THE BUSINESS SCHOOL
UNIVERSITY OF JAMMU

ADMISSION BROCHURE
2018

MASTER OF BUSINESS ADMINISTRATION
MBA
## Important Dates

<table>
<thead>
<tr>
<th>Event</th>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>COMMON ADMISSION TEST (CAT)</td>
<td>Nov. 26, 2017</td>
</tr>
<tr>
<td>Starting date of Sale of MBA Admission Forms</td>
<td>Nov. 10, 2017</td>
</tr>
<tr>
<td>Last Date of submission of MBA Admission Forms</td>
<td>Dec. 10, 2017</td>
</tr>
</tbody>
</table>

The Business School, University of Jammu, Jammu-180 006 (J&K), India
Tele/fax: 0191-2430133, www.jammuuniversity.in
I am pleased to learn that the Business School (TBS), University of Jammu, Jammu is bringing out Admission Brochure for the academic session 2018-19 for admission in Master in Business Administration (M.B.A).

The University of Jammu is one of the India's Premier Research & Teaching Universities and has been rated by the National Assessment and Accreditation Council (NAAC) as an “A+” Grade University. The University of Jammu has secured 63rd rank in the Country and got 1st rank among the universities in the J&K States in the National Institutional Ranking Framework (NIRF) introduced by the Ministry of Human Resource Development, Government of India.

At the very onset, I am prompted to use a John Dewey's quote: "Education is not preparation for life; education is life itself". I believe that rigors of the contemporary world require professionals not to end their quest for knowledge. The dynamics of the fast-changing world urges the academicians to give the right impetus for making life-long learners out of students.

The Business School carries a legacy of setting of a premier institute of North India. The Institute is contributing to the social needs of the society and ensuring the sustainable development as well. Our MBA program is grounded on the global standards and therefore quite different from other business schools. Our strong focus and commitment on integrating information technology with all functional areas of business management, makes us probably the first business school in India of its kind. To realize the goals of TBS, we are making all efforts to attract the best available leadership, strong in-house faculty, outstanding infrastructure and global alliances with leading business schools in the world.

In addition to creating fertile minds for professional and personal success we have committed ourselves to create responsible citizens who are the epitome of highest ethics and social conduct. Thus, the responsibility lies with us to nurture complete professionals, who can rightly be termed as 'Karam-Yogis'. I can proudly state that we are fully equipped and motivated to handle this challenge and surely be successful.

I invite you to come and experience the difference of a visionary business school, its program and campus environment. I am sure that you will feel proud on being associated with us and make us equally proud with your academic excellence.

PROFESSOR R. D. SHARMA
Vice-Chancellor
University of Jammu
FROM THE DESK OF THE DEAN

It gives me immense pleasure to welcome you all to The Business School (TBS), University of Jammu for the pursuit of your two year MBA Programme. This is the most prestigious and cherished professional degree in the contemporary corporate world. Over the past thirty one years, the School has continuously enriched its Faculty and Student Base, Modernized its Curriculum with Evolving Times, Strengthened its linkages with the industry and the Corporate World, and has built strong ties with its well-heeled and thriving alumni. The Business School founded in the year 1986, is one of the leading B-Schools of North India. Recently, TBS has been rated A++ as per 18th Annual Ranking of B-Schools in India. Also, TBS has ranked 7th in terms of Value for Money in 2016 in a survey conducted by India Today.

The Changing paradigms have made mandatory for an academic institution to foster a new breed of professionals – individuals equipped with the right kind of knowledge, technical skills, ability to think out of box and innovative. The rigorous two year MBA programme and the highly qualified, experienced and dedicated faculty will provide you with a unique opportunity to nurture your ideas and to mature as a thought leader in the management domain. Intense class discussions, multiple case analysis and close interactions with industry leaders will prepare you for the challenges of senior management. Studying a wide variety of subjects, helps our students to meet various challenges of competitive business world and choose a career which fits their aspirations.

I welcome you all to become a nation builder who continually strives to build a better and more inclusive society. At TBS, you will learn from the best, with the best. I hope your experience with TBS will be a transformative one.

Best wishes

PROFESSOR KESHAV SHARMA
Dean, Faculty of Business Studies
I wish to thank you for showing interest in The Business School, Jammu University and welcome you all to one of the most premier institute of Management in North India. We have been providing quality education in management for the past 32 years and over 4000 students have graduated from TBS since its inception in 1986. I feel privileged to share that the The Business School, University of Jammu has been awarded A++ as per 18th Annual Ranking of B-Schools in India. Also, TBS has ranked 7th in terms of Value for Money in 2016 in a survey conducted by India Today.

At TBS, students are expected to have an enriching and life-turning experience which will enable them to reach new heights in their professional life. We foster sharpening of skills and enhancement of knowledge base in our students through various extra-curricular, co-curricular and curricular activities through faculty who not only keep themselves at par with the current developments but also contribute to the expansion of the body of knowledge in their field of expertise. With very congenial and professional environment our faculty makes substantial contribution to the academia through quality teaching, publications, seminars, conferences, etc.

We enjoy an excellent goodwill with the corporate world who generously contribute to our various academic processes. With the support of a strong team of faculty members, we wholeheartedly put efforts to motivate our students and guide them to progress at every step. In a conducive learning environment at our serene campus, we nurture champions, who, with intellectual brilliance and ethical excellence, emerge out as leaders with a difference! Thus, as a student you certainly are expected to have an enriching and life turning experience that should propel you to take advantage of the new opportunities in life.

It is with immense pleasure that I welcome you to our academic milieu to have a unique educational experience.

PROFESSOR ALKA SHARMA
Director, The Business School
ABOUT UNIVERSITY OF JAMMU

Founded by Jambu lochan, a city in the lap of mountains at the foothills of auspicious Trikuta, besides the river Tawi at an altitude of 1030 ft. is Jammu. This city of temples has many places that are flocked by people from every nook and corner. Among all these also comes the famed University of Jammu. A place where imparting education is not considered just as a mere duty, but as a commitment towards the advancement of the society, a university with a vision and a single minded mission to make Jammu University a name to reckon with a saga that has been continuing from the time of its inception.

University of Jammu informally known as Jammu University (JU), accredited as A+ grade by National Assessment and Accreditation Council (NAAC), was established in 1969 by an Act of the State Legislature which effectively split the Jammu and Kashmir University into the separate University of Jammu and University of Kashmir. University provides instructions in such branches of learning as it deems fit and makes provision for research and the advancement and dissemination of knowledge. The University stands for spiritual and material elements in life; thirst for knowledge and virtue under the backdrop of holy peaks of Trikuta Hills.

University of Jammu has setup seven off-sites campuses at Bhaderwah, Kistwar, Poonch, Reasi, Rannagar, Kathua and Udhampur. The university is the first university in India to receive the ISO-9001 certification. The university holds examinations, grants degrees, generates knowledge and confers diverse academic distinctions on persons who pursue approved courses of study in the university or in constituent colleges/institutions approved for the purpose also for those who appear as external/private candidate. The University also admits, maintains, recognizes, and affiliates colleges and other institutions. It is primarily a research, teaching, affiliating, and examining body involved in promotion of arts, science and other branches of learning.

University of Jammu is ranked 63rd among Indian universities under the National Institutional Ranking Framework (NIRF) in the annual national rankings 2017 released by the HRD Ministry of India. According to Careers360 ranking, University of Jammu is ranked 34th in "Top Govt. Universities in India 2017". The University hosts well-equipped central library 'DHANVANTRI' which is a hub of academic activities. It has spacious reading halls and compact stack areas having a collection of nearly 4.2 lack volumes; rare as well as latest, and 400 periodicals with back numbers. The library possesses facilities like photocopiers, LCD projectors, INFLIBNET, CD-ROM databases and inter-connected computer terminals at selected sites. A special technology, RIFD technology, is used for security purpose in the library. Almost all departments runs their own Departmental libraries. These libraries provide wide spectrum of Journals in addition to books to the students.

A First Aid Centre was initially established in the premises of the boys' hostels of the University managed by a part-time medical assistant. Later, the First Aid Centre was upgraded to a full fledged Health Centre in the early seventies to provide medical aid benefits to the University community and the dependents of the University employees.

General Zorawar Singh Auditorium Complex is the name to be reckoned with even before its inauguration as a hub of activities. The Department of Student's Welfare has been organizing various competitions to inculcate creativity among the students. Motivated by the desire to provide education at the doorsteps of the learners, University of Jammu established the Directorate of Distance Education in March, 1976, offering a number of postgraduate, undergraduate and diploma courses.
The Business School (TBS), University of Jammu, earlier known as Department of Management Studies has been imparting quality management education to develop dedicated, innovative and effective managers, researchers and teachers for three decades. TBS started its two year full time Master's Degree Programme in Business Administration (MBA) in the year 1986. The Business School University of Jammu has been ranked as A+ category B-School as per Business India Survey, 2009.

The philosophy of the school is translated into a mission of creating wholesome personality of human beings with a view to produce effective managers, researchers and teachers. Modern attitude, practical wisdom, knowledge and skill relevant for management are deeply ingrained in the students. The school uses rigorous multifaceted pedagogy with an effective interface with the industry to translate the mission into action. It creates opportunities for its students to enhance their understanding of economic, social and political environment to broaden their horizon not only to adjust to change but to become catalyst, and to develop their power to conceptualize, decide and communicate.

The Business school on behalf of University of Jammu received the DEWANG MEHTA 'Excellence in Education Award 2009' in recognition of leadership, innovation and industry interface. Also for the second time, The Business School has received the DEWANG MEHTA 'Excellence in Education award 2012 in recognition of leadership, innovation and industry interface in the Best B-school category. The school has been awarded the Dainik Bhaskar special Jury Award for Excellence in Management Education.

The School is well equipped with the modern methods of teaching and teaching aids. The course work is demanding. The performance of the student is continuously evaluated through class participation, written assignments, live projects, presentations in addition to mid-semester and end-semester examinations. The school has a spacious state-of-the-art computer laboratory with internet and video conferencing facilities. The school library has over 14,000 books on management and other related subjects. All the faculty members have internationally acclaimed research in form of research papers, books, articles to their credit.

The school has been honoured by the conferment of the Association of Indian Management School (AIMS) best teacher award, besides AICTE Career Award for Young Teachers. The Business School has focused attention on programmes like Management Development Programme for management executive in various corporate, Entrepreneurship Development Programme amongst the students and budding entrepreneur and Social Immersion Programme as a CSR by The Business School.

Recently, The Business School, University of Jammu is rated A++ as per 18th Annual Ranking of B-Schools in India. Also, The Business School, University of Jammu, Jammu is rated 7th in terms of Value for Money in 2016 in a survey conducted by India Today.
**MANAGEMENT CLUB**

Management Club of The Business School is a student driven body responsible for overall supervision and facilitation of all the academic, competitive and social activities conducted within the school as well as outside. The club is committed for professional development that promotes positive social change while exposing students to varied management and leadership styles which has been an integral part of TBS. There are nine members with various responsibilities in the club. Every year these members are elected by the students and the members get involved in organising events. The club's agenda includes corporate interactions between corporate professionals and students; group projects directly aimed at creating positive social change and a sustainable networking platform designed to stimulate the flow of knowledge. The management club organizes Business Quiz, Social Immersion Programmes, Industry Academia Meets, Debates, Industrial Visits, etc. The club provides forums for discussions and fosters student leadership and business skills. The Management Club holds these events fortnightly. The students at TBS also participate in various National, Cultural and Literary activities organised by AIU, AIMA, CII, AIMS, PCTE, etc.

**INFRASTRUCTURE @ TBS**

- The Business School, University of Jammu has air-conditioned fully ICT enabled classrooms.
- State-of-the-art centrally air-conditioned Executive Convention Hall with the sitting capacity of 170.
- A 40-node Computer Lab supported by a leased internet line connection with high speed bandwidth of 30mbps.
- A Library which boasts of a collection of more than 18500 books and subscriptions to more than 30 International and National Journals, Magazines and Newsletters, Online Databasis like j-Store and EBSCO.
- Video Conferencing Room with anytime, anywhere connectivity.
- Internet Lab for research scholars.
PLACEMENT DRIVES @ 2016-17

SUMMER TRAINING @ 2016-17

STIPENDS
- NABARD-16,000 per month
- RBI- 15,000 per month
- MGI-8,000 per month
- SBI- 12,000 per month
- HDFC-5,000 per month
KATHUA CAMPUS The Management School
Rector : Prof. Rajni Kant
Academic Co-ordinator : Dr. Jyoti Sharma

Kathua Campus is fast emerging as a technical Campus of the University. Currently MBA and MCA programmes are being offered. The other programmes like B. Pharma, Five-Year integrated MBA and the various Engineering Programmes through the UIET are in the pipeline, for augmenting quality and technical education and research. Kathua Campus is working with technological focus, futuristic outlook and social sensitivity.

The MBA programme at Kathua Campus commenced in the year 2006 in The Management School at the Campus. The MBA admissions are made on the basis of Common Admission Test (CAT)/ AIMA-MAT score as one of the parameters of selection process through centralized process at The Business School at the main campus. The in-take in a batch is 30 seats (including the reserved category seats). There is also a provision of 5 seats under self-financed category, which are over and above the number of 30 seats. Personality and Skill Development Workshops, Industry-academia interactions as well as extensions and special sessions are regularly organized at the campus for facilitating placement process. Interactive teaching-learning, carrier counseling and mentoring, extension and outreach are seen as the prime concerns at the Campus. Student's needs, aspirations and interests are addressed on one-to-one basis by the committed facility and the staff. The use of ICT is encouraged at the Campus. The continuous evaluation system throughout the Semester, gears up the learning skills with a desired pace. Sports and Cultural activities are promoted at the Campus for the overall development of students.

The placements at the Campus for the MBA programme are centrally managed through the Office of Dean Student Placements at the University of Jammu, Jammu. The Placement Coordinator at the Campus works in close coordination with the Office of Dean Student Placements at the University of Jammu for the said purpose. The Campus is well equipped with Computer Lab, Video Conferencing facility, Smart Classroom, Seminar Room, Recreation Room, Transport Facility (Bus Service) etc.

About 372 kanals of Kathua Campus land has been acquired at Village Jangalote, Kathua. At Kathua Campus separate hostels for boys and girls, academic and administrative blocks are in completion stage in the 372 kanals of land at Village Jangalote, Kathua. Efforts are on to ensure that the campus moves to the newly constructed Academic block (G plus 3) as soon as possible. All the buildings coming up are environment friendly and equipped with modern facilities. Ministry of HRD has sanctioned the University Institute of Engineering and Technology (UIET) at Kahtua Campus under Rashtriya Uchchatar Shiksha Abhiyan (RUSA) with the financial support of 26 crores. The buildings of UIET are housed at Kahtua Campus at village Jangalote, Kathua. Admissions under UIET are being made for two streams; Computer Science& Technology and Civil Engineering from this session (2017-2018).

Events Organised/ Visitors at The Management School, Kathua Campus

1. Road Safety', an Awareness Programme was organized by Kathua Campus in collaboration with Regional Transport Office, Kathua to acquaint the students regarding various traffic rules and road safety measures on August 29, 2016.

2. Three -Day 'Pre-Recruitment Placement Preparation' workshop was conducted by Sh. Manjot Gill, Chief Mentor and Director, Mind Bridge Asia, Chandigarh, for the MBA students on September 19-21, 2016.
3. Two days workshop on ‘Conscious Leadership and Social Change’ was organized by Kathua Campus, University of Jammu in collaboration with the Department of Lifelong Learning on February 17, 2017.

4. ‘Polythene Free’ campaign under the theme ‘Swachhta Week’, was organized by Kathua Campus in collaboration with the Department of Rural Development and Panchyati Raj on May 15, 2017.

5. ‘Interactive Session’ with Prof. R.D. Sharma, Hon’ble Vice Chancellor, University of Jammu, was organized for the students of the Campus on August 04, 2017.

DEPARTMENT OF MANAGEMENT STUDIES
UNIVERSITY OF JAMMU AT BHADERWAH

Rector: Prof. G. M. Bhat
Academic Co-ordinator: Mr. Kuljit Singh

Ph. : 01997 - 244308
E-mail : academic.coordinator.bhaderwah@gmail.com
Website : www.bhaderwahcampus.in

The Business School, Bhaderwah Campus: Bhaderwah Campus started imparting education in year 2006 with three courses i.e. MBA, MCA and MA (English). The Business School, Bhaderwah Campus is one of the most premier department of the campus which has started B.Com (honours) and BBA from year 2015 in order to attract young talent from the state.

Course offered by the Department:
1. The MBA Programme at the Bhadarwah Campus, University of Jammu has been designed to give the students a practical perspective in addition to in depth understanding of different theoretical aspects of management. The course is of four semesters with eight papers in each semester. The course contents are reviewed from time to time and appropriate changes are introduced. The students undergo 6-8 weeks training after the second semester in different organizations to get an exposure of the actual working environment.

2. BBA: The BBA is three year full time course. BBA courses offer an opportunity to acquire professional skills in the early stage of their career as a management professional. This undergraduate course offers a deep understanding and development of important business skills such as leadership, communication skills, critical thinking, and decision-making. Students having BBA degree are considered competent candidates for junior level management positions. They are extremely employable and can easily progress to higher positions in any business organizations.

3. B. Com. Hons: The B.Com Hons is full time three year course. A Bachelor's degree in Commerce has gained importance over the years and has become an essential qualification for graduate to pursue a career in Business. B.Com (Hons) is also an important educational landmark and prerequisite for a graduate as it opens up opportunities in higher education in the fields of commerce and Business such as Master of Commerce, Master of Financial Management and Master of Business Administration degree courses as well as Professional courses such as Company Secretaryship, Chartered Accountancy and Cost Accountancy.

4. Ph.D. in Management: The Business School is leaving no stone unturned in the field of research also guiding Ph.D. scholars in quality research. Presently Two Scholars are doing Ph.D. in the field of Finance and Marketing.

Facilities provided by the Department:

Library Internet Lab Video conferencing Lecture
Sports Hostel Facilities Management Club Activities
Guest Lecture Industrial Visit
5. The students of The Business School, Bhaderwah Campus has left no stone unturned to prove their efficiency in the corporate world which is evident from our recent year's placements:

<table>
<thead>
<tr>
<th>Name of the Student</th>
<th>Presently Working</th>
<th>Name of the Student</th>
<th>Presently Working</th>
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</thead>
<tbody>
<tr>
<td>Pallavi Bhagat</td>
<td>Udhampur Degree College</td>
<td>Princee Verma</td>
<td>TBS, Bhaderwah Campus</td>
</tr>
<tr>
<td>Anit Singh Risan</td>
<td>Ultatech Cement</td>
<td>Gaurav Sharma</td>
<td>TBS, Bhaderwah Campus</td>
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<tr>
<td>Mohit Gupta</td>
<td>SBI</td>
<td>Kaku Ram</td>
<td>Udhampur Degree College</td>
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<tr>
<td>Rajinder Dev singh</td>
<td>HCL</td>
<td>Nikhil Gupta</td>
<td>Time Institute</td>
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<tr>
<td>Surbhi Mangotra</td>
<td>J&amp;K Grameen Bank</td>
<td>Musrat Ali</td>
<td>HDFC Bank</td>
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<tr>
<td>Lalit Upahday</td>
<td>Canara Bank</td>
<td>Yash Paul</td>
<td>JKEDI</td>
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<tr>
<td>Sushma Rani</td>
<td>SBI</td>
<td>Rajesh Kotwal</td>
<td>JKEDI</td>
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<td>Sanjeev Baboria</td>
<td>J&amp;K Bank</td>
<td>Shiva Mahazan</td>
<td>Cooperative Bank</td>
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<tr>
<td>Aman Gorkha</td>
<td>Airtel</td>
<td>Pradeep Dhanwal</td>
<td>HDFC</td>
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<tr>
<td>Kanika Sambyal</td>
<td>Chenab Textile Mill Kathua</td>
<td>Vikram Singh</td>
<td>AXIS Bank</td>
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<tr>
<td>Mani Sharma</td>
<td>Government Teacher</td>
<td>Anit Singh Risam</td>
<td>Bharti Airtel</td>
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<td>Mayank Sharma</td>
<td>J&amp;K Bank</td>
<td>Rahul Gupta</td>
<td>Business</td>
</tr>
<tr>
<td>Chetan Samotra</td>
<td>Google</td>
<td>Megha Gupta</td>
<td>Jamkask Vehcleades Private Limited</td>
</tr>
<tr>
<td>Hardeep Charak</td>
<td>Google</td>
<td>Shivani Bakshi</td>
<td>PNB</td>
</tr>
<tr>
<td>Rohit Bhardwaj</td>
<td>MES</td>
<td>Rishav Singh Chib</td>
<td>J&amp;K BanK</td>
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<tr>
<td>Rohini Rajput</td>
<td>Canara Bank</td>
<td>Brajesh Bharti</td>
<td>Government Teacher</td>
</tr>
<tr>
<td>Arti Bamba</td>
<td>Amazon</td>
<td>Ankush Sharma</td>
<td>J&amp;K Bank</td>
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<tr>
<td>Saloni Devi</td>
<td>TBS, University of Jammu</td>
<td>Rajinder Dev Singh</td>
<td>Government Teacher</td>
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<tr>
<td>Rohit Bhagat</td>
<td>TBS, Bhaderwah Campus</td>
<td>Master Vikas</td>
<td>J&amp;K Bank</td>
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<tr>
<td>Rajinder Dev Singh</td>
<td>Forest Department</td>
<td>Ankush Singh</td>
<td>Business</td>
</tr>
</tbody>
</table>
Prof. Keshav Sharma  
M.Com., Ph.D. (Marketing)  
FDP (Kellog School, USA),  
Post Doc. (USA)  
General Management and OB;  
Marketing

Prof. Neelu Rohmetra (On Lien)  
M.Com., Ph.D., Post Doc. (UK); IVLP (USA);  
Fulbright Fellow (USA)  
Human Resource Development,  
OB and Cross-Cultural Management

Prof. Versha Mehta  
M.C.A., Ph.D.,  
Post Doc. (UK), CEP (France)  
Systems and Operations

Prof. Alka Sharma  
MBA, Ph.D.  
Marketing

Prof. Sameer Gupta  
MBA, Ph.D.  
Finance

Prof. Vinay Chauhan  
Ph.D., SCHE -Switzerland  
Marketing, Tourism &  
Research Methods

Dr. Rajendra Mishra  
(Associate Professor)  
M.Com., Ph.D., CAIIB  
Tourism Management &  
Entrepreneurship Development

Dr. Amisha Gupta  
(Assistant Professor)  
MBA, Ph.D.  
Finance

Dr. Komal Nagar  
(Assistant Professor)  
MBA, Ph.D.  
Marketing
Two Gold Medals namely: Mrs. Ishwinder Mahajan Memorial MBA Topper Gold Medal (Male) and Mrs. Ishwinder Mahajan Memorial MBA Topper Gold Medal (Female) have been instituted in the fond memory of Mrs. Ishwinder Mahajan as a tribute to the valuable and selfless services rendered by her while working as an Assistant Professor in The Business School, University of Jammu. Mrs. Ishwinder Mahajan had expired at an early age of thirty five (1967-2002) while in service, in a tragic Kolkata Rajdhani Train accident near Gaya (Patna) while on her way back from Kolkata to Jammu on September 09, 2002.
<table>
<thead>
<tr>
<th>Event</th>
<th>Date</th>
<th>Speaker</th>
</tr>
</thead>
<tbody>
<tr>
<td>Workshop on Digital Marketing and Entrepreneurship</td>
<td>27(^{th}) - 28(^{th}) October, 2017</td>
<td>Mr. Kartik Mehta IIM Calcutta Certified mentor</td>
</tr>
<tr>
<td>Comprehensive career planning and development workshop in Country Inn, Katra</td>
<td>1(^{st}) - 3(^{rd}) October, 2017</td>
<td>Manjot K. S. Gill Managing director, Mind ridge Professional studies pvt. Ltd.</td>
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<tr>
<td>Introductory session on GST</td>
<td>28(^{th}) September, 2017</td>
<td>CA Rishu Kawatra CA Akash Mahajan</td>
</tr>
<tr>
<td>J&amp;K’s first stem cell donor drive with DATRI</td>
<td>26(^{th}) September, 2017</td>
<td>Ms. Shweta Singh</td>
</tr>
<tr>
<td>Social Immersion Program</td>
<td>11(^{th}) September, 2017</td>
<td>Bal Niketan, Amphalla</td>
</tr>
<tr>
<td>Corporate guest lecture on rural entrepreneurship</td>
<td>8(^{th}) September, 2017</td>
<td>Ms. Pragati Gokhle DGM Mahatma Gandhi Institute for rural industrilization</td>
</tr>
<tr>
<td>Corporate guest lecture on ‘Digital Marketing’</td>
<td>22(^{nd}) August, 2017</td>
<td>Mr. R. K. Gupta</td>
</tr>
<tr>
<td>Corporate guest lecture</td>
<td>18(^{th}) August, 2017</td>
<td>Prof. Prakash, P.G.P, Chair in Accounting and Finance, IIM, Lucknow</td>
</tr>
<tr>
<td>Guest lecture</td>
<td>3(^{rd}), August, 2017</td>
<td>Ashish Dubey, Professor of Marketing, IIM, Lucknow</td>
</tr>
<tr>
<td>Corporate guest lecture</td>
<td>24(^{th}) July, 2017</td>
<td>Zubair Iqbal, Vice President, HDFC Bank</td>
</tr>
<tr>
<td>Business Fest</td>
<td>11(^{th}) – 12(^{th}) April, 2017</td>
<td>Youtharva</td>
</tr>
<tr>
<td>Corporate guest lecture</td>
<td>27(^{th}) February, 2017</td>
<td>Mr. Vikas Shah, COO Water Health</td>
</tr>
<tr>
<td>Corporate guest lecture on ‘HR in Knowledge Organisations’</td>
<td>9(^{th}) February, 2017</td>
<td>Ms. Preeti Jain, Senior HR Executive, Microsoft, USA</td>
</tr>
<tr>
<td>Corporate guest lecture</td>
<td>20(^{th}) January, 2017</td>
<td>Sh. Sunil Suri, Senior Vice President, Merryl Lynch</td>
</tr>
<tr>
<td>Management Development Programme</td>
<td>5-6 December, 2016</td>
<td>IOCL under the DISHA project</td>
</tr>
<tr>
<td>Corporate guest lecture</td>
<td>12(^{th}) November, 2016</td>
<td>Prof. K. N. Badhani, IIM, Kashipur</td>
</tr>
<tr>
<td>Corporate guest lecture</td>
<td>25(^{th}) October, 2016</td>
<td>Shri. Nirmal Bhardwaj, CEO, Resurgent</td>
</tr>
</tbody>
</table>
THE BUSINESS SCHOOL: VISITORS

1. Prof. A. K. Saijhpal, Ex. Vice-Chancellor, Baddi University, Baddi.
2. Mr. Aditya Kitroo, Co-founder, Joce & Fine.
3. Prof. Aijaz R Mattoo, Dean, Islamic University, Kashmir.
4. Mr. Ajay Khajuria, Circle Marketing Head, Bharti Airtel.
6. Dr. Anil K. Khandelwal, Ex-Chairman and MD, Bank of Baroda.
7. Mr. Arvind Mattoo, CEO, DMZ Cube.
8. Mr. Ashok Kumar Mattoo, General Manager, Reserve Bank of India.
10. Sh. Blesson George, Head-Business HR, Jubilant Life Sciences.
11. Sh. Dhananjaya Singh, Executive Director, NHRD.
13. Mr. Dhruv Lakra, CEO, Miracle Courier Services.
14. Dr. Gaurav Vaid, Assistant Governor, Rotary International.
15. Dr. Harish Ahuja, President-Corporate Strategy, Hindustan Power Project Pvt. Ltd.
17. Prof. Himanshu Roy, Organisational Behaviour, IIM, Lucknow.
18. Prof. J. P. Sharma, Deptt. of Management, University of Rajasthan.
20. Mr. Kamal Singhvi, Director, Commercial Sarah Group, Bangkok.
21. Prof. Kavita Laghate, Director, Jamnalal Bajaj Institute, University of Mumbai.
22. Ms. Manisha Negi, Product Manager, Bharti Airtel.
23. Mr. Manjot Gill, Mind Bridge Consultants.
24. Prof. Manoj Kumar, Flame Business School, Pune.
25. Ms. Namrata Kour, Barclays Bank, Birmingham, UK.
26. Prof. Nimit Choudhary, IITTM, Noida Campus.
27. Mr. Nirmal Bhardawaj, CEO, Resurgent Business Pvt. Ltd., Bengaluru.
28. Sh. P. Dwarkanath, Director-Group HR Capital, Max India.
29. Prof. Prabhat Pankaj, Director, Jaipuria Institute of Management, Jaipur.
30. Mr. Qazi Zubair, Sr. Vice President, HDFC Bank.
31. Prof. Rajan Saxena, Vice-Chancellor, NMIMS University, Mumbai.
32. Dr. Rajat Sharma, IIM, Kashipur.
33. Mr. Raju Kerni, Chief Bureau, Zee News, Jammu.
34. Prof. Ramesh Kasetwar, Ph.D, MPM, BE FIE, MIMA.
35. Sh. Sameer Koul, Vice President (Marketing), Dr. Lal Path Labs.
36. Prof. S. B. Dash, IIM Lucknow.
37. Prof. S. Bhargava, IIT Mumbai.
38. Ms. Sheetal Nanda, IAS.
39. Mr. Siddharth Arora, North Head, Big 92.7 FM.
40. Mr. Subash Jagota, CEO, Global Business Solutions.
41. Mr. Sunil Raina, Sr. Vice President & Business Head, Xolo
42. Mr. Suryakant Sharma, DGM, BSE, Delhi.
43. Mr. Vagish Sharma, NSDC, New Delhi.
44. Prof. Vijay Koul, Department of Business Economics, Delhi University.
45. Mr. Vikram Gupta, CEO, Airmesh.
46. Sh. Vikrant Kuthiala, Board of Directors, J&K Bank.
47. Prof. Vipin Gupta, California State University, USA.
49. Dr. Y. P. Sachdeva, Faculty Member.
ADMISSION DETAILS

ELIGIBILITY

The minimum qualification required for admission to the Course is as follows:

A Bachelor's Degree of 10+2+3 pattern in any discipline from the University of Jammu or any other University recognized by the University of Jammu or any other qualification recognized as equivalent thereto by the University of Jammu with at least 50% of the aggregate marks (40% for the candidates belonging to the Scheduled Castes / Scheduled Tribes);

OR

A pass in the final examination of the Institute of Chartered Accountants; Cost and Works Accountants; Company Secretaries;

OR

A.M.I.E. (Engineering) with at least 50% of the aggregate number of marks (40% for Scheduled Castes / Scheduled Tribes).

Notwithstanding anything contained in the Statutes, a candidate who has appeared or is appearing in the final year of the qualifying examination and is expecting to pass with the requisite percentage of aggregate number of marks in the said examination is also eligible to apply. In case such a candidate is called for the Group Discussion and Personal Interview, the permission to appear in these shall be granted only if he / she produces a certificate from the Head of the Institution last attended, if he / she is a regular candidate, and from the Controller of Examinations, if he /she is a private candidate, testifying that he / she has appeared in full at least in the written part of the final year of the qualifying examination.

ADMISSION PROCESS

The candidates have to appear in CAT-2017 (Common Admission Test)* conducted by the IIMs on November 25, 2017. The candidates are expected to fulfil all eligibility requirements, failing which the School shall not be held responsible. For admission process, the candidates are also required to apply on the link of The Business School which is available on the University Website : www.jammuuniversity.in.

Selection for admission to the course shall be made on the basis of : (a) Written Entrance Test i.e. CAT-2017 ; (b) Weightage of the Academic Record; and (c) Group Discussion and Personal Interview to be conducted by the Admission Committee duly constituted and approved by the University of Jammu.

University of Jammu uses CAT score for short-listing the candidates for Post-Graduate Programme in Management (MBA). IIMs have no role either in the selection process or in the conduct of the Programme. Also, IIMs reserve the right to change or cancel any test centre/venue and/or change the CAT Test Window time and dates at their own discretion.

* If the seats remain vacant in The Business School, Bhaderwah and Kathua Campuses of University of Jammu and private colleges affiliated to University of Jammu, AIMA-MAT 2018 would be considered for admission.
The evaluation criteria and the weightage thereof for the purpose of selection of a candidate to the course shall be:

<table>
<thead>
<tr>
<th>(i)</th>
<th>Marks secured in the Written Entrance Test</th>
<th>70%</th>
</tr>
</thead>
<tbody>
<tr>
<td>(ii)</td>
<td>Personal Interview</td>
<td>10%</td>
</tr>
<tr>
<td>(iii)</td>
<td>Group Discussion</td>
<td>10%</td>
</tr>
<tr>
<td>(iv)</td>
<td>Academic Record</td>
<td>10%</td>
</tr>
</tbody>
</table>

The admission of a candidate in the open merit and the reserved categories as also for the self-financing seats shall be made strictly in order of merit and as per the Statutes of the University.

All admissions shall be made as per the prescribed Statutes governing the Master Degree Programme in Business Administration (MBA).

No admission shall be made after five days of the decision of the Appellate Committee or after fifteen days from the commencement of the class work whichever is later. All appeals whatsoever relating to admission shall be entertained within one week of the closing of the admission process. Name/s of the candidate/s provisionally selected for admission shall be notified from time to time on the notice board of the School. The candidates in their own interest are required to keep in touch with the School and comply with the instructions issued from time to time vide various admission notices in this regard. The selection shall be cancelled and no complaint shall be entertained in case of non-compliance to such admission notice(s).

**INTAKE FOR THE MBA COURSE**

Sixty seven percent (67%) of the total seats in The Business School and the Offsite Campuses shall be filled in the open merit category. Thirty three percent (33%) of the total seats shall be filled in the reserved categories as per the norms and the statutes governing the MBA programme of the University.

Besides the open and reserved category seats, University of Jammu also admits candidates against self-financing seats. The amount realized from the candidates seeking admission against the self-financing seats shall be Rupees Three Lac (₹ Two Lacs in case of Kathua/Bhaderwah Campus) in addition to the normal fees or as notified by the University from time to time. The payment made against a self-financing seat is not refundable.

The candidate opting for the self-financing seat may exercise his/her option in writing in this respect at the time of the submission of the Application Form. The seat under this category shall be allotted strictly on the basis of merit-cum-choice and as per the Statutes governing the Course.

The University may, subject to fulfilment of eligibility conditions, consider the admission of one candidate in the MBA Course belonging to Kashmiri Migrant families, in order of merit, not exceeding one in a particular course provided that such a candidate produces documentary evidence of belonging to a family registered as a Kashmiri Migrant subject to production of the said Certificate from the Relief Commissioner. Such admission may be authorized by the Dean Academic Affairs against a seat which shall be supernumerary in the programme.

The University may, subject to fulfilment of eligibility conditions consider the admission of one candidate in the MBA Course to the wards of permanent employees of the University of Jammu (Teaching / Non
Teaching), in order of merit, not exceeding one in the particular Course. Such admission may be authorized by the Dean Academic Affairs against a seat which shall be supernumerary in the course.

**RESERVED CATEGORY SEATS**

After selection of candidates is made on the basis of the Open Merit i.e., 67% of the total number of seats available in the course, the remaining 33% seats notwithstanding anything contrary to as contained in any law, S.R.O. or regulation in force in the State shall be filled up in accordance with the criterion as under:

<table>
<thead>
<tr>
<th>Category</th>
<th>Description</th>
<th>%age</th>
</tr>
</thead>
<tbody>
<tr>
<td>(i)</td>
<td>Scheduled Castes</td>
<td>8%</td>
</tr>
<tr>
<td>(ii)</td>
<td>a) Sports person</td>
<td>4%</td>
</tr>
<tr>
<td></td>
<td>b) Persons who have excelled in Cultural/Literary Activities</td>
<td>2%</td>
</tr>
<tr>
<td>(iii)</td>
<td>a) Persons who have participated with distinction in NCC activities</td>
<td>4%</td>
</tr>
<tr>
<td></td>
<td>b) Persons who have participated with distinction in NSS/Bharat Scouts and Guides Activity</td>
<td>2%</td>
</tr>
<tr>
<td>(iv)</td>
<td>Defence Services Personnel including Ex-Servicemen and their children who are permanent residents of the state and have had a satisfactory service record</td>
<td>2%</td>
</tr>
<tr>
<td>(v)</td>
<td>Candidates belonging to the areas adjoining the Actual Line of Control</td>
<td>2%</td>
</tr>
<tr>
<td>(vi)</td>
<td>Candidates belonging to Scheduled Tribes (Gujjar, Bakerwals, Gaddies, Baltis)</td>
<td>5%</td>
</tr>
<tr>
<td>(vii)</td>
<td>Candidates belonging to S.T. (Resident of the Districts of Leh &amp; Kargil)</td>
<td>2%</td>
</tr>
<tr>
<td>(viii)</td>
<td>Candidates belonging to Backward Areas other than that of the Districts of Leh and Kargil</td>
<td>2%</td>
</tr>
<tr>
<td>(ix)</td>
<td>Candidates belonging to the Weak and Under-privileged Classes as notified in S.R.O. by the State from time to time</td>
<td>2%</td>
</tr>
</tbody>
</table>

Note: To be a beneficiary of reservation, the candidate must be a permanent resident of J&K State, except when applying under categories (ii) i.e. Sports / Cultural and Literary activities and (iii) i.e. NCC/NSS/Bharat Scouts and Guides activity, for which the candidate must have passed the qualifying examination from the University of Jammu.

**REFUND RULES**

<table>
<thead>
<tr>
<th>Sr. No.</th>
<th>Percentage of Refund of Aggregate fees*</th>
<th>Point of time when notice of withdrawal of admission is served to HEI</th>
</tr>
</thead>
<tbody>
<tr>
<td>(1)</td>
<td>100%</td>
<td>15 days before the formally-notified last date of admission</td>
</tr>
<tr>
<td>(2)</td>
<td>80%</td>
<td>Not more than 15 days after the formally-notified last date of admission</td>
</tr>
<tr>
<td>(3)</td>
<td>50%</td>
<td>More than 15 days but less than 30 days after formally-notified last date of admission</td>
</tr>
<tr>
<td>(4)</td>
<td>00%</td>
<td>More than 30 days after formally-notified last date of admission</td>
</tr>
</tbody>
</table>
CALCULATION OF MARKS FOR ACADEMIC RECORD

Academic record shall be determined on the basis of performance in the following examinations:

a) 10th, 11th or 12th Class examination whichever is most advantageous to the candidate - 5 marks

b) Qualifying examination - 5 marks

Total - 10 marks

The calculation of the marks for the academic record shall be as under:

<table>
<thead>
<tr>
<th>Examination Passed</th>
<th>Percentage of marks obtained</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>upto 60%</td>
</tr>
<tr>
<td>(a) 10th, 11th or 12th Qualifying Examination</td>
<td>01</td>
</tr>
<tr>
<td>(b) Qualifying Examination</td>
<td>01</td>
</tr>
</tbody>
</table>

EXPLANATION

(a) Credit shall be given for the examination in which the candidate has secured the highest marks provided the examination is conducted by a Board / University.

(b) (i) For the candidates who have passed the final examination of the Bachelor’s Degree, aggregate marks of all the years / semesters obtained by them shall be taken into account for the purpose of evaluation as above; and

(ii) For the candidates who have not passed the final examination at the time of Application/Group Discussion and Personal Interview, aggregate marks obtained by them in all the University Examinations prior to the final year/semester examination shall be taken into account for the purpose of evaluation as above.
IMPORTANT INSTRUCTIONS FOR APPLICANTS

Candidates interested in seeking admission to the MBA course in The Business School / Offsite Campuses/Pvt. Colleges are required to apply offline / online to The Business School in addition to CAT 2017.

Please fill in this form carefully and send it, by registered post or hand over the same personally in the Office of the Director, The Business School, New Campus, University of Jammu, Jammu-180006 so as to reach not later than the deadline notified for the purpose by the University.

Incomplete/Late application forms shall be rejected and no further correspondence shall be entertained in this regard.

Final selection to the MBA course will be based on the CAT/MAT score, academic evaluation and the subsequent Group Discussion and Personal Interview to be held at The Business School, University of Jammu.

Please upload Character Certificate (latest) from the Head of the Institution last attended or from a Gazetted Officer.

Please make it sure that you have written your name, address, CAT/MAT Registration No., type of reserved category, if any, and the telephone number etc. at the prescribed columns in the application form.

No certificate shall be entertained after the form is received in the Department. Details of enclosures must be specified. Candidates applying under a Reserved Category must attach a certificate to this effect and the certificate so attached shall be considered only if it is in conformity with the latest order/SRO issued for the purpose, by the Government of Jammu and Kashmir / University of Jammu.

The candidates called for Group Discussion and Personal Interview shall have to produce all the required certificates in original, along with the photocopies of the same and copy of CAT/MAT score card failing which their candidature shall not be considered.

If a selected candidate fails to produce original certificates and deposit the required fee within the specified period, his / her selection to the course shall be cancelled and the seat falling vacant shall thus be allotted to the candidate next in order of merit.

The candidates in their own interest should remain in touch with the School regarding the declaration of result/selection list(s) and other admission related information.

The candidates having any grievance may apply on the appeal form, available from the University. The appeal form with all formalities duly completed shall have to be submitted in the Office of The Business School within the dates notified for the purpose by the University.

In case of any discrepancy/dispute, the Statutes/Regulations governing the MBA programme of the University coupled with the general Statutes of the University shall be followed. All legal disputes relating to MBA programme shall be subject to the jurisdiction of Jammu only.

A candidate opting for the self-financing seat may exercise his/her option in writing in this respect at the time of the submission of the Application Form. The seat under the self-financing quota shall be allotted strictly on the basis of merit-cum-choice and as per the Statutes governing the course.

The payment made against a self-financing seat is not refundable.

Note: Such candidates who are invited for GD/Personal Interview and are also interested to be considered for self-financing seat shall have to deposit a separate additional non-refundable bank draft of ₹ 750/- payable in favour of 'Director, The Business School, University of Jammu' payable at Jammu, at the time of Group Discussion/Personal Interview.

Note: However, the admission criteria may change as per new guidelines issued from time to time.
CODE OF CONDUCT

- The Business School has a formal dress code for the students. All the students getting enrolled for the MBA course are expected to adhere to the dress code during the programme.

- All students enrolled for the MBA programme shall adhere to punctuality strictly.

- Every student enrolled for the programme shall have to attend a minimum of 75% of the total number of lectures/classes in each Subject in each Semester, failing which the student shall not be allowed to appear in the mid semester and end term examinations.

- The students of the School run a Management Club. Each student enrolled for the programme is expected to actively participate in the extra-curricular activities.

- The students shall have to participate in the various outreach/extension activities as planned by The Business School from time to time. They shall be expected to have an orientation that goes beyond the normal curriculum.

- The School organizes various self-development training programmes for the benefit of the students. Attendance in such programmes is compulsory and wherever required the students shall have to bear the training expenses in the interest of the course.

- The student shall be expected to strictly adhere to the timeliness related to the submission of assignments, presentations or examinations or as the case may be.

- A candidate admitted to the Course shall not take up any employment or engage himself/herself in any business or profession or attend any other course of instruction or appear in any other examination of the University/any other institution or agency as long as he/she remains on the rolls of University of Jammu for the MBA Course.

- The School holds corporate interactions and other activities, which are beneficial for the students. Attendance in all such activities is compulsory.

BAN ON RAGGING

There is Ban on Ragging in the University of Jammu the following administrative action will be taken in the event of Ragging:

- Suspension from attending classes and Academic privileges.

- Debarring from appearing in any Test/Examination or other Evaluation process.

- Suspension/Expulsion from the Hostel.

- Rustication from the Institution for period ranging from one to four Semesters.

- Expulsion from the Institution and consequent debarring from Admission to any other Institution for a specified period.
### COURSE STRUCTURE

The curriculum of the MBA Programme of University of Jammu is planned in such a way that the students are exposed to the basic management concepts in the 1st and 2nd Semesters and are taught advanced managerial techniques in the 3rd and 4th Semesters. An overview of the course structure is as follows:

<table>
<thead>
<tr>
<th>I Semester (All Courses Compulsory)</th>
<th>II Semester (All Courses Compulsory)</th>
</tr>
</thead>
<tbody>
<tr>
<td>PSMBATC101 Management Perspectives</td>
<td>PSMBATC201 Business Environment</td>
</tr>
<tr>
<td>PSMBATC102 Principles of Marketing</td>
<td>PSMBATC202 Marketing Management</td>
</tr>
<tr>
<td>PSMBATC103 Legal Aspects of Business</td>
<td>PSMBATC203 Management Science</td>
</tr>
<tr>
<td>PSMBATC104 Managerial Economics</td>
<td>PSMBATC204 Human Resource Management</td>
</tr>
<tr>
<td>PSMBATC105 Accounting for Managers</td>
<td>PSMBATC205 Financial Management</td>
</tr>
<tr>
<td>PSMBATC106 IT Applications in Management</td>
<td>PSMBATC206 Operations and Materials Management</td>
</tr>
<tr>
<td>PSMBATC107 Quantitative Techniques</td>
<td>PSMBATC207 Management Information and Decision Support Systems</td>
</tr>
<tr>
<td>PSMBATC108 Organizational Behaviour</td>
<td>PSMBATC208 Business Research Methods</td>
</tr>
<tr>
<td>PSMBATC109 Viva Voce</td>
<td>PSMBATC209 Business Communication</td>
</tr>
<tr>
<td>PSMBATC210 Viva Voce</td>
<td>PSMBATC210 Viva Voce</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>III Semester</th>
</tr>
</thead>
<tbody>
<tr>
<td>PSMBATC301 Strategic Management</td>
</tr>
<tr>
<td>PSMBADC302 Project Work Based on Summer Training</td>
</tr>
<tr>
<td>PSMBAPC303 Viva Voce</td>
</tr>
<tr>
<td>*PSMBATC110 Fundamentals of Management</td>
</tr>
</tbody>
</table>

**GROUP A: Marketing**

- PSMBATE311 Consumer Behaviour
- PSMBATE312 Channel & Sales Management
- PSMBATE313 Integrated Marketing Communication
- PSMBATE314 Product & Brand Management

**GROUP B: Finance**

- PSMBATE321 Investment Analysis
- PSMBATE322 Management of Financial services
- PSMBATE323 Risk Management and Insurance
- PSMBATE324 Banking and Financial System

**GROUP C: Human Resource Management**

- PSMBATE331 Strategic Human Resource Management
- PSMBATE332 Performance and Compensation Management
- PSMBATE333 Organizational Change and Intervention Strategies
- PSMBATE334 Culture, Society and Organizations

**GROUP D: Operations Information & Technology**

- PSMBATE341 Global Business Operations
- PSMBATE342 Supply Chain Management
- PSMBATE343 Enterprise Resource Planning
- PSMBATE344 Management of Technology and Innovation

*Optional for outside department students, not available for departmental students.

* The students will also have to earn 8 (Eight) credits by pursuing two courses outside the department as per Choice Based Credit System (CBCS)
## IV Semester

- **PSMBATC401** Project Management  
- **PSMBATC402** Seminar Course (Ethics and Corporate Governance)  
- **PSMBATF403** Viva Voce  
- **PSMBATC211** Innovation & Entrepreneurship

### OPTIONS (Four optional papers out of which minimum two courses from Major group and minimum one from Minor group)

**GROUP A: Marketing**
- **PSMBATE411** International Marketing  
- **PSMBATE412** Services Marketing  
- **PSMBATE413** Retail Management  
- **PSMBATE414** Strategic Marketing  
- **PSMBATE415** Social and Interactive Marketing

**GROUP B: Finance**
- **PSMBATE421** International Financial Management  
- **PSMBATE422** Financial Derivatives  
- **PSMBATE423** Portfolio Management  
- **PSMBATE424** Corporate Restructuring  
- **PSMBATE425** Financial Decision Analysis

**GROUP C: Human Resource Management**
- **PSMBATE432** Cross-Cultural Management  
- **PSMBATE433** Industrial relations and Labour laws.  
- **PSMBATE434** Expatriate Management.

**GROUP D: Operations Information & Technology**
- **PSMBATE441** E-Commerce: Strategies and Applications  
- **PSMBATE442** Customer Relationship Management and Business Intelligence  
- **PSMBATE443** Knowledge Management and Strategic Systems  
- **PSMBATE444** Global Logistics Management

*Optional for outside department students, not available for departmental students.
# Fee Structure

The Fee Structure for admission to the MBA Course in the University of Jammu, for the Academic Session 2018-20 shall be as under:

**SEMESTER I (at the time of admission to the course)**

<table>
<thead>
<tr>
<th>No.</th>
<th>Item</th>
<th>Fee (₹)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>Admission Fee</td>
<td>360.00</td>
</tr>
<tr>
<td>2.</td>
<td>University Sports Fee</td>
<td>360.00</td>
</tr>
<tr>
<td>3.</td>
<td>University Development Fund</td>
<td>530.00</td>
</tr>
<tr>
<td>4.</td>
<td>Magazine / University News Bulletin Fee</td>
<td>110.00</td>
</tr>
<tr>
<td>5.</td>
<td>Corpus Fund</td>
<td>180.00</td>
</tr>
<tr>
<td>6.</td>
<td>Library Fee</td>
<td>180.00</td>
</tr>
<tr>
<td>7.</td>
<td>Stationery Fee</td>
<td>220.00</td>
</tr>
<tr>
<td>8.</td>
<td>Games Fee</td>
<td>410.00</td>
</tr>
<tr>
<td>9.</td>
<td>Cultural / Literary Fee</td>
<td>130.00</td>
</tr>
<tr>
<td>10.</td>
<td>Social Activity Fund</td>
<td>120.00</td>
</tr>
<tr>
<td>11.</td>
<td>Student Assistance / Aid Fund</td>
<td>340.00</td>
</tr>
<tr>
<td>12.</td>
<td>Reading Room Fee</td>
<td>130.00</td>
</tr>
<tr>
<td>13.</td>
<td>Identity Card</td>
<td>50.00</td>
</tr>
<tr>
<td>14.</td>
<td>Miscellaneous</td>
<td>50.00</td>
</tr>
<tr>
<td>15.</td>
<td>Medical Assistance Fee</td>
<td>100.00</td>
</tr>
<tr>
<td>16.</td>
<td>NSS</td>
<td>110.00</td>
</tr>
<tr>
<td>17.</td>
<td>Library Development Fund</td>
<td>360.00</td>
</tr>
<tr>
<td>18.</td>
<td>IQAC</td>
<td>180.00</td>
</tr>
<tr>
<td>19.</td>
<td>Student Insurance Fee</td>
<td>100.00</td>
</tr>
<tr>
<td>20.</td>
<td>Library Deposit (refundable)</td>
<td>650.00</td>
</tr>
<tr>
<td>21.</td>
<td>Examination Fee (first Semester)</td>
<td>770.00</td>
</tr>
<tr>
<td>22.</td>
<td>Examination Form</td>
<td>80.00</td>
</tr>
<tr>
<td>23.</td>
<td>Smart Card Fee</td>
<td>110.00</td>
</tr>
<tr>
<td>24.</td>
<td>Examination Development Fee</td>
<td>240.00</td>
</tr>
<tr>
<td>25.</td>
<td>Red Cross Fee</td>
<td>20.00</td>
</tr>
<tr>
<td>26.</td>
<td>Digitalization &amp; Networking Fund</td>
<td>180.00</td>
</tr>
<tr>
<td>27.</td>
<td>Viva Voce Fee</td>
<td>145.00</td>
</tr>
<tr>
<td>28.</td>
<td>Training And Placement Fund</td>
<td>8565.00</td>
</tr>
<tr>
<td>29.</td>
<td>Course Material Fund</td>
<td>6650.00</td>
</tr>
<tr>
<td>30.</td>
<td>Computer Fee</td>
<td>4677.00</td>
</tr>
<tr>
<td>31.</td>
<td>Management Club Activities</td>
<td>2499.00</td>
</tr>
<tr>
<td>32.</td>
<td>Special Development Fund</td>
<td>5845.00</td>
</tr>
<tr>
<td>33.</td>
<td>Students Corporate Activities Fund</td>
<td>1652.00</td>
</tr>
<tr>
<td>34.</td>
<td>Induction Charge</td>
<td>2194.00</td>
</tr>
<tr>
<td>35.</td>
<td>Field Trip/Workshop</td>
<td>7050.00</td>
</tr>
<tr>
<td>36.</td>
<td>Overhead Maintenance Charges</td>
<td>1410.00</td>
</tr>
<tr>
<td>37.</td>
<td>Alumni Fund</td>
<td>2920.00</td>
</tr>
</tbody>
</table>

**SEMESTER II**

<table>
<thead>
<tr>
<th>No.</th>
<th>Item</th>
<th>Fee (₹)</th>
</tr>
</thead>
<tbody>
<tr>
<td>38.</td>
<td>Training And Placement Fund</td>
<td>7372.00</td>
</tr>
</tbody>
</table>

**SEMESTER III**

<table>
<thead>
<tr>
<th>No.</th>
<th>Item</th>
<th>Fee (₹)</th>
</tr>
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<tbody>
<tr>
<td>39.</td>
<td>Training And Placement Fund</td>
<td>13650.00</td>
</tr>
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</table>

**SEMESTER IV**

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<th>No.</th>
<th>Item</th>
<th>Fee (₹)</th>
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</thead>
<tbody>
<tr>
<td>40.</td>
<td>Training And Placement Fund</td>
<td>7372.00</td>
</tr>
</tbody>
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E.O.E.

Note: 1. The candidates selected under the self-financing seats shall have to pay an amount of Rupees Three Lac for The Business School, Two Lac for Kathua and Bhaderwah Campuses for the course over and above the normal fee as mentioned above or as prescribed by the University at the time of admission to 1st Semester of the course. The payment made against the self-financing seat is not refundable.

2. The fee structure for all Semesters is subject to revision including the fee for the self-financing seats, as approved by the University authorities from time to time.
AFFIDAVIT
(For Candidates Seeking Admission under Reserved Category)

(a) I..................................................................................................Son/Daughter of  
............................................................................................................Resident of  hereby solemnly declare that I am seeking admission in the course/programme of study namely............................................... in the Department of .......................................... University of Jammu on the basis of ................................................................  

Reserved Category. I further declare that Reserved Category Certificate submitted by me is genuine and in the event of this having been proved otherwise, my admission shall stand automatically cancelled, besides any other action may be taken against me under law for my civil or criminal liability.

(b) I further hereby solemnly declare that I was not involved in any criminal/antisocial activities prior to the submission of application form.

DEPONENT

AFFIDAVIT*
(For Candidates with GAP)

(a) I...............................................................................................................................Son/Daughter of  
................................................................................................................................................................ 
......................................................................................................................... Resident of  hereby solemnly declare that I have passed/appeared in the final year of my qualifying examination, in the year .............................................. From the University of ............................................................ I further declare that I have neither been admitted to any course/programme of study of this University/any other University nor have passed any post graduate examination as a private candidate, after passing my graduation examination in the previous year, except as provided in explanation (I) of Statute 15 of the Statutes governing admissions to the University of Jammu. The above statement made by me is true to the best of my knowledge and belief and in the event of this having been proved otherwise, my admission shall stand automatically cancelled besides any other action that may be taken against me under law for my civil or criminal liability.

(b) I further hereby solemnly declare that I was not involved in any criminal/antisocial activities prior to submission of this application form.

DEPONENT

*For candidates applying for admission after a lapse of time following graduation.
FORM OF CERTIFICATE TO BE PRODUCED BY A CANDIDATE BELONGING TO SCHEDULED CASTE IN SUPPORT OF HIS/HER CLAIM

This is to certify that Mr./Ms./Mrs. .................................................................Son/Daughter of ..................................................................................................................of Village/Town ........................................................................................................... District/Division .............................................................. of the State ....................................................................... belongs to the ........................................... Caste which is recognised as Scheduled Caste under the constitution (Jammu & Kashmir) Scheduled Caste Order, 1956.

SIGNATURE..........................
DESIGNATION......................
(with seal of the Officer)
(Competent authority for issuing of Certificate is Revenue Officer not below the rank of Tehsildar)

Date.......................
CERTIFICATE TO BEING CHILD OF DEFENCE PERSONNEL

This is to certify that Mr./Ms./Mrs................................................................. Son/Daughter of ....................................................................................................................................
of Village/Town........................................................................................................................................
District/Division......................................................................................................................................
of the State................................................................................................................................ a member of the
serving or has served as member of Army/Navy/Air Force.

Authorised Officer
(with seal)

*(Competent authority for issuing of Certificate is authorised Officer of Zila Sainik Board/Commanding
Officer of the Unit where serving or served)

* No certificate other than the competent authority shall be entertained/ considered.

CERTIFICATE OF BEING A MEMBER OF THE socIAIII and educaTIoNALLY
commond Backward Class

This is to certify that Mr./Ms./Mrs................................................................. Son/Daughter of ....................................................................................................................................
of Village/Town........................................................................................................................................
District/Division......................................................................................................................................
of the State................................................................................................................................ belongs to the ...
Socially and Educationally Backward Class, falling under the category
i) Resident of Backward Areas;
ii) Resident of area adjoining Line of Actual Control;
iii) Weak and Under privileged class (Social Caste)

This is also certified that the said Mr./Ms./Mrs................................................................. (on behalf of applicant) submitted his application for grant of this certificate to this Office on.........................
... and the certificate has been delivered to him under my hand and seal today on the .................

SIGNATURE..........................................................................................................................
DESIGNATION....................................................................................................................

Name in Block Letters....................................................................................................................

Authorised Officer
(with seal)

*(Competent authority for issuing of Certificate is Revenue Officer not below the rank of Tehsildar)

* No certificate other than the competent authority shall be entertained/ considered.

CERTIFICATE TO BEING CHILD OF DEFENCE PERSONNEL

This is to certify that Mr./Ms./Mrs................................................................. Son/Daughter of ....................................................................................................................................
of Village/Town........................................................................................................................................
District/Division......................................................................................................................................
of the State................................................................................................................................ serving or has served as member of Army/Navy/Air Force.

Authorised Officer
(with seal)

*(Competent authority for issuing of Certificate is authorised Officer of Zila Sainik Board/Commanding
Officer of the Unit where serving or served)

* No certificate other than the competent authority shall be entertained/ considered.
CERTIFICATE TO BEING AN EX-SERVICEMAN

This is to certify that Mr./Ms./Mrs..............................................................................................................
Son/Daughter of .............................................................................................................................................
of Village/Town..............................................................................................................................................
District/Division......................................................................................................................... of the State..........................................
is an ex-serviceman of the..................................................... Force and has been honourably discharged from the service of the said Force on..........................................................

Signature of the Authorised Officer
(with seal)

*(Competent authority for issuing of Certificate is authorised Officer of Zila Sainik Board/Commanding Officer of the Unit where serving or served)

* No certificate other than the competent authority shall be entertained/ considered.

AFFIDAVIT*

(For appearing in final year examination)

I, .............................................................................................................................................................
D/o, S/o ..................................................................................................................................................
Resident of.............................................................................................................................................
do hereby solemnly affirm and declare as under:

1. That I am applicant for admission to MBA Programme in the University of Jammu for the session 2018-2019.
2. That I am appearing in the final year of the qualifying examination in April/May.
3. That I am seeking Provisional Admission to MBA Programme for the session 2018-2019.
4. That I will submit/furnish the documentary evidence of having passed my qualifying examination in full with the requisite percentage of marks within 21 days of the commencement of the class work of MBA programme failing which my provisional admission to the said programme shall automatically stand cancelled.

DEPONENT

Verification: -

Verified at Jammu on the date ______________ that the averments made by me in this affidavit are true and correct to the best of my knowledge and belief and nothing has been concealed therefrom.

DEPONENT
AFFIDAVIT
(For All Candidates)

I... have solemnly declare that -

a) I have passed/appeared in the final year of my last qualifying examination from...

b) I have gone through the contents of the Brochure-cum-Application Form, published by the University of Jammu and read the Statutes thoroughly. I shall abide by the instructions mentioned therein.

c) I have personally filled in the Admission Form.

d) I shall attend the Department concerned as per the schedule to be notified separately by the University of Jammu.

e) If I fail to attend the Department concerned as per the notified date, I shall automatically lose the right of admission to the course / courses for which I have applied.

f) I have not been debarred/disqualified by the University of Jammu or any other University.

g) I have applied for admission in open category/reserved category/payment seat category (mention whichever are applicable)

1. 

2. 

3. 

I declare that the certificates submitted by me are genuine and the above statements made by me are true to the best of my knowledge and belief. In the event of this being proved otherwise, my admission shall stand automatically cancelled; besides, I shall be responsible for any other action that may be taken against me under law.

h) I shall not indulge in Ragging: In case of any violation, I shall be liable to any action under law, including cancellation of my admission.

WITNESSES : DEPONENT

1. 

2. 