

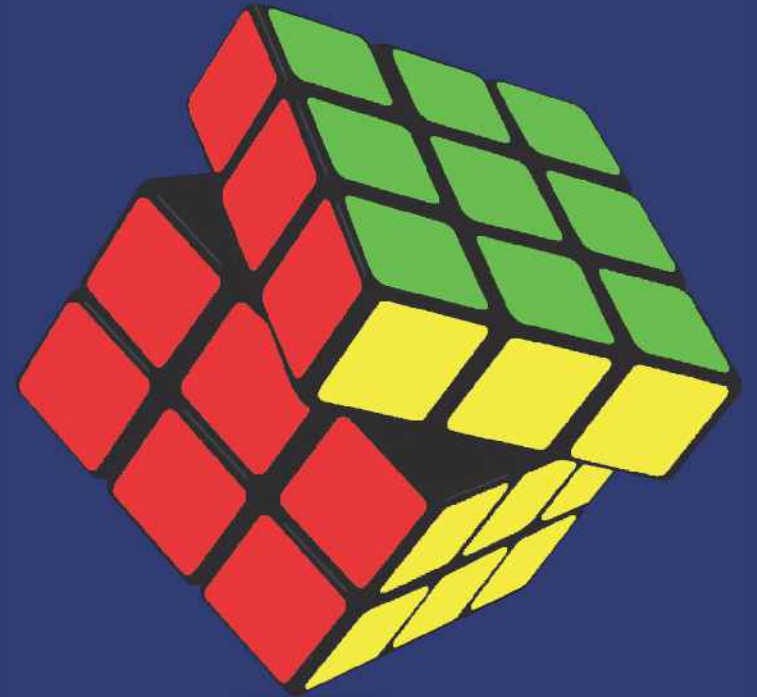


# St. Francis Institute of Management And Research

Approved by AICTE and Affiliated to University of Mumbai • An ISO 9001:2008 Certified Institute

## PLACEMENT BROCHURE 2016 – MMS & PGDM

**FOSTERING THE  
RIGHT CONNECT...**



*Our Talent Today, Your Asset Tomorrow*



## VISION

“To flourish as a seat of learning of international standards for developing an entrepreneurial class of value-based industrial leaders empowered with techno-managerial competence to sustain innovation for building global business of the future.”

## QUALITY POLICY

“SFIMAR is committed to the endeavour of transforming students into Global Business Leaders by continual improvement in its services through a student-centric approach, innovations in our pedagogy and rigorous selection, development and upgradation of its faculty, while meeting the regulatory and statutory requirements.”





## THE INSTITUTE

St. Francis Institute of Management and Research (SFIMAR) is a premier Management Institute, affiliated to the University of Mumbai and approved by AICTE. SFIMAR was established by the Congregation of Franciscan Brothers in the year 2002. The St. Francis Group celebrated its centenary in the year 2008. The function was inaugurated by the Former President, late Dr. A. P. J. Abdul Kalam.

The Institute offers two-year full-time Management Programme of University of Mumbai viz. "Master of Management Studies (MMS)" and AICTE approved Programme "Post Graduate Diploma in Management (PGDM)". The specializations offered are Marketing, Finance, Human Resources, Information Technology & Operations. The Institute is currently running the 14th batch of MMS & 3rd Batch of PGDM Programme.

It also offers AICTE approved Part-Time Programmes of University of Mumbai viz. "Masters in Financial Management (MFM)" & "Masters in Marketing Management (MMM)".

SFIMAR has been awarded the ISO 9001:2008 certification by Det Norske Veritas Management (DNV) in 2007 and is maintaining it consistently thus assuring the prescribed high quality of students by having robust academic and allied systems in place. SFIMAR is one of the top ranked B-Schools in Mumbai.

SFIMAR has a consistent track record of 100 per cent results and 100 per cent placement. It also ensures continuous industry-institution interaction and training in a holistic environment. Central to the Institute's success is a team of dynamic, skilful and resourceful faculty who create a deep understanding of business through their pedagogy, research, business consulting, entrepreneurship development, advisory services and community development.

SFIMAR plays the role of a catalyst in developing a professionally skilled pool of human capital, essential to the country's development and progress.

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## Chairman's Message

St. Francis Institute of Management and Research has completed thirteen years of outstanding performance as a Management Institute of high social and economic influence and is located in a serene natural setting in the western commercial suburb of Mumbai. The Institute focusses on creating a learning environment to enable students to identify right human values and also to inculcate in them a sense of personal identity and growth. Consequently, our students are learning to accept duties and responsibilities with work discipline, innovative abilities, leadership skills and ideal values. Transformational leadership abilities are also fostered through innovative teaching methods pursued by a dedicated team of faculty, corporate and entrepreneurs through processes of observing, listening, modeling, researching, implementing, active discussions and continuous improvement. Here the students see research as a basic competence and tool for effective decision-making and performance management. The Director of our Institute, Dr. Subhransu Mohanty has chalked out a structured process for improving quality of education as well as the overall growth of the Institute, development of its faculty and students by focusing on key areas such as employability skills, strengthening research activities, leveraging technology to improve efficiency and engaging more with Academia, Industry and Community. So, every student who gets admitted to the MMS and PGDM programme is assured of a bright and promising start to his/ her career. We are confident that the corporate world can look forward to meet the needs of their human resource from our graduating students.



Bro. Alphonse Nesamony  
Chairman

*"Thinking is the capital, Enterprise is the way, and Hard Work is the solution"*

*– Dr. A. P. J. Abdul Kalam.*



## Director's Message

At St Francis Institute of Management and Research (SFIMAR) our mission is to develop future leaders of the world who are competent, committed, competitive and compassionate. SFIMAR's graduates are groomed to be enablers of positive change for those they serve. Their enthusiasm, sharp intellect, ability to implement sustainable solutions and act ethically are desirable qualities in industry. SFIMAR places great emphasis on industry collaborations and developing an entrepreneurial spirit in its students. The rigorous curriculum delivered by our highly qualified and experienced faculty, coupled with the determination and innovative mind-set of our future management leaders, make them a fitting choice for today's dynamic businesses. As future leaders, they have embraced the concept of Stewardship- that is, putting aside their self-interests for the betterment of others, taking care of resources, being passionate about leaving things better than they found them.

Since its inception in 2002, SFIMAR has an enviable track record of nearly 100 per cent placements every year. I am very proud to present our new cohort of MMS and PGDM graduating students who are well-equipped to make a significant contribution to business transformation. I wish them great progress in their career.



Dr. Subhansu Sekhar Mohanty  
Director

*"The most important thing is a person. A person who incites your curiosity and feeds your curiosity; and machines cannot do that in the same way that people can."*

– Steve Jobs

## MCRP's Message

Dear Recruiter,

SFIMAR is being recognised amongst industry recruiters, competitors, alumni, students and all other stake holders for its quality of education, ethical values system and innovative pedagogy. We strive to achieve academic excellence and develop the ability of critical thinking & effective decision-making amongst our student fraternity.

Career development, which is an ongoing process, is an integral part of the Institute's vision. The Career Development Centre (CMC) is prepared to assist students in applying their particular combination of interests, abilities, values and capabilities to a systematic search of the potential professional and educational opportunities. CMC arranges various career-related programmes and grooming sessions to train students to meet the corporate challenges.

Moreover, to create a sense of entrepreneurship, projects are assigned to the students which they execute as a real business enterprise. It enables students to have hands-on experience in management. In today's world, the organizations need more and better human resources that can think critically and implement existing or new resources effectively.

SFIMAR has students with a varied talent pool. We invite you to recruit the right talent for your esteemed organization and steer them towards their bright future.

We believe that the SFIMAR talent you recruit today will surely be an asset to your organization tomorrow.



**Sangeeta Varma**  
Manager Corporate Relations & Placements (MCRP)

*"Climbing to the top demands strength,  
whether it is to the top of Mount Everest or  
to the top of your career"*

*– Dr. A. P. J. Abdul Kalam.*



## Boards of Governors

S. No.	Name	Designation
1	Bro. Jose Valliara	President, Trustee
2	Bro. Mathew Thekkemury	Vice- President, Trustee
3	Bro. George Thottiyil	General Councilor
4	Bro. Dominic Polaprayil	General Councilor
5	Bro. Alphonse Nesamony	Chairman, SFIMAR
6	Bro. K. C. Joseph	Registrar, SFIMAR
7	Dr. Subhransu Sekhar Mohanty	Director & Member Secretary - SFIMAR
8	Bro. Melchior Tom	Director, SFIT
9	Bro. Stany Mittathanical	Director, SFIAD
10	Mr. Albert D'Souza	Chairman, Aldel Education Trust
11	Mr. Augustine Kurias	Director, Zenith Birla (India) Ltd
12	Mr. George Castelino	Director, M Power Energy Associates
13	Dr. Thomas Mathew	Advisor, SFIMAR
14	Fr. E. Abraham	Director, XLRI Jamshedpur
15	Mr. M. V. N. Rao	Vice- President, L&T Infotech
16	Prof. M. S. Pillai	Founder, President & Director, SCMLD
17	Mr. G. Sunder	CEO, Onida
18	Mr. Shailesh Naidu	Advocate, Bombay High Court

## Academic Advisory Council

The Council consist of the Chairman, Director, Program Heads & Representatives from eminent Institutes & Corporates. Its objective is to establish an industry-academia think-tank to assist the Institute in its drive towards designing and offering programmes suitable to future industry needs so as to bring it on par with the top institutes in India.

## Local Managing Committee

S. No	Name	Designation
1	Bro. Alphonse Nesamony	Chairman
2	Dr. Subhransu S. Mohanty	Director - Member Secretary
3	Bro. Dominic Polaprayil	General Councilor
4	Bro. K. C. Joseph	Registrar - Administrative Representative
5	Dr. G. Ramesh	Representative of Teachers
6	Dr. Sulbha Raorane	Representative of Teachers
7	Prof. Vaishali Kulkarni	Representative of Teachers
8	Ms. Bloswita Rodrigues	Representative of Non-Teaching Staff & Member Secretary
9	Mr. Dominic D'Souza	Industry Representative

## Placement Advisory Council

The Council consist of the Chairman, Director, Placement Head, Program Heads, renowned Corporate Members & Senior Alumni Representatives. Its objective is to establish an industry-institute interaction which will deliberate our institute talent pool, industry requirements, employment trends with respect to specific management fields and to improve the placement standards.





## Faculty

Dr. Subhransu Sekhar Mohanty	Ph.D., MBA, M.Com. ( <i>Director</i> )
Dr. Thomas Mathew	Ph.D., MBA, ME, PGD (IE), B.E. ( <i>Advisor</i> )
Dr. G. Ramesh	Ph.D., M. Phil., MBA, M.Sc., FDP (IIM - Indore), UGC NET ( <i>Programme Head MMS</i> )
Dr. Sulbha Raorane	Ph.D., M.Phil., CHR, MBA, M.Com., LL.M, ( <i>Programme Head PGDM</i> )
Dr. Natika Poddar	Ph.D., ICWAI (Inter), PGDFM, CPCM, DTM, MBA, M.Phil., M.Com., ( <i>Programme Head Part Time</i> )
Dr. Smita Jesudasan	Ph.D., MBA, M.Phil., M.Com., UGC-NET (Management), UGC-NET (Commerce)
Mr. Jackson John	MBA, M.Sc., FDP (IIM – Kozhikode)
Mr. Jestin Johnny	MBA - Marketing, DHRM, B.Com.
Mr. Kiran Rodrigues	MMS, UGC-NET - Management
Mr. Pushkar Parulekar	MMS- Finance, B.E. - EXTC, UGC-NET
Mr. Paul P. Alukal	B.Tech., PGDM
Ms. Renita Dsouza	MMS – IT, B.Sc. (IT),
Ms. Sanchayata Banerjee	PGDM (Marketing), M.A. – Economics, M.A. - Applied Maths,
Ms. Shilpa Peswani	PGDFM, M.Com., FCMA, UGC-SET (Commerce), Ph. D*
Ms. Simmi R. Prasad	MBA, M.A. (Public Ad.), B.Sc., UGC-NET, Ph. D*
Ms. Sinimole K. R.	M.Sc. (Oprs. & Comp), Ph. D*
Ms. Sujeesha Naidu	MBA, M.Phil., CDAC, Ph. D*
Mr. Tushar R. Panigrahi	MBA (Finance), M.A., B.A., Ph. D*
Mr. Vaibhav Kulkarni	MBA, LLB
Ms. Vaishali Kulkarni	MBA, MCM
Ms. Vasudha Rao	M.Phil., MCM, e-DAST, DAPR, Ph. D*

## Adjunct Faculty

Col. Venkat Raman	M.Phil., MBA, M.Sc., B.Tech.
Mr. Amit Das	M.Sc. (Physics), M.A. Economics - University of Chicago (USA)

## Visiting Faculty

C.A. Gurunath Pillai	F.C.A., PGDFM, M.Com.
Ms. Aparna Kanchan	MMS - Marketing, Diploma in Public Relations, B.Com. - Accountancy
Mr. Ashwin Diaz	MMS - Operations
Ms. Beena Mathen	MBA, B.Sc.
Mr. Devendra Bhatt	PGDMS, B.E. (Production)
Ms. Minal Parekh	MBA (General)
Mr. Niranjan Amte	Dip in Business Administration – JBIMS, B.E. (Electronics & Telecom)
Mr. Pankaj Mathpal	CFP, CIWM, CWM, CPFA Director & Financial Planner
Mr. Prashant Shelar	M.Com. (Management), M.A. (English), M.Phil. (Commerce), PGDBM, E-MBA
Mr. R. Krishnan	PGDM - IIM - Calcutta, B.Tech. (Electrical) - IIT - Bombay, Ph. D.* - University of Essex (U.K.)
Mr. Rahul Shah	MBA (Marketing) - University of Wales (U.K.), PGDFM, M.Com. (Management)
Mr. Ravi K. Derhgawen	PGDM, B.Sc. (Hons.) in Physics
Ms. Sakshi Khatri	M.Phil. MBA, M.Com., B.Ed.
Mr. Shripad Kulkarni	Exe. MBA, Diploma in Counseling, B.E. - Computers, B. Sc. -Physics
Ms. Subhashini Naikar	PGDHRM, M.Com. (Management), M.Phil.
Mr. Sumit R. Jain	PGDBA (Finance)

\* Currently Pursuing





## Career Management Centre

Ms. Sangeeta Varma	Manager - Corporate Relations & Placement
Ms. Navika Pednekar	Asst. Manager - Corporate Relations & Placement
Ms. Anu Thomas	Placement Co-ordinator

## Learning & Information Resource Centre

Dr. M.F. Kumbar	Librarian
Ms. Selma Baptista	Assistant Librarian
Ms. Bharti Bhosle	Library Attendant – Trainee

## Computer Lab

Mr. Prakash Lalwani	IT Head
Mr. Sayed Zeeshan Haider	Comp. Lab. Assistant
Mr. Praveen Khot	Comp. Lab. Assistant

## Administration Office

Bro. K. C. Joseph	Registrar
Mr. Louis Vaz	Administrator
Mr. M. A. Rehmani	Consultant
Mr. K.V. Ramanathan	Office Executive
Ms. Ethel M Fernandes	Office Executive
Ms. Blowsita Rodrigues	MMS Programme Assistant
Ms. Chhaya Kamble	PGDM Programme Assistant
Ms. Reeba Mathew	Part-Time Programme Assistant
Mr. Satish Jadhav	Part-Time Programme Assistant
Mr. Nilesh Mahadeshwar	Executive Assistant
Mr. Rahul Solanki	Trainee Office Assistant
Mr. Ratheesh Nunes	Academic Assistant
Mr. Sabu V. R.	Maintenance Supervisor
Mr. Subhash M. Karas	Office Attendant
Mr. Madaswami Palan	Office Attendant



## Industry - Institute Interaction

Name	Designation, Organization
Ms. Chetna Mehrotra	Founder & Director, Image Consultancy
Mr. Peeyush Chitlangia	Founder & Director, Fin Shiksha
Mr. Rishi Chaurasia	Founder & Director, Online Vikalp
Mr. Rishi Chahal	Director - Sales & Marketing , ID Cube
Mr. Sean Andrade	Founder, Rozylone
Mr. Ritesh Pandey	Co. Founder, Cocoon IT Solution Pvt. Ltd.
Mr. Nikunj Shah	Co. Founder, Cocoon IT Solution Pvt. Ltd.
Mr. Sunil Dutt	Former. V.P. HR, Wadhwa Group
Mr. V. N. Kulkarni	Former DGM, Bank of India
Mr. Thampy Jacob	DGM HR, Ajanta Pharma
Mr. Shamik Vora	VP - E Commerce, The Bombay Store
Mr. Bhavin Mehta	Senior Strategy Manager, Housing.Com
Mr. Suyog Keluskar	Sr. Consultant, D&B Tangram Advivory Services Pvt. Ltd.
Captain Afzal Amdani	Program Manager, TCS
Mr. Tej S.Mayekar	Product Manager, Nilkamal Limited
Ms. Crystal Menezes	Research Manager, IPSOS
Mr. Joffin Joseph	Brand Associate, Leo Burnett
Mr. Jatin Damania	Research Analyst, SBI Cap Securities
Mr. Prannoy D'souza	Analyst, Nielsen
Ms. Leticia Varel	HR Executive, B Braun Medical India Pvt. Ltd.
CMA Vaibhav Joshi	Practicing Cost Accountant
Mr. Abhay Chopra	Certification Manager, NISM Certifications
Mr. Mohamed & Ms.Shifa	Certified Financial Trainers, FIRQ Academy
Mr. Kanishk Kabiraj	Consultant, EX - BBH (Strategy Director)
Ms. Divya Ramakrishnan	Consultant SAP HR, ATOS / Siemens
Mr. Anand Shringarpure	Professor, Jaro Education
Mr. Kirt Dhabalia	Asst. Professor, MIS
Ms. Rolin Furtodo	Freelance Trainer
Ms. Rajeshwari Sharma	Trainer, Vedic Mathematics



**Mr. Dominic D'souza**  
Former Wockhardt



**Mr. Fredrick Hamilton**  
CEO – Ra Solar Power Pvt. Ltd.



**Ms. Priyanka Chavan**  
Former HR L&T Group



**Mr. Macario Fernandes**  
Founder-Owner  
The Macarism Group



**Mr. Engelbert Gonsalves,**  
Sr. HR, L & T Infotech



**Mr. Sumit R Jain**  
Senior Analyst JP Morgan  
Services India Pvt. Ltd.



**Mr. Ansley Farro,**  
Senior Research Analyst, Nielsen



**Ms. Infantia James**  
Vice President - CRM & SQ,  
Kotak Mahindra Bank



# Pedagogy





## Learning, Living & Leading

In a champion's life, every day is a brand new day; every minute is a brand new experience. The ideology that every champion is expected to live and breathe is simple: Learn; Live & Lead.

Learn from every singular experience and enrich your wisdom pool; Live every moment as if it were your best; Lead the world to a unsurpassed milestone.







## Summer Xcellence – An Intercollegiate Summer Project Presentation

This is a first annual academic event of SFIMAR after the Summer Internship. Out of the preliminary Summer presentations the best presentations from various specializations of MMS & PGDM are selected by the panel of internal faculty judges. These selected projects are again evaluated by Panel of Experts from Industry as per the specialization. Based on the evaluation by Panel of Experts the winners are declared & awarded.



INAUGURATION CEREMONY



IT & OPERATIONS PANEL



FINANCE PANEL



WINNERS OF SUMMER XCELLENCE

<b>Finance Panel :</b>	First Place - Ms. Priyanka Chaurasiya	Second place - Ms. Steffi Fernandes
<b>Marketing Panel :</b>	First Place - Ms. Jesal Vaidya	Second Place - Mr. Clarence Remedios
<b>HR Panel :</b>	First Place - Ms. Ketaki Shetye	Second Place - Ms. Megan D'sa
<b>IT Panel :</b>	First Place - Mr. Merwyn Fernandes	
<b>Operations Panel :</b>	First Place - Mr. Macsen Jose	



HR PANEL



MARKETING PANEL

## Hallmarks

- ASSOCHAM AWARD for National Excellence in Education as **“The Most Upcoming B-school”** in **A.Y. 2014-15**
- The Best Educational Quality Enhancement Team (BEQET) Award from National Council of Quality Management (NCQM) for **"Enhancing the Employability of Students"** in **A.Y. 2014-15**
- Letter of Appreciation as **“Best Participating B-School in Extension and Community Development Projects.”** by University of Mumbai’s Department of Lifelong Learning & Extension in A.Y. 2014-15
- An ISO 9001:2008 Certified Institute by Det Norske Veritas (DNV)
- Permanent Affiliation from AICTE for MMS programme
- 3 Dimensional PGDM Programme (Functional, Industry and Sectoral electives)
- Training in Wisdom, Values, Business Ethics
- Academic - Industry Liaison
- Various Training Programmes (FDP & MDP) for staff and faculty.
- **“Chanakya in You”** MDP for corporates and academicians in A.Y. 2014-15
- **“Entrepreneur in You”** MDP for corporates and academicians in A.Y. 2015-16
- International Research Conference
- **Alumni Connect** – The focused mentoring programme by Alumni
- **SFIMAR Ratna Awards to Alumni** – Corporate Excellence and Entrepreneurial Excellence
- **Replication Model**: Ongoing Live Projects
- **Summer Excellence** – The Intra-college competition of summer projects.
- International Visit to Thailand
- Institute Social Responsibility- Abhimaan Club
- Lifelong Learning and Extension Activities
- **Mindfulness Centre** - Regular Spiritual Lectures for students and employees.
- Innovations and Development for Excellence in Academics (**IDEA**)
- Online Feedback System
- Online Web portal for students **“SFIMNET”**
- Digital Library
- Thought Leader Programme (**TLP**)
- Lead By Example (**LBE**)
- Centre of Excellence - Eminent Speaker Series
- Technical Training to Students
- Personality Grooming Sessions for Students
- NBA and NAAC Accreditation in progress.
- **E-governance Project**
  - ◊ *Implementation of Web Calendars*
  - ◊ *Administrative Repository*
  - ◊ *Online Student & Faculty Feedback System*
  - ◊ *Online Attendance System*
- **Implementation of Watermarking System**
  - ◊ *Digital Exam Paper Delivery System of Mumbai University*
- **Corporate On-boarding**
  - ◊ *Tie-Up with Corporates for Training and Placement*
- **Online Aptitude Test Portal**
- **Remedial Measures for weaker students**
  - ◊ *Mentoring By Faculty, Alumni, Counsellor*
  - ◊ *Mock Group Discussion and Personal Interview sessions*

### MDP – “CHANAKYA IN YOU”







## Awards



Department of Lifelong Learning & Extension of University of Mumbai  
conferred SFIMAR with a Letter of Appreciation  
"Best Participating B-School in Extension &  
Community Development Projects."



ASSOCHAM AWARD  
National Excellence in  
Education for "The Most  
Upcoming B-school" 2015

Best Educational Quality  
Enhancement Team (BEQET)  
Award 2014 from the National  
Council of Quality  
Management (NCQM)  
For "Enhancing the  
Employability of Students".

## For the Body, Mind and Soul

### ALUMNI CONNECT – THE GROOMING PROCESS BY SENIOR ALUMNI MEMBERS



### INDUSTRIAL VISIT A. Y. 2014-2015



### OVERALL DEVELOPMENT







CSR ACTIVITIES



BLOOD DONATION DRIVE

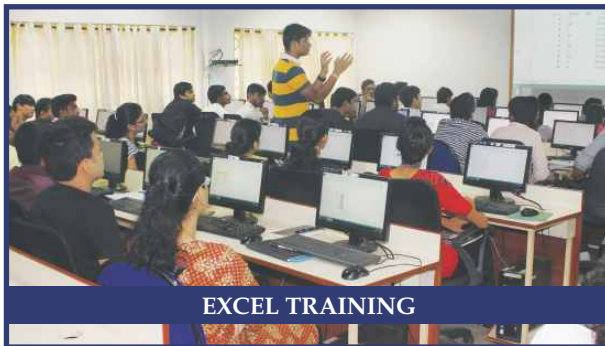


TRAINING TO SR. CITIZENS



CLEANLINESS DRIVE

TRAINING & SEMINARS



EXCEL TRAINING



SPEAKER SERIES



INTERNATIONAL RESEARCH SEMINAR

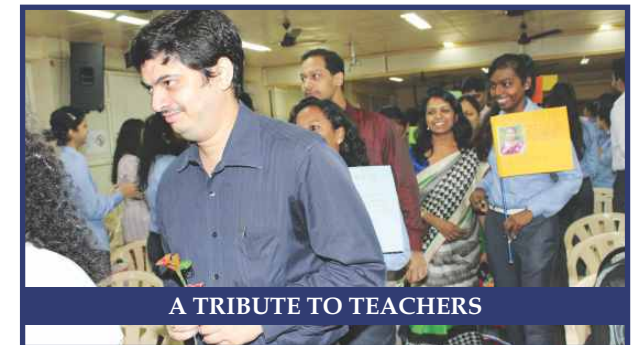
EVENTS & CELEBRATIONS



INDEPENDENCE DAY



ONAM FESTIVAL



A TRIBUTE TO TEACHERS

## Alumni Testimonials

“SFIMAR is amongst few institutions in western India which can boast of rigorous on-campus training for management graduates as well as emphasis on research-based projects that develop entrepreneurial skills necessary to survive, grow and perform in corporate world. State-of-the-art facilities such as voluminous library and a hostel with all modern amenities help students to access information and develop their skills any time at ease. All round development through various intra and inter collegiate events, transforms students to professionals ready to be lapped up by corporate world. I am proud to be a SFIMARITE”

**Aditya Koul,**

*Associate General Manager - Investment Product Team, Lodha Group*

It was a great learning in SFIMAR, where the foundation of my career was laid. I had a great time with the well-read professors who moulded me to think from a holistic point of view on any issue related to finance and management. Now from the job profile of an equity research analyst when I look back I would like to thank SFIMAR many a times for granting me with a top class education and knowledge. All the best for the 'Next-Gen' from SFIMAR... proud to be a SFIMARIAN...

**Ashwin Patil,**

*Research Analyst, LKP Securities*

SFIMAR has helped me gain a broader perspective of overall business features and supplementary subtlety to my personality. I will be grateful to the faculty at SFIMAR for all their teachings. It was not just a stride in the right direction but a leap towards my professional goals. I landed my dream job through SFIMAR, and it has been a wonderful career journey so far.

**Anand A. Vayda**

*Manager - Programme Management (R&D), Portescap India Pvt. Ltd.*

SFIMAR has changed my attitude and approach towards my career. I am happy to see my SFIMAR friends growing on a success ladder. Indeed, SFIMAR was a great learning ground for me and my batch mates.

**Abhijit Khatav**

*Zonal Manager, Reliance Jio Infocom Pvt. Ltd.*

The two years I spent in SFIMAR played a key role in shaping my career. From understanding the nuances of finance to developing soft skills, SFIMAR provided a holistic learning experience which has helped me immensely in doing well in my current role. I am thankful to everyone in SFIMAR for their support and guidance.

**Farhan Kazi,**

*Business Analyst, Estee Lauder - India*



“Entrepreneurial Excellence Award 2015” to “Mesaggio” Alumni Team from Batch 2008-10



Fun Unlimited @ “SAMPARK 2015”  
The Annual Alumni Meet





Fun Unlimited @ "SAMPARK 2015"  
The Annual Alumni Meet



"Corporate Excellence Award 2015" to  
**Marissa Fernandes**, Corporate HR & HR Business  
Partner, CMC Limited – a TATA Enterprise  
Alumni Batch 2006-08

Looking back 5 years from the time when I completed my MMS Finance in a difficult economic environment, and looking at where I stand now, a lot of credit goes to the thought processes and management concepts learned at SFIMAR. I am proud to say that our batch did very well and most of the students are at an elevated path of their career. I would like to thank my professors, placement team and specially my colleagues who kept on challenging each other to get the best out of everyone. Learning at SFIMAR gave a different dimension to the management studies which has always helped me in building my career. I thank the Institute for preparing me to meet the corporate challenges efficiently

**Ritesh Gulrajani**,  
Senior Manager (Finance & Projects), Kuoni  
Travel Group

"Seven years on from completing my MMS and I still credit my successes to the excellent skills and education I received at SFIMAR. In my years here I had the greatest time ever and made some of the best friends a person could have made. SFIMAR has so many opportunities for the students to get the help they need. A special thank you to the entire Faculty for taking an extra mile in being coaches and mentors to us students... I am extremely grateful for the guidance, support and results I received and am delighted to read about the institute's ongoing success and expansion."

**Marissa Fernandes**  
Corporate HR & HR Business Partner, CMC  
Limited – a TATA Enterprise

I received the quality education and the exposure through practical experience called internship. In addition we had various renowned guest speakers from industry who groomed us to face the corporate world more confidently. Apart from industry training, we were always encouraged to participate in inter-collegiate fest and various other in-house activities that helped us groom even more. SFIMAR has not only helped me understand business dynamics but has also imparted the skills to execute in a rapidly changing business environment.

**Engelbert Gonsalves**  
SAP Consultant - L&T InfoTech

Today as I stand successful and stable in life, I look back and reflect where it all started. SFIMAR is the name which comes to my mind instantaneously played the most important role in shaping my pathway from a college student to the money man as they call me today (for managing others' valuable funds). The management education imparted by the professors in SFIMAR has helped me build up my confidence to deal with the corporate challenges. I will always be grateful towards everyone at SFIMAR, who has helped me to take my career ahead.

**Ameya Jadhav**,  
Analyst Nomura

## MMS CURRICULUM

(W.E.F. The academic year 2015–2016)

### MMS–Semester– I (Core Subjects All Specializations)

- 1 Perspective Management
- 2 Business Communication and Management Information Systems
- 3 Organizational Behaviour
- 4 Financial Accounting
- 5 Operations Management
- 6 Marketing Management
- 7 Managerial Economics
- 8 Business Statistics

### MMS–Semester II – (6 Core Subjects and 2 Specialization Electives)

- 1 Cost & Management Accounting
- 2 Financial Management
- 3 Operations Research
- 4 Human Resources Management
- 5 Legal Aspects of Business & Taxation
- 6 Business Research Methods
- 7 Specialization Elective I
- 8 Specialization Elective II

*Electives (Students are supposed to choose any two of the following specialization Electives as per their area of specialization)*

### Semester II Marketing Specialization Electives (Any Two)

- Rural Marketing
- Event Management
- Retail Management
- Export Documentation & Procedures

### Semester II Finance Specialization Electives (Any Two)

- Financial Markets, Products & Institutions
- Analysis of Financial Statements
- International Finance
- Banking & Insurance

### Semester II Human Resource Specialization Electives (Any Two)

- Indian Ethos in Management
- Human Resource Planning
- Human Resource Information Systems
- Compensation & Benefits

### Semester II Operations Specialization Electives (Any Two)

- Total Quality Management
- Supply Chain Risk and Performance Measurement
- Designing Operations Systems
- Technology Management & Manufacturing Strategy

### Semester II Information Technology Specialization Electives (Any Two)

- E – Commerce
- Networking and Communications
- Enterprise Applications
- Software Quality Assurance & Marketing

### Semester II Corporate Law Specialization Electives (Any Two)

- Legal environment of business
- Legal Theories and Documentation
- Realty
- Regulatory Aspects of Marketing and Advertising

### Semester II Education Management Specialization Electives (Any Two)

- Education as a system & Technologies for learning
- Historical Issues and Education Policy
- Curriculum Management and Planned Change

### Semester II Consulting Specialization Electives (Any Two)

- Consulting Tools
- International Consulting
- Consulting Solutions
- Consulting and Culture

### MMS–Semester III–Finance Specialization

- 1 International Business
- 2 Strategic Management
- 3 Advanced Financial Management
- 4 Security Analysis & Portfolio Management
- 5 Corporate Valuation
- 6 Corporate Law
- 7 Finance Elective I
- 8 Finance Elective II
- 9 Summer Internship





*Electives (Students are supposed to choose any two of the following specialization Electives)*

### **Semester III Finance Specialization Electives (Any Two)**

- Commodities Market
- Fixed Income
- Strategic Cost Management
- Derivatives & Risk Management

### **MMS–Semester III–Marketing Specialization**

- 1 International Business
- 2 Strategic Management
- 3 Product & Brand Management
- 4 Sales Management & Sales Promotion
- 5 Consumer & Industrial Buyer Behaviour
- 6 Financial Aspects of Marketing
- 7 Marketing Elective– I
- 8 Marketing Elective– II
- 9 Summer Internship

*Electives (Students are supposed to choose any two of the following specialization Electives)*

### **Semester III Marketing Specialization Electives (Any Two)**

- Services Marketing
- Distribution and Supply Chain Management
- Marketing Research & Analytics
- Customer Relationship Management

### **MMS–Semester III–Human Resources Specialization**

- 1 International Business
- 2 Strategic Management
- 3 Organizational Theories, Structure and Design
- 4 Competency based HRM
- 5 Employee Relations & Labour Laws
- 6 Training & Development
- 7 Human Resources Elective-1
- 8 Human Resources Elective-II
- 9 Summer Internship

### **Semester III Human Resources Specialization Electives (Any Two)**

- Global HRM
- Employee Rewards Management
- Human Resource Audit
- Performance Management Systems

### **MMS Semester III–Operations Specialization**

- 1 International Business
- 2 Strategic Management
- 3 Advanced Supply Chain Management
- 4 Materials Management & Transportation
- 5 Business Process Re- engineering and benchmarking
- 6 Manufacturing Resource Planning & Control
- 7 Operations Elective– I
- 8 Operations Elective– II
- 9 Summer Internship

*Electives (Students are supposed to choose any two of the following specialization Electives)*

### **Semester III Operations Specialization Electives (Any Two)**

- Quantitative Methods in Operations
- New Product Development and Concurrent Engineering
- Industrial Engineering Applications and Management
- International Logistics & Supply Chains

### **MMS–Semester III–Information Technology Specialization**

- 1 International Business
- 2 Strategic Management
- 3 Software Engineering
- 4 Business Intelligence and Analytics
- 5 Enterprise Resource Planning
- 6 Knowledge Management
- 7 Information Technology Elective– I
- 8 Information Technology Elective– II
- 9 Summer Internship

*Electives (Students are supposed to choose any two of the following specialization Electives)*

### **Semester III Information Technology Specialization Electives (Any Two)**

- Technology Platforms
- Database Management Systems
- Software Testing
- Information Systems Audit

## SEM IV - Specialization

### MMS–Semester IV–Finance Specialization

- 1 Management Control Systems
- 2 Creativity & Innovation Management
- 3 Financial Modelling
- 4 Mergers Acquisitions & Corporate Restructuring
- 5 Finance Elective I
- 6 Finance Elective II
- 7 Industry Oriented Dissertation Project

*Electives (Students are supposed to choose any two of the following specialization Electives)*

### Semester IV Finance Specialization Electives (Any Two)

- Wealth Management
- Treasury Management
- Behavioural Finance
- Project Finance

### MMS–Semester IV–Marketing Specialization

- 1 Management Control Systems
- 2 Creativity & Innovation Management
- 3 Strategic Marketing Management
- 4 Integrated Marketing Communications & Digital Marketing
- 5 Marketing Elective– I
- 6 Marketing Elective– II
- 7 Industry Oriented Dissertation Project

*Electives (Students are supposed to choose any two of the following specialization Electives)*

### Semester IV Marketing Specialization Electives (Any Two)

- Quantitative Models in Marketing
- Business to Business Marketing
- Media Planning & Strategy
- Emerging Trends in Marketing

### MMS–Semester IV–Human Resources Specialization

- 1 Management Control Systems
- 2 Creativity & Innovation Management
- 3 Management of Change
- 4 Strategic Human Resource Management
- 5 Human Resources Elective– I
- 6 Human Resources Elective– II
- 7 Industry Oriented Dissertation Project

*Electives (Students are supposed to choose any two of the following specialization Electives)*

### Semester IV Human Resources Specialization Electives (Any Two)

- Corporate Governance & Social Responsibility
- Organizational Development
- Building Learning Organizations
- Role of HR in Knowledge Management

### MMS–Semester IV–Operations Specialization

- 1 Management Control Systems
- 2 Creativity & Innovation Management
- 3 Strategic Operations Management
- 4 Project Management
- 5 Operations Elective– I
- 6 Operations Elective– II
- 7 Industry Oriented Dissertation Project

*Electives (Students are supposed to choose any two of the following specialization Electives)*

### Semester IV Operations Specialization Electives (Any Two)

- Six Sigma
- World Class Manufacturing
- Service Operations Management
- Lean Manufacturing

### MMS–Semester IV–Information Technology Specialization

- 1 Management Control Systems
- 2 Creativity & Innovation Management
- 3 Project Management
- 4 IT Infrastructure Management
- 5 Information Technology Elective– I
- 6 Information Technology Elective– II
- 7 Industry Oriented Dissertation Project

### Semester IV Information Technology Specialization Electives (Any Two)

- Technology Competition and Strategy
- Data warehousing & Data Mining
- Managing Technology Business
- Technology Forecasting

### Projects

Every student is given an opportunity to develop an industrial project and to implement the same under under faculty guidance during second year. All projects are monitored and evaluated by faculty.

1. Guided Summer Project
2. Guided Winter Project



## PGDM CURRICULUM

### TRIMESTER 1: BUILDING BLOCKS OF MANAGEMENT

- 1.1 Organizational Behaviour
- 1.2 Managerial Accounting & Standards
- 1.3 Managerial Economics - I (Micro Economics)
- 1.4 Managerial Economics - II (Macro Economics)
- 1.5 Quantitative Methods
- 1.6 Business Laws
- 1.7 IT for Management
- 1.8 Communication Skills and Personality Development
- 1.9 \*Open Audit Course

### TRIMESTER 2: PRIMER TO SPECIALIZATIONS

- 2.1 Human Resource Management
- 2.2 Marketing Management
- 2.3 Financial Management
- 2.4 Managerial Costing & Control
- 2.5 Operations Management
- 2.6 Strategic Management
- 2.7 Research Methodology
- 2.8 \*Open Audit Course

Note: \* Open Audit courses are non-credit courses, hence are not considered for calculating grades.

### TRIMESTER 3: FUNCTIONAL SPECIALIZATIONS FINANCE

- 3.1 Operations Research
- 3.2 Strategic Financial Management
- 3.3 Strategic Cost Management

- 3.4 Derivatives & Risk Management
- 3.5 Management of Financial Services
- 3.6 Valuation and Mergers & Acquisition
- 3.7 Security Analysis & Portfolio Management
- 3.8 Management Control Systems
- 3.9 International Finance

### MARKETING

- 3.1 Operations Research
- 3.2 Marketing Strategy & Practices
- 3.3 Integrated Market Communications
- 3.4 Consumer Behaviour & Market Research
- 3.5 Personal Selling & Sales Management
- 3.6 New Age Marketing & Distribution Management
- 3.7 Product & Brand Management
- 3.8 International Marketing
- 3.9 Rural Marketing & B2B Marketing

### HUMAN RESOURCES

- 3.1 Operations Research
- 3.2 Organization Theories, Structure & Design
- 3.3 Training & Development
- 3.4 Competency & Performance Management
- 3.5 HR Planning & HR Audit
- 3.6 Compensation & Benefits
- 3.7 Industrial Relations & Labour Welfare
- 3.8 Organization Effectiveness & Change Management
- 3.9 Building a Learning Organization & Cross Cultural Management

### OPERATIONS

- 3.1 Operations Research
- 3.2 Operations Planning & Control

- 3.3 Business Process Re-engineering
- 3.4 Materials Management
- 3.5 Logistics & Supply Chain Management
- 3.6 Technology Management
- 3.7 New Product Development & Concurrent Engineering
- 3.8 Industrial Engineering Applications & Management
- 3.9 Management of R & D and Innovation

### SYSTEMS

- 3.1 Operations Research
- 3.2 Software Engineering
- 3.3 Technology Platforms & E-Commerce
- 3.4 Enterprise Applications & Solutions
- 3.5 Networking Technologies
- 3.6 Relational Database Management System
- 3.7 Software Quality Assurance & Marketing
- 3.8 Information Security & Risk Management
- 3.9 Managing IT Business & IT Laws

### TRIMESTER 4: SECTOR SPECIALIZATION FINANCIAL MARKETS

- 4.1 International Business
- 4.2 Commodities Markets & Depositories Operations
- 4.3 Treasury & Risk Management
- 4.4 A. Financial Planning & Wealth Management  
B. Mutual Fund & Venture Capital Management
- 4.5 Fixed Income Securities & Structured Finance
- 4.6 A. Behavioural Finance  
B. Global Financial Markets
- 4.7 Open Elective
- 4.8 Summer Internship



## **BANKING**

- 4.1 International Business
- 4.2 Banking Operations & Corporate Banking
- 4.3 Treasury & Risk Management
- 4.4 A. Financial Planning & Wealth Management  
B. Mutual Fund & Venture Capital Management
- 4.5 Fixed Income Securities & Structured Finance
- 4.6 A. Behavioral Finance  
B. Co-op Banking, Rural Banking & NBFC
- 4.7 Open Elective
- 4.8 Summer Internship

## **RETAIL MANAGEMENT**

- 4.1 International Business
- 4.2 Retail Concepts & Environment
- 4.3 E-Tailing
- 4.4 Retail Branding & Retail Strategy
- 4.5 Retail SCM & Retail CRM
- 4.6 A. Mall Management  
B. Digital Communications
- 4.7 Open Elective
- 4.8 Summer Internship

## **ADVERTISING & PUBLIC RELATIONS**

- 4.1 International Business
- 4.2 Advertising Management
- 4.3 Public Relations: Principles & Practice
- 4.4 Media Design & Planning
- 4.5 Graphics & Production
- 4.6 A. Account Management  
B. Digital Communications
- 4.7 Open Elective
- 4.8 Summer Internship

## **INTERNATIONAL BUSINESS**

- 4.1 International Business
- 4.2 Foreign Trade Financing & Documentation
- 4.3 International HRM
- 4.4 International Logistics Management
- 4.5 Legal Aspects of International Trade
- 4.6 A. Global Business Strategy  
B. International Economics
- 4.7 Open Elective
- 4.8 Summer Internship

## **ENTREPRENEURSHIP**

- 4.1 International Business
- 4.2 Entrepreneurship Theory & Practice
- 4.3 New Enterprise Creation & Financing
- 4.4 Social Entrepreneurship
- 4.5 Family Business Management
- 4.6 MSME Management
- 4.7 Open Elective
- 4.8 Summer Internship

## **URBAN INFRASTRUCTURE MANAGEMENT**

- 4.1 International Business
- 4.2 Urban Infrastructure Planning & Execution
- 4.3 Urban Development Management
- 4.4 Infrastructure Investments & Public Private Partnership Models
- 4.5 A. Environment & Disaster Management  
B. Urban Governance
- 4.6 A. Energy & Health Infrastructure Management  
B. Transport Infrastructure & Transport Economics
- 4.7 Open Elective
- 4.8 Summer Internship

## **TRIMESTER 5: TRANSFORMATIONAL LEADERSHIP**

- 5.1 Comparative Studies on Leadership
- 5.2 Leadership for Social Development & Change
- 5.3 Leading & Managing Projects
- 5.4 High Performance Leadership

## **TRIMESTER 6: INDUSTRY INTEGRATION**

- 6.1 Ethics & Corporate Governance
- 6.2 Personal & Corporate Image Building
- 6.3 Industry Based Capstone Project Work



## Company In Campus

1.



2.



3.



1. **Corporate On-Boarding** - Inauguration of Certificate in Alternative Investment Industry (CAII) Course by SS&C GlobeOp
2. **Corporate On-Boarding** - Student Participants of CAII after the successful completion of the programme
3. **NIELSEN** in campus
4. **CMIE** in campus
5. **VITEOS** in campus
6. **BOSE** in campus & many more.....

4.



5.

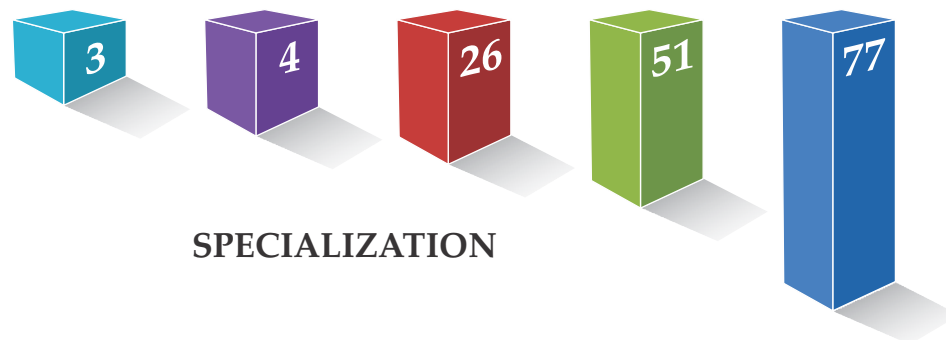


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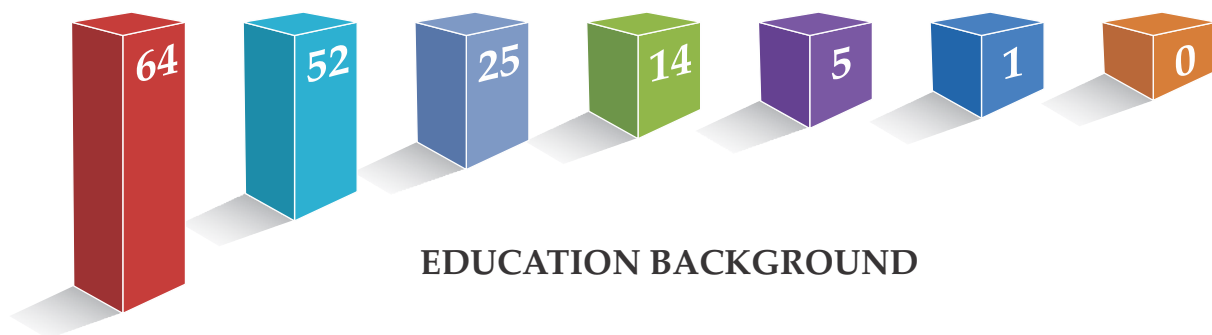


CLASS PROFILE : MMS & PGDM II Batch 2014 - 16

- Finance
- Marketing
- HR
- IT
- Operations



SPECIALIZATION



- B.A
- B.Com
- B.Sc
- BMS
- Engg
- PG
- Others

EDUCATION BACKGROUND

- Fresher
- <12 Months
- 12-23 Months
- 24-48 Months
- >48 Months



WORK EXPERIENCE





**Yash Dagha**  
23,  
B.Com.  
**Work Exp:** 57 Months;  
Conversys / Stream Global services (27),  
Mphasis Ltd. (18),  
Silgate Solutions Pvt. Ltd. (12).

**Summer Project:** Brand Preference and competitive analysis of Matrix Cellular International Simcards and other service  
**Company:** Matrix Cellular (International) Services Pvt. Ltd.



**Rachel Dsouza**  
26,  
B.A.  
**Work Exp:** 31 Months;  
Ketchum Sampark (12),  
Pink & White Consulting LLP (17),  
Weber Shandwick (2).

**Summer Project:** Study the effect of Facebook Ads on the purchase decision of an online buyer for Bewakoof Brands Pvt.  
**Company:** Bewakoof Brands Pvt. Ltd.



**Ankit Shetty**  
24,  
BMS - Marketing  
**Work Exp:** 24 Months;  
Datamatics Financial Services Ltd. (18),  
Interactive Data Solutions (Own Company) (6).

**Summer Project:** A project on revamping the websites storeapps.org & icegram.com  
**Company:** Apps Magnet (Magnet Technologies).



**Conrad Rodrigues**  
26,  
B.Sc - Botany  
**Work Exp:** 24 Months;  
Millennium Toyota (24).

**Summer Project:** A study of issues faced by channel partners of the real estate industry in Mumbai  
**Company:** Housing Development & Infrastructure Ltd. (HDIL)



**Janak HasmukhBhai Mevada**  
23,  
B.Com.  
**Work Exp:** 24 Months;  
C Sahoo & Co. (24).

**Summer Project:** A study of Sales Promotion and Distribution Strategies of Amul Fresh Product Division  
**Company:** Amul.



**Shibin Varghese**  
26,  
B.Sc  
**Work Exp:** 24 Months;  
Directi (24).

**Summer Project:** A study on consumer acceptance of Amul bottled farm milk  
**Company:** Amul.



**Shivani .V. Wala**  
23,  
BMM - Advertising  
**Work Exp:** 21 Months;  
Packt Publishing Pvt. Ltd. (10),  
Dhankuber (11).

**Summer Project:** Market Research on medical healthcare facilities at various hospitals and clinics  
**Company:** The Children's Hospital, Mumbai.



**Sean Rodrigues**  
25,  
BMM - Advertising  
**Work Exp:** 16 Months;  
Power Solutions (16).

**Summer Project:** A study to understand the retailers preference in Dahisar East  
**Company:** Reliance Jio Infocomm Ltd.



**Stevenson Fernandes**  
24,  
B.Com. - Banking & Insurance  
**Work Exp:** 16 Months;  
CRP technologies (India) Ltd. (16).

**Summer Project:** Knowledge about Annual Maintenance contract on Attendance and access system  
**Company:** Eviska Infotech Pvt. Ltd.



**Royden Francis Lopes**  
22,  
BMS  
**Work Exp:** 13 Months;  
V National AC services (13).

**Summer Project:** A study of creating market awareness and enhancing the sales of Amul masti dahi  
**Company:** Amul.



**Benson Irimpan**  
23,  
BMS - Marketing  
**Work Exp:** 12 Months;  
Elite Engineering (12).

**Summer Project:** A study on competitor analysis of fresh products division  
**Company:** Amul.



**Kaushal Mandalia**  
23,  
BMS - Marketing  
**Work Exp:** 12 Months;  
JM Financial Services Ltd. (12).

**Summer Project:** A market overview & comparative product analysis of HR Mantra and its Competitors  
**Company:** HR Mantra Software Pvt. Ltd.



**Karan A. Nirmal**  
26,  
B.Sc - Physics  
**Work Exp:** 10 Months;  
Wipro Ltd. (10).

**Summer Project:** Deriving Marketing strategies to Enhance Customer service & Expand Customer Base  
**Company:** Matrix Cellular (International) Services Pvt. Ltd.



**Rahul Kishor Hanumante**  
23,  
BMS - Marketing  
**Work Exp:** 8 Months;  
LIC of India (8).

**Summer Project:** A study on retailers' buying behaviour of fresh product of Amul  
**Company:** Wipro InfoTech Ltd.



**Renji Thomas**  
22,  
B.Com.  
**Work Exp:** 7 Months;  
Anglo Eastern Ship Management (7).

**Summer Project:** A study on the web based time office software and its applications in a corporate setup  
**Company:** Eviska Infotech Pvt. Ltd.



**Bhakti Vibhakar**  
24,  
BMM, BCA  
**Work Exp:** 6 Months;  
TV 99 (6).

**Summer Project:** A study on Beat restructuring of distribution networking channel  
**Company:** Amul.



**Pratiksha Shetye**  
24,  
B.Sc  
**Work Exp:** 6 Months;  
Interactive Data Solutions (6).

**Summer Project:** A study on the customer retention through workshop for Mahindra & Mahindra  
**Company:** Mahindra & Mahindra Ltd.



**Niyati Brid**  
23,  
BMS - Marketing  
**Work Exp:** 4 Months;  
Eigo Experts (4).

**Summer Project:** A study to understand retailer preference for 4G services in Dahisar west  
**Company:** Reliance Jio Infocomm Ltd.



**Ryan Gomes**  
23,  
B.Com.  
**Work Exp:** 4 Months;  
Eigo Experts (4).

**Summer Project:** A study to understand retailer preference for 4G services in Borivali west  
**Company:** Reliance Jio Infocomm Ltd.



**Akshay Ghaware**  
23,  
B.Com.  
Fresher

**Summer Project:** A Study On The Supply Chain Management Of Amul Products  
**Company:** Amul.



**Akshita Yadav**  
22,  
BMS  
Fresher

**Summer Project:** A study on online customers and non-customers of Girnar  
**Company:** Girnar Food And Beverage Pvt. Ltd.



**Alisha D'Souza**  
25,  
B.Com.  
Fresher

**Summer Project:** To study the competitors presence and brand awareness for smart on social networking sites  
**Company:** TranServ Pvt. Ltd.



**Aniket Patil**  
23,  
B.Sc - IT  
Fresher

**Summer Project:** Study of Customer Relationship Management and Digital Marketing in B2B  
**Company:** Larsen & Toubro Heavy Engineering IC.



**Ashima S. Thakur**  
23,  
B.Com.  
Fresher

**Summer Project:** To study the challenges faced by Matrix Cellular international Services Pvt. Ltd. to retain its position as a market leader  
**Company:** Matrix Cellular (International) Services Pvt. Ltd.



**Clarence Remedios**  
23,  
BMS - Finance  
Fresher.

**Summer Project:** A study on M-pesa mobile wallet, Its competition in payment industry and perception of retailers  
**Company:** Vodafone Cellular Ltd.



**Danish Salim Khan**  
22,  
B.Com.  
Fresher

**Summer Project:** A study on Customer Satisfaction  
**Company:** Matrix Cellular (International) Services Pvt. Ltd.



**Elroy Rodrigues**  
23,  
B.Com.  
Fresher

**Summer Project:** To study the HPLC industry and further diversification opportunities  
**Company:** Hemochrom.





**Eusebia D'Souza**  
23,  
B.Com.  
Fresher

**Summer Project:** A study on the positioning of the brand BSLI and its relevance among its customers  
**Company:** Birla Sun Life Insurance Company.



**Gulshan Choudhary**  
23,  
B.Com.  
Fresher

**Summer Project:** A study on stock and inventory management of Matrix Cellular International services.  
**Company:** Matrix Cellular (International) Services Pvt. Ltd.



**Jesal.K.Vaidya**  
24,  
BMS - Marketing  
Fresher

**Summer Project:** A study on the feasibility of using Handyman Services Application in Mumbai region  
**Company:** Camphire.



**Jobin Babu Satish**  
23,  
BMS  
Fresher

**Summer Project:** To study the market share and do competitive analysis for Amul fresh product with special reference  
**Company:** Amul.



**Joel Fernandes**  
24,  
BMS - Finance  
Fresher

**Summer Project:** A study to understand the retailers preference for 4G Services in Borivali East.  
**Company:** Reliance Jio Infocomm Ltd.



**Joy Pereira**  
22,  
BMS  
Fresher

**Summer Project:** To Study the Marketing Procedure & Consumer Behaviour at Ankita Cable Networks  
**Company:** Ankita Cable Networks.



**Kirk Quadros**  
23,  
B.E. - Electronics &  
Telecommunication  
Fresher.

**Summer Project:** Digital Benchmarking For Commercial Vehicles in international Business  
**Company:** Tata Motors.



**Kushal Trivedi**  
24,  
B.Pharm  
Fresher

**Summer Project:** A study of activities on digital platform for Vodafone  
**Company:** Ogilvy One.



**Malcolm D'Souza**  
25,  
B.Sc - Physical Sciences  
Fresher

**Summer Project:** A study on Brand Admiration in Financial Services Sector  
**Company:** Nielsen.



**Manish Chaurasiya**  
24,  
BMS - Marketing  
Fresher

**Summer Project:** A study on consumer behaviour, customer relationship and business cycle model  
**Company:** Matrix Cellular (International) Services Pvt. Ltd.



**Modayil Thomas Koshy**  
23,  
BMS - Marketing  
Fresher

**Summer Project:** A study to gauge customer satisfaction and to enhance in-store experience at Crossword bookstore Ltd  
**Company:** Crossword bookstore Ltd.



**Nivita Pavithran**  
22,  
BMS  
Fresher

**Summer Project:** A Study to Understand the Effectiveness of Content Writing w.r.t Branding  
**Company:** Magnet Technologies.



**Prathmesh Prakash Narkar**  
23,  
BMS - Finance  
Fresher

**Summer Project:** Retail Competitor Analysis of Amul Vis-a-Vis in Competitor Fresh Product Division  
**Company:** Amul.



**Pratish Manchalwad**  
23,  
B.E.  
Fresher

**Summer Project:** A study on online Shopping and Consumer Behaviour  
**Company:** Nielsen.



**Priyesh Rajendra Bane**  
23,  
B.Com.  
Fresher

**Summer Project:** A study on retailer perception on Amul Fresh Division Products  
**Company:** Amul.



**Rupal Kelkar**  
27,  
BFM  
Fresher.

**Summer Project:** A study on retailer perception on Amul Fresh Division Products  
**Company:** Amul.



**Rupesh A. Pandav**  
23,  
BMS - Finance  
Fresher

**Summer Project:** To study The Business Operations of HyperCITY Furniture  
**Company:** HyperCITY Retail (India) Ltd.



**Sneha Thomas**  
22,  
BMS  
Fresher

**Summer Project:** A comparative study on various BTL Activities with regards to customer satisfaction of Echo events  
**Company:** Echo events.



**Swati Birla**  
22,  
BBA - Marketing  
Fresher

**Summer Project:** A study on brand awareness and promotions through various means of e-commerce  
**Company:** Nielsen.



**Umesh Gattani**  
22,  
BBA - International Business  
Fresher

**Summer Project:** To study business process analysis and customer evaluation for business development at etco denim  
**Company:** Etco dernim.



**Urvesh Vyas**  
23,  
BMS  
Fresher

**Summer Project:** A study on Business Development Analysis and Customer Satisfaction of Spiro Lifecare  
**Company:** Spiro Lifecare.



**Vaibhav Jhanwar**  
22,  
B.Com.  
Fresher

**Summer Project:** A study of fabric manufacturer of Ichalkaranji for business development  
**Company:** Game Changers Textfab Pvt. Ltd.



**Vinit Vilas Satam**  
23,  
B.Com.  
Fresher

**Summer Project:** Study consumer behaviour towards Amul pouch milk  
**Company:** Amul.



**Yogesh Dulare**  
23,  
BMS - Marketing  
Fresher

**Summer Project:** A study To Analyse Customer Satisfaction Level of Yes Bank  
**Company:** Nielsen.





**Anirudh Nambiar**  
25,  
BAF  
**Work Exp:** 27 Months;  
Team Teknik Consultancy (16),  
Convergys India Pvt. Ltd. (11).

**Summer Project:** Health insurance: Evaluation of Policies and Assessment of Purchase Behaviour Among Retail Clients  
**Company:** Probus Insurance Broker Ltd.



**Priyanka Hareram Chourasiya**  
22,  
BMS - Finance  
**Work Exp:** 25 Months;  
Aakar Aavishkar Infrastructure (16),  
IIBMS (9).

**Summer Project:** Study on B2B portal awareness and Vendor Management at HyperCITY  
**Company:** HyperCITY Retail (India) Ltd.



**Punit Shah**  
24,  
BBI  
**Work Exp:** 24 Months;  
Investec Solutions Ltd. (24)

**Summer Project:** A study on performance of IPOs in India  
**Company:** Inventure growth and securities Ltd.



**Camelo Dabre**  
23,  
B.Com.  
**Work Exp:** 22 Months;  
Tata Consultancy Service (22).

**Summer Project:** Bill Collection process and Capex Job Costing at Reliance infrastructure  
**Company:** Reliance Infrastructure Pvt. Ltd.



**Nikhil P. D'Souza**  
24,  
B.Com.  
**Work Exp:** 22 Months;  
Axis Bank (22).

**Summer Project:** A study of banking products and services  
**Company:** Bassein Catholic Co-Operative Bank Pvt. Ltd.



**Griffith Fernandes**  
24,  
BMS – Finance  
**Work Exp:** 21 Months;  
CMA CGM Shared Service Centre India Private Ltd. (9),  
Britt Pneumatics Systems (12)

**Summer Project:** The Process of Foreign Exchange & Transactions at Kotak Mahindra Bank  
**Company:** ING Kotak Mahindra Bank.



**Brendan Dunga**  
23,  
B.Com.  
**Work Exp:** 18 Months;  
Newgen Software Technologies Ltd. (18).

**Summer Project:** Individual Prospective towards gold loan in BCCB  
**Company:** Bassein Catholic Co-Operative Bank Pvt. Ltd.



**Zevio Jude Rodrigues**  
26,  
BMS - Finance  
**Work Exp:** 16 Months;  
Tata Consultancy Service (16).

**Summer Project:** Study on Systematic investment Plan on SBI mutual fund  
**Company:** Stock Holding Corporation of India Ltd.



**Nilesh Borkar**  
27,  
BCA  
**Work Exp:** 13 Months;  
Dhandhan Infotech, (5),  
Edr Continuous Information Pvt. Ltd. (8).

**Summer Project:** The Process of Foreign Exchange & Transactions at Kotak Mahindra Bank  
**Company:** ICICI Securities Ltd.



**Vineet Vasu Enarathil**  
25,  
BMS – Finance  
**Work Exp:** 13 Months;  
Tata Consultancy Service (13).

**Summer Project:** A Study of Financial Product with special reference to Portfolio management using statistical tools through franchisee channel  
**Company:** Motilal Oswal Securities Ltd.



**Krishna Reddy**  
23,  
BMS  
**Work Exp:** 8 Months;  
Andromedia Pvt. Ltd. (8).

**Summer Project:** A Study of financial product with specific reference to asset management through franchisee channel  
**Company:** Motilal Oswal Securities Ltd.



**Lavina Gilbert D'souza**  
23,  
B.Com.  
**Work Exp:** 8 Months;  
Kersi Jamshedji & Co. (8)

**Summer Project:** A Study of Financial Products with special reference to services provided by HDFC and Motilal Oswal through franchisee channel  
**Company:** Motilal Oswal Securities Ltd. (Yash Securities)



**Ashok Jagdish Parihar**  
25,  
BAF  
**Work Exp:** 7 Months;  
MD Consulting (7).

**Summer Project:** Assessment of companies' procedures towards Group Medi-claim policy  
**Company:** Probus Insurance Broker Ltd.



**Joel Jacob**  
23,  
BFM  
**Work Exp:** 7 Months;  
Imperial Ocean Management Pvt. Ltd. (7).

**Summer Project:** Investor'S Preference Towards Mutual Fund In Comparison To Other Investment Avenues  
**Company:** ICICI Direct.



**Elton Dsouza**  
25,  
B.Com.  
**Work Exp:** 6 Months;  
Essar Steel Ltd. (6)

**Summer Project:** A comparative study of old pension scheme with New pension scheme  
**Company:** Stock Holding Corporation of India Ltd.



**Aaditi Dongre**  
23,  
BMS - Finance  
Fresher.

**Summer Project:** Understanding of National Pension System at Stock Holding Corporation of India Limited  
**Company:** Stock Holding Corporation of India Ltd.



**Akshay Kanchan**  
23,  
B.Com.  
Fresher

**Summer Project:** A study of Inventory Management in Siemens Ltd  
**Company:** Siemens Ltd.



**Alan Rodrigues**  
23,  
BMS  
Fresher

**Summer Project:** Market scoping and analysis of financial investment & loan products  
**Company:** India Infoline Finance Ltd. (IIFL)



**Aldrin John Thayyil**  
23,  
BAF  
Fresher

**Summer Project:** Understanding the loan process at BCCB  
**Company:** Bassein Catholic Co-Operative Bank Pvt. Ltd.



**Ankit M Mistry**  
23,  
B.Com.  
Fresher

**Summer Project:** Study of Market Scoping & Analysis of Financial investment and Loan Products  
**Company:** India Infoline Finance Ltd. (IIFL).



**Aparna Dey**  
22,  
B.Com.  
Fresher

**Summer Project:** A study on process of procurement to pay  
**Company:** Larsen and Toubro.



**Brisbane Fernandes**  
23,  
B.Com.  
Fresher

**Summer Project:** A comparative study of Bassein Catholic Co-op Bank & Saraswat Co-op Bank  
**Company:** Bassein Catholic Co-Operative Bank Pvt. Ltd.



**Clayton A. Collaco**  
22,  
B.Com.  
Fresher

**Summer Project:** Analysis of Profitability and Solvency of Bassein Catholic Co-Operative Bank  
**Company:** Bassein Catholic Co-Operative Bank Pvt. Ltd.



**Dhananjay Dhirajbhai Patel**  
23,  
BAF  
Fresher

**Summer Project:** Performance Evaluation of the Motor Insurance Sector  
**Company:** Probus Insurance Broker Ltd.



**Dhanashree C. Shetti**  
22,  
BAF  
Fresher.

**Summer Project:** A study about ICICI Securities campaign of Mutual Fund Simplified Project and a study of top performing ICICI Mutual Funds  
**Company:** ICICI Securities Ltd.



**Dipti Dubey**  
23,  
B.Com.  
Fresher

**Summer Project:** A study on gold finance industry in Indian market  
**Company:** India Infoline Finance Ltd. (IIFL).



**Dylan Barboza**  
22,  
BMS - Marketing  
Fresher

**Summer Project:** A study of Mutual Funds in India alongwith a comparative study of mutual fund categorywise  
**Company:** ICICI Securities Ltd.





**Franklin Leo Felix**  
24,  
B.Com.  
Fresher

**Summer Project:** Study of Market Scoping & Analysis of Financial investment and Loan Products  
**Company:** India Infoline Finance Ltd. (IIFL).



**Harshal Mhaske**  
24,  
BBI  
Fresher

**Summer Project:** Study of comparative ratio analysis of ONGC and Crain India  
**Company:** Oil and Natural Gas Corporation Ltd.



**Heli K Shah**  
22,  
BMS - Finance  
Fresher

**Summer Project:** Market scoping and analysis of financial investment & loan products  
**Company:** India Infoline Finance Ltd. (IIFL).



**Jabamalar Paulraj**  
23,  
BMS - Finance  
Fresher

**Summer Project:** A Study On Payroll Process At Kotak Mahindra Bank  
**Company:** Kotak Mahindra Bank Ltd.



**Janki Hemant Mistry**  
23,  
BAF  
Fresher

**Summer Project:** Analysis of Pay Structure at HPCL  
**Company:** Hindustan Petroleum Corporation Ltd.



**Jisha Padukkaparambil**  
23,  
BAF  
Fresher

**Summer Project:** Comparative study on Product Development at Federal Bank Ltd.  
**Company:** Federal Bank Ltd.



**John Albert K.C.**  
23,  
B.Com.  
Fresher.

**Summer Project:** Cash flow and ratio analysis of Mahindra holiday resorts India limited.  
**Company:** Mahindra holiday resorts India Ltd.



**Jyoti Subhash Joshi**  
23,  
BMS - Finance  
Fresher

**Summer Project:** Market scoping and analysis of financial investment & loan products  
**Company:** India Infoline Finance Ltd. (IIFL).



**Karan Mehta**  
24,  
B.Com.  
Fresher

**Summer Project:** Study of Market Scoping & Analysis of Financial investment and Loan Products  
**Company:** India Infoline Finance Ltd. (IIFL).



**Kevin Delwadia**  
23,  
BMS - Marketing  
Fresher

**Summer Project:** A Study of financial product with specific reference to Equity linked savings through franchisee channel.

**Company:** Motilal Oswal Securities Ltd.



**Kevin D'Souza**  
22,  
B.Com.  
Fresher

**Summer Project:** E-Tutorials in Foreign Direct investment

**Company:** Reserve Bank of India.



**Khushbu Zala**  
22,  
B.Com.  
Fresher

**Summer Project:** Security analysis of selected IT sectors listed on Bombay Stock Exchange

**Company:** Sharekhan Ltd.



**Leandra Rodrigues**  
23,  
B.Com.  
Fresher

**Summer Project:** A project report on the Billing Process of the Custom Housing Agent in Exporting

**Company:** Francis Shipping Agency Pvt. Ltd.



**Leann Fernandes**  
25,  
B.Com.  
Fresher

**Summer Project:** A study on the Growth and Development of the ATM industry in India

**Company:** Deloitte Haskins & Sells.



**Lizelle Rodrigues**  
24,  
BAF, M.Com.  
Fresher

**Summer Project:** A study on investment Advisory Process and Client Relationship Management at Centrum Wealth Management Ltd.

**Company:** Centrum Wealth Management Ltd.



**Lolita Dsouza**  
23,  
B.Com.  
Fresher.

**Summer Project:** Analysis of IIFL Gold Loan Business

**Company:** India Infoline Finance Ltd. (IIFL).



**Malachi Pinto**  
23,  
BMS - Finance  
Fresher

**Summer Project:** A study on the Influence of Investor Education tools Developed by SEBI and other Financial Institutions on the General Public

**Company:** Securities and Exchange Board of India.



**Mamata Bangera**  
23,  
BMS  
Fresher

**Summer Project:** Study On Sales Trend Analysis Of Industrial And Commercial (I&C) Products And Customer Profitability Analysis of I&C SBU, BPCL

**Company:** Bharat Petroleum Corporation Ltd.



**Megha Rani Mohapatra**  
23,  
BAF  
Fresher

**Summer Project:** An analysis of mutual fund campaign initiated by ICICI securities  
**Company:** ICICI Securities Ltd.



**Mihir Ketan Shah**  
24,  
B.Com.  
Fresher

**Summer Project:** A brief on mutual fund simplified project conducted By ICICI Securities  
**Company:** ICICI Securities Ltd.



**Milan Chetan Gosalia**  
23,  
B.Com.  
Fresher

**Summer Project:** A study of Stock Holding Corporation India Ltd. Products & Services  
**Company:** Stock Holding Corporation of India Ltd.



**Mitul J. Shah**  
23,  
B.Com.  
Fresher

**Summer Project:** Study of Financial Products with Special Reference to mutual fund through Franchisee Channel  
**Company:** Motilal Oswal Securities Ltd.



**Natasha Fernandes**  
23,  
BAF  
Fresher

**Summer Project:** A study of the Sales Collection Reconciliation of Hardcastle Restaurants Pvt. Ltd.  
**Company:** Hardcastle Restaurants Pvt. Ltd.



**Neha Badkar**  
23,  
BMS - Finance  
Fresher

**Summer Project:** A Comparative Study On Equity Mutual Funds  
**Company:** Stock Holding Corporation of India Ltd.



**Neha Ramlakhan Yadav**  
24,  
B.Com.  
Fresher.

**Summer Project:** A study of Mutual Fund Awareness Campaign and Top Performing ICICI Mutual Funds  
**Company:** ICICI Securities Ltd.



**Nikita Ashok Penter**  
24,  
B.Com.  
Fresher

**Summer Project:** Indirect Tax (Custom & Excise) at HPCL - Mumbai Refinery  
**Company:** Hindustan Petroleum Corporation Ltd.



**Nishita. U. Trivedi**  
24,  
B.Com.  
Fresher

**Summer Project:** A Study of financial products with special reference to comparative analysis of ULIP between SBI life & ICICI Prudential through franchisee channel  
**Company:** Motilal Oswal Securities Ltd.





**Omkar Prabhawalkar**  
24,  
BMS  
Fresher

**Summer Project:** Understanding current accounts and trade current account activation  
**Company:** HDFC Bank Ltd.



**Prajal. P. Rodrigues**  
22,  
BAF  
Fresher

**Summer Project:** Studies on modern banking techniques at Axis bank  
**Company:** Axis Bank.



**Priyanka Suresh Gupta**  
24,  
B.Com.  
Fresher

**Summer Project:** Market Scoping and analysis of Financial investment & Loan Products  
**Company:** India Infoline Finance Ltd. (IIFL).



**Ravindra Swarnkar**  
24,  
B.Com.  
Fresher

**Summer Project:** Market Scoping and Analysis of Financial investment and Loan Products (with respect to gold loan)  
**Company:** India Infoline Finance Ltd. (IIFL).



**Richa Gupta**  
22,  
BAF  
Fresher

**Summer Project:** An report on financial service to be given by KR Choksey for increasing customer satisfaction & value  
**Company:** KR Choksey.



**Rickie Fernandes**  
24,  
B.Com.  
Fresher

**Summer Project:** Study on investment in IT and financial performance of BCCB Ltd.  
**Company:** Bassein Catholic Co-Operative Bank Pvt. Ltd.



**Riddhi Sawal**  
23,  
BMS - Marketing  
Fresher.

**Summer Project:** A study on Credit Risk Scoring of individuals  
**Company:** Punjab National Bank.



**Rohan Pardeshi**  
22,  
B.Com.  
Fresher

**Summer Project:** Comparative Study on Performance of Mutual Funds in India  
**Company:** Stock Holding Corporation of India Ltd.



**Rupesh S. Singh**  
22,  
B.Com.  
Fresher

**Summer Project:** Evaluation, comparison and analysis of insurance companies and study of commercial motor insurance  
**Company:** Probus Insurance Broker Ltd.



**Sailee Chury**  
22,  
B.Com. - Financial Accounting  
Fresher

**Summer Project:** Infrastructure Financing  
**Company:** Central Bank of India.



**Shalaka Vaz**  
22,  
BAF  
Fresher

**Summer Project:** A study on Working Capital Management at Reliance Infrastructure Limited  
**Company:** Reliance Infrastructure Pvt.Ltd.



**Sharvani Rajendra Pawar**  
22,  
B.Com.  
Fresher

**Summer Project:** Credit Risk Management in Punjab National Bank  
**Company:** Punjab National Bank.



**Shruti Chandrshekharan**  
24,  
B.Com.  
Fresher

**Summer Project:** A project on understanding the forex department in ONGC with a special focus on "Hedging"  
**Company:** Oil and Natural Gas Corporation Ltd.



**Smit Modi**  
24,  
B.Com.  
Fresher

**Summer Project:** Market Scoping and Analysis of Financial investment & Loan Products  
**Company:** India Infoline Finance Ltd. (IIFL).



**Sneha Mandal**  
22,  
BAF  
Fresher

**Summer Project:** A Study of investors interest in mutual fund And top 3 equity funds in India  
**Company:** ICICI Securities Ltd.



**Sneha Poojary**  
24,  
B.Com.  
Fresher.

**Summer Project:** A study on retail lending practices at Bharat Co-operative Bank Ltd  
**Company:** Bharat Co-operative Bank Ltd.



**Sonal Shirraj Valanju**  
24,  
B.Com.  
Fresher

**Summer Project:** Study of Sarfaesi Act 2002 at Bank of Baroda  
**Company:** Bank of Baroda.



**Steffi Dmello**  
24,  
B.Com., PG Diploma in Banking  
Fresher

**Summer Project:** A study of non performing asset management and analysis of financial statement of BCCB  
**Company:** Bassein Catholic Co-Operative Bank Pvt. Ltd.



**Steffi Fernandes**  
24,  
B.Com.  
Fresher

**Summer Project:** A study on Credit Risk Rating of Corporates  
**Company:** Punjab National Bank.



**Subatta Sawant**  
23,  
B.Com.  
Fresher

**Summer Project:** Cost and Revenue Analysis of Zodiac Grill Restaurant, The Taj Mahal Palace, Mumbai.  
**Company:** The Taj Mahal Palace, Mumbai.



**Trishla Kaul**  
22,  
B.Com.  
Fresher

**Summer Project:** Cost Analysis of Air Conditioner's at Lloyd Electronics  
**Company:** Lloyd Electronics.



**Vilon Vijay Carvalho**  
22,  
B.Com.  
Fresher

**Summer Project:** Analysis of Financial Statement of BCCB by ratio analysis  
**Company:** Bassein Catholic Co-Operative Bank Pvt. Ltd.



**Yashasvi Tamore**  
23,  
BMS - Finance  
Fresher

**Summer Project:** A Study On Cash Management Services at Bank Of India  
**Company:** Bank Of India.





**Olive DSouza**  
25,  
BMS - Marketing  
**Work Exp:** 25 Months;  
Dainik Bhaskar - Jabalpur Group (17),  
Jetking Infotrain Ltd. (8).

**Summer Project:** A Study on the HR Processes & Understanding the Role of employees in the Travel & Tourism Industry for HR4India  
**Company:** HR4India - Opportune Technologies Pvt. Ltd.



**Shankul Avinash Dehmukh**  
23,  
BMS - Marketing  
**Work Exp:** 23 Months;  
Tata Consultancy Services (23).

**Summer Project:** Formulating and Implementing Competency Mapping  
**Company:** Reliance Energy



**Nancy Louis Fernandes**  
26,  
B.Com.  
**Work Exp:** 22 Months;  
ACH Management Consultants (17),  
Trinity Consultancy Pvt. Ltd. (5).

**Summer Project:** A study of employee benefits at ONGC Ltd. Mumbai  
**Company:** Oil and Natural Gas Corporation Ltd.



**Khushboo Patel**  
24,  
BAF  
**Work Exp:** 18 Months;  
Corp- Solutions Services Private Ltd. (7),  
Pharma Placement inc. (7),  
Reinam Placement (4).

**Summer Project:** Study on HR balanced score card for Ajanta pharma  
**Company:** Ajanta Pharma Ltd.



**Avrina D'mello**  
23,  
BMS  
**Work Exp:** 13 Months;  
JP Morgan India Services Ltd (13).

**Summer Project:** Study on performance appraisal at BCCB  
**Company:** Bassein Catholic Co-Operative Bank Pvt. Ltd.



**Nikitha Rai**  
23,  
BMS  
**Work Exp:** 12 Months;  
Genius Consulting (12).

**Summer Project:** A study on the Joining Formalities, onboarding and induction Process at India Infoline Finance Ltd  
**Company:** India Infoline Finance Ltd. (IIFL).



**Veronica Fernandes**  
23,  
BMS - Marketing  
**Work Exp:** 10 Months;  
IFCM Counsellors Pvt. Ltd. (10).

**Summer Project:** To Review and Formulate HR Policies at GJEPC  
**Company:** The Gem and Jewellery Export Promotion Council.



**Pooja Parikh**  
23,  
B.Sc - IT  
**Work Exp:** 8 Months;  
Aspade Systems Pvt. Ltd. (8).

**Summer Project:** Study on recruitment process lifecycle at HR Reflections  
**Company:** HR Reflections.



**Alisha Mody**  
25,  
BMS - Marketing  
Fresher

**Summer Project:** Formulating an Orientation Program for the newly hired employees in the Human Resources Department  
**Company:** Standard Chartered Bank.



**Beryl Dsouza**  
21,  
B.Com.  
Fresher

**Summer Project:** A study on Understanding employee Lifecycle Management  
**Company:** Dewan Housing Finance Corporation Ltd. (DHFL).



**David Denver Dias**  
22,  
B.Com.  
Fresher

**Summer Project:** A Study On The Process Of Full & Final Settlement at Alkem Laboratories Ltd  
**Company:** Alkem Laboratories Ltd.



**Devshree Dilip Das**  
23,  
B.Sc. - Microbiology  
Fresher

**Summer Project:** Study on Recruitment policy and Procedure for Jet Airways  
**Company:** Jet Airways.



**Dhonika Joshi**  
23,  
B.Com.  
Fresher

**Summer Project:** Studying the recruitment process and Identifying the scope for its improvement at HyperCITY  
**Company:** HyperCITY Retail (India) Ltd.



**Ivy Pereira**  
23,  
BMS  
Fresher

**Summer Project:** A study on employees satisfaction towards training in Bassein Catholic Co-op Bank Ltd  
**Company:** Bassein Catholic Co-Operative Bank Pvt. Ltd.



**Ketaki Shetye**  
23,  
B.E. - Instrumentation  
Fresher

**Summer Project:** To study employee Engagement Solutions and Analysis at HyperCITY Retail Ltd.  
**Company:** HyperCITY Retail (India) Ltd.



**Kriska John Caldeira**  
23,  
B.Com.  
Fresher.

**Summer Project:** A study on The Performance Management System and The Training Evaluation Process at GJEPC  
**Company:** Gem and Jewellery Export Promotion Council (GJEPC).



**Megan Melwyn D'Sa**  
23,  
B.Sc - Hospitality  
Fresher

**Summer Project:** Attrition Analysis And Employee Retention In The Engineering Department  
**Company:** Jet Airways (I) Engineering and Maintenance.



**Naomi D'Souza**  
22,  
B.Com.  
Fresher

**Summer Project:** A study on Performance Management System Process  
**Company:** Voltas Ltd.



**Pooja Nair**  
21,  
BMS  
Fresher

**Summer Project:** Designing an employee handbook (Cabin Crew)  
**Company:** Jet Airways.



**Pooja Vyas**  
25,  
BMS - Retail Management  
Fresher

**Summer Project:** Study and comparison between overseas leave policies of southeast Asian countries of jet airways.  
**Company:** Jet Airways.



**Rebecca Fernandes**  
23,  
BMS  
Fresher

**Summer Project:** Training Needs Analysis Contribution to the Training at The Taj Mahal Palace, Mumbai  
**Company:** Taj Mahal Palace Hotel, Mumbai.



**Renata Fernandes**  
24,  
B.Com. - Accounts & Tax  
Fresher

**Summer Project:** To study the Roles and Functions of employees in the Hotel industry  
**Company:** HR4India - Opportune Technologies Pvt. Ltd.



**Rishone Coelho**  
23,  
BMS  
Fresher

**Summer Project:** A study of Performance Appraisal Process at GJEPC  
**Company:** Gem and Jewellery Export Promotion Council (GJEPC).



**Salome Aguiar**  
23,  
BMS - Finance  
Fresher

**Summer Project:** Study on employee transfer process in Bassein Catholic Cooperative Bank  
**Company:** Bassein Catholic Co-Operative Bank Pvt. Ltd.



**Sedona Thomas D'Souza**  
22,  
BMS  
Fresher.

**Summer Project:** A study on Recruitment and Selection Process  
**Company:** Reliance Capital-Home Finance and Commercial Finance Ltd.



**Sharon D'Souza**  
23,  
B.Sc - Biotechnology  
Fresher

**Summer Project:** A study on The Union-Management Relationship at ONGC using the conflict resolution mechanism stated in the industrial disputes act, 1947  
**Company:** Oil and Natural Gas Corporation Ltd.





**Merwyn Fernandes**  
27,  
B.E. - Computers  
**Work Exp:** 24 Months;  
Serco Global Services (12),  
Packt Publishing Pvt. Ltd. (12).

**Summer Project:** Development of IT Asset and Health Monitoring software.  
**Company:** Reliance Infrastructure Pvt. Ltd.



**Rahul .R. Sharma**  
24,  
B.Sc. - IT  
**Work Exp:** 24 Months;  
Ghar Estate Agency (24).

**Summer Project:** Business Analysis and System Implementation for Monitoring and Asset Management Tool  
**Company:** Amul.



**Joyel Coutinho**  
24,  
B.Sc. - IT  
**Work Exp:** 20 Months;  
Ruchika Collections (20).

**Summer Project:** Product Analysis and Digital marketing for Apps Magnet  
**Company:** Apps Magnet (Magnet Technologies).



**Surbhi Patel**  
22,  
B.Sc. - IT  
Fresher

**Summer Project:** Application Development for Utility Software at Reliance Infrastructure  
**Company:** Reliance Infrastructure Pvt. Ltd.



**Alok Pisat**  
27,  
B.Sc. - IT  
**Work Exp:** 25 Months;  
Orion Security Solutions Pvt. Ltd. (17),  
TCBIL (4),  
Aditya Birla Retail Ltd. (4).

**Summer Project:** A study on SOP & MIS System at Camphire Events  
**Company:** Camphire.



**Chrysel Dsouza**  
22,  
BMS - Marketing  
Fresher

**Summer Project:** A study on the process and designing of SOP and manual for Camphire  
**Company:** Camphire.



**Macsen Jose Chakramakil**  
23,  
B.E. - Computers  
Fresher

**Summer Project:** A Study On Quality And Asset Management For Mahindra Susten Services Ltd  
**Company:** Mahindra Susten Services Ltd.

## Profiles of Prospective Students for Summer Internship of MMS & PGDM - I (Batch 2015-17)

### Finance

Name	Age	Gender	Graduation	Exp. in Months
Candice Ann Pereira	25	F	M.Com.	47
Prashant Manjunath Anchan	24	M	B.Com. - Accounting & Finance	37
Jocelyn Joy Parakunnail	24	F	M.Com.	36
Leroy Joseph Lemos	24	M	B.Com.	34
Ajinkya Kishor Patil	23	M	M.Com.	33
Pascal Anthony Colaco	25	M	B.Com.	30
Poonam Peter Nadar	23	F	B.Com.	25
Rosetta Julius Fernandes	24	F	M.Com. - Business Management	24
Aniket Augustine Gonsalves	23	M	BMS	21
Ryan Aleluia Dsouza	23	M	B.Com.	21
Deanne Rebecca Dsa	23	F	B.Sc.-Botany/Zoology	20
Kshitija Bharat Jadhav	23	F	B.Com.	16
Natasha Corda	23	F	B.Com.	15
Juliano Pascol Abranches	24	M	B.Com.	13
Steffi Sacha Dmello	23	F	B.Com. - Banking & Insurance	13
Arpita Shekar Shetty	22	F	BMS - Finance	12
Blesson Mathai Samuel	23	M	BMS	12
Keyur Shah	23	M	BMS	12
Lydia Verghese Pudhussery	23	F	B.Com.	12
Raveena Ramesh	22	F	BMS	12
Darshan Sundar Salian	23	M	B.Com.	11
Hayden Anjathumparambil	22	M	B.Com.	11
Siddhant Raghuveer Puthran	22	M	BMS	10
Siddhesh Sharad Pendhari	22	M	B.Com.	9
Joneil Edwin Dsouza	24	M	B.Com.	8
Jitendra Ramapati Tiwari	23	M	B.Com.	6
Shweta Rajendra Ambre	21	F	B.Com. - Accounting & Finance	6
Minalee Satyawalan Vetkar	24	F	B.Com. - Banking & Insurance	3
Abhishek Mukesh Jain	21	M	BMS	Fresher
Akshata Madhav Gokhale	22	F	B.Com.	Fresher
Amanda Fernandes	21	F	B.Com.	Fresher
Ankit Dinesh Wadkar	22	M	BAF	Fresher
Anshuni Dilip Churi	23	F	B.Com.	Fresher
Anthea Pereira	22	F	B.Com.	Fresher
Arulraj Anandharaj Nadar	23	M	B.Com.	Fresher
Ashish Sanjay Ahire	22	M	B.Com. - Banking & Insurance	Fresher
Ashley Peter Lopes	21	M	B.Com.	Fresher
Ashwini Jilson Anthony	23	F	B.Com.	Fresher
Aurella James Machado	22	F	B.Sc. - IT	Fresher
Bianca Menezes	21	F	B.Com.	Fresher
Bilby Babu	23	F	B.Com. - Computer Application	Fresher
Bipin Gordhanbhai Chauhan	22	M	B.Com.	Fresher
Bracewel Nazareth Andrades	21	M	BAF	Fresher
Brahat Sadanand Shetty	21	M	BMS	Fresher
Christabel William Dsouza	23	F	BMS	Fresher

Name	Age	Gender	Graduation	Exp. in Months
Darshan Pradeep Parekh	23	M	B.E.	Fresher
Freedal Diago Alphonso	23	F	BMS - Finance	Fresher
Frenzia Francis Fernandes	23	F	B.Sc. - IT	Fresher
Karen Nicole Pereira	22	F	B.Com. - Accounting & Finance	Fresher
Karrthik Rambabu Vishnubhotla	21	M	B.Com.	Fresher
Kritika Jagdish Girdhani	23	F	B.Com.	Fresher
Layana Lorance	23	F	M.Com.	Fresher
Lincoln Marian Gonsalves	21	M	B.Com.	Fresher
Marilyn Reuben Gonsalves	22	F	B.Com.	Fresher
Nitesh Gulabrao More	22	M	B.Sc.	Fresher
Olivia Oswald Dcunha	22	F	B.Com.	Fresher
Pallavi Prakash Naik	20	F	B.Com.	Fresher
Rahul Haridasan	22	M	B.Com.	Fresher
Rayner Stany Dsouza	21	M	B.Com. - Accounting & Finance	Fresher
Richal Leema Fernandes	21	F	B.Com.	Fresher
Riddhi Ghanshyam Abhani	22	F	BMS	Fresher
Rohit Renold Dias	21	M	BMS - Finance	Fresher
Sagar Reddy	22	M	B.Com.	Fresher
Sameer Ashvin Vyas	23	M	BMS	Fresher
Sarthak Mukesh Parekh	21	M	B.Com.	Fresher
Shraddha Ashok Kadam	21	F	B.Com.	Fresher
Shravani Prasad Chandan	22	F	B.Com.	Fresher
Shubham Sitaram Kasurde	22	M	BAF	Fresher
Snovil David Dcunha	22	M	BMS	Fresher
Sujan Surendra Shetty	21	M	B.Com.	Fresher
Susheel Satheesan Nambiar	21	M	B.Com.	Fresher
Swati Ramesh Naidu	22	F	BMS	Fresher
Tanvi kirti sachdev	23	F	BMS	Fresher
Vishal Ramjibhai Choudhary	24	M	B.Com.	Fresher
Vishva Yogesh Shah	22	F	BMS	Fresher
Yogisha Vinayak Lad	22	F	B.Com. - Accounting & Finance	Fresher
Yohan Moses Ghatya	21	M	BMS	Fresher

### Human Resources

Name	Age	Gender	Graduation	Exp. in Months
Jeason Danthy	24	M	BMS	38
Anita Alphonso Bhaver	25	F	M.Com.	32
Mishtii Jatin Vora	23	F	B.Com.	23
Sheldon Bosco Rodrigues	23	M	BMS - Finance	12
Janiba Nadar	22	F	BMS	9
Ankita Suhas Kulkarni	21	F	BMS	7
Bijal Himanshu Bhojani	25	F	B.Com.	7
Cynthia James Das	21	F	B.Com.	Fresher
Hayden Peters	21	M	B.A. - Sociology	Fresher
Jessica Daniel Fernandes	21	F	BMS - Marketing	Fresher
Jonty Anthon Bahadur	23	M	B.Com.	Fresher
Melissa Sebastian Dias	21	F	B.Com.	Fresher
Pariddhi Kumar Shah	21	F	B.Com.	Fresher
Pranali Dilip Kadam	23	F	B.Sc. - Physics	Fresher
Ravina Ronald Lobo	22	F	B.Sc.	Fresher
Sydel Mark Dsouza	22	F	B.Com.	Fresher



**IT**

Name	Age	Gender	Graduation	Exp. in Months
Tanmay Jayesh Mhatre	21	M	B.Sc. - IT	12
Harshad Prakash Karkar	22	M	B.Sc. - IT	Fresher

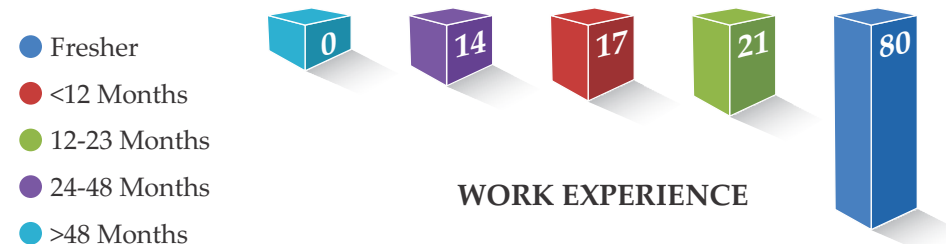
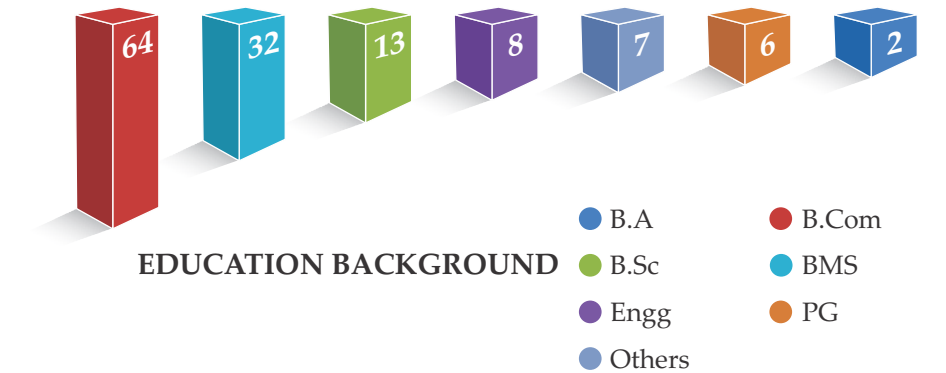
**Marketing**

Name	Age	Gender	Graduation	Exp. in Months
Ashwinkumar Jivarajbhai Patel	22	M	BMM - (Advertising)	42
Dalston Jason Nazareth	26	M	B.Sc. - IT	38
Shilpa Pradeep Gadekar	24	F	B.Com.	25
Joshua Cecil Dmello	23	M	B.Sc.	24
Maheshkumar Ramprasad Thakur	24	M	BMS	23
Aditya Narayan Warang	24	M	B.Com.	16
Apurva Avinash Khairkar	26	F	B.E.	13
Akil Geevarghese Pazhoopadikal	22	M	BMS	12
Oshan Rohan Almeida	22	M	B.E.	10
Vinod Rajbahadur Yadav	22	M	B.Com.	10
SanjanaLiyona John Pereira	22	F	B.Com.	9.5
Vidhi Hitesh Rathod	22	F	BMS	6
Frank Mervyn Dias	23	M	BMS	3
Melisha Albert Rodrigues	23	F	BMM	3
Abhishek Madhusudhan Paul	22	M	BMS	Fresher
Calvin Anthony Andrade	22	M	B.Com.	Fresher
christoper arnald mendonca	21	M	B.Com.	Fresher
Dhanashree Vijay Bandiwadekar	22	F	BMM	Fresher
Divya Kenneth Dcosta	24	F	B.Com.	Fresher
Gaurav Bachulal Kale	23	M	B.Sc. - IT	Fresher
Janis Alquin Menezes	22	F	BAF	Fresher
Jessina John Pereira	20	F	B.Com.	Fresher
Jesus Joseph Colaco	22	M	BMS - Marketing	Fresher
Marcian Samuel	22	M	BMS - Marketing	Fresher
Mohammad Arsalan Nizamuddin Shah	23	M	B.Sc. - IT	Fresher
Seles Paul Kuthokathan	22	F	BMS - Marketing	Fresher
Shravan Dubey	23	M	B.Com.	Fresher
Sonia Maryann Sequeira	22	F	B.A. - Economics	Fresher
Swaral Ratish Raut	22	M	BMS.	Fresher
Tanvi Surendra Khedekar	24	F	B.Com.	Fresher

**Operations**

Name	Age	Gender	Graduation	Exp. in Months
Damini Hemant Karekar	22	F	B.E. - Civil Engineering	12
Virendra Sadashiv Shirke	24	M	B.E.	12
Abhishek Kannan	23	M	B.Sc. - IT	Fresher
Ankit Singh	24	M	B.E. - Mechanical	Fresher
Rohit Pravin Mhatre	23	M	B.E.	Fresher
Roydon Pinto	21	M	B.Com.	Fresher
Shivprakash Mahendra Vishwakarma	22	M	B.E. - Electronics & Telecommunication	Fresher

**Class Profile: MMS & PGDM I 2015-2017**





Recruiters - Final Placements A.Y. 14-15



*and many more...*



## Recruiters - Summer Placements A.Y. 14-15



*and many more...*

## Career Management Centre (CMC)

The Career Management Centre (CMC) is the liaison between our highly diverse talent pool of students, alumni and employers who benefit from their expertise.

CMC helps recruiting companies for their promotion on the campus and handles the entire placement process. Some of the services offered to students through CMC:

- Career Mapping
- Corporate Grooming
- Soft Skill Development
- Resume Writing
- GD & Interview Preparation
- Job search
- Internship & Consulting Opportunities
- Alumni Networking.



## To Our Patrons

### If you are looking to recruit:

Tap into SFIMAR's world-class talent pool. Recruit high-calibre personnel for employment, or short/long-term assignments and Live projects. SFIMAR graduates can provide the outstanding global business capabilities, diversity, international outlook and professional experience that will make a real difference to your business.

### Career Management Centre (CMC) -

CMC is your "one-stop shop" for all of your recruiting needs. We are dedicated to serve the specific needs of recruiters searching for the future leadership of their organizations.

In order to reach out and communicate with the students and in turn to increase your visibility on our campus you can explore the following methods:-

### Promotional Tuesday & Saturday -

Companies are welcome to visit SFIMAR Campus prior their actual recruitment process to

promote their company through corporate presentation thus sharing information about the company, job opportunities, required skill set & selection process. This will be beneficial to both the company as well as the students in taking right decisions. **Book a Day & Time Slot Today With Us For Final & Summer Placement.**

### Distributing published material -

Company brochures, pamphlets and other published material are an effectual way of disseminating information about the company. Such matters can be sent to the Placement Office for distribution amongst the students.

### Guest Talks -

The Company can build presence on the campus by having its senior representatives interact with the students through guest lectures and seminars on various topics.

For confirming the promotional dates and to know more about the recruitment and internship process please contact the CMC staff or write to us at [placement@sfimar.org](mailto:placement@sfimar.org)

## Placement Calender

Company Presentations for Final Placements	October Onwards.
Final Hiring Process	October Onwards.
Summer Hiring Process	December Onwards.
Winter Project	December to March.
Summer Internship	From 2nd May to 30th June.
Flexi hour projects	Round the year.



## Student Placement Leaders & Joint Leaders



### From Left to Right:

- 1<sup>st</sup> Row** Ms. Navika Pednekar, Bro. K C Joseph (Registrar), Bro. Alphonse Nesamony (Chairman), Dr. Subhransu Sekhar Mohanty (Director), Ms. Sangeeta Varma
- 2<sup>nd</sup> Row** Ms. Priyanka H Chourasiya, Ms. Sneha Thomas, Ms. Shivani Wala, Ms. Dhonika Joshi, Ms. Khushboo Patel, Ms. Anu Thomas, Ms. Sharvani R Pawar, Ms. Rebecca Fernandes, Ms. Ketaki Shetye, Ms. Mamata Bangera, Ms. Janki Mistry, Ms. Steffi Fernandes, Mr. Dhananjay D Patel
- 3<sup>rd</sup> Row** Ms. Jyoti S Joshi, Ms. Nivita Pavithran, Ms. Ashima S. Thakur, Ms. Surbhi Patel, Ms. Jesal K. Vaidya, Ms. Veronica Fernandes, Ms. Sneha Poojary, Ms. Jabamalar Paulraj, Ms. Dhanashree C. Shetti, Ms. Trishla Kaul, Ms. Yashasvi Tamore, Ms. Niyati Brid, Ms. Lavina G D'souza, Ms. Sonal Valunj, Mr. Mitul J. Shah
- 4<sup>th</sup> Row** Mr. Merwyn Fernandes, Mr. Kevin D'Souza, Mr. Macsen Jose C, Mr. Shankul A Dehmukh, Mr. Karan A. Nirmal, Mr. Aldrin J Thayyil, Mr. Sean Rodrigues, Mr. Rahul K Hanumante, Mr. Ankit Shetty, Mr. Akshay Ghaware

### Contact Us.

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**Anu Thomas**  
Placement Co-ordinator  
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Mobile: 089768 40113

# Placement – ACE Performers (Batch 2013 - 15)



**Yaohan Menezes**  
MarineTime Industrial  
Service (Dubai)



**Henry George**  
CitiCorp Service India  
Private Limited



**Siddharth C. Nayak**  
Zomato



**Shruti Shetty**  
Nielsen



**Joel Almeida**  
Portscape



**Jennyfer Crasto**  
Vodafone



**Karen D. Braganza**  
Vodafone



**Priyanka Pereira**  
Vodafone



**Forum Y. Rajput**  
Vodafone



**Allwyn Palathinkal**  
Viteos Fund  
Services Ltd.

## SFIMAR

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E-mail: [placements@sfimar.org](mailto:placements@sfimar.org)

### Location Map

