



***N. L. Dalmia***

***Institute of Management Studies and Research***

*(A School of Excellence of N. L. Dalmia Education Society)*

**MANDATORY DISCLOSURE  
2008-09**

# **MANDATORY DISCLOSURE**

Format as per AICTE letter 21<sup>st</sup> Feb 2006 (7) (b)

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- II. Name & Address of the Director
- III. Governance
- IV. Programs
- V. Faculty
- VI. Fee
- VII. Admission
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- X. Application form
- XI. List of applicants
- XII. Criteria for GD / PI
- XIII. Results

## **I. Name of the Institution**

N. L. Dalmia Institute of Management Studies and Research  
Srishti, Sector I, Mira road (E),  
Mumbai - 401 104.  
Maharashtra.

## **II. Name & Address of the Director**

Prof. P L Arya  
B.E, IIM - A

Residence: B - 51, Swastik,  
Sector III, Srishti,  
Miraroad (E), Mumbai - 401104  
Maharashtra

## **III. Governance**

- **Members of the Board and their brief background**

Shri Shivkumar Dalmia  
Member  
Industrialist

Shri Surendra Kumar Dalmia  
Member  
Industrialist

Shri Ashok Kumar Dalmia  
Member  
Industrialist

Shri Shailesh Dalmia  
Member  
Industrialist

Shri Hrishikesh A. Mafatlal  
Member  
Industrialist

Prof. A K Jain  
Member  
Academician

Prof. Dr. Thomas Mathew  
Nominee - AICTE  
Ex-officio

Prof. S K Mahajan  
Nominee - DTE  
Ex-officio

Prof. P L Arya  
Member - Secretary  
Academician

- **Members of Academic Advisory Body**

**INTERNAL**

Prof. P L Arya  
Director

Prof. A N Khedkar  
Dean - Academics  
Head - Marketing

Prof R Subramanian  
Professor of Marketing

Prof. N Bhatia  
Head - Finance

Prof. N Rajan  
Head - HR

Prof. A Benegal  
Head - Systems

**EXTERNAL**

Mr. Kiran Umrootkar  
President  
Shrenuj & Co.

Mr. Suresh Mhatre  
Principal Consultant  
TCS

Prof. S P Agarwal  
Management Consultant and Educator  
Ex- Director - A F Fergusson

Prof. D B Modak  
MD - Spectrum Business Solutions Pvt. Ltd.

Prof. Abhinandan K Jain  
Professor of Marketing  
IIM - A

- **Frequency of Board Meetings and Academic Advisory Body**
  - ✓ The Board of Governors meets twice in a year
  - ✓ The Academic Advisory Council meets once in a year
  
- **Organisational Chart and Processes**

Organisational Chart

Board of Governors > Director > Dean > Faculty / Non-Teaching Staff

Processes

- Academic (Director > Dean Academics > Faculty)
  - Lectures
  - Examinations
  - Seminars
  - Workshops
- Administration (Director > Chairperson of respective processes)
  - Admissions
  - Placements
  - Maintenance
  - Hostels
  - Others

Decision with regards to all the above functions is taken in monthly review meetings. Major decision relating to infrastructure and capital investment is taken in board meeting.

- Nature and Extent of involvement of faculty and students in academic affairs/improvements.

Regular feedback and suggestions are taken in structured format from students, in matters of inviting of guest faculties enhancing the library resources and other issues.

#### IV. Programs

|   |  |
|---|--|
| Name of Programme                                 | Masters' in Management Studies (MMS)<br>(Approved by AICTE & affiliated to University of Mumbai)   |
| Number of Seats                                   | 120  |
| Duration  | Two Year Full Time   |
| Cut Off mark for admission for the last two years | 2006-07 - 145 out of 240<br>2007-08 - 146 out of 240   |
| Fee   | As sanctioned by Shikshan Shulka Samiti :<br><br>Fees: Rs. 84,495/- plus charges on actual basis towards reimbursement of University share of fees, PG registration, Enrollment Fee, Exam Fees, Books, Study Material and Caution Deposit etc. |
| Placement Facilities                              | Provided to all students   |

|   |   |
|---|---|
| Name of Programme                                 | Post Graduate Diploma in Business Management (PGDBM)<br>(Approved by AICTE)   |
| Number of Seats                                   | 120   |
| Duration  | Two Year Full Time  |
| Cut Off mark for admission for the last two years | 2005-06 - 71 out of 100<br>2006-07 - 75 out of 100  |
| Fee   | As sanctioned by Shikshan Shulka Samiti :<br><br>Fees: Rs. 77,293/- plus charges on actual basis towards reimbursement of laptop cost, Blazer, Study Material, Books, Seminar Expenses and Exam fees etc. |
| Placement Facilities                              | Provided to all students  |

|                      |  |
|----------------------|--|
| Name of Programme    | Masters in Marketing Management<br>Masters in Financial Management<br>Masters in Human Resource Management & Development<br>(Approved by AICTE and affiliated to University of Mumbai) |
| Number of Seats      | MMM - 90 / MFM - 90 and MHRDM - 60 ----- Total = 240   |
| Duration             | Three Year Part Time   |
| Eligibility          | Graduates with minimum 2 years experience.   |
| Fee                  | Fees for academic year 2006-07 is as under:<br><br>Fees: Rs. 30,000/- plus PG registration charges, University share of fees, Study Material and books on actual basis.                |
| Placement Facilities | Program is for working executive   |

## **Campus Placement - Salary Details - COMMON TO BOTH MMS AND PGDBM**

Year 2007-08

100% Placement

Maximum Salary - Rs. 8.50 Lac

Average Salary - Rs. 5.00 Lac

Minimum Salary - Rs. 3.50 Lac

Year 2007-08

100% Placement

Maximum Salary: Rs. 7.80 Lac pa

Average Salary: Rs. 4 Lac pa

Minimum Salary: Rs. 3.0 Lac pa

Year 2005-06

100% Placement

Maximum Salary: Rs. 5.20 Lac pa

Average Salary: Rs. 3.75 Lac pa

Minimum Salary: Rs. 2.40 Lac pa

## V. Faculty

- **Number of Faculty Members**
  - Permanent - 30
  - Visiting - 49
  - Adjunct - 00
  - Guest Faculty - 31

## ○ Profile of Each faculty Member.

|  |  |  |
|--|--|--|
| <p><b>Prof. P. L. Arya</b><br/>Director<br/>B.E, PGDM (IIM - A)<br/>Finance &amp; MCS</p>  | <p><b>Prof. A. N. Khedkar</b><br/>Dean - Academics<br/>HoD - Marketing<br/>M. Tech (IIT), PGDMS<br/>Consumer Behaviour</p> | <p><b>Prof. R. Subramanian</b><br/>Chairperson - Placements<br/>Faculty - Marketing<br/>B. Tech (IIT), PGDM (IIM - A)<br/>Marketing Strategy</p> |
| <p><b>Prof. Naveen Bhatia</b><br/>Co-Chairperson - Placements<br/>Faculty - Finance<br/>B.E (BITS, Pilani), PGDM (IIM - B)<br/>FMI and Derivatives</p> | <p><b>Dr. Gulab Mohite</b><br/>Faculty - Finance<br/>M.Phil, Ph.D<br/>International Finance</p>                            | <p><b>Prof. Ashok Benegal</b><br/>Faculty - Systems<br/>B.Tech, PGDM (IIM - A)<br/>Information Technology</p>                                    |
| <p><b>Prof. Anil Gor</b><br/>Faculty - Finance<br/>M.Com, LL.M, MFM, FCS, CAIIB, MICA<br/>Mergers and Acquisitions</p>                                 | <p><b>Prof. K K Choudhary</b><br/>Faculty - HR<br/>Organisation Behaviour &amp; Development</p>                            | <p><b>Prof. A. K. Sinha</b><br/>Faculty - Operation<br/>M.Tech (IIT Kharagpur)<br/>Statistics &amp; OR</p>                                       |
| <p><b>Prof. Jyotsna Arya</b><br/>Faculty - Communication Skills<br/>B.Com, PGDBA</p>   | <p><b>Prof. Dipesh Maitra</b><br/>Faculty - Marketing<br/>MBA (USA)</p>  | <p><b>Dr. Sheetal Ajmera</b><br/>Faculty<br/>Ph.D (Maths)</p>  |
| <p><b>Prof. V. Date</b><br/>Faculty - Finance<br/>M.Com, LLB, CAIIB<br/>Economics</p>  | <p><b>Prof. Seema Saini</b><br/>Faculty - HR<br/>MHRD (USA)</p>  | <p><b>Prof. N. Rajan</b><br/>Faculty - HR<br/>B.Tech, PGDM<br/>OB and HRD</p>  |
| <p><b>Prof. R. J. Dias</b><br/>Faculty - Marketing<br/>M.Sc, MMM<br/>Sales and Distribution</p>  | <p><b>Prof. Shravan Rungta</b><br/>Incharge - Media Relations<br/>Faculty - Marketing<br/>B.Com, MMS, NET</p>              | <p><b>Prof. Dr. Wagh</b><br/>M.Com, MMS, Ph.D<br/>Marketing Research</p>   |
| <p><b>Prof. Sunil Saxena</b><br/>Faculty - Systems<br/>PGDBA<br/>MIS</p>   | <p><b>Prof. Sonal Sahay</b><br/>Faculty - Finance<br/>B.Com, CA<br/>Taxation and Accounting</p>                            | <p><b>Prof. Ronie D'Costa</b><br/>Faculty - Marketing<br/>B.Com, MMS<br/>Principle of Mgmt.</p>  |
| <p><b>Prof. Apurva Jeswani</b><br/>Faculty - Marketing<br/>B.Com, MMS<br/>Marketing Strategy</p>   | <p><b>Prof. Manish Sharma</b><br/>Faculty - Marketing<br/>B.Com, MMS<br/>Marketing Management</p>                          | <p><b>Prof. Shalini Suraj</b><br/>Faculty - Systems<br/>B.Tech, MSc.<br/>Operating Systems</p>   |
| <p><b>Prof. Poornima Asopa</b><br/>Faculty - Finance<br/>B.Com, ACA<br/>Direct and Indirect Tax</p>  | <p><b>Prof. Archana Sawant</b><br/>Faculty - Finance<br/>B.Com, M.Com<br/>Accounting</p>                                   | <p><b>Prof. Anil Bangde</b><br/>Faculty - Management<br/>B.Tech, MBM<br/>General Management</p>  |
| <p><b>Prof. Sheetal Mukhi</b><br/>Faculty - Finance<br/>MMS<br/>Taxation and Accountancy</p>   | <p><b>Prof. Esha Prabhakar</b><br/>MMS<br/>Research (Finance)</p>  | <p><b>Prof. G Jambekar</b><br/>LLM , FCS<br/>Law</p>   |

- **Number of faculty employed and left during the last two years.**

|                | Year 2008-09 | Year 2007-08 |
|----------------|--------------|--------------|
| Faculty Joined | 5            | 5            |
| Faculty Left   | 5            | 3            |

- **Profile of Director/Principal with qualification, total experience, age and duration of employment at the institute concerned.**

Name: Prof. P L Arya  
 Qualification: B. E, PGDM (IIM - A)  
 Total Experience: 34 Years  
 Age: 58 years  
 Joining Date: 01/08/1998

- **Whether student assessment of faculty is in force**

Yes, Student feedback is taken in a structured format.

## VI. Fee

- **Details of fee, as approved by State Fee Committee, for the Institution.**

|   |  |
|---|--|
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| Placement Facilities                              | Provided to all students   |

|                   |  |
|-------------------|--|
| Name of Programme | Post Graduate Diploma in Business Management (PGDBM) |
|-------------------|--|

|   |   |
|---|---|
|   | (Approved by AICTE)   |
| Number of Seats                                   | 120   |
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| Placement Facilities | Program is for working executive   |

- **Time schedule for payment of fee for the PGDBM program**

Uploaded on the website along with the merit list.

- **For MMS Program**

As per DTE, Maharashtra, Brochure

- **Fee waiver granted with amount and name of students**

Complete fee waiver granted to:

1. Mr. Atul Khedkar
2. Mr. Bhavesh Dalmia
3. Mr. Ankush Agarwal
4. Mr. Gaurav Agarwal
5. Mr. Gor Pratik
6. Mr. Vishnupriya Maheshwari
7. Mr. S Agarwal
8. Mr. Abhishek Ghosh

- **Number of scholarships offered by the institute with the name of students, duration and amount**

- i. Gold Medal + Rs. 5000/- cash given to PGDBM 2003-05 batch topper
- ii. Total cash prize given during intra-institute festival "Aakarshan 2005" (Rs. 35000/-)

- **Criteria for fee waivers/scholarships.**

Fee Waiver

- i. Sons and daughters of teaching/non-teaching staff
- ii. Students from economically weak background having first class academic records

Scholarship

- i. Based on academic performance.

## **VII. Admission**

- **Number of Seats sanctioned with the year of approval.**

MMS - 120 Seats (Year of Sanction - 2001-03)

PGDBM - 120 Seats (Year of Sanction - 2006-07)

- Number of Students admitted under various categories each year in the last two years.

**For MMS**

| Categories            | 2006- 07   | 2007-08    |
|-----------------------|------------|------------|
| Home University / CAP | 42         | 41*        |
| State Level Quota     | 04         | 09         |
| OMS Quota             | 04         | 09         |
| Minority              | 52         | 61         |
| MQ                    | 08         | -          |
| J & K                 | 01         | -          |
| <b>TOTAL</b>          | <b>121</b> | <b>120</b> |

\*One Student admitted through CAP in 2007-08 left the course in between and the seat could not be filled. Hence currently 119 students are enrolled for the academic year 2007-08 (Batch 2007-09)

**For PGDBM 2006-07 and 2007-08 (Total Seats: 120)**

All 120 students admitted on merit basis.

- **Number of applications received during the last two years.**

MMS - Admission held through CAP of DTE

#### **PGDBM - Applications received**

- 2007-09 - 2428
- 2008-10 - 3013

### **VIII. Admission Procedure**

- **Mention the admission test being followed, name and address of the test agency and its URL (website)**
  - i. CAT (IIMs)
  - ii. ATMA
  - iii. MAT
  - iv. JMET
  - v. XAT
  - vi. MH-CET (MBA/MMS)
- **Number of seats allotted to different test qualified candidates CAT, MAT, XAT, JMET, ATMA, CET, JEE (state conducted tests/University tests)**

No such bifurcation is done.

- **Calendar**

Academic Calendar 2008-09 - PGDBM would be listed soon on the website

**\* For MMS please refer to the DTE brochure.**

## IX. Criteria and Weight ages for admission (PGDBM Program)

### Selection Criteria

| Particulars  | Weightage   |
|--|-------------|
| CET/CAT/MAT/ATMA/XAT/JMET<br>(Written test score only) | 30%         |
| PAR : SSC  | 5%          |
| HSC  | 5%          |
| Graduation   | 5%          |
| Work Experience  | 5%          |
| Extra curricular achievements                          | 5%          |
|  | <b>55%</b>  |
| Other Parameters                                       |             |
| PI   | 25%         |
| GD with a group of 8 -10 students                      | 15%         |
| Essay Writing (for written<br>communication ability)   | 5%          |
|  | <b>45%</b>  |
| <b>Grand Total</b>                                     | <b>100%</b> |

- Rationalization of various written test score is done.

## X. Application form

- Downloadable from website in pdf format ([www.nldalmiamgmt.org](http://www.nldalmiamgmt.org))
- Available at the institute in person.

## XI. List of applicants

Submitted to DTE.

## XII. Criteria for GD / PI

- Norms adopted for calling the candidates for GD and PI  
All applicants are called for GD and PI (Group Discussion and Personal Interviews). The dates are given to them in advance.
- Attributes for evaluation in GD/Interview  
The following parameters are considered:

1. Communication Skills
2. Team Skills
3. Listening Skills
4. Attitude
5. Body Language
6. General Knowledge

## XIII. Results

Displayed on the institute notice board and website.