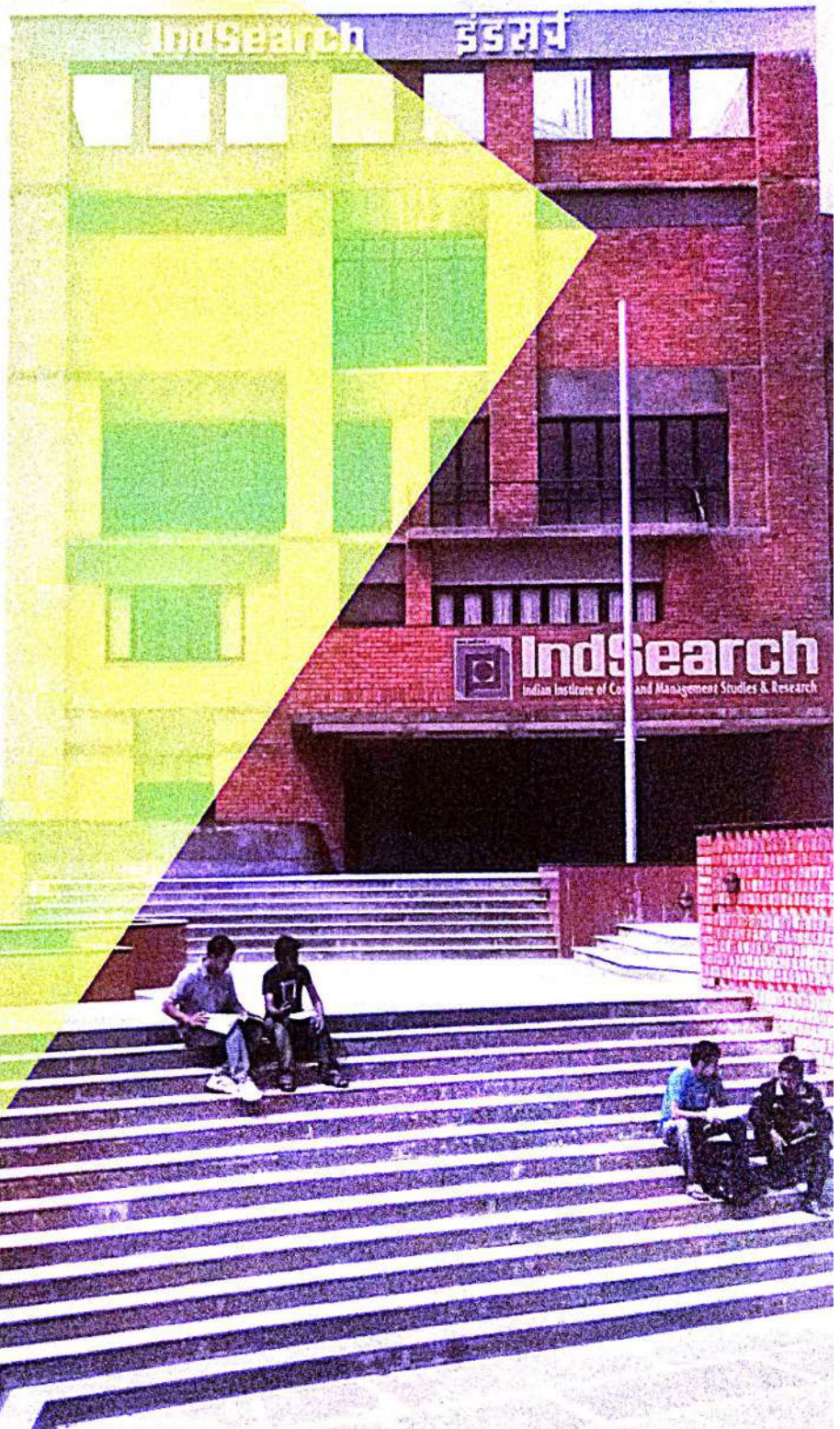
Students work with .Net Technology such as 2008/2010, Oracle, SPSS, Adobe Photoshop, Java, Visual Studio 2010. The lab has a large number of applications and System Software to provide better facilities to students.



Society, Environment & IndSearch:

IndSearch has always been sensitive towards social and environmental issues. The concept of IndSearch Biodiversity Campus is just a natural extension of this thought. Providing a holistic education amidst the environs of nature, a key concept behind having such a campus is to take education beyond the confines of classroom.

Some of the other activities undertaken by IndSearch like Community Service, The Entrepreneurship Cell (E-Cell), Women Entrepreneurship Development Programme (WEDP), Blood Donation Camp & A Life Long Association (IndEx, IndSearch Alumni Network), are a testimony of the institutes commitment towards the society & holistic grooming of the students.



MMS Structure:

Master of Management Studies (MMS) at Indsearch

(Part time, Three years, Six semesters programme), total 100 credits course

The institute is conducting AICTE approved three years MMS programme at Bavdhan campus.

Duration: 3 years, 6 semesters

Intake: 90 per year

Tuition fee for 1st year w.e.f. 2018-

19 batch: Rs.30,000/- per annum + Rs.3,000/- one time refundable library deposit + S.P. Pune University eligibility fee as per the rules.

Note: There shall be a rise of 10% in Tuition Fees every year hereafter.

1. Introduction and objectives:

The MMS curricula would focus on imparting skills, in addition to knowledge to the students. The objectives of the program are to impart knowledge and analytical skills in various areas of management to the students with a view to develop competent professionals.

2. Eligibility for admission:

Admission to MMS: A student seeking admission to this course must have Bachelor's degree of any statutory university. The admission will be given on first-cum-first served basis based on the admission counseling by the institute.

Documents required for Admission:

- Admission Form
- Graduation Marksheet & Passing Certificate (Photocopy)
- 10th & 12th Marksheet (Photocopy)
- Transfer Certificate (Original)
- Migration Certificate (other than S.P. Pune University) Original
- Gap Certificate (If there is academic gap)
- Experience Certificate
- Two passport size photographs

3. Evaluation:

The MMS Course is spread over six semesters in three years. The total credits for this course are 100. Papers marked as F are full credit papers carrying 3 credits and those marked as H are half credit papers carrying 2 credits. For each paper 50% marks are reserved for concurrent (internal) evaluation and 50% marks for external evaluation. Students must secure 40% marks for each examination for passing the subject. The student shall be examined for a choice of specialization consisting of nine subjects pertaining to the chosen functional areas of management.

4. Project Work:

The student is expected to complete a Project Report in 2nd year of MMS of minimum 8000 words and submit 2 typed copies along with CD of the report to the Director of the Institute. The report must be based upon the first-hand study of some management aspects of any organization.

5. Examination:

Examinations shall be conducted at the end of each semester.

Grading System:

Minimum passing marks for the concurrent as well as the external evaluation is 40%. Students will be awarded grade points for their performance during the concurrent and external evaluation for each course as per the following criteria:

Final Grade Point Average (GPA)

Grade Range	Grade
09.00 - 10.00	O
08.50 - 08.99	A+
07.50 - 08.49	A
06.50 - 07.49	B+
05.50 - 06.49	B
04.50 - 05.49	C
04.00 - 04.24	P
00.00 - 03.99	F

MMS COURSE STRUCTURE

Semester - I						
Code	Name of the subject	Concurrent Evaluation	External Evaluation	Total Marks	Credits	No. of Credits
0101	Organizational Behavior	50	50	100	F	3
0102	Accounting for Business Decisions	50	50	100	F	3
0103	Economic Analysis for Business Decisions	50	50	100	F	3
0104	Business Research Methods	50	50	100	F	3
0105	Management Fundamentals	25	25	50	H	2
0106	RM Mini project	50	50	100	H+H	4
Total		275	275	550		18

Semester - II

Code	Name of the subject	Concurrent Evaluation	External Evaluation	Total Marks	Credits	No. of Credits
0201	Basics of Marketing	50	50	100	F	3
0202	Financial Management	50	50	100	F	3
0203	Legal Aspects of Business	50	50	100	F	3
0204	Business Communication	50	50	100	F	3
0205	Business Government & Society	25	25	50	H	2
0206	Field Work	50	50	100	H+H	4
Total		275	275	550		18

Semester - III

Code	Name of the subject	Concurrent Evaluation	External Evaluation	Total Marks	Credits	No. of Credits
0301	Human Resource Management	50	50	100	F	3
0302	Quantitative Decision Methods	50	50	100	F	3
0303	Operation & Supply Chain Management	50	50	100	F	3
0304	Specialization I	50	50	100	F	3
0305	Marketing Management	25	25	50	H	2
0306	Computer Applications in Business	25	25	50	H	2
Total		250	250	500		16

Semester - IV

Code	Name of the subject	Concurrent Evaluation	External Evaluation	Total Marks	Credits	No. of Credits
401	Global Economic Environment	50	50	100	F	3
402	Management Information System	50	50	100	F	3
403	Specialization II	50	50	100	F	3
404	Specialization III	50	50	100	F	3
405	Project	100	100	200	F+F	6
Total		300	300	600		18

Semester – V						
Code	Name of the subject	Concurrent Evaluation	External Evaluation	Total Marks	Credits	No. of Credits
0501	Strategic Management	50	50	100	F	3
0502	Enterprise Performance Management	50	50	100	F	3
0503	Specialization IV	50	50	100	F	3
0504	Specialization V	50	50	100	F	3
0505	Specialization VI	50	50	100	F	3
Total		250	250	500		15

Semester – VI						
Code	Name of the subject	Concurrent Evaluation	External Evaluation	Total Marks	Credits	No. of Credits
0601	Management for Sustainability	50	50	100	F	3
0602	Startup and New Enterprise Management	50	50	100	F	3
0603	Specialization VII	50	50	100	F	3
0604	Specialization VIII	50	50	100	F	3
0605	Specialization IX	50	50	100	F	3
Total		250	250	500		15

F denotes full Credit course carrying 3 credits | *H* denotes half Credit course carrying 2 credits

Choice of specialization: The student can opt from any one choice of specialization from the following from semester III:

a. Marketing Management – Contemporary Marketing Research, Integrated Marketing Communication, Consumer Behaviour, Services Marketing, Sales & Distribution Management, Product Management, International Marketing, Customer Relationship Marketing, Retail Marketing

b. Financial Management – Financial Regulatory Framework, Corporate Finance, Merchant Banking & Financial Services, Indirect Taxation, Strategic Cost Management, Income Tax, International Finance, Financial Planning & Control, Financial Risk Management

c. Computer Management – Software Engineering, IT Management, E-Business, Software Project management, Enterprise Resource Planning, RDBMS with Oracle, Software Quality Assurance, Information System Audit, Data Warehousing & Data Mining

d. Production & Materials Management – Inventory Management, Planning & Control of Operations, MRP I & MRP II, Operations Strategy, Total Quality Management, Productivity Management, Toyota Production System, Quality Management Standards, World Class Manufacturing

e. Human Resource Management – Performance Management System, Labour Laws, Industrial Relations, Strategic HRM, Organisational Design & Development, Human Resource Audit, Global HR, Employee Reward Management, Change Management

Note: Minimum number of students required to conduct the lectures for any specialization is 10.

Committed to all round development

IndSearch Educational and IndSearch Society's Biodiversity Campus at Baydhan has been developed to achieve sustainable development, which is socially relevant, and environmentally friendly. The institute is dedicated and committed to developing management professionals who will contribute to building a vibrant economy and caring society. This campus is a step further in making the students environmentally sensitive, which is the need of the hour. The Campus boasts of a modern five station gymnasium that helps budding bodybuilders with free facilities.

The campus is home to a number of diverse life forms. Several indigenous species of flora and fauna requiring protection for regeneration have been carefully cultivated. The campus has a centre for sports and creative activities, along with basketball and volleyball courts and a jogging track. A large amphitheatre has also been constructed using the natural slope of the hill for a natural outlook.

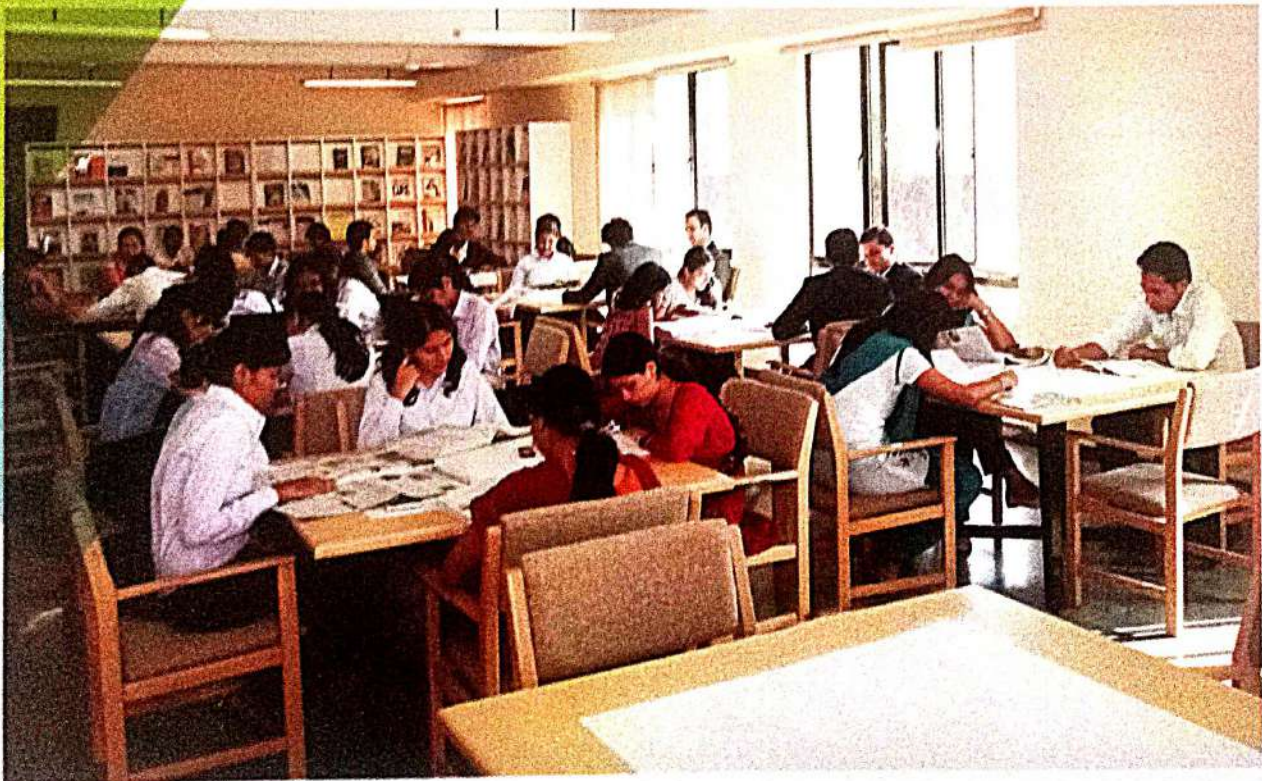


Excellence in research and a noteworthy industry interface

Realising the importance of Industry-Institution interface, IndSearch has signed a Memorandum of Understanding (MoU) with Anand ERP, an organization involved in providing ERP Software Solutions, implementation support and software consultancy. IndSearch also has a MoU with Synchro Technologies, an IT firm working extensively in the B2B sector and URDIP. The objective of these MoU's is to bring real life experience into the classroom by Industry Experts and facilitating interaction between students and corporates.

At the helm of all research activities at IndSearch is Founder and Director General Dr. Ashok Joshi. Dr. Joshi who was on the Board of Governors of Veermata Jijabai Technological Institute (VJI) Mumbai, is also nominated to the Board of Governors of Ch. Shahu Institute of Business Education and Research (SIBER), Kolhapur, an autonomous Institute.

Being a recognized research centre of the Savitribai Phule Pune University formerly University of Pune, around 130 scholars received Doctoral degree from IndSearch.



Pramod Parkhi Centre for Banking, Finance and Insurance:

IndSearch has established the Pramod Parkhi Centre for Banking, Finance and Insurance in memory of Late Professor Pramod Parkhi. Professor Pramod Parkhi a distinguished practitioner, academician and Chairman of IndSearch passed away on 24th September 2011. The centre has been formed to provide a platform for new and innovative ideas in the field of Banking, Finance and Insurance.

Under the auspices of the Pramod Parkhi Centre for Banking, Finance and Insurance, every year IndSearch conducts an Intercollegiate Research paper Presentation Competition. This year the theme of the competition was "Growing NPAs and Future of Banking Industry". Some of the earlier themes were:

- Recent trends in Behavioural Finance
- Insurance Strategies
- Analysis of Union Budget
- Indian Banking - A paradigm shift, a grand leap forward
- GST - Paradigm Shift in Indirect Taxes

The Growth of India in Connection

The signing ceremony of MoU between IndSearch and University of Wisconsin (Park side) Dr. Ashok Joshi, Director IndSearch and Dr. Fred Ebied, Provost and Vice Chancellor University of Wisconsin signing the MoU

Management Development Programs:

IndSearch has conducted Management Development Programs and training programs for the corporates. Recently IndSearch conducted a programme on "Financial Literacy and Investment Planning" in collaboration with the National Stock Exchange (NSE) for the Maharashtra Police Department. The Institute has also conducted MDPs for reputed corporate organizations like Forbes Marshall, Sany Heavy Industries and Baramati Cattlefield.

Consultancy:

The Institute offers consultancy services in Marketing, Management Information Systems, Financial Management, Environmental Management, Corporate Social Responsibility, Project Appraisal and Costing. Some of the major consultancy assignments undertaken in the recent past include:

- Preparation of a medium range marketing plan
- Strategy for Peshnya Seva Dais' Aaple Ghar (A Project to give first class education for orphans and other needy children)
- Market potential for Sandwich panels for Chiron Lasting Solutions Pvt. Ltd.
- Consultancy to improve occupancy for Smart Hotels Pvt. Ltd.



Faculty

Director General

Dr. Ashok Joshi

MMS, M.Com, MA, Ph.D

Director

Dr. Aparna Tembulkar

BA, MMS (Marketing), DMM, DERE, Ph.D

Deans

Dr. Sunita Joshi

Bsc, MMS (Systems), M.Lib, DCM, Ph.D

Dr. Satish Inamdar

M.Com, FCA, FCS, ACMA, Ph.D

Dr. Vikas Peshave

PhD, M.Com., FCMA, CMA(USA)

Honorary faculty

Dr. Ashok Joshi

Honorary Director General

Dr. Sunita Joshi

Honorary Dean

Honorary Visiting Professors

Dr. A. Sivathanu Pillai

Ph.D, Former Chief Controller of R & D - DRDO, Government of India; MD & CEO, BrahMos Missiles Ltd. Joint-Venture, Indo-Russia Project and Hon. Professor of Technology & Management at IndSearch

Dr. Milind Sathye

Ph.D, Professor of Finance at the University of Canberra, Australia and Hon. Professor of Financial Services at IndSearch

Professor Emeritus in Management Practices

Prof. M.K. Kanade

B.Com., CMA Cost and Financial Management

Sustainability Management

Dr. L. Ramakrishnan

M.Sc., Ph.D (Chem), Ph.D (Env Mgmt), FIEMA (UK), C Env. (UK)

Dr. Praveen Saptarshi

M.Sc., Ph.D

Prof. Kaustubh Moghe

M.Sc.

Ph.D. Guides

Dr. P.G. Deshmukh

M.Com., MMS, Ph.D

Dr. L. Ramakrishnan

M.Sc., Ph.D.(Chem), Ph.D (Envt. Mgmt),

Dr. Sanhita Athawale

M.A., MBA, Ph.D

Dr. Ajay Kumar

B.Sc.(Eie), M.Sc.(Comp), Ph.D

Dr. Charusheela Birajdar

M.Com, LLB, Ph.D

Dr. Vishwanath Lele

MMS, Ph.D

Faculty Contd..

Marketing Management

Dr. Aparna Tembulkar

BA, MMS (Marketing), DMM, DERE, Ph.D

Dr. Jayant Panse

M.Sc., MMS, Dip.E.Com, Ph.D

Prof. Manjari Lal

B.Sc., MBA (Computers), MBA (Marketing)

Prof. Sahil Shaha

M.Com., MMS. (Marketing), CFP
Academic Associate

Cost and Financial Management

Dr. Satish Inamdar

M.Com., FCA, FCS, ACMA, Ph.D

Prof. Rupali Gupta

B.Com., M.Com., ACMA

Prof. Devaki Jain

B.Com., M.Com., PGDFS, MBS, Dip in
Corporate Finance (University of Berkley)

Prof. Sham Wagh

M.Com., PGDM (IIM, Ahmedabad), ACMA

Prof. Sudhakar Kulkarni

M.Sc., CFP

Prof. Moushmi Shaha

M.Com., A.C.A.

Dr. Sharad Joshi

AICWA, PGDBA(IIM A), Ph.D

Dr. Vasudha Garde

B.Sc., MA, M.Phil, Ph.D

Computer Management

Prof. Nandita Kulkarni

MCA, MCM

Mr. Aniruddha Limaye

B.Sc., MCM

Mr. Prashant Dhopavkar

DEE, BE, MA

Mr. Piyush Kulkarni

B.Sc. Computers, MCA

Human Resource Management

Prof. Sunetra Gaitonde

BA, MPM

Prof. Shivangi Soman

B.Sc., MBA (HR)

Prof. Amey Tawde

BE, MBA (HR)

Prof. Tushar Halbe

M.Com., LL.B., MMS.(Fin. & HR),
ACS, MA(Eco)

Adv. Prof. C.B. Kale

B.Sc., LL.B., Dip. in PMIR (Born)

Dr. Shilpa Kulkarni

LLM, Ph.D

Production & Material Management

Prof. Madhav Borwankar

BE(Mech.), M.Tech, FIIE,
Certified VDA Process Auditor & Trainer

Prof. Vijay Rajwade

BE, PGDM

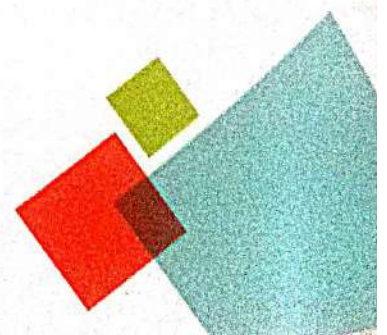
Prof. Ravi Phadke

B.Com, MBA (IB), PGDFT, PGD in
Materials & Logistics

Prof. Rajesh Dhake

BE, PGDI, MDBA, PGDFS

Note: Faculty includes regular, adhoc, contract and visiting faculty.





Alumni Speak



"It is a pleasure to share my experiences at IndSearch. IndSearch is an institute committed to giving the best to its students. I have benefited immensely from the valuable inputs that I received when at IndSearch. Apart from the regular classroom teaching we were exposed to various other Add-ons, that made us industry ready. IndSearch has always believed in quality education with values and the core values of honesty, ethics and integrity have become a part of the value system of each IndSearchian"

Mr. Sandeep Tidke
Co-founder & Director,
Credence One Associates Pvt. Ltd.



"IndSearch creates ethical and valued professionals ready for the modern workplace. IndSearch for me has always struck a wonderful balance between developing the individual and honing values."

Ms. Meghana Chitale
VP-Leading MNC



"IndSearch has always given me opportunities to explore. The environment is such that it helps you explore, and find many things about yourself. The nurturing environment helps build values which are so necessary for your corporate Life. I cherish my experience at IndSearch."

Mr. Shajan George, CDCDP
Technical Director-India
R&M India Pvt. Ltd.



"IndSearch is a remarkable institute where management education is seamlessly blended with culture, values and practical aspects through lots of industry interaction programs. As I reflect, I realize, its actually here at Indsearch, during formative years, that I honed my management knowledge and skills that helped me immensely in my career progression."

Mr. Ravindra Utgikar
Vice President, Corporate Strategy
and Marketing, Praj Industries Ltd.



"IndSearch is one of the oldest and best Management Institutes in Pune. With an excellent blend of academics and co-curricular and extra-curricular activities, IndSearch provides multiple opportunities to the students to develop their personality and skills. I am grateful to IndSearch for all that I have learnt and imbibed at IndSearch"

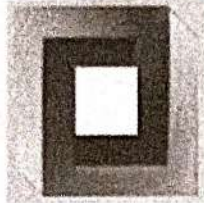
Ms. Pratima Salunkhe
Head HR Raychem
RPG Group



"IndSearch has moulded many students invoking their best. My years at IndSearch have helped me introspect, explore and build on my HR concepts. IndSearch is a home for many and there is something magical about IndSearch in the way each student is cared for. I am Indsearchian at heart and proud to be associated with the Institute."

Mr. Rajnish Borah
Head - Human Resources,
Travel, Shipping & Logistics, WNS Global





Visual and graphic design process

This IMPOSSIBLE SQUARE depicts the Four-Edged Management problems with complexities.



Management objectives as the central force.

Here the management education eases the problem-solving by a direct process.



Here the problem-solving is treated in responding by an indirect process.



Both processes in problem-solving are to give a composite solution to ease the complexities smoothly and effectively.

The Symbol

Symbol Design for the Indian Institute of Cost and Management Studies and Research, Pune, India.

The Symbol Design here depicts the Impossible Square as the composite and complex nature of the problem-solving process before the Corporate Management and that the enlightened management effectively handles impossible tasks with ease.

Both processes, handled subjectively and objectively as well as directly, are to give a composite solution.

At the centre is the centrifugal force in the sphere of creative and operative solutions.

The significance of the Impossible Square as shown in the first version is widely known to the management worldwide, which has been genuinely rendered for the desired exclusivity, here in this design representation.

Colour Scheme:

The Deep Blue (Pantone no: 541A/M-D) and the Deep Red (Pantone no: 220A) both are to give the depth both ways and are to denote contrast, yet give here a harmonious effect desired.

तस्याम् जागर्ति रांयमी ।



IndSearch



Indian Institute of Cost and Management Studies & Research (IndSearch)

(An autonomous Institute affiliated to Savitribai Phule Pune University formerly University of Pune, Autonomous status conferred and granted by University Grants Commission, Govt. of India, New Delhi)

Bavdhan Campus: 37/2/2/4, Bavdhan Khurd, Pirangut Road, Pune 411 021
Tel.: 020-22917000, 8446062006

Admission counseling office: IndSearch, 85/1, Law College Road, Erandavane, Pune 411 004
Tel.: 020-25431972 / 25441524 | www.indsearch.org | Email: search@indsearch.org



IndSearch



IndSearch

Indian Institute of Cost and Management Studies & Research's
IndSearch Institute of Management Studies & Research
(Permanently affiliated to S.P. Pune University with autonomous status)

37/2/2/4, Bavdhan Khurd, Pirangut, Pune – 411021
Phone: 7498696248, 020-25431972, 25441524, 22917000
Email: search@indsearch.org | Website : www.indsearch.org

Admission open for
2020-2021 MMS

DTE Code: 618610210

Selection Process: Please visit www.indsearch.org

Specializations in:

- Marketing Management
- Systems
- Human Resource Management
- Finance
- Production and Materials Management

About the Institute:

IndSearch is a 45 years old Institute in the field of management education. IndSearch is permanently affiliated to Savitribai Phule Pune University and having an autonomous status granted by UGC, Govt. of India since 2007. The Institute offers the Post Graduate MBA and MMS programmes at its Bavdhan campus and the Undergraduate BMS programme and Post Graduate Diploma programmes at its Law College Road campus



New MMS Programme – DTE CODE 618610210

Master of Management Studies (MMS) for Working Executives– 2 Years, 4 Semesters

IndSearch has been conducting the 3 years Part time Master of Management Studies Programme for more than three decades now. Many Industry professionals have taken this programme which has helped them upgrade their qualifications and enhance their career acquiring senior positions like Vice President and CEO in the Industry.

Recently the AICTE and Government of Maharashtra, vide its GR TEM-2020/CR117/TE4 dated 6th October 2020 have converted this 3 years Part time programme to two years regular programmes enabling such candidates to complete the programme in two years and save one year. The Programme has been included in the DTE Admissions process. DTE CODE 618610210.

The new MMS Programme is unique programme with a blend of theory and practice. The pedagogy comprises of Classroom session, Online sessions with intensive emphasis on Experiential learning enabling working executives to bring their experience to the classroom by means of Seminar papers and Workshops. Convenient Timings for working executives make it an ideal choice for career enhancement. In the Second year students can opt for any one of the specializations from Marketing Management, Systems, Human Resource Management, Finance, and Production and Materials Management.

Fresh graduates desirous of taking admission to the MMS programme, will have to undertake two years mandatory internship with the Industry.

Eligibility: Graduate in any stream from a Statutory University with 50% (45% in case of reserved category) marks and non zero score in the entrance exam prescribed by the DTE (MH-CET, CMAT, CAT) (www.dtemaharashtra.gov.in)

Admissions: 80% through CET and 20% Institute Level

Seats Intake: 90 seats

SEMESTER I				SEMESTER II			
101	Organizational Behaviour	F	3	201	Human Resource management	F	3
102	Accounting for Business Decisions	F	3	202	Quantitative Decision Methods	F	3
103	Economic Analysis for Business Decisions	F	3	203	Financial Management	F	3
104	Business Research Methods	F	3	204	Legal Aspects of Business	F	3
105	Basics of Marketing	F	3	205	Operations & Supply Chain Management	F	3
106	Business Communication	F	3	206	Marketing Management	H	2
107	Management Fundamentals	H	2	207	Computer Applications in Business	H	2
108	Mini Project	H+H	4	208	Project Report	F+F	6
			24				25
SEMESTER III				SEMESTER IV			
301	Global Economic Environment	F	3	401	Enterprise Performance Management	F	3
302	Management Information Systems	F	3	402	Start Up & New Enterprise Management	F	3
303	Strategic Management	F	3	403	Specialization 4	F	3
304	Management for Sustainability	F	3	404	Specialization 5	F	3
305	Specialization 1	F	3	405	Specialization 6	F	3
306	Specialization 2	F	3	406	Specialization 7	F	3
307	Specialization 3	H	3	407	Specialization 8	F	3
308	Business, Government & Society	H	2	408	Specialization 9	F	3
309	Field Work	H+H	4				
			27				24



IndSearch

*A new diamond in the education spectrum
of Savitribai Phule Pune University*

The one & only course of its kind in S.P. Pune University

BMS Bachelor of Management Studies

Three years Six Semester Course

An offering by IndSearch - Pioneers in Management Education since 1973

About IndSearch

Pioneering Management Education In Pune, IndSearch, established in 1973 has completed an eventful 47 years of contribution to value based Management Education and research. It provides young management professionals a supportive environment in which they can assume responsibility for continuous self development. IndSearch alumni are working in well-known Indian Companies and reputed MNC's. IndSearch is permanently affiliated to Savitribai Phule Pune University (Affiliation ID429) with autonomous status. It is the oldest management institute under the university.

From the academic year 2016-17, under Savitribai Phule Pune University, IndSearch has started BACHELOR OF MANAGEMENT STUDIES (BMS) Degree Course at its Law college Road campus Pune-411 004. BMS degree is awarded by Savitribai Phule Pune University to the students after successful completion of the course.



~ A Unique course that caters to being ~

Professional • Student Centered • Academically Strong • Innovative • Cost Effective • Having a Dynamic Syllabus

Indian Institute of Cost and Management Studies & Research (IndSearch)

(Permanently affiliated to Savitribai Phule Pune University with autonomous status)

Campus: IndSearch, 85/1, Law College Road, Erandavane, Pune 411 004

Tel: 020-25431972 / 25441524 | www.Indsearch.org | Email: search@indsearch.org, bmsadmission@indsearch.org

BACHELOR OF MANAGEMENT STUDIES (BMS) THREE YEARS, SIX SEMESTERS FULL TIME PROGRAMME ~

Title of the Programme: Bachelor of Management Studies (BMS)

Duration: The Course shall be a full time course and the duration of the course shall be of three years.

- Objectives:
- To create for students an additional avenue of self-employment and also benefit the industry by providing them with suitable trained persons
 - To prepare students to exploit opportunities being newly created in the management profession field
 - To provide adequate basic understanding of management education to the students
 - To give adequate exposure to operational environment in the field of management
 - To inculcate training in the use of modern technology for the benefit of all parties concerned.

- Eligibility:
- A candidate for being eligible for admission to the Degree course in Bachelor of Management Studies (BMS) shall have passed 12th Std. Examination (H.S.C.10+2) from any stream with English as passing subject and has secured 45% marks at 12th Std. OR
 - Two years Diploma in Pharmacy after H.S.C., Board of Technical Education conducted by Government of Maharashtra or its equivalent. OR
 - Three Year Diploma Course (after S.S.C., i.e. 10th Standard) of Board of Technical Education conducted by Government of Maharashtra or its equivalent. OR
 - MCVC

Medium of Instruction: Medium of instruction shall be in English.

~ Course Structure ~ Bachelor of Management Studies (BMS) Structure From Academic Year 2020-21

FIRST YEAR		Credits	SECOND YEAR		Credits	THIRD YEAR		Credits
Semester - I			Semester - III			Semester - V		
101	Foundation of Human Skills	3	From Semester III, students can opt for one major and one minor specialization group of his / her choice from those offered (Finance / Marketing / HR/CA/IB)			501	Export-Import Procedures & Documentation	3
102	Financial & Cost Accounting	3	Accordingly he / she will have to continue with the same choice of specializations for the rest of the semesters.			502	Services Sector Management	3
103	Principles of Management	3	*Note: The minimum number of students required to conduct the lectures for any specialization is 10.			503	Fundamentals of Data Analytics	3
104	Quantitative Methods for Business	3	301	Financial Management	3	504	CSR & Ethics	3
105	Effective Communication	3	302	Marketing Management	3	505	Strategic Management	3
106	Environmental Management	3	303	Managerial Economics – II	3	506Maj	Major Specialization subject I	3
107	Introduction to Computers	3	304	Industrial Law	3	507	Project Work & Project Viva	2-2
			305Maj	Major Specialization subject I	3	508	Advanced Excel / Tally / MOOCs	3
			306Maj	Major Specialization subject II	2			
			306Min	Minor Specialization subject	2			
Semester - II			Semester - IV			Semester - VI		
201	Human Resource Management	3	401	Elements of Direct & Indirect Taxes	3	601	Marketing Research	3
202	Business Law	3	402	Materials Management	3	602	Indian Management Thoughts & Practices	3
203	Management Accounting	3	403	Research Methods	3	603	Entrepreneurship & Management of Small & Medium Enterprises	3
204	Business Environment	3	404	Field work – as per specialization	3	604	Productivity & Quality Management	3
205	Managerial Economics – I	3	405Maj	Major Specialization subject I	3	605	Elements of Logistics Management	3
206	Production Management	3	406Maj	Major Specialization subject II	2	606	Cases as per Specialization	3
207	Computer Applications in Business	3	406Min	Minor Specialization subject	2	607Maj	Major Specialization subject I	3
			407	Personality Development / MOOCs	2			

Specializations Offered – Finance, Marketing, Human Resource, Computer Applications and International Business.

MBA 2016 - 17
2017 - 18
2018 - 19

Indian Institute of Cost And Management Studies & Research (IndSearch)

An Autonomous Institute affiliated to Savitribai Phule Pune University
formerly University of Pune, & approved by AICTE Govt. of India, New Delhi)

2 year full time MBA degree approved by AICTE with
Intensive specialisation from first year in Finance, Marketing,
Human Resource Management, Information Technology &
Operations and Supply Chain Management



IndSearch

Bridging Campus and Corporates



Dr. Aparna Tembulkar
Director, IndSearch

Director's Word of advice

Dear Student,

Thank you for the interest shown in IndSearch, Pune!!

A pioneer in Management education in Pune, IndSearch is committed to excellence in all its endeavours. Academic rigour and intellectual discipline are a part of the IndSearch culture through which we strive to create corporate citizens and entrepreneurs who can contribute to creating a vibrant and caring society.

IndSearch offers Master's degree courses in Business Administration (MBA) specializing in vital disciplines of Finance, Information Technology, Human Resource Management, Operations and Supply Chain Management and Marketing Management. The degree programmes follow a semester pattern and have a credit and grading system, which is at par with global standards. These degrees are awarded by the Savitribai Phule Pune University.

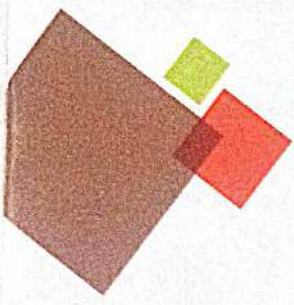
Our approach to teaching and learning has a clear business focus that encourages team working and the evolution of socially conscious thought-leaders. The teaching and learning pedagogy has innovative modules that incorporate Case Learning, Leadership Development, and International Languages etc. These courses enrich the curriculum and the teaching and learning process with inputs on contemporary issues of concern. Students of IndSearch are also sensitized with issues of Social Concern such as communal harmony, environmental awareness, conditions of work and livelihood in the unorganized sector and ethics.

IndSearch encourages proactive learning among its students. Self-organized small group activities, ranging from case discussions and field studies to industry analysis and projects, help our students link a strong theoretical foundation to workplace realities. Through these initiatives, we aim to develop:

- Analytical, Problem-Solving and Decision-Making Skills
- Awareness of the Socio-Economic Environment
- Personality and Leadership Qualities of our students

I wish you success in all your endeavours and welcome you to IndSearch.

*Yours Sincerely,
Dr. Aparna Tembulkar*

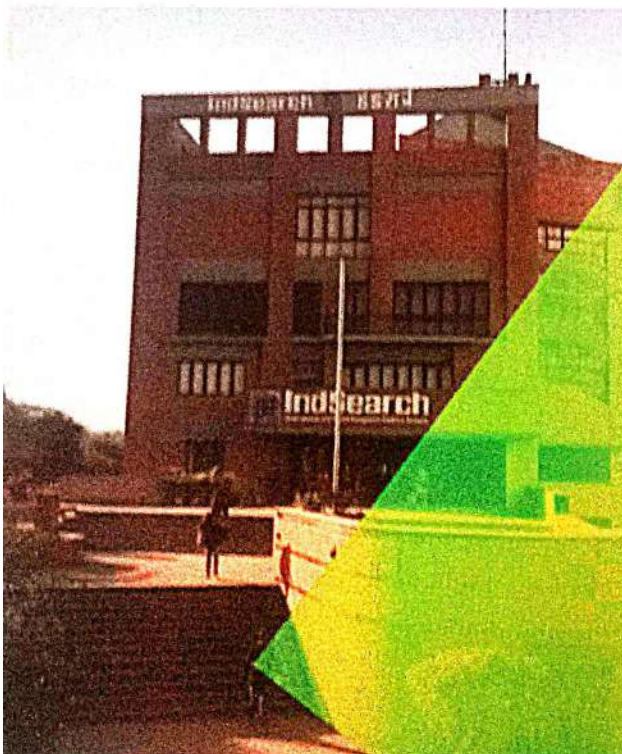


The autonomous status is a boon as the institute can design new courses and update the syllabi of various existing courses regularly, thus enhancing the quality of education on a continuous basis. This enables IndSearch to respond quickly to the needs of the industry as well as the student community.

Recognised and Accredited

For more than four decades, IndSearch has been a premier institution devoted to teaching, training, consultancy and research in management. Year after year, the institute has produced top class management professionals who have turned out to be highly successful business leaders in some of the leading national and international companies. The institute is also recognised for its meticulous and professional approach in the field of research.

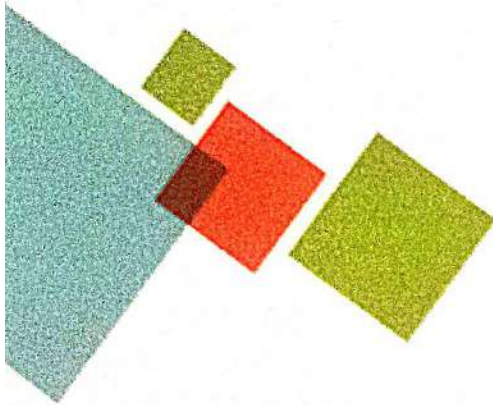
Out of a total of 612 National Institutions, IndSearch is one of the 18 B-Schools to be conferred autonomous status within the University fold. This status has been granted in recognition of IndSearch's high standards in providing quality education, recommended by an expert committee appointed by the University Grants Commission to review the working of the institute.



- IndSearch is permanently recognised as an 'Institute for Undergraduate, Postgraduate and Doctoral Studies' in Management Education by the Savitribai Phule Pune University formerly University of Pune and as an 'Educational and Research Institute' by the Government of Maharashtra
- IndSearch MBA programme is approved by AICTE, Government of India
- The institute is accredited by the National Assessment and Accreditation Council (NAAC) and the University Grants Commission (UGC) has recognised the Institute under Section 2(f) and 12(b) of UGC Act, 1956

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Mock interviews, interaction with Alumni and test for Personality followed by Personal Guidance enable students to overcome their weaknesses.

The teaching-learning pedagogy at IndSearch ensures that students are well acquainted with not only theoretical but also practical aspects of their specialisation through presentations, experiential case learning workshops and assignments.

Making students industry ready

IndSearch Career Development Cell, works towards grooming students to become dynamic, competent, socially conscious and ethical professionals. This overall development begins right from day one of the students life at IndSearch, which includes inputs in areas of core-competency, industry-preparedness and overall personality development.

Strong academics

IndSearch is committed to excellence in all its endeavours and encourages academic rigour, intellectual discipline and sustained effort to maximise learning. IndSearch provides young management professionals a supportive environment in which they can assume responsibility for continuous self-development.

At IndSearch, students, scholars and Industry Experts share knowledge, skills and efforts to develop professionals who will contribute to building a vibrant economy and a caring society.

To cater to special needs of syllabi in light of certification by professional bodies and also to give students a competitive edge at global stage, IndSearch has crafted special teaching learning modules.



Creating dynamic leaders

IndSearch encourages its students to acquire knowledge through a number of interactive modules. Case studies are the preferred method of learning at IndSearch so as to stimulate and enhance intellectual capabilities of students such as their problem-solving, decision-making skills and team working skills instilling dynamic leadership qualities. IndSearch is proud of its alumni. Some of our distinguished alumni are...



Ms. Shubhalakshmi Panse
Former CMD,
Allahabad Bank



Ms. Rinita Laskar
Head HR,
Emerson



Mr. Sandeep Tidke
Cofounder & Director,
Credence One Associates
Pvt. Ltd.



Ms. Pratima Salunkhe
Head HR Raychem
RPG Group



Mr. Rajnish Borah
Head - Human Resources,
Travel, Shipping & Logistics,
WNS Global



Dr. Waman Parkhi
Partner,
KPMG



Ms. Meghana Chitale
Vice President,
Leading MNC



Mr. Tanveer Saulat
General Manager,
Synechron Technologies
Pvt. Ltd.



Mr. Ravindra Utgikar
Vice President, Corporate
Strategy and Marketing,
Praj Industries Ltd.



Ms. Neetal Vaidya
Director HR,
TIBCO Software Inc.



Mr. Jyotiprasad Gohain
HR - Business Partner,
John Deere



Hrishikesh Sowani
Founder & General Manager
Teknomics Systems Pvt. Ltd.



Special training modules and workshops

Corporate Interaction:

IndSearch has a sustained and ongoing relationship with the industry. With its innovative 'management development programmes' and 'consultancy projects' in the functional areas of management, it has successfully made forays into executive education.

Case Learning Workshop:

This module enables students' to study, understand and analyse real-life workplace situations and enables problem-solving through case based learning.

Soft Skills:

IndSearch grooms students to be Industry ready by imparting Soft Skills training. This includes modules on ethics & etiquettes, communication skills and presentation skills.

Nature and Biodiversity Trail:

Students are encouraged to organise trekking expeditions with the help of faculty members of the institute.

An Alliance with Creativity

(Srujananubhav):

Several activities in the areas of music, dance, sculpture, painting, film appreciation and in other areas of art are encouraged to sensitise the students and to enhance their creativity.

Skills Assessment Program (SAP):

IndSearch conducts an Skills Assessment Program (SAP) for MBA students. Under this program students undertake an online test and they are counselled by faculty. This program creates an awareness among the student about their own leadership skills and suitability of their personality for a particular profession.

Debating Union:

The IndSearch debating Union has been formed with an aim to help students improve their public speaking skills and also identify and analyze various problems and issues in a holistic manner. Participating in debates will not only enhance the knowledge of students but also increase their competence and boost their confidence.



Lessons from Life

Community Service:

As a socially responsible organization, IndSearch has always been actively involved in providing support to the needy people in the society.

A group of MBA students along with faculty members visit the schools in nearby villages and provide training of English to these school students.



The Entrepreneurship Cell (E-Cell):

E-Cell is the Entrepreneurship Cell formed by IndSearch MBA students.

Various activities, events, competitions to foster entrepreneurship skills are organised to help the students who either want to start their own venture or are preparing themselves to join the industry at top managerial positions.

Women Entrepreneurship Development Programme (WEDP):

The Women Entrepreneurship Development Programme (WEDP) is a societal training programme organised every year by IndSearch in collaboration with IndSearch Society. The programme is organised for training women in Entrepreneurship, with the support from Rotary Club and Jagruti Seva Sanstha, Pune.



Blood Donation:

IndSearch organises a blood donation camp on its premises every year in collaboration with a well known Public Hospital in Pune.



A Life Long Association (IndEx, IndSearch Alumni Network):

IndSearch alumni share their experiences and expertise with students to help them learn from the past, adapt to the present and benefit from the strong foundations built by the alumni accomplishments. IndSearch alumni have proven themselves as trusted professionals across industries and organisations in manufacturing, services, IT and small & medium enterprises as well as in big blue chip companies. Their hands on experiences help students in creating a realistic picture of corporate world.





Hi-end Infrastructure

To provide a world class learning experience, IndSearch has created state-of-the-art infrastructure. The institute has spacious classrooms, tutorial rooms, seminar halls and auditorium equipped with audio-visual aids.

The library contains 42,830 volumes on various subjects and has a dedicated CD section. It subscribes to more than 200 leading national & international journals and two databases for digital library.

IndSearch campus is wi-fi enabled, has state-of-the-art computer lab, a cafeteria and student recreation centre, with indoor sports facilities.

Well Equipped Computer lab with latest hardware and software support

To provide its students with the best learning aids, IndSearch has a ergonomically designed Computer Lab where future managers will get an opportunity to nurture their skills and potential according to the needs of global market and as per the benchmark of the international standards.

The lab supports 24 x 7 Internet Access with the speed of 32 mbps (1:1). The hardware consist of branded hardware from Dell, IBM, Acer. The hardware consists of PowerEdge 840 Server, 12 Dell/Acer/IBM Laptops, 3 Scanners and 10 Printers. The Institute believes in making learning creative and interactive by using computer networks. The systems in the computer labs are backed for power through UPS. The computer labs have latest state of art hardware and software. The powerful Cyberoam Firewall provides secure connectivity to the internet. The software consists of Windows 7, Windows 10, Windows Server 2012 R2, and Enterprise (32/64 Bit version).

Students work with the .NET Technology such as 2008/2010, Oracle, SPSS, PageMaker, Adobe Photoshop, Java, Visual Studio 2010, Microsoft Exchange Server 2007/2010, and Microsoft SharePoint Server 2007/2010. The MSDN AA Subscription is available for students. The lab has large number of applications and System Software to provide better facility to the students.

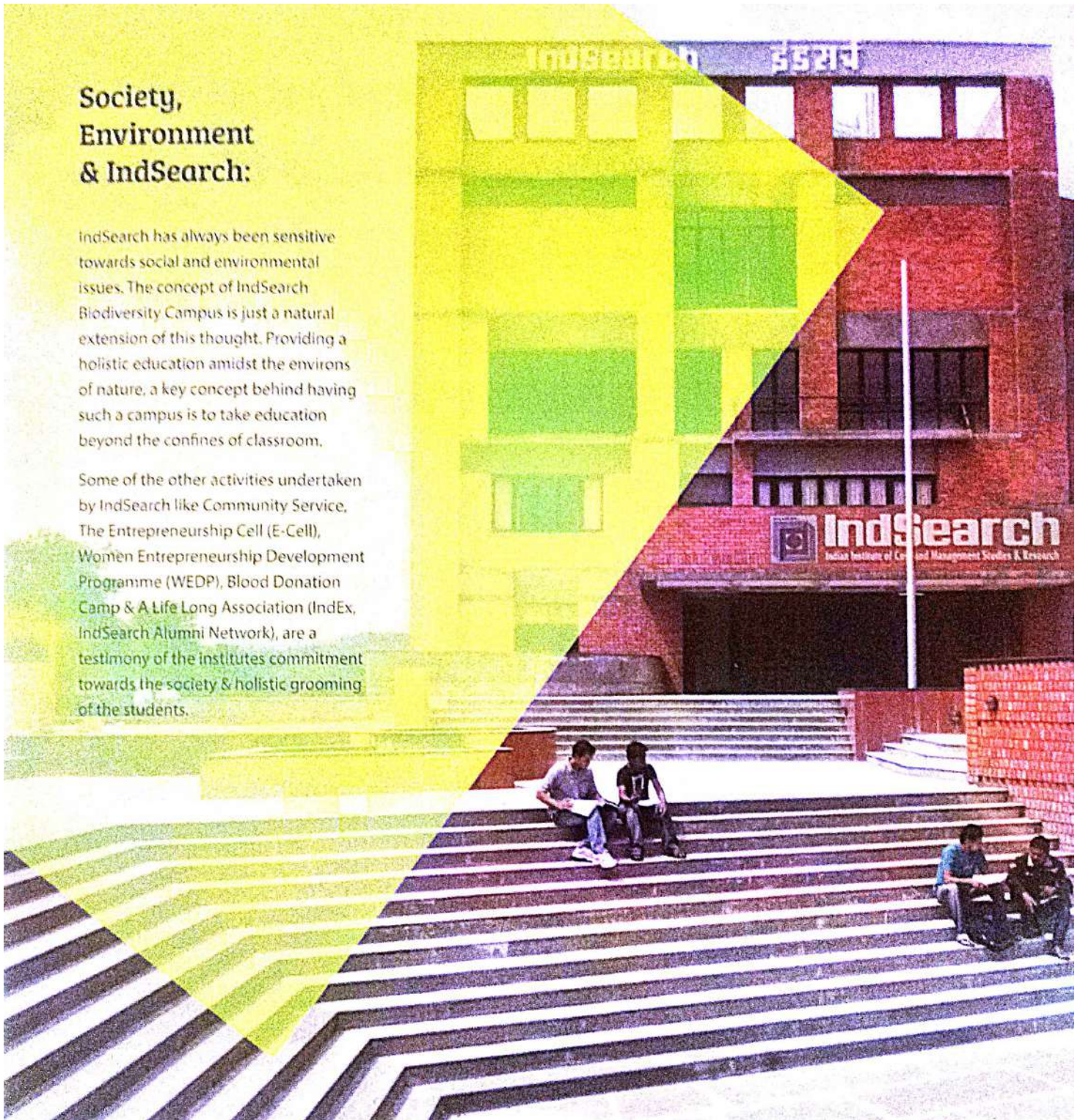
Students work with .Net Technology such as 2008/2010, Oracle, SPSS, Adobe Photoshop, Java, Visual Studio 2010. The lab has a large number of applications and System Software to provide better facilities to students.



Society, Environment & IndSearch:

IndSearch has always been sensitive towards social and environmental issues. The concept of IndSearch Biodiversity Campus is just a natural extension of this thought. Providing a holistic education amidst the environs of nature, a key concept behind having such a campus is to take education beyond the confines of classroom.

Some of the other activities undertaken by IndSearch like Community Service, The Entrepreneurship Cell (E-Cell), Women Entrepreneurship Development Programme (WEDP), Blood Donation Camp & A Life Long Association (IndEx, IndSearch Alumni Network), are a testimony of the institutes commitment towards the society & holistic grooming of the students.



MBA Syllabus Structure (4 Semesters, 100 Credits)

Semester - I [Common to all]	(Total Credits for Semester - I - 26)	Credits
Financial Reporting & Analysis		4
Individual, Group Dynamics, TA and Leadership		4
Introduction to Marketing		4
Legal Aspects of Business		4
Quantitative Techniques & Research Methodology		4
Managerial Economics		4
Written Analysis and Communication		2

Semester - II	Total Credits for Semester - II - 28	Credits
Business Analytics		4
Managerial Computing		2

Core Specialization: select any one specialization group

Marketing	Finance	IT	HR	OMSCM*	
Product Pricing	Corporate Finance	Programming Fundamentals with C	Human Resource Management	Planning & Control Operations	4
Sales Management & Personal Selling	Merchant Banking & Financial Services	Web Development Technologies	Hazardous Occupation, Environment, Welfare & Legislation	Inventory Management	4
Consumer & Organizational Buying Behaviour	Security Analysis & Portfolio Management	Database Management System	Compensation Management, Benefits & Rewards	Essentials of Supply Chain Management	4
Services Marketing	Introduction to Banking and Financial Institutions	Software Engineering	Employee Relations	Logistics Management	4
Integrated Marketing Communications	Financial Markets	Python	HRD and Organizational Design	Productivity Management	2

Electives: choose 1 of 2 credits and 2 of 1 credit

2 Credit Courses

- Financial Services Marketing
- Financial Risk Management
- Business Intelligence
- Lab in Job Design, Analysis & Recruitment and Selection
- Fieldwork
- Six Sigma

1 Credit Courses

- Negotiation Skills
- Brand Management
- Financial Modeling
- Emerging Trends in Management Practices
- e-Business

1 Credit Courses

- Cyber Law
- HRD Instruments
- Entrepreneurial Development
- Corporate Governance
- Indian History
- World Class Manufacturing

Semester – III					Total Credits for Semester – III - 28	Credits
Summer Project Viva-voce						4
Marketing	Finance	IT	HR	OMSCM		
International Marketing	Strategic Cost Management	Java	Organizational Development and Total Quality Management	Operations Strategy		4
Marketing Research	Strategic Financial Management	Software Quality Control and Assurance	Employment Laws - I	Strategic Supply Chain Management		4
Distribution Management and Logistics	Insurance & Risk Management	OOAD & Design Patterns	Training and Skills Development	Maintenance Management		2
Digital Marketing	International Finance	Enterprise Resource Planning	Strategic Human Resource Management	Managing Material Flow in Supply Chain		2
Customer Relationship Management & e-CRM	Direct Taxation	ITIL	Performance Management System	Purchasing and Supplier Relationship Management - I		2

Electives: choose 3 of 2 credits and 4 of 1 credit

10

2 Credit Courses

- Personal Selling Lab
- Computational Finance
- Urban Environment Analysis
- Human Resource Management System
- Technical Writing
- Foreign Language - Japanese
- Foreign Language - Spanish
- Foreign Language - German
- Foreign Language - French
- Performing and Fine Art Appreciation
- MRP I & MRP II

1 Credit Courses

- Laws related to Marketing
- Media Management
- Indian Accounting Standards
- Capital Expenditure Planning and Control
- Green Logistics and Supply Chain
- Introduction to Ruby and Ruby on rails
- e-CRM
- Competency Mapping
- Designing HR Policies
- Business Journalism

Semester – IV					Total Credits for Semester – IV - 18	Credits
Strategic CSR & Sustainability						2
Marketing	Finance	IT	HR	OMSCM		
Business to Business Marketing	Indirect Taxation	Project Management using MS Project and Rally	Balance Score Card, HR Score Card & PCMM	Total Quality Management		4
Strategic Marketing	Enterprise Performance Management	Software Testing with QTP, Selenium	Employment Laws – II	Knowledge Management in Supply Chain		4
Retail and Retail Operation Management	Financial Regulatory Framework	Information & Network Security	Global HRM	Purchasing and Supplier Relationship Management II		2

Electives: choose 1 of 2 credits and 4 of 1 credit

6

2 Credit Courses

- Tourism Marketing
- Audit Systems
- Business Analysis for IT
- HR Metrics and Audit
- Philosophy
- Project Management

1 Credit Courses

- Cross Cultural Relationship
- Product Management
- Transactional Analysis
- Entrepreneurial Finance
- Film Appreciation
- Lean Manufacturing

1 Credit Courses

- Stress Management & Mediation
- Visual Communication
- Tally Accounting
- Event Management - Conferences
- Public Speaking

Committed to all round development

IndSearch Educational and IndSearch Society's Biodiversity Campus at Bavdhan has been developed to achieve sustainable development, which is socially relevant, and environmentally friendly. The institute is dedicated and committed to developing management professionals who will contribute to building a vibrant economy and caring society. This campus is a step further in making the students environmentally sensitive, which is the need of the hour. The Campus boasts of a modern five station gymnasium that helps budding bodybuilders with free facilities.

The campus is home to a number of diverse life forms. Several indigenous species of flora and fauna requiring protection for regeneration have been carefully cultivated. The campus has a centre for sports and creative activities, along with basketball and volleyball courts and a jogging track. A large amphitheatre has also been constructed using the natural slope of the hill for a natural outlook.



Excellence in research and a noteworthy industry interface

Realising the importance of Industry-Institution interface, IndSearch has signed a Memorandum of Understanding (MoU) with Anand ERP, an organization involved in providing ERP Software Solutions, implementation support and software consultancy. IndSearch also has a MoU with Synechron Technologies, an IT firm working extensively in the BFSI sector and URDIP. The objective of these MoU's is to bring real life experience into the classroom by Industry Experts and facilitating interaction between students and corporates.

At the helm of all research activities at IndSearch is Founder and Director General Dr. Ashok Joshi. Dr. Joshi who was on the Board of Governors of Veermata Jijabai Technological Institute (VJTI), Mumbai. He has also been nominated to the Board of Governors of Ch. Shahu Institute of Business Education and Research (SIBER), Kolhapur, an autonomous institute.

Being a recognized research centre of the Savitribai Phule Pune University formerly University of Pune, around 130 scholars received Doctoral degree from IndSearch.



Pramod Parkhi Centre for Banking, Finance and Insurance:

IndSearch has established the Pramod Parkhi Centre for Banking, Finance and Insurance in memory of Late Professor Pramod Parkhi. Professor Pramod Parkhi a distinguished practitioner, academician and Chairman of IndSearch passed away on 24th September 2011. The centre has been formed to provide a platform for new and innovative ideas in the field of Banking, Finance and Insurance.

Under the auspices of the Pramod Parkhi Centre for Banking, Finance and Insurance, every year IndSearch conducts an Intercollegiate Research paper Presentation Competition. This year the theme of the competition was "Growing NPAs and Future of Banking Industry". Some of the earlier themes were:

- Recent trends in Behavioural Finance
- Insurance Strategies
- Analysis of Union Budget
- Indian Banking – A paradigm shift, a grand leap forward
- GST – A Paradigm Shift in Indirect Taxes

The Wisconsin Connection

The signing ceremony of MoU between IndSearch and University of Wisconsin (Park side)
Dr. Ashok Joshi, Director IndSearch and Dr. Fred Ebied, Provost and Vice Chancellor University of Wisconsin signing the MoU

Management Development Programs:

IndSearch has conducted Management Development Programs and training programs for the corporates. Recently IndSearch conducted a programme on "Financial Literacy and Investment Planning" in collaboration with the National Stock Exchange (NSE) for the Maharashtra Police Department. The Institute has also conducted MDPs

for reputed corporate organizations like Forbes Marshall, Sany Heavy Industries and Baramati Cattlefield.

Consultancy:

The Institute offers consultancy services in Marketing, Management Information Systems, Financial Management, Environmental Management, Corporate Social Responsibility, Project Appraisal and Costing. Some of the major consultancy assignments undertaken in the recent past include:

- Preparation of a medium range marketing plan
- Strategy for Rashtriya Seva Dals' Aaple Ghar (A Project to give first class education for orphans and other needy children)
- Market potential for Sandwich panels for Chiron Lasting Solutions Pvt. Ltd.
- Consultancy to improve occupancy for Smart Hotels Pvt. Ltd.



Summer internship programme



Students take up summer internships for 6 to 8 weeks with leading organisations to get hands on experience of management practices in the corporate world.

The students can be given any work in their area of functional specialisation to understand organisational realities. Based on their work experience, students are required to prepare and submit a project report.

In Past our students have worked as Summer Interns with:

Thermax	Kutwal Foods	iLead Farmers Pvt. Ltd.
H&R Block India Pvt Ltd.	Epiroc	Tata Technologies
Atlas Copco Ltd.	WNS	Exide Life Insurance
Emerson Innovation Centre	Gujarat Apollo Industries Ltd.	Zuari Agro Chemicals Ltd.
Electronica Finsmart Solutions Pvt. Ltd.	Tata Motors	Orra Fine Jewellery
KPIT Cummins Infosystems	Bharat Forge Ltd.	Renaissance by Marriott
	BMC Software Inc.	

Our recruiters (alphabetic order)

- Aquatech Industries
- Baja Electricals Ltd.
- Candor Works
- Curologic Systems
- Deskera
- Emerson Innovation Centre
- Electronica Finance Ltd.
- Future Generali india Life Insurance Company Ltd.
- Futurism Technologies
- G.D. Apte & Co.
- HDFC
- Hummingbird Web Solutions Pvt. Ltd.
- KPIT Cummins Infosystems
- Maharashtra Natural Gas Ltd.
- Markets and Markets
- Prasanna Purple Mobility Solutions Pvt. Ltd.
- Pubmatic India Pvt. Ltd.
- Quantazone Software Pvt. Ltd.
- Rockware Technologies
- Saint Gobain India Pvt. Ltd.
- Smart Cloud Infoservices Pvt. Ltd.
- Suzlon
- Symantec Software India Pvt. Ltd.
- Tata Class Edge Ltd.
- Tech Mahindra
- Thermax Ltd.
- Thyssenkrupp Industries India Pvt. Ltd.
- Zensar Technologies

Faculty

Director General

Dr. Ashok Joshi
MMS, M.Com, MA, Ph.D

Director

Dr. Aparna Tembulkar
BA, MMS (Marketing), DMM, DERE, Ph.D

Deans

Dr. Sunita Joshi
B.Sc, MMS (Systems), M.Lib, DCM, Ph.D

Dr. Satish Inamdar
M.Com, FCA, FCS, ACMA, Ph.D

Asst. Dean

Dr. Suwarna Shidore
B.Com, M.Com, PGDDBM, Ph.D

Honorary faculty

Dr. Ashok Joshi
Honorary Director General

Dr. Sunita Joshi
Honorary Dean

Honorary Visiting Professors

Dr. A. Sivathanu Pillai
Ph.D, Former Chief Controller of R & D - DRDO, Government of India; MD & CEO, BrahMos Missiles Ltd. Joint-Venture, Indo-Russia Project and Hon. Professor of Technology & Management at IndSearch

Dr. Milind Sathye
Ph.D, Professor of Finance at the University of Canberra, Australia and Hon. Professor of Financial Services at IndSearch

Professor Emeritus in Management Practices

Prof. M.K. Kanade
B.Com., CMA Cost and Financial Management

Sustainability Management

Dr. L. Ramakrishnan
M.Sc., Ph.D (Chem), Ph.D (Env Mgmt), FIEMA (UK), C Env. (UK)

Dr. Praveen Saptarshi
M.Sc., Ph.D

Prof. Kaustubh Moghe
M.Sc.

Ph.D. Guides

Dr. P.G. Deshmukh
M.Com., MMS, Ph.D

Dr. L. Ramakrishnan
M.Sc., Ph.D (Chem), Ph.D (Env. Mgmt),

Dr. Sanhita Athawale
M.A., MBA, Ph.D

Dr. Ajay Kumar
B.Sc.(Ele), M.Sc.(Comp), Ph.D

Dr. Charusheela Birajdar
M.Com, LLB, Ph.D

Dr. Vishwanath Lele
MMS, Ph.D

Faculty

Contd..

Marketing Management

Dr. Aparna Tembulkar

BA, MMS (Marketing), DMM, DERE, Ph.D

Dr. Jayant Panse

MSc, MMS, Dip E.Com, Ph.D

Prof. Manjari Lal

B.Sc., MBA (Computers), MBA (Marketing)

Prof. Sahil Shaha

M.Com., M.M.S. (Marketing), CFP
Academic Associate

Cost and Financial Management

Dr. Satish Inamdar

M.Com, FCA, FCS, ACMA, Ph.D

Prof. Rupali Gupte

B.Com, M.Com, ACMA

Prof. Devaki Jain

B.Com, M.Com, PGDFS, MBS, Dip in
Corporate Finance (University of Berkley)

Prof. Sham Wagh

M.Com., PGDM (IIM, Ahmedabad), ACMA

Prof. Sudhakar Kulkarni

M.Sc., C.F.P

Prof. Moushmi Shaha

M.Com., A.C.A.

Dr. Sharad Joshi

AICWA, PGDBA(IIM A), Ph.D

Dr. Vasudha Garde

B.Sc, MA, M.Phil, Ph.D

Dr. Preksha Singh

B.Com, M.Com, Ph.D

Information Technology Management

Dr. Suwarna Shidore

B.Com, MCM, PGDBM, Ph.D

Prof. Nilesh Jogalekar

B.Sc., MBA

Mr. Piyush Kulkarni

B.Sc. Computers, MCA

Mr. Aniruddha Limaye

B.Sc., MCM

Mr. Prashant Dhopavkar

DEE, BE, MA

Human Resource Management

Prof. Sunetra Gaitonde

BA, MPM

Prof. Shivangi Soman

B.Sc, MBA (HR)

Prof. Amey Tawde

BE, MBA (HR)

Prof. Ekta Salunkhe

MBA (Marketing & HR)

Prof. Tushar Halbe

M.A. (Eco), LLB, MMS, A.C.S.

Adv. Prof. C.A. Kale

B.Sc., LLB, DPMIR (Bom)

Dr. Shilpa Kulkarni

LLM, Ph.D

Operations and Supply Chain Management

Prof. Madhav Borwankar

BE(Mech.), M.Tech, FIIE,
Certified VDA Process Auditor & Trainer

Prof. Vijay Rajwade

BE, PGDM

Prof. Ravi Phadke

B.Com, MBA (IB), PGDFT, PGD in
Materials & Logistics

Prof. Rajesh Dhake

BE, PGDIE, MDBA, PGDFS

Note: Faculty includes regular, adhoc, contract and visiting faculty

Admission Procedure

Eligibility

Students possessing following qualifications are eligible for admission to MBA course:

Those with a minimum 50% marks (including those appearing for Final exams) at Graduation from Statutory University* and valid XAT/MAT/CAT/CMAT/ATMA score or MH-CET scores.

**Statutory University means any of the Universities incorporated by an act of the central or state legislature in India or other educational institutions established by an act of Parliament or declared to be deemed as a University under Section 3 of the UGC Act, 1956 of minimum three years duration in any discipline recognised by the Association of Indian Universities, or possess an equivalent qualification recognized by the Ministry of HRD, Government of India.*

Certificates to be submitted

Selected students are to submit following certificates in original along with three photocopies.

1. Mark statements of all three years of graduation, XIIth and Xth
2. Passing or Degree Certificate
3. TC/College Leaving Certificate
4. Migration Certificate (for students, other than S.P. Pune University)
5. Duly notarized Gap Certificate, on Stamp Paper of Rs.10/- (wherever necessary)
6. Marriage Certificate (in case of married female students)
7. Caste Certificate (where applicable)
8. Attested photocopy of 'Adhaar Card'
9. Caste Validity Certificate (where applicable)
10. Non-creamy Layer Certificate (where applicable)

The application form can be downloaded from our website and submitted along with a DD of Rs. 500/- drawn in favour of "Director, IndSearch" payable at Pune or paid at the time of personal interview.

Fees

- i) Fees per year: Rs. 86500/- inclusive of Tuition Fee, Development fee as fixed by the Fee Regulatory Authority for the AY 2018-19
- ii) One time refundable Library deposit at the time of admission: Rs. 5000/-
- iii) One time refundable Caution deposit at the time of admission: Rs. 5000/-
- iv) Selected candidates will have to pay fees by DD drawn in favour of "Director, IndSearch" payable at Pune at the time of admission.

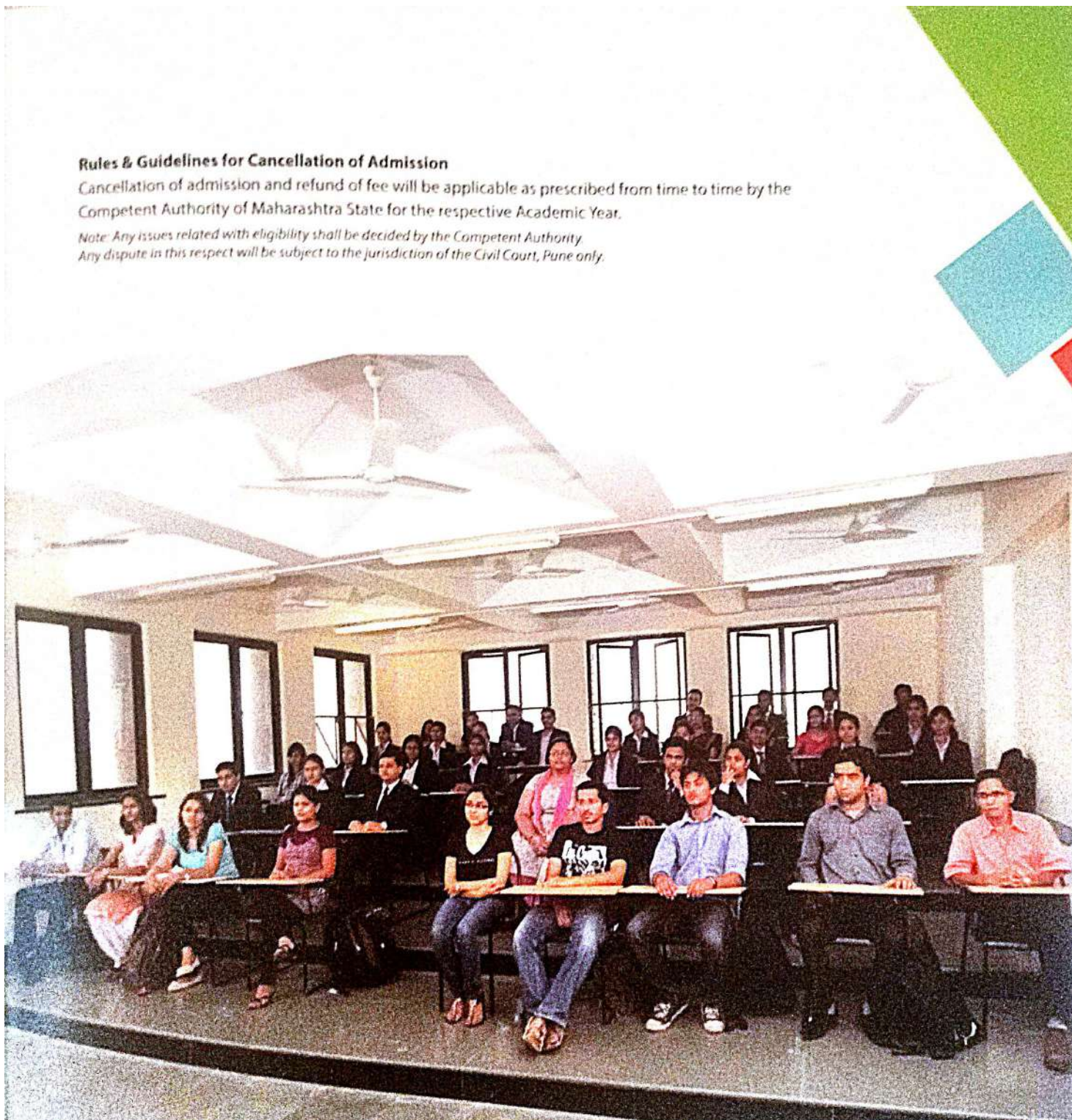
Selection Procedure for IndSearch MBA Programme

- i) Rules as published on <http://www.dtemaharashtra.gov.in>
- ii) Eligibility – Those with minimum 50% marks (including those appearing for final exams) at Graduation from a Statutory University and valid scores in any one of the following tests approved by the MHRD namely XAT/MAT/ATMA/CMAT/CAT score or MH-CET scores (45% marks at graduation in case of reserved category students).
- iii) For all types of candidates including minorities aspiring for admission under CAP seats, it is mandatory to get registered and get documents verified and confirmed at Admission Facilitation Centers notified by DTE, Maharashtra by paying prescribed fees.
- iv) For candidates aspiring for admission for 20% Institutional quota and vacant seats after CAP, it is a prerequisite and mandatory to get documents verified and confirmed at facilitation centers of DTE, Govt. Of Maharashtra, by paying prescribed fees.
- v) Only those candidates who have verified and confirmed documents at facilitation centers and having CAP Merit number shall be eligible for admission for all types of seats/quota.
- vi) Admission Counselling for 20% Institutional Level Seats (ILS) will commence in March 2018.
- vii) Students seeking admission for ILS quota must possess valid entrance examination score of any one of the MHRD approved tests viz. GMAT, CAT, MAT, ATMA, XAT or MAH- MBA/MMS CET 2018 at the time of admission counselling rounds.

Rules & Guidelines for Cancellation of Admission

Cancellation of admission and refund of fee will be applicable as prescribed from time to time by the Competent Authority of Maharashtra State for the respective Academic Year.

Note: Any issues related with eligibility shall be decided by the Competent Authority. Any dispute in this respect will be subject to the jurisdiction of the Civil Court, Pune only.



Alumni Speak



"It is a pleasure to share my experiences at IndSearch. IndSearch is an institute committed to giving the best to its students. I have benefited immensely from the valuable inputs that I received when at IndSearch. Apart from the regular classroom teaching we were exposed to various other Add-ons, that made us industry ready. IndSearch has always believed in quality education with values and the core values of honesty, ethics and integrity have become a part of the value system of each IndSearchian"

Mr. Sandeep Tidke
Co-founder & Director,
Credence One Associates Pvt. Ltd.



"IndSearch creates ethical and valued professionals ready for the modern workplace. IndSearch for me has always struck a wonderful balance between developing the individual and honing values."

Ms. Meghana Chitale
VP-Leading MNC



"IndSearch has always given me opportunities to explore. The environment is such that it helps you explore, and find many things about yourself. The nurturing environment helps build values which are so necessary for your corporate Life. I cherish my experience at IndSearch."

Mr. Shajan George, CDCDP
Technical Director-India
R&M India Pvt. Ltd.



"IndSearch is a remarkable institute where management education is seamlessly blended with culture, values and practical aspects through lots of industry interaction programs. As I reflect, I realize, its actually here at Indsearch, during formative years, that I honed my management knowledge and skills that helped me immensely in my career progression."

Mr. Ravindra Utgikar
Vice President, Corporate Strategy
and Marketing, Praj Industries Ltd.



"IndSearch is one of the oldest and best Management Institutes in Pune. With an excellent blend of academics and co-curricular and extra-curricular activities, IndSearch provides multiple opportunities to the students to develop their personality and skills. I am grateful to IndSearch for all that I have learnt and imbibed at IndSearch"

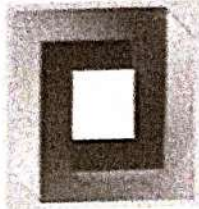
Ms. Pratima Salunkhe
Head HR Raychem
RPG Group



"IndSearch has moulded many students invoking their best. My years at IndSearch have helped me introspect, explore and build on my HR concepts. IndSearch is a home for many and there is something magical about IndSearch in the way each student is cared for. I am Indsearchian at heart and proud to be associated with the Institute."

Mr. Rajnish Borah
Head - Human Resources,
Travel, Shipping & Logistics, WNS Global





Visual and graphic design process

This IMPOSSIBLE SQUARE depicts the Four-Edged Management problems with complexities.



Management objectives as the central force.

Here the management education eases the problem-solving by a direct process.



Here the problem-solving is treated in responding by an indirect process.



Both processes in problem-solving are to give a composite solution to ease the complexities smoothly and effectively.

The Symbol

Symbol Design for the Indian Institute of Cost and Management Studies and Research, Pune, India.

The Symbol Design here depicts the Impossible Square as the composite and complex nature of the problem-solving process before the Corporate Management and that the enlightened management effectively handles impossible tasks with ease.

Both processes, handled subjectively and objectively as well as directly, are to give a composite solution.

At the centre is the centrifugal force in the sphere of creative and operative solutions.

The significance of the Impossible Square as shown in the first version is widely known to the management worldwide, which has been genuinely rendered for the desired exclusivity, here in this design representation.

Colour Scheme:

The Deep Blue (Pantone no: 541A/M-D) and the Deep Red (Pantone no: 220A) both are to give the depth both ways and are to denote contrast, yet give here a harmonious effect desired.

सत्यम् जगति संवसी ।



IndSearch



Indian Institute of Cost and Management Studies & Research (IndSearch)

(An autonomous Institute affiliated to Savitribai Phule Pune University formerly University of Pune, Autonomous status conferred and granted by University Grants Commission, Govt. of India, New Delhi)

Bavdhan Campus: 37/2/2/4, Bavdhan Khurd, Mulshi Road, Pune 411 021
Tel.: 020-22917000, 07719928660

Admission counseling office: IndSearch, 85/1, Law College Road, Erandavane, Pune 411 004

Tel.: 020-25431972 / 25441524 | www.indsearch.org | Email: search@indsearch.org, mbaadmission@indsearch.org



IndSearch

Indian Institute of Cost And Management Studies & Research (IndSearch)

(An autonomous institute affiliated to Savitribai Phule Pune University formerly University of Pune, & approved by AICTE Govt. of India, New Delhi)

2 year full time MBA degree approved by AICTE with Intensive specialisation from first year in Finance, Marketing, Human Resource Management, Information Technology & Operations and Supply Chain Management



IndSearch

Bridging Campus and Corporates



*If your actions inspire others to dream more,
learn more, do more and become more,
you are a leader.*

- John Quincy Adams



Dr. Ashok Joshi
Director General, IndSearch

- Founder Dean, Faculty of Management, University of Pune
- Former President, Association of Indian Management Schools
- President (2013-15), Association of Management Development Institutions in South Asia (AMDISA)

Director General's Communique

IndSearch was established in 1973 by a group of academicians and management professionals as an Institution devoted to teaching, training, consultancy and research in Management. The Institute has been recognized as an educational and research organization by the Government of Maharashtra and as an Advanced Centre for Doctoral Studies by the Savitribai Phule Pune University to which it is affiliated.

Recognizing more than forty five years of exemplary educational and research accomplishments, the UGC and the SPPU, granted Autonomy to IndSearch in July 2007. Autonomy provides the freedom to IndSearch to introduce need-based programmes and to enhance the syllabi of the existing programmes on a concurrent basis so that students get an enhanced learning experience preparing them for the changing needs of the business community. The degrees for all the courses offered by IndSearch are conferred by the Savitribai Phule Pune University, enabling IndSearch to provide cutting edge education built on the strong foundations of a respected University.

Students at IndSearch, experience a rich learning environment that helps them to excel in their chosen careers, while inculcating in them the core values of honesty, integrity and commitment. We help students to sharpen their skills and enhance their knowledge through various co-curricular and extracurricular activities. A unique blend of theory and practice makes IndSearch students an asset to the organizations that they work with.

I believe at IndSearch, you will have a fulfilling experience that will lead to a holistic development of your personality.

I welcome you as a prospective student to IndSearch.

Your Sincerely
Dr. Ashok Joshi



Dr. Aparna Tembulkar
Director, IndSearch

Director's Word of advice

Dear Student,

Thank you for the interest shown in IndSearch, Pune!!

A pioneer in Management education in Pune, IndSearch is committed to excellence in all its endeavours. Academic rigour and intellectual discipline are a part of the IndSearch culture through which we strive to create corporate citizens and entrepreneurs who can contribute to creating a vibrant and caring society.

IndSearch offers Master's degree courses in Business Administration (MBA) specializing in vital disciplines of Finance, Information Technology, Human Resource Management, Operations and Supply Chain Management and Marketing Management. The degree programmes follow a semester pattern and have a credit and grading system, which is at par with global standards. These degrees are awarded by the Savitribai Phule Pune University.

Our approach to teaching and learning has a clear business focus that encourages team working and the evolution of socially conscious thought-leaders. The teaching and learning pedagogy has innovative modules that incorporate Case Learning, Leadership Development, and International Languages etc. These courses enrich the curriculum and the teaching and learning process with inputs on contemporary issues of concern. Students of IndSearch are also sensitized with issues of Social Concern such as communal harmony, environmental awareness, conditions of work and livelihood in the unorganized sector and ethics.

IndSearch encourages proactive learning among its students. Self-organized small group activities, ranging from case discussions and field studies to industry analysis and projects, help our students link a strong theoretical foundation to workplace realities. Through these initiatives, we aim to develop:

- Analytical, Problem-Solving and Decision-Making Skills
- Awareness of the Socio-Economic Environment
- Personality and Leadership Qualities of our students

I wish you success in all your endeavours and welcome you to IndSearch.

*Yours Sincerely,
Dr. Aparna Tembulkar*

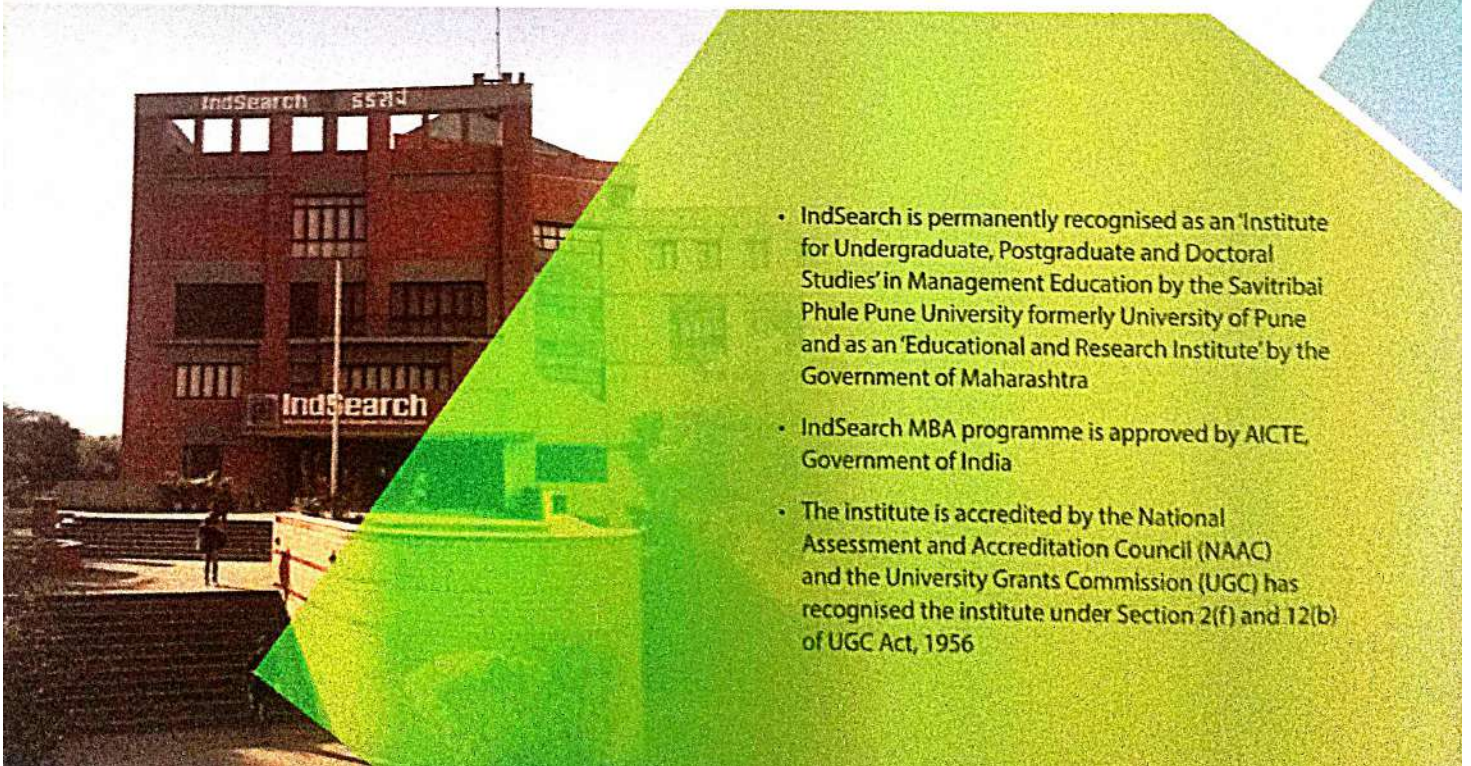


The autonomous status is a boon as the institute can design new courses and update the syllabi of various existing courses regularly, thus enhancing the quality of education on a continuous basis. This enables IndSearch to respond quickly to the needs of the industry as well as the student community.

Recognised and Accredited

For more than four decades, IndSearch has been a premier institution devoted to teaching, training, consultancy and research in management. Year after year, the institute has produced top class management professionals who have turned out to be highly successful business leaders in some of the leading national and international companies. The institute is also recognised for its meticulous and professional approach in the field of research.

Out of a total of 612 National Institutions, IndSearch is one of the 18 B-Schools to be conferred autonomous status within the University fold. This status has been granted in recognition of IndSearch's high standards in providing quality education, recommended by an expert committee appointed by the University Grants Commission to review the working of the institute.



- IndSearch is permanently recognised as an 'Institute for Undergraduate, Postgraduate and Doctoral Studies' in Management Education by the Savitribai Phule Pune University formerly University of Pune and as an 'Educational and Research Institute' by the Government of Maharashtra
- IndSearch MBA programme is approved by AICTE, Government of India
- The Institute is accredited by the National Assessment and Accreditation Council (NAAC) and the University Grants Commission (UGC) has recognised the institute under Section 2(f) and 12(b) of UGC Act, 1956

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Mock interviews, interaction with Alumni and test for Personality followed by Personal Guidance enable students to overcome their weaknesses.

Making students industry ready

IndSearch Career Development Cell, works towards grooming students to become dynamic, competent, socially conscious and ethical professionals. This overall development begins right from day one of the students life at IndSearch, which includes inputs in areas of core-competency, industry-preparedness and overall personality development.

The teaching-learning pedagogy at IndSearch ensures that students are well acquainted with not only theoretical but also practical aspects of their specialisation through presentations, experiential case learning workshops and assignments.

Strong academics

IndSearch is committed to excellence in all its endeavours and encourages academic rigour, intellectual discipline and sustained effort to maximise learning. IndSearch provides young management professionals a supportive environment in which they can assume responsibility for continuous self-development.

At IndSearch, students, scholars and Industry Experts share knowledge, skills and efforts to develop professionals who will contribute to building a vibrant economy and a caring society.

To cater to special needs of syllabi in light of certification by professional bodies and also to give students a competitive edge at global stage, IndSearch has crafted special teaching learning modules.



Creating dynamic leaders

IndSearch encourages its students to acquire knowledge through a number of interactive modules. Case studies are the preferred method of learning at IndSearch so as to stimulate and enhance intellectual capabilities of students such as their problem-solving, decision-making skills and team working skills instilling dynamic leadership qualities. IndSearch is proud of its alumni. Some of our distinguished alumni are...



Ms. Shubhalakshmi Panse
Former CMD,
Allahabad Bank



Ms. Rinita Laskar
Head HR,
Emerson



Mr. Sandeep Tidke
Cofounder & Director,
Credence One Associates
Pvt. Ltd.



Ms. Pratima Salunkhe
Head HR Raychem
RPG Group



Mr. Rajnish Borah
Head - Human Resources,
Travel, Shipping & Logistics,
WNS Global



Dr. Waman Parkhi
Partner,
KPMG



Ms. Meghana Chitale
Vice President,
Leading MNC



Mr. Tanveer Saulat
General Manager,
Synechron Technologies
Pvt. Ltd.



Mr. Ravindra Utgikar
Vice President, Corporate
Strategy and Marketing,
Praj Industries Ltd.



Ms. Neetal Vaidya
Director HR,
TIBCO Software Inc.



Mr. Jyotiprasad Gohain
HR - Business Partner,
John Deere



Hrishikesh Sowani
Founder & General Manager
Teknomics Systems Pvt. Ltd.



Special training modules and workshops

Corporate Interaction:

IndSearch has a sustained and ongoing relationship with the industry. With its innovative 'management development programmes' and 'consultancy projects' in the functional areas of management, it has successfully made forays into executive education.

Case Learning Workshop:

This module enables students' to study, understand and analyse real-life workplace situations and enables problem-solving through case based learning.

Soft Skills:

IndSearch grooms students to be Industry ready by imparting Soft Skills training. This includes modules on ethics & etiquettes, communication skills and presentation skills.

Nature and Biodiversity Trail:

Students are encouraged to organise trekking expeditions with the help of faculty members of the institute.

An Alliance with Creativity

(Srujananubhav):

Several activities in the areas of music, dance, sculpture, painting, film appreciation and in other areas of art are encouraged to sensitise the students and to enhance their creativity.

Skills Assessment Program (SAP):

IndSearch conducts an Skills Assessment Program (SAP) for MBA students. Under this program students undertake an online test and they are counselled by faculty. This program creates an awareness among the student about their own leadership skills and suitability of their personality for a particular profession.

Debating Union:

The IndSearch debating Union has been formed with an aim to help students improve their public speaking skills and also identify and analyze various problems and issues in a holistic manner. Participating in debates will not only enhance the knowledge of students but also increase their competence and boost their confidence.



Lessons from Life

Community Service:

As a socially responsible organization, IndSearch has always been actively involved in providing support to the needy people in the society.

A group of MBA students along with faculty members visit the schools in nearby villages and provide training of English to these school students.



The Entrepreneurship Cell (E-Cell):

E-Cell is the Entrepreneurship Cell formed by IndSearch MBA students.

Various activities, events, competitions to foster entrepreneurship skills are organised to help the students who either want to start their own venture or are preparing themselves to join the industry at top managerial positions.

Women Entrepreneurship Development Programme (WEDP):

The Women Entrepreneurship Development Programme (WEDP) is a societal training programme organised every year by IndSearch in collaboration with IndSearch Society. The programme is organised for training women in Entrepreneurship, with the support from Rotary Club and Jagruti Seva Sanstha, Pune.



Blood Donation:

IndSearch organises a blood donation camp on its premises every year in collaboration with a well known Public Hospital in Pune.

A Life Long Association (IndEx, IndSearch Alumni Network):

IndSearch alumni share their experiences and expertise with students to help them learn from the past, adapt to the present and benefit from the strong foundations built by the alumni accomplishments. IndSearch alumni have proven themselves as trusted professionals across industries and organisations in manufacturing, services, IT and small & medium enterprises as well as in big blue chip companies. Their hands on experiences help students in creating a realistic picture of corporate world.



MBA Syllabus Structure (Trimester Pattern, 102 Credits)

Effective from Academic Year 2019-2020

Trimester I (Common to All)						Total Credits (18)
Code	Subject Name					Credits
101	Managerial Accounting	Managerial Accounting	Managerial Accounting	Managerial Accounting	Managerial Accounting	4
102	Introduction to Marketing	Introduction to Marketing	Introduction to Marketing	Introduction to Marketing	Introduction to Marketing	4
103	Principles & Practices of Management and Organizational Behaviour	Principles & Practices of Management and Organizational Behaviour	Principles & Practices of Management and Organizational Behaviour	Principles & Practices of Management and Organizational Behaviour	Principles & Practices of Management and Organizational Behaviour	4
104	Business Communication	Business Communication	Business Communication	Business Communication	Business Communication	2
105	Managerial Economics - I	Managerial Economics - I	Managerial Economics - I	Managerial Economics - I	Managerial Economics - I	2
Electives (Any One from 106A & 106B and 106C Compulsary)						
106A	IT for Managers	IT for Managers	IT for Managers	IT for Managers	IT for Managers	1
106B	Indian History	Indian History	Indian History	Indian History	Indian History	1
106C	German Level I	German Level I	German Level I	German Level I	German Level I	1
Trimester II (Common to All)						Total Credits (20)
201	Financial Management	Financial Management	Financial Management	Financial Management	Financial Management	4
202	Legal Aspects of Business	Legal Aspects of Business	Legal Aspects of Business	Legal Aspects of Business	Legal Aspects of Business	4
203	Statistical Techniques and Research Methodology	Statistical Techniques and Research Methodology	Statistical Techniques and Research Methodology	Statistical Techniques and Research Methodology	Statistical Techniques and Research Methodology	4
204	Business Analytics	Business Analytics	Business Analytics	Business Analytics	Business Analytics	4
205	Managerial Economics - II	Managerial Economics - II	Managerial Economics - II	Managerial Economics - II	Managerial Economics - II	2

	Electives (Any One from 206A & 206B and 206C Compulsory)	Electives (Any One from 206A & 206B and 206C Compulsory)	Electives (Any One from 206A & 206B and 206C Compulsory)	Electives (Any One from 206A & 206B and 206C Compulsory)	Electives (Any One from 206A & 206B and 206C Compulsory)	
205A	Cyber Laws	Cyber Laws	Cyber Laws	Cyber Laws	Cyber Laws	1
206B	E Business	E Business	E Business	E Business	E Business	1
206C	German Level - II	German Level - II	German Level - II	German Level - II	German Level - II	1
Total Credits (18)						
Trimester III						
	Finance	Marketing	HR	Operations & SCM	I.T.	
301	Strategy and Enterprise Performance Management	Strategy and Enterprise Performance Management	Strategy and Enterprise Performance Management	Strategy and Enterprise Performance Management	Strategy and Enterprise Performance Management	4
302	Merchant Banking and Financial Services	Marketing Research	Human Resource Management	Supply Chain Management	Python Programming	4
303	Banking & Financial Institutions	Consumer Behaviour	Employee Relations	Logistics Management	ICT for Digital Business	4
	Electives (Any Two)	Electives (Any Two)	Electives (Any Two)	Electives (Any Two)	Electives (Any Two)	
304A	Risk Management	Product Pricing	Recruitment and Selection Lab	Maintenance Management	Software Testing	2
304B	Financial Regulatory Framework	CRM and E-CRM	Human Resource Information System	Purchasing & Supplier Relationship Management - I	Enterprise Resource Planning	2
304C	Financial Markets	Services Marketing	Organizational Design & Development	Quantitative Techniques in Operations Management	Data Base Management Systems	2
304D	Basics of Insurance	Product Management	Performance Management Systems	Six Sigma	Network Technologies	2
	Electives (Any One)	Electives (Any One)	Electives (Any One)	Electives (Any One)	Electives (Any One)	
305A	Company Analysis	Brand Management	Negotiation Skills	Theory of Constraints	Machine Learning	1
305B	Financial Modelling - Excel	Social Media Marketing	HRD Instruments	Quality Management	Mobile and Wireless Communication	1
	Electives (Any One)	Electives (Any One)	Electives (Any One)	Electives (Any One)	Electives (Any One)	
306A	Leadership Development	Leadership Development	Leadership Development	Leadership Development	Leadership Development	1
306B	Web Development	Web Development	Web Development	Web Development	Web Development	1
Total Credits (26)						
Trimester IV						
	Finance	Marketing	HR	Operations & SCM	I.T.	
401	Direct Taxation	International Marketing	Compensation Management, Benefits & Rewards	Production Planning & Control	Information Technology Service Management	4

402	Security Analysis and Portfolio Management	Integrated Marketing Communication	Environment, Health & Safety	Inventory Management	Software Engineering	4
403	Strategic Financial Management	Sales Management	Employment Laws - I	Operations Strategy	Business Intelligence and Analytics	4
404	Project Report	Project Report	Project Report	Project Report	Project Report	6
Electives (Any Two)		Electives (Any Two)	Electives (Any Two)	Electives (Any Two)	Electives (Any Two)	
405A	Indirect Taxation	Distribution & Logistics	Training & Development	Enterprise Resource Planning	SQL Server and OLTP	2
405B	Equity Research	Sports Marketing	Employee Engagement	Productivity Management	Ruby Programming	2
405C	Security Regulations	Marketing of Financial Services	Personnel Admin & Procedures	MRP I and MRP II	GIS and Remote Sensing	2
405D	Project Finance	Personal Selling Lab	Designing HR Policies	Purchasing & Supplier Relationship MGMT - II	e Governance	2
Electives (Any One)		Electives (Any One)	Electives (Any One)	Electives (Any One)	Electives (Any One)	
406A	Tally Accounting	Rural Marketing	Labour Welfare	World Class Manufacturing	Robotics and Artificial Intelligence	1
406B	Emerging Trends in Finance	Digital Marketing	Emerging Trends in HR	Green Logistics	Computer Animation and Image Processing	1
Electives (Any Two from 407A to 407D and 407E compulsory)		Electives (Any Two from 407A to 407D and 407E compulsory)	Electives (Any Two from 407A to 407D and 407E compulsory)	Electives (Any Two from 407A to 407D and 407E compulsory)	Electives (Any Two from 407A to 407D and 407E compulsory)	
407A	Performing Art Appreciation	Performing Art Appreciation	Performing Art Appreciation	Performing Art Appreciation	Performing Art Appreciation	1
407B	Excellence Models	Excellence Models	Excellence Models	Excellence Models	Excellence Models	1
407C	Business Values and Ethics	Business Values and Ethics	Business Values and Ethics	Business Values and Ethics	Business Values and Ethics	1
407D	MOOCS	MOOCS	MOOCS	MOOCS	MOOCS	1
407E	Industry Analysis	Industry Analysis	Industry Analysis	Industry Analysis	Industry Analysis	1
Trimester V					Total Credits (10)	
Finance		Marketing	HR	Operations & SCM	I.T.	
501	Strategic Cost Management	Strategic Marketing	Employment Laws - II	Strategic SCM	Software Project Management	4
Electives (Any One)		Electives (Any One)	Electives (Any One)	Electives (Any One)	Electives (Any One)	
502A	Entrepreneurship Development	Retail Marketing	Strategic HRM	Service Operations Management	Information Systems Audit	2
502B	Treasury Management	Tourism Marketing	PR and Corporate Communication	Project Management	Software Quality Assurance	2

	Electives (Any One)	Electives (Any One)	Electives (Any One)	Electives (Any One)	Electives (Any One)	
503A	Emerging Trends in Banking and Insurance	Laws Relating to Marketing	Competency Mapping	Lean Manufacturing	e Learning	1
503B	Corporate Taxation	Media Management	Change Management	Toyota Production System	Bioinformatics	1
	Electives (Any One from 504A to 504C and 504D Compulsary)	Electives (Any One from 504A to 504C and 504D Compulsary)	Electives (Any One from 504A to 504C and 504D Compulsary)	Electives (Any One from 504A to 504C and 504D Compulsary)	Electives (Any One from 504A to 504C and 504D Compulsary)	
504A	Film Appreciation	Film Appreciation	Film Appreciation	Film Appreciation	Film Appreciation	1
504B	Business Journalism	Business Journalism	Business Journalism	Business Journalism	Business Journalism	1
504C	Urban Development Analysis	Urban Development Analysis	Urban Development Analysis	Urban Development Analysis	Urban Development Analysis	1
504D	Field Study & Business Plan	Field Study & Business Plan	Field Study & Business Plan	Field Study & Business Plan	Field Study & Business Plan	2
	Trimester VI					Total Credits (10)
	Finance	Marketing	HR	Operations & SCM	I.T.	
601	International Finance	B2B Marketing	Score Card and PCMM	Knowledge Management in Supply Chain	Cyber Security and Forensics	4
	Electives (Any One)	Electives (Any One)	Electives (Any One)	Electives (Any One)	Electives (Any One)	
602A	Financial Restructuring	Export Documentation and Procedures	Global HRM	Man Material Flow in SCM	Internet Marketing	2
602B	Financial Products	Marketing 4.0	HR Metrics and HR Audit	Technology Management	Technical Writing	2
	Electives (Any One)	Electives (Any One)	Electives (Any One)	Electives (Any One)	Electives (Any One)	
603A	Options & Futures	Negotiation Skills	Skill Development	Quality Management Standards	Internet of Things	1
603B	Audit Systems	Cross Cultural Relations	Transactional Analysis	Business Process Re-engineering	Grid/ Cloud Computing	1
	Electives (Any One from 604A & 604B and 604C & 604D Compulsary)	Electives (Any One from 604A & 604B and 604C & 604D Compulsary)	Electives (Any One from 604A & 604B and 604C & 604D Compulsary)	Electives (Any One from 604A & 604B and 604C & 604D Compulsary)	Electives (Any One from 604A & 604B and 604C & 604D Compulsary)	
604A	Public Speaking	Public Speaking	Public Speaking	Public Speaking	Public Speaking	1
604B	Philosophy	Philosophy	Philosophy	Philosophy	Philosophy	1
604C	CSR & Sustainability	CSR & Sustainability	CSR & Sustainability	CSR & Sustainability	CSR & Sustainability	1
604D	Event Management	Event Management	Event Management	Event Management	Event Management	1

Committed to all round development

IndSearch Educational and IndSearch Society's Biodiversity Campus at Bawdhan has been developed to achieve sustainable development, which is socially relevant, and environmentally friendly. The institute is dedicated and committed to developing management professionals who will contribute to building a vibrant economy and caring society. This campus is a step further in making the students environmentally sensitive, which is the need of the hour. The Campus boasts of a modern five station gymnasium that helps budding bodybuilders with free facilities.

The campus is home to a number of diverse life forms. Several indigenous species of flora and fauna requiring protection for regeneration have been carefully cultivated. The campus has a centre for sports and creative activities, along with basketball and volleyball courts and a jogging track. A large amphitheatre has also been constructed using the natural slope of the hill for a natural outlook.

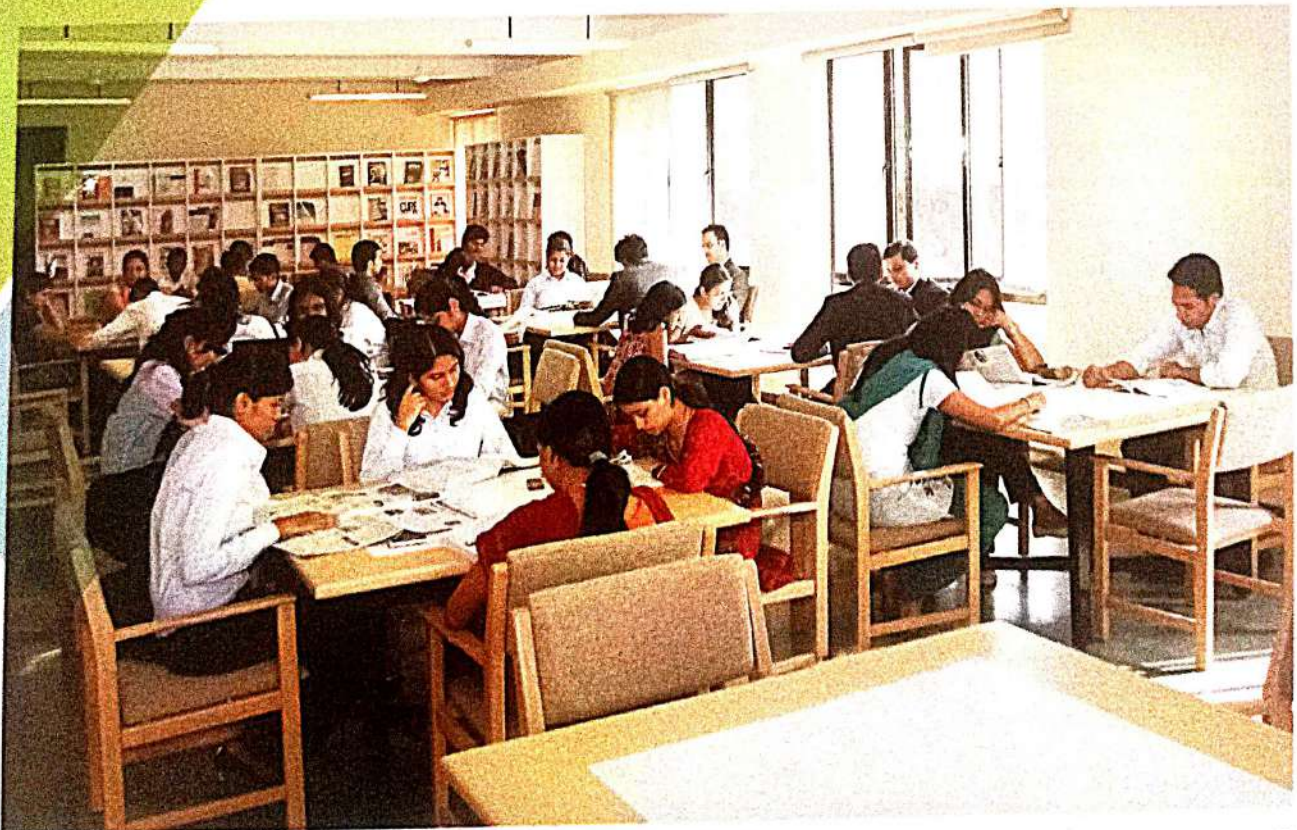


Excellence in research and a noteworthy industry interface

Realising the importance of Industry-Institution interface, IndSearch has signed a Memorandum of Understanding (MoU) with Anand ERP, an organization involved in providing ERP Software Solutions, implementation support and software consultancy. IndSearch also has a MoU with Synechron Technologies, an IT firm working extensively in the BFSI sector and URDIP. The objective of these MoU's is to bring real life experience into the classroom by Industry Experts and facilitating interaction between students and corporates.

At the helm of all research activities at IndSearch is Founder and Director General Dr. Ashok Joshi. Dr. Joshi who was on the Board of Governors of Veermata Jijabai Technological Institute (VJTI), Mumbai. He has also been nominated to the Board of Governors of Ch. Shahu Institute of Business Education and Research (SIBER), Kolhapur, an autonomous institute.

Being a recognized research centre of the Savitribai Phule Pune University formerly University of Pune, around 130 scholars received Doctoral degree from IndSearch.



Pramod Parkhi Centre for Banking, Finance and Insurance:

IndSearch has established the Pramod Parkhi Centre for Banking, Finance and Insurance in memory of Late Professor Pramod Parkhi. Professor Pramod Parkhi a distinguished practitioner, academician and Chairman of IndSearch passed away on 24th September 2011. The centre has been formed to provide a platform for new and innovative ideas in the field of Banking, Finance and Insurance.

Under the auspices of the Pramod Parkhi Centre for Banking, Finance and Insurance, every year IndSearch conducts an Intercollegiate Research paper Presentation Competition. This year the theme of the competition was "Growing NPAs and Future of Banking Industry". Some of the earlier themes were:

- Recent trends in Behavioural Finance
- Insurance Strategies
- Analysis of Union Budget
- Indian Banking – A paradigm shift, a grand leap forward
- GST – Paradigm Shift in Indirect Taxes

The Wisconsin Connection

The signing ceremony of MoU between IndSearch and University of Wisconsin (Park side)
Dr. Ashok Joshi, Director IndSearch and Dr. Fred Ebied, Provost and Vice Chancellor University of Wisconsin signing the MoU

Management Development Programs:

IndSearch has conducted Management Development Programs and training programs for the corporates. Recently IndSearch conducted a programme on "Financial Literacy and Investment Planning" in collaboration with the National Stock Exchange (NSE) for the Maharashtra Police Department. The Institute has also conducted MDPs for reputed corporate organizations like Forbes Marshall, Sany Heavy Industries and Baramati Cattlefield.

Consultancy:

The Institute offers consultancy services in Marketing, Management Information Systems, Financial Management, Environmental Management, Corporate Social Responsibility, Project Appraisal and Costing. Some of the major consultancy assignments undertaken in the recent past include:

- Preparation of a medium range marketing plan
- Strategy for Rashtriya Seva Dals' Aaple Ghar (A Project to give first class education for orphans and other needy children)
- Market potential for Sandwich panels for Chiron Lasting Solutions Pvt. Ltd.
- Consultancy to improve occupancy for Smart Hotels Pvt. Ltd.



Summer internship programme



Students take up summer internships for 6 to 8 weeks with leading organisations to get hands on experience of management practices in the corporate world.

The students can be given any work in their area of functional specialisation to understand organisational realities. Based on their work experience, students are required to prepare and submit a project report.

In Past our students have worked as Summer Interns with:

Thermax	Kutwal Foods	iLead Farmers Pvt. Ltd.
H&R Block India Pvt Ltd.	Epiroc	Tata Technologies
Atlas Copco Ltd.	WNS	Exide Life Insurance
Emerson Innovation Centre	Gujarat Apollo Industries Ltd.	Zuari Agro Chemicals Ltd.
Electronica Finsmart Solutions Pvt. Ltd.	Tata Motors	Orra Fine Jewellery
KPIT Cummins Infosystems	Bharat Forge Ltd.	Renaissance by Marriott
	BMC Software Inc.	

Our recruiters (alphabetic order)

- Aquatech Industries
- Baja Electricals Ltd.
- Candor Works
- Curologic Systems
- Deskera
- Emerson Innovation Centre
- Electronica Finance Ltd.
- Future Generali india Life Insurance Company Ltd.
- Futurism Technologies
- G.D. Apte & Co.
- HDFC
- Hummingbird Web Solutions Pvt. Ltd.
- KPIT Cummins Infosystems
- Maharashtra Natural Gas Ltd.
- Markets and Markets
- Prasanna Purple Mobility Solutions Pvt. Ltd.
- Pubmatic India Pvt. Ltd.
- Quantazone Software Pvt. Ltd.
- Rockware Technologies
- Saint Gobain India Pvt. Ltd.
- Smart Cloud Infoservices Pvt. Ltd.
- Suzlon
- Symantec Software India Pvt. Ltd.
- Tata Class Edge Ltd.
- Tech Mahindra
- Thermax Ltd.
- Thyssenkrupp Industries India Pvt. Ltd.
- Zensar Technologies

Faculty

Director General

Dr. Ashok Joshi

MMS, M.Com, MA, Ph.D

Director

Dr. Aparna Tembulkar

BA, MMS (Marketing), DMM, DERE, Ph.D

Deans

Dr. Sunita Joshi

Bsc, MMS (Systems), M.Lib, DCM, Ph.D

Dr. Satish Inamdar

M.Com, FCA, FCS, ACMA, Ph.D

Asst. Dean

Dr. Suwarna Shidore

B.Com, MCM, PGDBM, Ph.D

Honorary faculty

Dr. Ashok Joshi

Honorary Director General

Dr. Sunita Joshi

Honorary Dean

Honorary Visiting Professors

Dr. A. Sivathanu Pillai

Ph.D, Former Chief Controller of R & D - DRDO, Government of India; MD & CEO, BrahMos Missiles Ltd. Joint-Venture, Indo-Russia Project and Hon. Professor of Technology & Management at IndSearch

Dr. Milind Sathye

Ph.D, Professor of Finance at the University of Canberra, Australia and Hon. Professor of Financial Services at IndSearch

Professor Emeritus in Management Practices

Prof. M.K. Kanade

B.Com, CMA Cost and Financial Management

Sustainability Management

Dr. L. Ramakrishnan

M.Sc., Ph.D (Chem), Ph.D (Env Mgmt), FIEMA (UK), C Env. (UK)

Dr. Praveen Saptarshi

M.Sc., Ph.D

Prof. Kaustubh Moghe

M.Sc.

Ph.D. Guides

Dr. P.G. Deshmukh

M.Com., MMS, Ph.D

Dr. L. Ramakrishnan

M.Sc., Ph.D.(Chem), Ph.D (Env. Mgmt),

Dr. Sanhita Athawale

M.A., MBA, Ph.D

Dr. Ajay Kumar

B.Sc.(Ele), M.Sc.(Comp), Ph.D

Dr. Charusheela Birajdar

M.Com, LLB, Ph.D

Dr. Vishwanath Lele

MMS, Ph.D

Faculty Contd..

Marketing Management

Dr. Aparna Tembulkar

BA, MMS (Marketing), DMM, DERE, Ph.D

Dr. Jayant Panse

M.Sc., MMS, Dip E.Com, Ph.D

Prof. Manjari Lal

B.Sc., MBA (Computers), MBA (Marketing)

Prof. Sahil Shaha

M.Com., M.M.S. (Marketing), CFP
Academic Associate

Cost and Financial Management

Dr. Satish Inamdar

M.Com, FCA, FCS, ACMA, Ph.D

Prof. Rupali Gupte

B.Com, M.Com, ACMA

Prof. Devaki Jain

B.Com, M.Com, PGDFS, MBS, Dip in
Corporate Finance (University of Berkley)

Prof. Sham Wagh

M.Com., PGDM (IIM, Ahmedabad), ACMA

Prof. Sudhakar Kulkarni

M.Sc., C.F.P

Prof. Moushmi Shaha

M.Com., A.C.A.

Dr. Sharad Joshi

AICWA, PGDBA(IIM A), Ph.D

Dr. Vasudha Garde

B.Sc, MA, M.Phil, Ph.D

Dr. Preksha Singh

B.Com, M.Com, Ph.D

Information Technology Management

Dr. Suwarna Shidore

B.Com, MCM, PGDBM, Ph.D

Prof. Nilesh Jogalekar

B.Sc., MBA

Mr. Piyush Kulkarni

B.Sc. Computers, MCA

Mr. Aniruddha Limaye

B.Sc., MCM

Mr. Prashant Dhopavkar

DEE, BE, MA

Human Resource Management

Prof. Sunetra Gaitonde

BA, MPM

Prof. Shivangi Soman

B.Sc, MBA (HR)

Prof. Amey Tawde

BE, MBA (HR)

Prof. Ekta Salunkhe

MBA (Marketing & HR)

Prof. Tushar Halbe

M.A. (Eco), L.L.B., MMS, A.C.S.

Adv. Prof. C.A. Kale

B.Sc., L.L.B., DPMIR (Bom)

Dr. Shilpa Kulkarni

LLM, Ph.D

Operations and Supply Chain Management

Prof. Madhav Borwankar

BE(Mech.), M.Tech, FIIE,
Certified VDA Process Auditor & Trainer

Prof. Vijay Rajwade

BE, PGDM

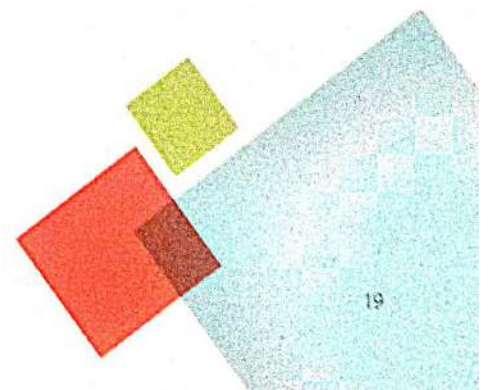
Prof. Ravi Phadke

B.Com, MBA (IB), PGDFT, PGD in
Materials & Logistics

Prof. Rajesh Dhake

BE, PGDIE, MDBA, PGDFS

Note: Faculty includes regular, adhoc, contract and visiting faculty.



Alumni Speak



"It is a pleasure to share my experiences at IndSearch. IndSearch is an institute committed to giving the best to its students. I have benefited immensely from the valuable inputs that I received when at IndSearch. Apart from the regular classroom teaching, we were exposed to various other Activities that made us industry ready. IndSearch has always believed in quality education with values and the core values of honesty, ethics and integrity have become a part of the value system of each IndSearchian!"

Mr. Sandeep Tidke
Co-founder & Director,
Credence One Associates Pvt. Ltd.



"IndSearch creates ethical and valued professionals ready for the modern workplace. IndSearch for me has always struck a wonderful balance between developing the individual and honing values."

Ms. Meghana Chitale
VP-Leading MNC



"IndSearch has always given me opportunities to explore. The environment is such that it helps you explore, and find many things about yourself. The nurturing environment helps build values which are so necessary for your corporate life. To cherish my experience at IndSearch."

Mr. Shajan George, CDCDP
Technical Director-India
RSM India Pvt. Ltd.



"IndSearch is a remarkable institute where management education is seamlessly blended with culture, values and practical aspects through lots of industry interaction programs. As I reflect, I realize, it's actually here at IndSearch, during formative years, that I honed my management knowledge and skills that helped me immensely in my career progression."

Mr. Ravindra Utgikar
Vice President, Corporate Strategy
and Marketing, Praj Industries Ltd.



"IndSearch is one of the oldest and best Management Institutes in Pune. With an excellent blend of academics and co-curricular and extra-curricular activities, IndSearch provides multiple opportunities to the students to develop their personality and skills. I am grateful to IndSearch for all that I have learnt and imbibed at IndSearch!"

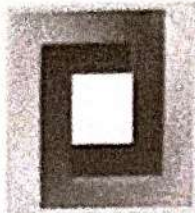
Ms. Pratima Salunkhe
Head HR Baychem
RPO Group



"IndSearch has moulded many students invoking their best. My years at IndSearch have helped me introspect, explore and build on my HR concepts. IndSearch is a home for many and there is something magical about IndSearch in the way each student is cared for. I am IndSearchian at heart and proud to be associated with the Institute."

Mr. Rajnish Borah
Head - Human Resources,
Travel, Shipping & Logistics, WNS Global





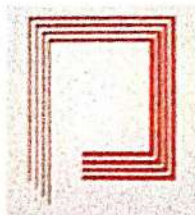
Visual and graphic design process

This IMPOSSIBLE SQUARE depicts the Four-Edged Management problems with complexities.



Management objectives as the central force.

Here the management education eases the problem-solving by a direct process.



Here the problem-solving is treated in responding by an indirect process.



Both processes in problem-solving are to give a composite solution to ease the complexities smoothly and effectively.

The Symbol

Symbol Design for the Indian Institute of Cost and Management Studies and Research, Pune, India.

The Symbol Design here depicts the Impossible Square as the composite and complex nature of the problem-solving process before the Corporate Management and that the enlightened management effectively handles impossible tasks with ease.

Both processes, handled subjectively and objectively as well as directly, are to give a composite solution.

At the centre is the centrifugal force in the sphere of creative and operative solutions.

The significance of the Impossible Square as shown in the first version is widely known to the management worldwide, which has been genuinely rendered for the desired exclusivity, here in this design representation.

Colour Scheme:

The Deep Blue (Pantone no: 541A,M-D) and the Deep Red (Pantone no: 220A) both are to give the depth both ways and are to denote contrast, yet give here a harmonious effect desired.

सम्यक् कर्मणो मयम् ।



IndSearch



Indian Institute of Cost and Management Studies & Research (IndSearch)

(An autonomous Institute affiliated to Savitribai Phule Pune University formerly University of Pune, Autonomous status conferred and granted by University Grants Commission, Govt. of India, New Delhi)

Bavdhan Campus: 37/2/2/4, Bavdhan Khurd, Mulshi Road, Pune 411 021
Tel.: 020-22917000, 07719928660

Admission counseling office: IndSearch, 85/1, Law College Road, Erandavane, Pune 411 004

Tel.: 020-25431972 / 25441524 | www.indsearch.org | Email: search@indsearch.org, mbaadmission@indsearch.org



IndSearch

Indian Institute of Cost And Management Studies & Research (IndSearch)

(An autonomous Institute affiliated to Savitribai Phule Pune University
formerly University of Pune, & approved by AICTE Govt. of India, New Delhi)

2 year full time MBA degree approved by AICTE with
Intensive specialisation from first year in Finance, Marketing,
Human Resource Management, Information Technology &
Operations and Supply Chain Management

समयात् जगति संशयो।



IndSearch

Bridging Campus and Corporates



*If your actions inspire others to dream more,
learn more, do more and become more,
you are a leader.*

- John Quincy Adams



Dr. Ashok Joshi
Director General, IndSearch

- Founder Dean, Faculty of Management, University of Pune
- Former President, Association of Indian Management Schools
- President (2013-15), Association of Management Development Institutions in South Asia (AMDISA)

Director General's Communique

IndSearch was established in 1973 by a group of academicians and management professionals as an Institution devoted to teaching, training, consultancy and research in Management. The Institute has been recognized as an educational and research organization by the Government of Maharashtra and as an Advanced Centre for Doctoral Studies by the Savitribai Phule Pune University to which it is affiliated.

Recognizing more than forty five years of exemplary educational and research accomplishments, the UGC and the SPPU, granted Autonomy to IndSearch in July 2007. Autonomy provides the freedom to IndSearch to introduce need-based programmes and to enhance the syllabi of the existing programmes on a concurrent basis so that students get an enhanced learning experience preparing them for the changing needs of the business community. The degrees for all the courses offered by IndSearch are conferred by the Savitribai Phule Pune University, enabling IndSearch to provide cutting edge education built on the strong foundations of a respected University.

Students at IndSearch, experience a rich learning environment that helps them to excel in their chosen careers, while inculcating in them the core values of honesty, integrity and commitment. We help students to sharpen their skills and enhance their knowledge through various co-curricular and extracurricular activities. A unique blend of theory and practice makes IndSearch students an asset to the organizations that they work with.

I believe at IndSearch, you will have a fulfilling experience that will lead to a holistic development of your personality.

I welcome you as a prospective student to IndSearch.

Your Sincerely
Dr. Ashok Joshi



Dr. Aparna Tembulkar
Director, IndSearch

Director's Word of advice

Dear Student,

Thank you for the interest shown in IndSearch, Pune!!

A pioneer in Management education in Pune, IndSearch is committed to excellence in all its endeavours. Academic rigour and intellectual discipline are a part of the IndSearch culture through which we strive to create corporate citizens and entrepreneurs who can contribute to creating a vibrant and caring society.

IndSearch offers Master's degree courses in Business Administration (MBA) specializing in vital disciplines of Finance, Information Technology, Human Resource Management, Operations and Supply Chain Management and Marketing Management. The degree programmes follow a semester pattern and have a credit and grading system, which is at par with global standards. These degrees are awarded by the Savitribai Phule Pune University.

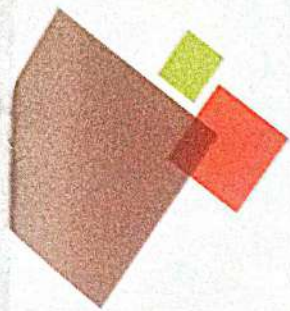
Our approach to teaching and learning has a clear business focus that encourages team working and the evolution of socially conscious thought-leaders. The teaching and learning pedagogy has innovative modules that incorporate Case Learning, Leadership Development, and International Languages etc. These courses enrich the curriculum and the teaching and learning process with inputs on contemporary issues of concern. Students of IndSearch are also sensitized with issues of Social Concern such as communal harmony, environmental awareness, conditions of work and livelihood in the unorganized sector and ethics.

IndSearch encourages proactive learning among its students. Self-organized small group activities, ranging from case discussions and field studies to industry analysis and projects, help our students link a strong theoretical foundation to workplace realities. Through these initiatives, we aim to develop:

- Analytical, Problem-Solving and Decision-Making Skills
- Awareness of the Socio-Economic Environment
- Personality and Leadership Qualities of our students

I wish you success in all your endeavours and welcome you to IndSearch.

*Yours Sincerely,
Dr. Aparna Tembulkar*



The autonomous status is a boon as the institute can design new courses and update the syllabi of various existing courses regularly, thus enhancing the quality of education on a continuous basis. This enables IndSearch to respond quickly to the needs of the industry as well as the student community.

Recognised and Accredited

For more than four decades, IndSearch has been a premier institution devoted to teaching, training, consultancy and research in management. Year after year, the institute has produced top class management professionals who have turned out to be highly successful business leaders in some of the leading national and international companies. The institute is also recognised for its meticulous and professional approach in the field of research.

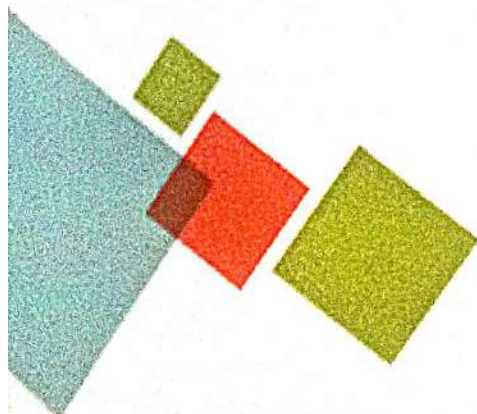
Out of a total of 612 National Institutions, IndSearch is one of the 18 B-Schools to be conferred autonomous status within the University fold. This status has been granted in recognition of IndSearch's high standards in providing quality education, recommended by an expert committee appointed by the University Grants Commission to review the working of the institute.



- IndSearch is permanently recognised as an 'Institute for Undergraduate, Postgraduate and Doctoral Studies' in Management Education by the Savitribai Phule Pune University formerly University of Pune and as an 'Educational and Research Institute' by the Government of Maharashtra
- IndSearch MBA programme is approved by AICTE, Government of India
- The institute is accredited by the National Assessment and Accreditation Council (NAAC) and the University Grants Commission (UGC) has recognised the institute under Section 2(f) and 12(b) of UGC Act, 1956

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Special training modules and workshops

Corporate Interaction:

IndSearch has a sustained and ongoing relationship with the industry. With its innovative 'management development programmes' and 'consultancy projects' in the functional areas of management, it has successfully made forays into executive education.

Case Learning Workshop:

This module enables students' to study, understand and analyse real-life workplace situations and enables problem-solving through case based learning.

Soft Skills:

IndSearch grooms students to be Industry ready by imparting Soft Skills training. This includes modules on ethics & etiquettes, communication skills and presentation skills.

Nature and Biodiversity Trail:

Students are encouraged to organise trekking expeditions with the help of faculty members of the institute.

An Alliance with Creativity

(Srujananubhav):

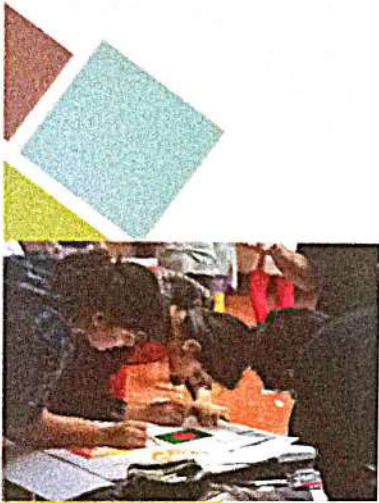
Several activities in the areas of music, dance, sculpture, painting, film appreciation and in other areas of art are encouraged to sensitise the students and to enhance their creativity.

Skills Assessment Program (SAP):

IndSearch conducts an Skills Assessment Program (SAP) for MBA students. Under this program students undertake an online test and they are counselled by faculty. This program creates an awareness among the student about their own leadership skills and suitability of their personality for a particular profession.

Debating Union:

The IndSearch debating Union has been formed with an aim to help students improve their public speaking skills and also identify and analyze various problems and issues in a holistic manner. Participating in debates will not only enhance the knowledge of students but also increase their competence and boost their confidence.



Lessons from Life

Community Service:

As a socially responsible organization, IndSearch has always been actively involved in providing support to the needy people in the society. A group of MBA students along with faculty members visit the schools in nearby villages and provide training of English to these school students.

The Entrepreneurship Cell (E-Cell):

E-Cell is the Entrepreneurship Cell formed by IndSearch MBA students. Various activities, events, competitions to foster entrepreneurship skills are organised to help the students who either want to start their own venture or are preparing themselves to join the industry at top managerial positions.

Women Entrepreneurship Development Programme (WEDP):

The Women Entrepreneurship Development Programme (WEDP) is a societal training programme organised every year by IndSearch in collaboration with IndSearch Society. The programme is organised for training women in Entrepreneurship, with the support from Rotary Club and Jagruti Seva Sanstha, Pune.

Blood Donation:

IndSearch organises a blood donation camp on its premises every year in collaboration with a well known Public Hospital in Pune.

A Life Long Association (IndEx, IndSearch Alumni Network):

IndSearch alumni share their experiences and expertise with students to help them learn from the past, adapt to the present and benefit from the strong foundations built by the alumni accomplishments. IndSearch alumni have proven themselves as trusted professionals across industries and organisations in manufacturing, services, IT and small & medium enterprises as well as in big blue chip companies. Their hands on experiences help students in creating a realistic picture of corporate world.





Hi-end Infrastructure

To provide a world class learning experience, IndSearch has created state-of-the-art infrastructure. The institute has spacious classrooms, tutorial rooms, seminar halls and auditorium equipped with audio-visual aids.

The library contains 42,830 volumes on various subjects and has a dedicated CD section. It subscribes to more than 200 leading national & international journals and two databases for digital library.

IndSearch campus is wi-fi enabled, has state-of-the-art computer lab, a cafeteria and student recreation centre, with indoor sports facilities.

Well Equipped Computer lab with latest hardware and software support

To provide its students with the best learning aids, IndSearch has a ergonomically designed Computer Lab where future managers will get an opportunity to nurture their skills and potential according to the needs of global market and as per the benchmark of the international standards.

The lab supports 24 x 7 Internet Access with the speed of 32 mbps (1:1). The hardware consist of branded hardware from Dell, IBM, Acer. The hardware consists of PowerEdge R40 Server, 12 Dell/Acer/IBM Laptops, 3 Scanners and 10 Printers. The institute believes in making learning creative and interactive by using computer networks. The systems in the computer labs are backed for power through UPS. The computer labs have latest state of art hardware and software. The powerful Cyberoam Firewall provides secure connectivity to the internet. The software consists of Windows 7, Windows 10, Windows Server 2012 R2, and Enterprise (32/64 Bit version).

Students work with the .NET Technology such as 2008/2010, Oracle, SP55, PageMaker, Adobe Photoshop, Java, Visual Studio 2010, Microsoft Exchange Server 2007/2010, and Microsoft SharePoint Server 2007/2010. The MSDN AA Subscription is available for students. The lab has large number of applications and System Software to provide better facility to the students.

Students work with .Net Technology such as 2008/2010, Oracle, SP55, Adobe Photoshop, Java, Visual Studio 2010. The lab has a large number of applications and System Software to provide better facilities to students.



Society, Environment & IndSearch:

IndSearch has always been sensitive towards social and environmental issues. The concept of IndSearch Biodiversity Campus is just a natural extension of this thought. Providing a holistic education amidst the environs of nature, a key concept behind having such a campus is to take education beyond the confines of classroom.

Some of the other activities undertaken by IndSearch like Community Service, The Entrepreneurship Cell (E-Cell), Women Entrepreneurship Development Programme (WEDP), Blood Donation Camp & A Life Long Association (IndEx, IndSearch Alumni Network), are a testimony of the institutes commitment towards the society & holistic grooming of the students.



MBA Syllabus Structure (Trimester Pattern, 102 Credits)

Effective from Academic Year 2019-2020

Trimester I (Common to All)					Total Credits (18)	
Code	Subject Name				Credits	
101	Managerial Accounting	Managerial Accounting	Managerial Accounting	Managerial Accounting	Managerial Accounting	4
102	Introduction to Marketing	Introduction to Marketing	Introduction to Marketing	Introduction to Marketing	Introduction to Marketing	4
103	Principles & Practices of Management and Organizational Behaviour	Principles & Practices of Management and Organizational Behaviour	Principles & Practices of Management and Organizational Behaviour	Principles & Practices of Management and Organizational Behaviour	Principles & Practices of Management and Organizational Behaviour	4
104	Business Communication	Business Communication	Business Communication	Business Communication	Business Communication	2
105	Managerial Economics - I	Managerial Economics - I	Managerial Economics - I	Managerial Economics - I	Managerial Economics - I	2
Electives (Any One from 106A & 106B and 106C Compulsory)		Electives (Any One from 106A & 106B and 106C Compulsory)		Electives (Any One from 106A & 106B and 106C Compulsory)		
106A	IT for Managers	IT for Managers	IT for Managers	IT for Managers	IT for Managers	1
106B	Indian History	Indian History	Indian History	Indian History	Indian History	1
106C	German Level I	German Level I	German Level I	German Level I	German Level I	1
Trimester II (Common to All)					Total Credits (20)	
201	Financial Management	Financial Management	Financial Management	Financial Management	Financial Management	4
202	Legal Aspects of Business	Legal Aspects of Business	Legal Aspects of Business	Legal Aspects of Business	Legal Aspects of Business	4
203	Statistical Techniques and Research Methodology	Statistical Techniques and Research Methodology	Statistical Techniques and Research Methodology	Statistical Techniques and Research Methodology	Statistical Techniques and Research Methodology	4
204	Business Analytics	Business Analytics	Business Analytics	Business Analytics	Business Analytics	4
205	Managerial Economics - II	Managerial Economics - II	Managerial Economics - II	Managerial Economics - II	Managerial Economics - II	2

	Electives (Any One from 206A & 206B and 206C Compulsory)	Electives (Any One from 206A & 206B and 206C Compulsory)	Electives (Any One from 206A & 206B and 206C Compulsory)	Electives (Any One from 206A & 206B and 206C Compulsory)	Electives (Any One from 206A & 206B and 206C Compulsory)	
206A	Cyber Laws	Cyber Laws	Cyber Laws	Cyber Laws	Cyber Laws	1
206B	E-Business	E-Business	E-Business	E-Business	E-Business	1
206C	German Level - II	German Level - II	German Level - II	German Level - II	German Level - II	1
Total Credits (18)						
Trimester III						
	Finance	Marketing	HR	Operations & SCM	I.T.	
301	Strategy and Enterprise Performance Management	Strategy and Enterprise Performance Management	Strategy and Enterprise Performance Management	Strategy and Enterprise Performance Management	Strategy and Enterprise Performance Management	4
302	Merchant Banking and Financial Services	Marketing Research	Human Resource Management	Supply Chain Management	Python Programming	4
303	Banking & Financial Institutions	Consumer Behaviour	Employee Relations	Logistics Management	ICT for Digital Business	4
	Electives (Any Two)	Electives (Any Two)	Electives (Any Two)	Electives (Any Two)	Electives (Any Two)	
304A	Risk Management	Product Pricing	Recruitment and Selection-Lab	Maintenance Management	Software Testing	2
304B	Financial Regulatory Framework	CRM and E-CRM	Human Resource Information System	Purchasing & Supplier Relationship Management - I	Enterprise Resource Planning	2
304C	Financial Markets	Services Marketing	Organizational Design & Development	Quantitative Techniques in Operations Management	Data Base Management Systems	2
304D	Basics of Insurance	Product Management	Performance Management Systems	Six Sigma	Network Technologies	2
	Electives (Any One)	Electives (Any One)	Electives (Any One)	Electives (Any One)	Electives (Any One)	
305A	Company Analysis	Brand Management	Negotiation Skills	Theory of Constraints	Machine Learning	1
305B	Financial Modelling - Excel	Social Media Marketing	HRD Instruments	Quality Management	Mobile and Wireless Communication	1
	Electives (Any One)	Electives (Any One)	Electives (Any One)	Electives (Any One)	Electives (Any One)	
306A	Leadership Development	Leadership Development	Leadership Development	Leadership Development	Leadership Development	1
306B	Web Development	Web Development	Web Development	Web Development	Web Development	1
Total Credits (26)						
Trimester IV						
	Finance	Marketing	HR	Operations & SCM	I.T.	
401	Direct Taxation	International Marketing	Compensation Management, Benefits & Rewards	Production Planning & Control	Information Technology Service Management	4

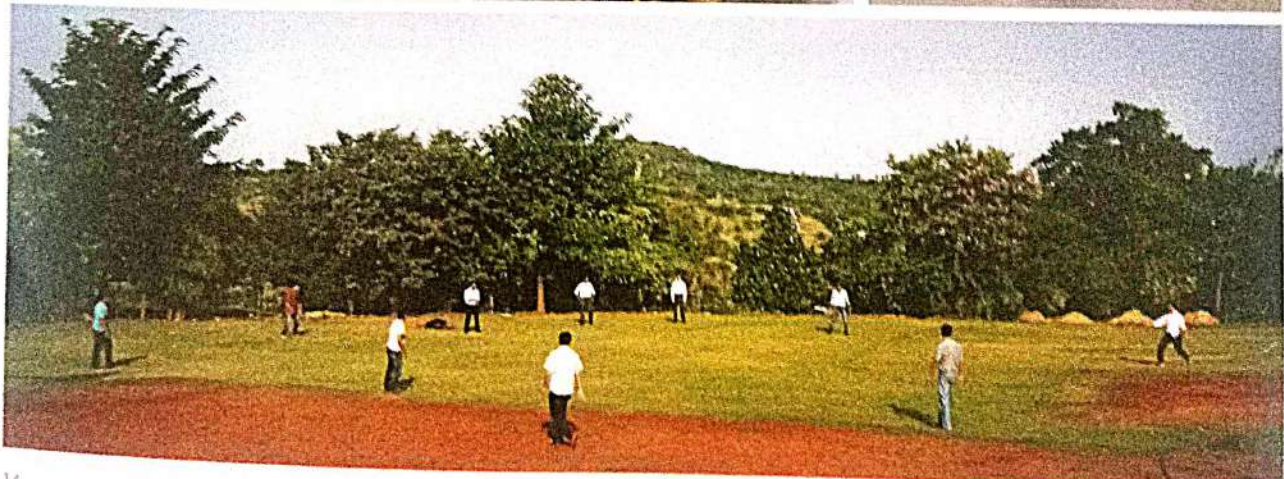
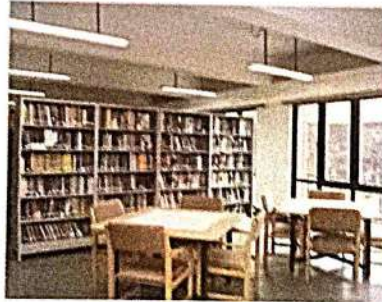
402	Security Analysis and Portfolio Management	Integrated Marketing Communication	Environment, Health & Safety	Inventory Management	Software Engineering	4
403	Strategic Financial Management	Sales Management	Employment Laws - I	Operations Strategy	Business Intelligence and Analytics	4
404	Project Report	Project Report	Project Report	Project Report	Project Report	6
Electives (Any Two)		Electives (Any Two)	Electives (Any Two)	Electives (Any Two)	Electives (Any Two)	
405A	Indirect Taxation	Distribution & Logistics	Training & Development	Enterprise Resource Planning	SQL Server and OLTP	2
405B	Equity Research	Sports Marketing	Employee Engagement	Productivity Management	Ruby Programming	2
405C	Security Regulations	Marketing of Financial Services	Personnel Admin & Procedures	MRP I and MRP II	GIS and Remote Sensing	2
405D	Project Finance	Personal Selling Lab	Designing HR Policies	Purchasing & Supplier Relationship MGMT - II	e Governance	2
Electives (Any One)		Electives (Any One)	Electives (Any One)	Electives (Any One)	Electives (Any One)	
406A	Tally Accounting	Rural Marketing	Labour Welfare	World Class Manufacturing	Robotics and Artificial Intelligence	1
406B	Emerging Trends in Finance	Digital Marketing	Emerging Trends in HR	Green Logistics	Computer Animation and Image Processing	1
Electives (Any Two from 407A to 407D and 407E compulsory)		Electives (Any Two from 407A to 407D and 407E compulsory)	Electives (Any Two from 407A to 407D and 407E compulsory)	Electives (Any Two from 407A to 407D and 407E compulsory)	Electives (Any Two from 407A to 407D and 407E compulsory)	
407A	Performing Art Appreciation	Performing Art Appreciation	Performing Art Appreciation	Performing Art Appreciation	Performing Art Appreciation	1
407B	Excellence Models	Excellence Models	Excellence Models	Excellence Models	Excellence Models	1
407C	Business Values and Ethics	Business Values and Ethics	Business Values and Ethics	Business Values and Ethics	Business Values and Ethics	1
407D	MOOCS	MOOCS	MOOCS	MOOCS	MOOCS	1
407E	Industry Analysis	Industry Analysis	Industry Analysis	Industry Analysis	Industry Analysis	1
Trimester V					Total Credits (10)	
Finance		Marketing	HR	Operations & SCM	I.T.	
501	Strategic Cost Management	Strategic Marketing	Employment Laws - II	Strategic SCM	Software Project Management	4
Electives (Any One)		Electives (Any One)	Electives (Any One)	Electives (Any One)	Electives (Any One)	
502A	Entrepreneurship Development	Retail Marketing	Strategic HRM	Service Operations Management	Information Systems Audit	2
502B	Treasury Management	Tourism Marketing	PR and Corporate Communication	Project Management	Software Quality Assurance	2

	Electives (Any One)	Electives (Any One)	Electives (Any One)	Electives (Any One)	Electives (Any One)	
503A	Emerging Trends in Banking and Insurance	Laws Relating to Marketing	Competency Mapping	Lean Manufacturing	e Learning	1
503B	Corporate Taxation	Media Management	Change Management	Toyota Production System	Bioinformatics	1
	Electives (Any One from 504A to 504C and 504D Compulsary)	Electives (Any One from 504A to 504C and 504D Compulsary)	Electives (Any One from 504A to 504C and 504D Compulsary)	Electives (Any One from 504A to 504C and 504D Compulsary)	Electives (Any One from 504A to 504C and 504D Compulsary)	
504A	Film Appreciation	Film Appreciation	Film Appreciation	Film Appreciation	Film Appreciation	1
504B	Business Journalism	Business Journalism	Business Journalism	Business Journalism	Business Journalism	1
504C	Urban Development Analysis	Urban Development Analysis	Urban Development Analysis	Urban Development Analysis	Urban Development Analysis	1
504D	Field Study & Business Plan	Field Study & Business Plan	Field Study & Business Plan	Field Study & Business Plan	Field Study & Business Plan	2
	Trimester VI					Total Credits (10)
	Finance	Marketing	HR	Operations & SCM	I.T.	
601	International Finance	B2B Marketing	Score Card and PCMM	Knowledge Management in Supply Chain	Cyber Security and Forensics	4
	Electives (Any One)	Electives (Any One)	Electives (Any One)	Electives (Any One)	Electives (Any One)	
602A	Financial Restructuring	Export Documentation and Procedures	Global HRM	Man Material Flow in SCM	Internet Marketing	2
602B	Financial Products	Marketing 4.0	HR Metrics and HR Audit	Technology Management	Technical Writing	2
	Electives (Any One)	Electives (Any One)	Electives (Any One)	Electives (Any One)	Electives (Any One)	
603A	Options & Futures	Negotiation Skills	Skill Development	Quality Management Standards	Internet of Things	1
603B	Audit Systems	Cross Cultural Relations	Transactional Analysis	Business Process Re-engineering	Grid/ Cloud Computing	1
	Electives (Any One from 604A & 604B and 604C & 604D Compulsary)	Electives (Any One from 604A & 604B and 604C & 604D Compulsary)	Electives (Any One from 604A & 604B and 604C & 604D Compulsary)	Electives (Any One from 604A & 604B and 604C & 604D Compulsary)	Electives (Any One from 604A & 604B and 604C & 604D Compulsary)	
604A	Public Speaking	Public Speaking	Public Speaking	Public Speaking	Public Speaking	1
604B	Philosophy	Philosophy	Philosophy	Philosophy	Philosophy	1
604C	CSR & Sustainability	CSR & Sustainability	CSR & Sustainability	CSR & Sustainability	CSR & Sustainability	1
604D	Event Management	Event Management	Event Management	Event Management	Event Management	1

Committed to all round development

IndSearch Educational and IndSearch Society's Biodiversity Campus at Baydhan has been developed to achieve sustainable development, which is socially relevant, and environmentally friendly. The institute is dedicated and committed to developing management professionals who will contribute to building a vibrant economy and caring society. This campus is a step further in making the students environmentally sensitive, which is the need of the hour. The Campus boasts of a modern five station gymnasium that helps budding bodybuilders with free facilities.

The campus is home to a number of diverse life forms. Several indigenous species of flora and fauna requiring protection for regeneration have been carefully cultivated. The campus has a centre for sports and creative activities, along with basketball and volleyball courts and a jogging track. A large amphitheatre has also been constructed using the natural slope of the hill for a natural outlook.

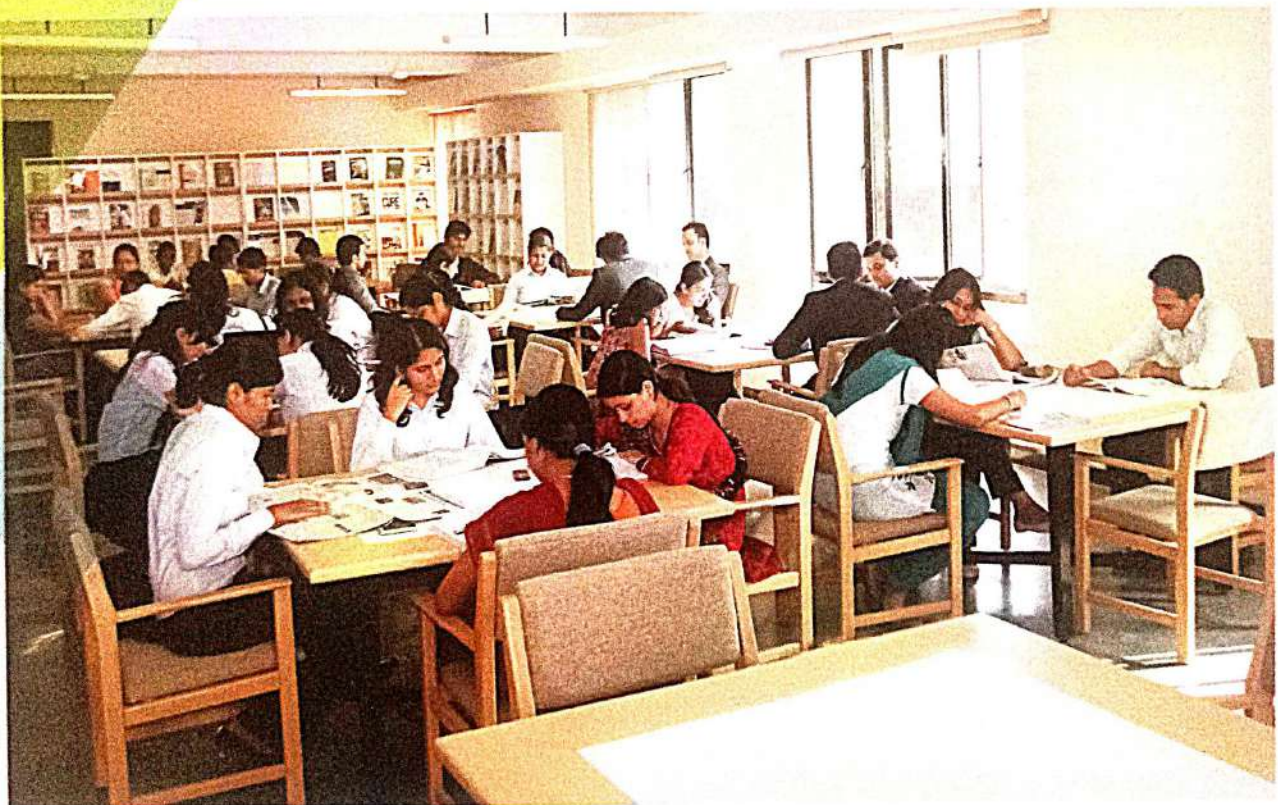


Excellence in research and a noteworthy industry interface

Realising the importance of Industry-Institution interface, IndSearch has signed a Memorandum of Understanding (MoU) with Anand ERP, an organization involved in providing ERP Software Solutions, implementation support and software consultancy. IndSearch also has a MoU with Synchro Technologies, an IT firm working extensively in the BFSI sector and URDIP. The objective of these MoU's is to bring real life experience into the classroom by Industry Experts and facilitating interaction between students and corporates.

At the helm of all research activities at IndSearch is Founder and Director General Dr. Ashok Joshi. Dr. Joshi who was on the Board of Governors of Veermata Jijabai Technological Institute (VJTI), Mumbai. He has also been nominated to the Board of Governors of Ch. Shahu Institute of Business Education and Research (SIBER), Kolhapur, an autonomous institute.

Being a recognized research centre of the Savitribai Phule Pune University formerly University of Pune, around 130 scholars received Doctoral degree from IndSearch.



Pramod Parkhi Centre for Banking, Finance and Insurance:

IndSearch has established the Pramod Parkhi Centre for Banking, Finance and Insurance in memory of Late Professor Pramod Parkhi. Professor Pramod Parkhi a distinguished practitioner, academician and Chairman of IndSearch passed away on 24th September 2011. The centre has been formed to provide a platform for new and innovative ideas in the field of Banking, Finance and Insurance.

Under the auspices of the Pramod Parkhi Centre for Banking, Finance and Insurance, every year IndSearch conducts an Intercollegiate Research paper Presentation Competition. This year the theme of the competition was "Growing NPAs and Future of Banking Industry". Some of the earlier themes were:

- Recent trends in Behavioural Finance
- Insurance Strategies
- Analysis of Union Budget
- Indian Banking – A paradigm shift, a grand leap forward
- GST – A Paradigm Shift in Indirect Taxes

The Wisconsin Connection

The signing ceremony of MoU between IndSearch and University of Wisconsin (Park side) Dr. Ashok Joshi, Director IndSearch and Dr. Fred Ebied, Provost and Vice Chancellor University of Wisconsin signing the MoU

Management Development Programs:

IndSearch has conducted Management Development Programs and training programs for the corporates. Recently IndSearch conducted a programme on "Financial Literacy and Investment Planning" in collaboration with the National Stock Exchange (NSE) for the Maharashtra Police Department. The Institute has also conducted MDPs for reputed corporate organizations like Forbes Marshall, Sany Heavy Industries and Baramati Cattlefield.

Consultancy:

The Institute offers consultancy services in Marketing, Management Information Systems, Financial Management, Environmental Management, Corporate Social Responsibility, Project Appraisal and Costing. Some of the major consultancy assignments undertaken in the recent past include:

- Preparation of a medium range marketing plan
- Strategy for Rashtriya Seva Dals' Aaple Ghar (A Project to give first class education for orphans and other needy children)
- Market potential for Sandwich panels for Chiron Lasting Solutions Pvt. Ltd.
- Consultancy to improve occupancy for Smart Hotels Pvt. Ltd.



Summer internship programme



Students take up summer internships for 6 to 8 weeks with leading organisations to get hands on experience of management practices in the corporate world.

The students can be given any work in their area of functional specialisation to understand organisational realities. Based on their work experience, students are required to prepare and submit a project report.

In Past our students have worked as Summer Interns with:

Thermax	Kutwal Foods	iLead Farmers Pvt. Ltd.
H&R Block India Pvt Ltd.	Epiroc	Tata Technologies
Atlas Copco Ltd.	WNS	Exide Life Insurance
Emerson Innovation Centre	Gujarat Apollo Industries Ltd.	Zuari Agro Chemicals Ltd.
Electronica Finsmart Solutions Pvt. Ltd.	Tata Motors	Orra Fine Jewellery
KPIT Cummins Infosystems	Bharat Forge Ltd.	Renaissance by Marriott
	BMC Software Inc.	

Our recruiters (alphabetic order)

- Aquatech Industries
- Baja Electricals Ltd.
- Candor Works
- Curologic Systems
- Deskera
- Emerson Innovation Centre
- Electronica Finance Ltd.
- Future Generali india Life Insurance Company Ltd.
- Futurism Technologies
- G.D. Apte & Co.
- HDFC
- Hummingbird Web Solutions Pvt. Ltd.
- KPIT Cummins Infosystems
- Maharashtra Natural Gas Ltd.
- Markets and Markets
- Prasanna Purple Mobility Solutions Pvt. Ltd.
- Pubmatic India Pvt. Ltd.
- Quantazone Software Pvt. Ltd.
- Rockware Technologies
- Saint Gobain India Pvt. Ltd.
- Smart Cloud Infoservices Pvt. Ltd.
- Suzlon
- Symantec Software India Pvt. Ltd.
- Tata Class Edge Ltd.
- Tech Mahindra
- Thermax Ltd.
- Thyssenkrupp Industries India Pvt. Ltd.
- Zensar Technologies

Admission Procedure

Eligibility

Students possessing following qualifications are eligible for admission to MBA course:

Those with a minimum 50% marks (including those appearing for Final exams) at Graduation from Statutory University* and valid XAT/MAT/CAT/CMAT/ATMA score or MH-CET scores.

**Statutory University means any of the Universities incorporated by an act of the central or state legislature in India or other educational institutions established by an act of Parliament or declared to be deemed as a University under Section 3 of the UGC Act, 1956 of minimum three years duration in any discipline recognised by the Association of Indian Universities, or possess an equivalent qualification recognized by the Ministry of HRD, Government of India.*

Certificates to be submitted

Selected students are to submit following certificates in original along with three photocopies.

1. Mark statements of all three years of graduation, XIIth and Xth
2. Passing or Degree Certificate
3. TC/College Leaving Certificate
4. Migration Certificate (for students, other than S.P. Pune University)
5. Duly notarized Gap Certificate, on Stamp Paper of Rs.10/- (wherever necessary)
6. Marriage Certificate (in case of married female students)
7. Caste Certificate (where applicable)
8. Attested photocopy of 'Aadhaar Card'
9. Caste Validity Certificate (where applicable)
10. Non-creamy Layer Certificate (where applicable)

The application form can be downloaded from our website and submitted along with a DD of Rs. 500/- drawn in favour of "Director, IndSearch" payable at Pune or paid at the time of personal interview.

Fees

- i) Fees per year: Rs. 86500/- inclusive of Tuition Fee, Development fee as fixed by the Fee Regulatory Authority for the AY 2018-19
- ii) One time refundable Library deposit at the time of admission; Rs. 5000/-
- iii) One time refundable Caution deposit at the time of admission: Rs. 5000/-
- iv) Selected candidates will have to pay fees by DD drawn in favour of "Director, IndSearch" payable at Pune at the time of admission.

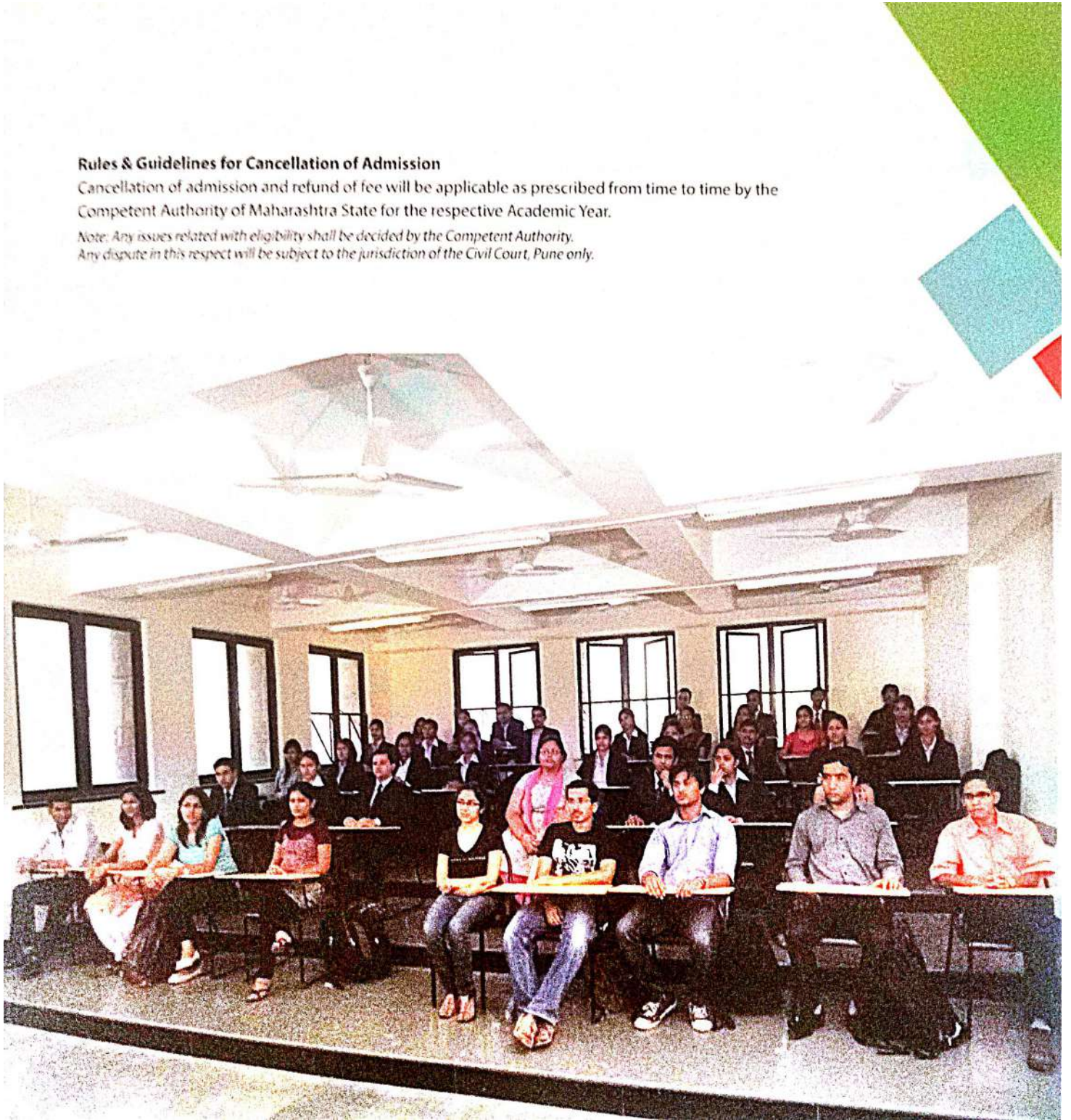
Selection Procedure for IndSearch MBA Programme

- i) Rules as published on <http://www.dtemaharashtra.gov.in>
- ii) Eligibility – Those with minimum 50% marks (including those appearing for final exams) at Graduation from a Statutory University and valid scores in any one of the following tests approved by the MHRD namely XAT/MAT/ATMA/CMAT/CAT score or MH-CET scores (45% marks at graduation in case of reserved category students).
- iii) For all types of candidates including minorities aspiring for admission under CAP seats, it is mandatory to get registered and get documents verified and confirmed at Admission Facilitation Centers notified by DTE, Maharashtra by paying prescribed fees.
- iv) For candidates aspiring for admission for 20% Institutional quota and vacant seats after CAP, it is a prerequisite and mandatory to get documents verified and confirmed at facilitation centers of DTE, Govt. Of Maharashtra, by paying prescribed fees.
- v) Only those candidates who have verified and confirmed documents at facilitation centers and having CAP Merit number shall be eligible for admission for all types of seats/quota.
- vi) Admission Counselling for 20% Institutional Level Seats (ILS) will commence in March 2018.
- vii) Students seeking admission for ILS quota must possess valid entrance examination score of any one of the MHRD approved tests viz. GMAT, CAT, MAT, ATMA, XAT or MAH- MBA/MMS CET 2018 at the time of admission counselling rounds.

Rules & Guidelines for Cancellation of Admission

Cancellation of admission and refund of fee will be applicable as prescribed from time to time by the Competent Authority of Maharashtra State for the respective Academic Year.

*Note: Any issues related with eligibility shall be decided by the Competent Authority.
Any dispute in this respect will be subject to the jurisdiction of the Civil Court, Pune only.*



Alumni Speak



"It is a pleasure to share my experiences at IndSearch. IndSearch is an institute committed to giving the best to its students. I have benefited immensely from the valuable inputs that I received when at IndSearch. Apart from the regular classroom teaching, we were exposed to various other Add-ons, that made us industry ready. IndSearch has always believed in quality education with values and the core values of honesty, ethics and integrity have become a part of the value system of each IndSearchian."

Mr. Sandeep Tidke
Co-founder & Director,
Credence One Associates Pvt. Ltd.



"IndSearch creates ethical and valued professionals ready for the modern workplace. IndSearch for me has always struck a wonderful balance between developing the individual and honing values."

Ms. Meghana Chitale
VP-Leading MNC



"IndSearch has always given me opportunities to explore. The environment is such that it helps you explore and find many things about yourself. The nurturing environment helps build values which are so necessary for your corporate life. I cherish my experience at IndSearch."

Mr. Shajan George, CDCCP
Technical Director-India
R&M India Pvt. Ltd.



"IndSearch is a remarkable institute, where management education is seamlessly blended with culture, values and practical aspects through lots of industry interaction programs. As I reflect, I realize, it's actually here at IndSearch, during formative years, that I honed my management knowledge and skills that helped me immensely in my career progression."

Mr. Ravindra Utgikar
Vice President, Corporate Strategy
and Marketing, Praj Industries Ltd.



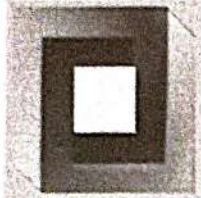
"IndSearch is one of the oldest and best Management Institutes in Pune. With an excellent blend of academics and co-curricular and extracurricular activities, IndSearch provides multiple opportunities to the students to develop their personality and skills. I am grateful to IndSearch for all that I have learnt and imbibed at IndSearch."

Ms. Pratima Salunkhe
Head HR Raychem
RPG Group



"IndSearch has included many students invoking their best. My years at IndSearch have helped me imbibe, explore and build on my HR concepts. IndSearch is a home for many and there is something magical about IndSearch in the way each student is cared for. I am IndSearchian at heart and proud to be associated with the institute."

Mr. Rajnish Borah
Head - Human Resources
Travel, Shipping & Logistics, WNS Global



Visual and graphic design process

This IMPOSSIBLE SQUARE depicts the Four-Edged Management problems with complexities.



Management objectives as the central force.

Here the management education eases the problem-solving by a direct process.



Here the problem-solving is treated in responding by an indirect process.



Both processes in problem-solving are to give a composite solution to ease the complexities smoothly and effectively.

The Symbol

Symbol Design for the Indian Institute of Cost and Management Studies and Research, Pune, India.

The Symbol Design here depicts the Impossible Square as the composite and complex nature of the problem-solving process before the Corporate Management and that the enlightened management effectively handles impossible tasks with ease.

Both processes, handled subjectively and objectively as well as directly, are to give a composite solution.

At the centre is the centrifugal force in the sphere of creative and operative solutions.

The significance of the Impossible Square as shown in the first version is widely known to the management worldwide, which has been genuinely rendered for the desired exclusivity, here in this design representation.

Colour Scheme:

The Deep Blue (Pantone no: 541A/M-D) and the Deep Red (Pantone no: 220A) both are to give the depth both ways and are to denote contrast, yet give here a harmonious effect desired.

तस्याम् जागर्ति संसमी ।



IndSearch



Indian Institute of Cost and Management Studies & Research (IndSearch)

(An autonomous Institute affiliated to Savitribai Phule Pune University formerly University of Pune, Autonomous status conferred and granted by University Grants Commission, Govt. of India, New Delhi)

Bavdhan Campus: 37/2/2/4, Bavdhan Khurd, Mulshi Road, Pune 411 021
Tel.: 020-22917000, 07719928660

Admission counseling office: IndSearch, 85/1, Law College Road, Erandavane, Pune 411 004

Tel.: 020-25431972 / 25441524 | www.indsearch.org | Email: search@indsearch.org, mbaadmission@indsearch.org



IndSearch