

PROSPECTUS

**Master of Business Administration
(International Business)**

&

**Master of Business Administration
(Human Resource Development)**

**BATCH XXI
2015-17**



DEPARTMENT OF COMMERCE

DELHI SCHOOL OF ECONOMICS

UNIVERSITY OF DELHI

DELHI-110007

UNIVERSITY OF DELHI

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2. Prof. Sanjay K. Jain
3. Prof. K.V. Bhanumurthy

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2. Dr. Kavita Sharma

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2. Ms. Abha Shukla
3. Dr. Niti Bhasin
4. Dr. Sunaina Kanojia

Assistant Professors (Ad-hoc)

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2. Ms. Nidhi Kapoor
3. Ms. Shilpi Sahi
4. Ms. Sakshi Mittal
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MESSAGE FROM THE HEAD OF THE DEPARTMENT OF COMMERCE

**Professor J.P. Sharma**

Welcome to the Department of Commerce that stands on such fertile soil as the Delhi School of Economics, which has produced great intellectuals and leaders. Among the faculty at the Delhi School of Economics have been the likes of VKRV Rao, B. N. Ganguly and K. N. Raj (all three of whom went on to serve as Vice-Chancellors at the University of Delhi), Amartya Sen (who won the Nobel Prize), Dr. Manmohan Singh (Former Prime Minister of India), Sukhomoy Chakravarty (who was chief Economic Advisor), Jagdish Bhagwati, Kaushik Basu, and many others who have excelled professionally. In December 1967, the Department of Commerce was set up as a separate department by carving it out of the composite Department of Economics and Commerce, Delhi School of Economics. It became an independent faculty in 1992. Currently, along with the Department of Financial Studies, it constitutes the Faculty of Commerce and Business.

The Department is one of the premier centres of learning in the field of commerce in the country, and is renowned for its M.Com, M. Phil, and Ph. D. Courses. As a response to market imperatives, the Department initiated two new post-graduate professional programmes in 1995, namely, Master of Human Resource and Organisational Development (MHROD) and Master of International Business (MIB). In this span of over eighteen years, these two programmes have come to be recognised as well-regarded Master's programme in business administration in the country. Both the courses, viz. MIB & MHROD have been well received by the industry till date. The nomenclature of the above two courses has been recently changed to MBA (HRD) and MBA (IB). It is expected that this change in the nomenclature of the course would be well received by the corporates and would add more to the placement activities of our students.

If you choose to come here, you will discover one of the most stimulating, intellectual and cultural environment in the DSE complex which is coupled with the beauty of the University Campus, makes this an ideal institution for study. I very much look forward to welcoming you to the Department of Commerce at Delhi School of Economics. Do also visit the website www.commercedu.com regularly for updates about developments and events.

Best wishes,

Prof. J P Sharma
Head, Department of Commerce

(i)



Recognition of MIB and MHROD as MBA (IB) and MBA (HRD)

The Department of Commerce at Delhi School of Economics, formally set up as a separate entity in 1967 takes pride to pioneer the two specialized courses, namely MIB and MHROD (now restructured and renamed as MBA (IB) and MBA (HRD)). In order to provide an equal footing to that of an MBA programme run by the premier business schools of the country, the nomenclature of the two courses has changed as a result of persistent communications of both Department and the University with the University Grants Commission(UGC) vide Letter No. C-1/16/15/98/118 dated 17th December, 2003 from the Registrar to the Chairman, UGC, Letter No. C-I/16/15/156 dated 1st April, 2002, Letter No. C-I/16/15/98/119 dated 27th October, 1998 to the Chairman UGC. The Department also received the proposal from UGC, letter No. D.O. No. F.5-1/2010 (CPP-II) dated 30.05.2011 and letter No. F.5-1/99(CPP-II) dated 13.12.2011 for review of existing list of degrees and considering fresh proposals for specification of degrees under section 22 of the UGC Act, 1956. The letter informed that MBA is a UGC specified degree and university may award MBA degree with any specialization in parenthesis, for example, MBA (HR & OD) or MBA (IB). To resolve the issue of adding the parenthesis MBA (IB) and MBA (HRD) for the two year professional course of the Department, namely MIB and MHROD, a meeting of the Departmental Council was called upon on 1st July 2011 in the Department of Commerce. In respect of the specification of degrees, the following was resolved: (i) Master of International Business (MIB) be restructured as Master of Business Administration (International Business) – MBA (IB) and (ii) Master of Human Resource and Organizational Development (MHROD) be restructured as Master of Business Administration (HRD). This recommendation was also communicated to the University Grants Commission vide letter No. CD/7/70/2011, dated 18.11.2011 by the Department of Commerce. The said decision was reiterated by the subsequent Councils on the December 12, 2013 and March 14, 2014 and Faculty of Commerce and Business meeting dated 10th May, 2014. In the light of the UGC Gazette Notification dated 5/11 July 2014, the recommendations of Faculty was placed in the emergent meeting of Academic Council and Executive Council held on 19th July, 2014 and the nomenclature of MIB and MHROD was changed to Master of Business Administration (International Business) and Master of Business Administration (Human Resource Development) accordingly.

Revision of PG Courses

MIB/MBA (IB) & MHROD/MBA (HRD)

Both the courses, viz. MIB (now restructured and renamed as MBA – International Business) & MHROD (now restructured and renamed as MBA – Human Resource Development) have been well received by the industry till date. However, in order to improve the course curriculum and impart the knowledge on contemporary developments taking place in the domain of International Business and Human Resources & Organizational Development, a need to revise the course structure was observed and executed. The revised syllabus, therefore, is mainly oriented towards professional augmentation taking place in the global as well as domestic business arena.



VISION : To emerge as a centre of excellence and provide leadership in the field of commerce and business education and research.

MISSION : To develop knowledge, skills, attitudes and values through dynamic and interactive methods of learning and grooming students into highly competent professional managers capable of shaping management practices in future.

Shortly after independence, a group of visionaries led by Prof. V.K.R.V. Rao and supported by the then Prime Minister Pt. Jawahar Lal Nehru were driven by an ambition to create a center for advanced learning and research in social sciences comparable to the best in the world and worthy of an independent subcontinent. Thus, in 1948 the Delhi School of Economics (DSE) was conceived on the lines of the London School of Economics. Subsequently, when Prof. Rao became the Vice-Chancellor of the University, the process of setting up four new departments, namely, Sociology, Geography, Business Management and Commerce, was initiated.

Guided by the vision of its founders, the school lays highest importance on maintaining excellence in teaching, both as an end in itself and as a basis for creativity and for sustaining excellence in research. The pioneering works of personalities like Prof. Amartya Sen, Prof. B.N. Ganguly, Prof. Jagdish Bhagwati, Prof. Sukhamoy Chakraborty, Prof. K.N. Raj, Prof. Manmohan Singh, Prof. P.K. Ghosh and Prof. L.C. Gupta bear a testimony to the contribution of DSE to the social and economic development of the country.

The Department of Commerce, formally set up as a separate entity in 1967, has imbibed the DSE tradition of exploring new frontiers of knowledge and innovation in academics. In its history spanning over three decades, it has redefined commerce education in the country. The Department has come to possess the legitimate claim and pride of being a premier education and research institute in the discipline of Commerce and Business in the country. The rapid growth of the Department of Commerce is reflected in its expansion as well as novelty in its academic programmes. M. Phil., Ph.D., and M.Com. continue to be its flagship postgraduate academic programmes. As a response to market imperatives, the Department of Commerce initiated two new post-graduate professional programmes in 1995, namely, Master of Human Resource and Organisational Development(MHROD) and Master of International Business(MIB) [Now MBA (HRD) & MBA (IB)]. In this short span of nineteen years, these two programmes have come to be recognised as top rated specialised Master's programme in business administration in the country.

Prof. J.P.Sharma (Jai Prakash Sharma) M.Com , L.L.B, Dip T&D, FCS, Ph.D.

Head of the Department

Specialisation : Corporate Governance, Corporate Laws, Labour Laws & HRD.



Prof J.P. Sharma is currently Head, Department of Commerce, and former Dean Faculty of Commerce & Business at the Delhi School of Economics, University of Delhi. In the last over 40 years of his academic career, he has held several academic and administrative positions. He has supervised 21 PhDs, 23 M.Phil dissertations. He has authored 15 books and around 100 research papers/articles published in several national and international journals of repute. His book titled 'Corporate Governance, Business Ethics & CSR' has on its review written by Sir Adrian Cadbury who in 1992 gave the world its first code on corporate governance. He

is/has been Visitor's (President of India)/Central Government Nominee on the University of Allahabad, BHU, NEHU, Sikkim, Tripura and HNB Garhwal University, and on the First Court of Tripura Central University constituted by the Central Government. He is a Fellow Member of the ICSI and Member of several other professional bodies including ILI, ISTD, IMA, ICPS, and ICA. He is the Member of the Governing Body of St Stephens College, and is/has been the Member/Chairman of IP College for Women, PGDAV College, and Guru Nanak Dev College under Delhi University. He is Chairman of the Managing Committee of VKRV Rao Hostel (DU). He is Member of the Editorial Advisory Boards of around a dozen internationally reputed journals. He has participated as an expert in over 150 national and international conferences/seminars/special lectures/panel discussions, delivered keynote and chaired various technical and valedictory sessions. This year he was invited by the Sussex School of Law to deliver series of lectures to senior students. In 2012, he was invited by the Department of Management at the King's College, London to deliver special lecture to PG students. Also, was invited that year to deliver a Key Note address in a two days International Trade & Academic Research Conf organized by the ABRM'S Business and Management Review at the University of London Union, London. In 2011, he was invited by the London based World Council for Corporate Governance & IOD to address the delegates in a 3 day Global Convention-cum-GOLDEN PEACOCK awarding ceremony held in London. He presented research papers at the 2012 WCLTA Conf organised in Brussels; 2012 World Finance Conference held in Rio de Janeiro, Brazil; CEA's International conf organised by the UCD Dublin in July, 2011; CGIR International Conf at the Wharton School of the University of Pennsylvania in Sept, 2010; CEA Conf at University of Oxford, UK in July 2010 and an International Conf at the Birmingham Business School, UK in June 2009. He was selected from the country to attend the three days Corporate Governance Board Leadership Training Programme organised by the IFC (a World Bank Group) acting through the Global Corporate Governance Forum, USA. He has widely travelled to countries like USA, UK, Russia, China, Brazil, Republic of Ireland, Northern Ireland, Sweden, Norway, Denmark, Holland, Belgium, Germany, France, Switzerland, Italy, Austria, Hungary, Czechoslovakia, Greece, Thailand, Malaysia, Singapore, Sri Lanka, Bhutan and Nepal.

Professor Sri Ram Khanna, M.Com., Ph.D.**Specialisation:** Marketing, Consumer Affairs and International Business

Prof. Sri Ram Khanna holds a Master's Degree in Commerce, a degree in law and a doctorate in International Business. He is a member of the Academy of International Business (AIB), USA, since 1983 and has been a member of the European International Business Academy (EIBA). He has taught Marketing and International Business for over 30 years. He is a renowned expert in Global Textile Trade and Industry and also has special expertise in Consumer and Competition Law and Consumer Affairs. He is author of several papers and seven books including "Sourcing of Textile and Clothing from India" published by Economist Intelligence Unit (EIU), London and "International Trade in Textiles" published by Sage. His latest books include "Financial Markets in

India and Protection of Investors" and "Food Standards and Safety in Globalised World- The impact of WTO and Codex". His latest publications include "Consumer Satisfaction with Quality of Service in Banking (2006 and 2011) and Mobile & Broadband industries (2008) and Domestic Airlines (2010) and Health Insurance (2013) and after sales service of Auto Co's (2013). He has carried out research studies and consulting assignment for a wide variety of national and foreign organizations and has traveled to USA, Germany, Belgium, UK, Holland, Italy, France, Sweden, Switzerland, Canada and Chile in the West and Japan, China, Hong Kong, Korea, Taiwan, Philippines, Thailand, Indonesia, Singapore, Malaysia and Pakistan in the East. He has been Visiting Professor at Texas A & M University (USA). He has been a Director on the Boards of The Life Insurance Corporation of India (LIC) and Consumers International (CI), London. He is Hony. managing editor of 'Consumer Voice' magazine and was Principal Investigator of National Consumer Helpline(2004-2014).

Professor Sanjay K. Jain, DLII, DIL, M. Phil. PGDIT (IIFT), Ph.D.**Specialisation:** Marketing and International Business, Research Methodology, Business Ethics and Corporate Social Responsibility (CSR)

Prof. Jain specializes in the areas of marketing, international marketing, marketing research, services marketing, international business, research methodology, business ethics and corporate social responsibility. He has been actively engaged in post-graduate teaching and researches in these areas for about three decades. Earlier, he has been Professor and Dean(Training and Placement) at School of Management Studies, GGS Indraprastha University, Delhi. Before that, he has also served as a senior faculty at the Indian Institute of Foreign Trade (IIFT), Delhi and Shri Ram College of Commerce, University of Delhi.

Professor Jain is alumnus of Shri Ram College of Commerce and Delhi School of Economics, and he has undertaken several research projects and studies. He has presented papers at various conferences held in India and abroad. His work has been published in various national and international journals including *Journal of Global Marketing (USA)*, *Malaysian Journal of Small and Medium Enterprises*, *Economics and Political Weekly*, *The Economic Times*, *Financial Express*, *Foreign Trade Review*, *Foreign Trade Bulletin*, *Indian Economic Almanac*, *Vikalpa (IIM-A)*, *Decision (IIM-Calcutta)*, *Indian Management*, *Business Analyst*, *India Quarterly*, *Productivity*, *Management & Change*, *Vision - The Journal of Business Perspective (MDI)* and *International Journal of Consumer Marketing (USA)*. He is the author of the book "Export Marketing Strategy and Performance: A Study of Indian textile" and his works have also been published as chapters and papers in various books.

Prof. Jain is member of various academic institutions and associations. He is member of the governing bodies of several colleges and management institutes. He is also on the editorial board of various management journals. He has also served as expert member of various course curriculum development committees set up by the state and national level organizations such as PSSIVE, NCERT and UGC.

Prof. K.V. Bhanu Murthy, Ph.D.

Specialisation: Banking & Finance, Industrial Economics, Environmental Economics, Market Efficiency, International Business, Business Ethics and Social Responsibility.



Prof. K.V. Bhanu Murthy is former Dean Faculty of Commerce & Head Department of Commerce, Delhi School of Economics, University of Delhi. Prof. Murthy is a Ph.D. in Economics from Department of Economics, Delhi School of Economics. His recent contributions are in the areas of Banking and finance, environmental economics, corporate governance in banks, international business social responsibility and business ethics. He has published three books (from international publishers), 18 chapters in reputed books, more than 30 publications in refereed journals and 100 papers in international and national conferences. He has done two international and five national projects, including a UKIREI project with Open University UK, National Co-od for eContent Development of UG Courses in Commerce and PI for ePGP in

Commerce. He has won several awards, some of the latest ones are, International Didactic Association Award for Excellence in Digital Learning, Sept, 2014, External Expert, SEBI Committee for All India Investor Survey, July, 2014., Member, SEBI Committee for Consultation with Academia, May 2014, Awarded best paper in III, V, VI, VII and VIII National Conference on Capital Market, IBS Gurgaon, 2009-2014. He has also been awarded "Best Citizens of India" Award by IPH, New Delhi, in June 2008. He has been awarded "Siksha Ratan Puraskar" by IIF Society, in November, 2007.

Rtn. Dr. Ajay Kumar Singh, Ph.D.

Specialisation: HRD, OB, HR Accounting, HCIS, and Management of Transformation



Dr. Ajay Singh is currently Associate Professor at the Faculty of Commerce and Business. 19 Ph. D. Scholars and 7 M. Phil. students have completed their thesis/dissertation under his supervision. He is a member of American Accounting Association, life member of Indian Commerce Association, Indian Accounting Association, National HRD Network, CSI, etc. He is North Apex Body Member (Delhi NCR) of Art of Living. He has won several best paper awards, some of the latest ones are, "Best Paper Award" (2013) on the paper entitled, "Employer Branding: A tool for motivating and retaining employees, Presented in the Technical Session on "Marketing - Branding" and was conferred jointly to Dr. Ajay Kr. Singh and Ms. Sonal Jain in the International Conference on "Current Reality and Emerging Trends in Global Management Practices" organized

by Institute of Management Studies, Career Development & Research held on January 11-13, 2013 at Ahmednagar, Maharashtra, India. Gold Medal & Prof Manubhai M. Shah Memorial Research Award 2012 jointly with Ms. Nidhi Dhawan in 65th AICC at Mumbai and 2011 Gold Medal Awarded jointly to Dr. Ajay Kr. Singh and Ms. Monika Bansal by Indian Commerce Association on Dec. 15, 2011 for presenting the best paper of the Prof. Manubhai M. Shah Memorial Research Gold Medals in 64th AICC He has 164 publications including 10 books, 1 International Monograph, 80 research papers, 12 articles, 11 case studies, 42 editorial reviews, 2 abstracts, and 6 book reviews. He has done one major and one minor research projects funded by UGC, One Research Project funded by DU, and also consulting projects with corporate.

Dr. Kavita Sharma, M. Com., M.Phil., Ph.D.

Specialisation: Marketing



Dr. Kavita Sharma is Associate Professor at DOC, DSE, DU and has her specialization in the area of Marketing. She has teaching and research experience of more than 25 years. She has participated in various conferences and workshops held in related areas of her interests. She has presented papers in national and International Conference and also chaired the technical sessions. Latest, she has participated in AMA Special Interest Group Conference held in Cancun, Mexico and presented there two of her research papers. Consequently, 4 of her research papers have been adjudged in the category of Best Research Paper in International Conferences held in India and abroad. She got the award at IIM Ahmedabad Conference, AIM

conference held in Bangalore, and PSSIR conference held in Singapore. She has contributed about 2 dozen research papers in peer reviewed journals published in India and abroad. She has authored 2 books. She has been selected for participation in Faculty Consortium organized by Academy of Marketing Science held in Australia. She has been invited to deliver Keynote address in International conferences. She is the member of Board of Studies of Management Institutes. She is also the member of the reviewer board of research journals published by different academic institutes. She is associated with AIMA as accredited management teacher (AMT). She is associated with ICAI for their e-content development. She is the research supervisor of Ph.D and M.Phil students. 4 Ph.D scholars have submitted their research under her supervision. She is the coordinator of MBA (IB). She was the course convener of FYUP in commerce and also the convener of PG course revision committee. She is the convener of DRC. She is the Editor of Journal of Commerce and Business Studies.

Dr. Vanita Tripathi, M. Com., M. Phil., Ph.D., AMIMA

Specialisation: Finance (Investment Management, Corporate Finance, Green Investing, Socially Responsible Investing, Mutual Funds)



Dr. Vanita Tripathi, Assistant Professor at Department of Commerce, Delhi School of Economics, University of Delhi, is the recipient of Best Business Academic Of The Year (BBAY) Award Gold Medal in the year 2012 at 65th All India Commerce Conference. She holds the distinction of being double Gold Medallist of University of Delhi in B.Com (Hons) and M.Com and is also M.Phil topper. Actively engaged in research activities she has published one book and thirty five research papers in international and national journals including Vision, Journal of Applied Finance, Global Business Review of Sage and Annals of Financial economics in which Harry Markowitz also published his research work.

She has successfully supervised three Ph.D scholars and twelve M.Phil scholars. Currently three M.Phil and six Ph.D scholars are working under her guidance in different areas of finance. She has delivered key note addresses, presented research papers and participated in many national and international conferences including II World Finance Conference held in Greece in 2011. She also received Best Research paper Award at National Conference on FDI organized by Shaheed Bhagat Singh College, University of Delhi. Eight of her research papers are included in the Top Ten papers List by Social Science Research Network (SSRN.Com). She has completed one research project sponsored by Indian Council of Social Science Research (ICSSR) in 2007 and presently she is the Principal Investigator of a UGC major research project.

She has also contributed to curriculum development at various levels and been associated with CBSE, NCERT and KVS in various capacities. She is Editorial advisory board member of "International Journal of Enterprise Computing and Business systems". She is a member of various prestigious academic associations including The American Finance Association. Her name is included in the Worldwide Directory of Finance Faculty maintained jointly by Ohio State University and AFA. Her areas of interest include socially responsible investing, green investing, corporate finance, asset pricing, financial econometrics, financial derivatives and mutual funds.

Dr. Niti Bhasin, M.Phil., Ph.D.

Specialisation: International Business



Dr. Niti Bhasin, an alumna of Indraprastha College for Women and DOC,DSE, is a gold medalist in the M. Com. (2000) of D.U. A recipient of various medals and prizes at the PG level, she obtained her M. Phil. Degree from the DOC,DSE in 2003 and has completed her Ph. D. from the same institution in 2007. She has a teaching experience of about 14 years and her areas of specialization are 'IB' and 'Taxation'. She has to her credit 8 books including *FDI in India: Policies, Conditions and Procedures*; *Financial Institutions and Financial Markets in India: Functioning and Reforms*, and *Monetary, Banking and Financial Developments in India*. She has contributed articles on topics related to IB and taxation in various national and international

Journals of repute including 'Journal of International Trade and Economic Development' and 'Foreign Trade Review'. Many of her papers have been listed on SSRN's *Top Ten download list*. She has been invited to deliver talks at various national and international seminars. Recently, she was invited to deliver the keynote address on the Fourth "Indian Ideas and Thoughts" Annual Seminar jointly organized by RILCA, Mahidol University, Bangkok and the Embassy of India in Thailand. She has also presented papers at international and national conferences and won 'Best paper award' at various conferences. She chaired a technical session and presented 2 papers at the *World Finance Conference* held in Rio de Janeiro, Brazil in July 2012. She has successfully supervised one Ph. D. and two M. Phil students. Presently, 8 Ph.D and 7 M.Phil students are working under her supervision. She has completed a research project entitled "The Impact of Fiscal Policy on Foreign Direct Investment Inflows: A Cross-Country Analysis of Select Asian Economies" awarded by the DU under R&D and Doctoral Research Programme. She is also the Paper Coordinator of the paper on 'IB' for e-PG Pathshala project under NMEICT, MHRD, GOI aimed at developing e-content for PG courses. She is also the admission coordinator of the MBA(IB)/(HRD) and M.Phil coordinator. Before joining the Department, she taught at the SRCC for about 4 years. She is a life member of I.C.A. and Rotary Club.

Ms. Abha Shukla, M.Com. M.Phil.

Specialisation: Finance



Ms. Abha Shukla, an alumna of Lady Shri Ram College and the Department of Commerce, Delhi School of Economics, has a passion for teaching. She holds an M.Phil degree and her nearly twelve years of teaching experience include a stint at Shri Ram College and Lady Shri Ram College. With an excellent academic record she has been the recipient of numerous awards. She attended a course entitled "Contemporary issues in Business" at Middlesex University, London, sponsored by the British High Commission. She also presented a paper at an international conference in Tokyo. Her wide-ranging interests include production of plays with famous theatre personalities, initiation of students projects like regular interaction with residents of an old age home, reading out facilities to visually challenged students etc.

Dr. Sunaina Kanojia, M.Com, M.Phil., PhD.

Specialisation: Finance & Law



Dr Sunaina Kanojia is an alumna of DU. She did her B.Com from Kamala Nehru College (2002), M.Com DU, (2004) and obtained her M. Phil. and PhD from DOC, DSE in 2006 and 2011 respectively. She has been awarded with JRF from UGC in 2005. Presently, she is the Course Coordinator of M.Com, MBA(HRD and Secretary Department Council. Also, she is a member of Academic Council of University of Delhi for Jan 2013- Dec 2014. She has co-authored two books and articles in both national and international journals of repute. Her recent paper titled "Dividend Decisions and Payout Policies: An Empirical Analysis of Listed Indian Companies" has been awarded as the Best paper with first prize in the Vivekananda Institutes' National conference 2014 (VINC'2014) on Business Rethinking and Innovative Solutions together for

Reinventing management held on Feb 26 -27, 2014 organized by School of Business studies, VIPS, Delhi, India. Three of her research papers have been SSRN's Top Ten download lists. She has attended about a dozen national and international conferences in India and abroad. At present, 3 Mphil has been awarded and 8 Mphil along with 6 PhD scholars are pursuing their research under her supervision in the area of finance and corporate governance. Around 23 students of MBA(IB) and MBA(HRD) have successfully completed their dissertations under her supervision. Her area of interest includes Corporate Governance, Corporate Laws, Industrial Laws and Investment Management. She has visited Mauritius under the 4th UGC-TEC Consortium Agreement 2010, for 5 weeks to deliver a series of lectures at the Faculty of Law and Management, University of Mauritius. She is a life member of Indian Commerce Association and member of Editorial Advisory Board of *Envision*, An International Journal of Commerce and Management. She is the Associate editor of the bi annual journal of department of commerce titled "Journal of Commerce and Business Studies" and the quarterly newsletter "Reflection" by the department. She joined University of Delhi as lecturer in 2005.

Dr Gurcharan Sachdeva, Ph.D., M.Phil, M.Com, B.Com (H)**Specialisation:** Accounting and Finance

Dr. Gurcharan Sachdeva did his graduation from S. G. T. B. Khalsa Post Graduate (Eve) College, University of Delhi, in 1999; he obtained his M.Com from Hans Raj College, University of Delhi in 2002. University of Delhi conferred upon him M. Phil and Ph. D in 2004 and 2009 respectively. He is a life member of Indian Accounting Association. He has about ten years of teaching experience in Guru Gobind Singh Indraprastha University and varied colleges of University of Delhi. A research paper co-authored by him has been published in the Indian Journal of Corporate Governance, IPE. He has authored a book titled as "Corporate Governance and Role of Stock Exchanges in India". He

has presented research papers in two national conferences. One joint research paper co-authored by him has been presented in the University of Oxford in absentia. His current areas of teaching and research interests are Accounting, Business Statistics, Operations Research, Direct Taxation and Finance

Ms. Nidhi Kapoor, M.Com, M.Phil.**Specialisation:** Human Resource Management, Organizational Behavior

Ms. Nidhi Kapoor did her B.Com (H) from S.G.T.B. Khalsa College (2004) & M.Com from Department of Commerce, University of Delhi (2006). She obtained her M. Phil. Degree from Department of Commerce, Delhi School of Economics in 2010 in the area of Organizational Behavior and Development. She has been awarded with junior research fellowship from UGC in 2008. Her area of interest includes Human Resource Management, Organizational Behavior, Training and Development, Corporate Laws, and Industrial Laws. Before joining the Department of Commerce in 2010, she has taught at Indian Institute of Finance and Sri Ram College of Commerce, University Of Delhi

Ms. Shilpi Sahi, M.Com, M.Phil.**Specialisation:** Human Resource Management, Human Resource Development, Taxation

Ms. Shilpi Sahi has done B.Com. (H), M. Com., M. Phil. (specializing in organization behavior and development) from University of Delhi. She has passion for teaching and research. She has about seven years of teaching experience in Satyawati College (M), Hans Raj College, and Department of Commerce, University of Delhi. She is the recipient of Best Business Academic of the Year Award (Gold Medal) 2011 conferred by Indian Commerce Association and recipient of Best Paper Award in Technical Session 3 of 3rd Annual Commerce Convention, on "Leveraging Business Emerging New Horizons" held at Department of Commerce, Delhi School of Economics in 2014. She has presented

papers in four national and one international conference. She has to her credit seven research papers published in peer reviewed journals and conference proceedings. At present she is pursuing Ph.D. from Department of Commerce, Delhi School of Economics, University of Delhi. She is a life member of Indian Commerce Association and National HRD network.

Ms. Sakshi Mittal, B.Com(H), M.Com, M.Phil**Specialisation:** Finance and International Business

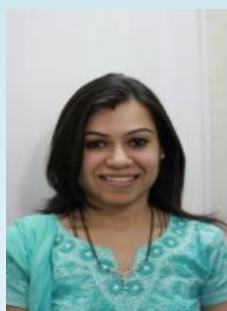
Ms. Sakshi Mittal has done B.Com. (Hons.), M. Com. and M. Phil. (specializing in Finance and International Business) from University of Delhi with merit. She has also done her PGDBA in Finance from Symbiosis Centre for Distance Learning. She has about seven years of teaching experience in University of Delhi, Department of Commerce and its other affiliated colleges. Presently, she is an assistant coordinator of M.Phil. programme in the Department of Commerce. She has a research oriented bent of mind. She has around half a dozen of scholarly articles published in the refereed journals of repute. She has been awarded with Junior Research Fellowship from UGC in 2008. Her areas of interest are Finance and International Business. She has received several awards during her

Graduation and Post Graduation for being meritorious. She has been actively involved in participating in National and international conferences and workshops from time to time. She is a life member of Indian Commerce Association. Her wide areas of interest also include Computer Applications and Foreign language. For catering to her interest she has pursued Certificate Course in French Language from Hansraj College, University of Delhi and a certificate course in computer applications. She is good learner and still learning as a part of Department of Commerce.

Ms. Rinku Mahindru M.Com**Specialisation:** Human Resource Management, Industrial relations and Managerial Economics

She did her schooling from St.Thomas' School and has been All India topper in Economics in AISSCE (2004). She did her B.Com (Hons) from Jesus and Mary College, University of Delhi (2007) and M. Com from Department of Commerce, South Campus, Delhi University (2009). She was South Campus topper in M.Com (previous) and second position holder in M.Com in total. With an excellent academic record she has been recipient of scholarship from Indian Rotary Club in 2009. She has submitted her PhD thesis in Department of Commerce, DSE, University of Delhi on the topic of "Role and Need for Workers' Participation in Management :Implications for Selected Indian Companies". She has been awarded UGC NET 2010.

She has attended various national conferences and workshops. Various research papers authored and co-authored by her have been published in referred and Internationally renowned Journal of repute. She believes in being multi-disciplinary. She has worked recently on areas like Big Data, BYOD, Employability Skills, Financial Crisis, Employee engagement etc. She has been working in the Department of Commerce since 2010.

Ms. Swati Seth, M.Com, CPA(U.S.A))**Specialisation:** Finance, Taxation, International Financial Management & Human Resource Management

Ms. Swati Seth did her B.Com (Hons.) from Hansraj College (2007) & M.Com from Department of Commerce, University of Delhi (2011). She has been awarded with junior research fellowship from UGC in 2011. She has cleared the Uniform Certified Public Accountant (CPA) exam from American Institute of Certified Public Accountant (AICPA, USA) in 2008. Her area of interest includes Marketing, Strategy, CSR, Financial and Investment Management. Before joining the Department of Commerce in 2012, she has worked with KPMG Global Services, Gurgaon in their Accounting and Advisory Services team. She is currently pursuing her Ph.D. from the Department of Commerce in the area of Finance.

Ms. Deepali Malhotra, M.Com**Specialisation:** Law and Finance

Ms. Deepali Malhotra did her B.Com (Hons.) from Keshav Mahavidyalaya, Delhi University (2010) & M.Com from the Department of Commerce, Delhi School of Economics, University of Delhi (2012). She has received certificate of merit in Mathematics from C.B.S.E. She has been awarded with Junior Research Fellowship from UGC in 2012. Her areas of interest include Strategic Management, Corporate Social Responsibility, Corporate and Labor Laws, International Business and Accounting. Currently she is pursuing M.Phil from Department of Commerce in the area of Accounting. She has attended various seminars, conferences and workshops.

UNIVERSITY OF DELHI

Ms. Sonia Kamboj M.Com, M.Phil.**Specialisation:** Finance, Taxation, International Financial Management & Human Resource Management

Ms. Sonia Kamboj did her B.Com (Taxation) (2005) and M.Com (2007) from Kurukshetra University. She obtained her M.Phil Degree from Department of Commerce, Kurukshetra University in 2009 specializing in Finance and also completed her MBA with specialization in HR in 2011. She has been awarded with Junior Research Fellowship from UGC in 2010 and 2013. She has attended various Conferences, Seminars and workshops. Her areas of Interest include Financial Planning, Managerial Accounting, Financial Management, Project Management and Financial Services, Income Tax Law, Corporate Tax Planning & Management, Quantitative Techniques, Principles of Economics, International Financial Management & International Financial System& Markets. She has more than four years' experience in academia. Before Joining Department of Commerce, Delhi School of Economics, she worked at Department of Commerce, Kurukshetra University and Maharishi Dayanand Mahila Mahavidalya, Kurukshetra. She got best paper award for her paper titled "An Empirical analysis of the Behavioral Factors affecting Individual Investment Decisions" presented at 3rd Annual Commerce Convention organized by Department of Commerce, Delhi School of Economics in coauthor ship with Ms. Shilpi Sahi and Ms. Sakshi Mittal. She has research papers published in various journals. Her case study titled "95FM Tadka: Initiatives & Challenges" is published in the monograph series of JK Lakshmipat University, Jaipur during 3rd National Workshop on Case Study Writing. Presently she is pursuing Ph.D from Department of Commerce, Delhi School of Economics, University of Delhi in the area of International Business.

Ms. Sunita, M.Com**Specialisation:** Finance and Law

Ms. Sunita did her B.Com. (Hons.) from Maharaja Agrasen College, University of Delhi, in 2007 and M.Com from Shri Ram College of Commerce, University of Delhi, in 2009. She has been awarded with Junior Research Fellowship from UGC and qualified UGC-NET in Dec. 2010. She has three and half years of teaching experience in UG and PG Courses. She is currently pursuing M.Phil from Department of Commerce, DSE, University of Delhi. Her areas of interest include Organisation of Business and Development, Corporate Governance, Marketing and Finance. Various research papers authored and co-authored by her have been published in reputed journals. She has attended various seminars, conferences and workshops.

Mr Pradeep Kumar, MBA**Specialisation:** Finance and Marketing

Mr. Pradeep Kumar did his BCA from Maharshi Dayanand University, Rohtak in 2008 & MBA from World College of Management, Gurgaon (Affiliated to M D University, Rohtak) in 2011. Prior to joining the Department of Commerce, Delhi School of Economics, he was working as an Accounts Assistant in a Non- Banking Financial Company (NBFC). He has over 1 year of working experience as an Accounts Assistant in his previous organization. He qualified UGC-NET in June 2011. Since March, 2013 he has been working in the Department of Commerce.

Mr Chetan Yadav, M.Com**Specialisation:** Finance , Economics and Taxation

Mr. Chetan Yadav is an Assistant Professor in Department of Commerce, Delhi School of Economics, University of Delhi . He has done his B.Com(H) and M.Com from University of Delhi. He qualified UGC-NET in June 2011. His areas of interest are Economic and financial policies.

Ms Heena Kashyap, M.Com**Specialisation:** Marketing and Finance

Ms. Heena Kashyap did her B.Com (Hons.) from Sri Venkateswara College, Delhi University (2011) & M.Com from Sri Ram College Of Commerce, University of Delhi (2013). She has been awarded with Junior Research Fellowship from UGC in 2013. Her areas of interest includes Marketing, Corporate Social Responsibility, International Business, Management Accounting and Finance. She has presented paper on "Issues And Challenges Of Women Entrepreneurs" in 2013 at Ramanujan college, Delhi university. She has written many research papers and same have been published in reputed journals.

Mr Rajan Gahlot, M.Com**Specialisation:** HRM, Accounting and Finance

Mr. Rajan Gahlot has done B.Com. and M.Com. from the Department of Commerce, C.C.S. University, Meerut (2008). He qualified UGC-NET in June 2011. Prior to joining the Department of Commerce, Delhi School of Economics, He has over one year of teaching experience at Shaheed Bhagat Singh (E) College, University of Delhi. He is also associated with Faculty of Law, University of Delhi. His areas of interest include Finance, Human Resource Management and Accounting. He has been actively involved in participating in National and international conferences and workshops from time to time. He is a life member of Indian Accounting Association.

Mr. Sameer Lama. M.Com, M.Phil.**Specialisation:** Accounting and International Business

Mr. Sameer Lama did his graduation from St. Joseph's College, Darjeeling (2005) and completed his post-graduation from North Bengal University (2007). He was the first student to be awarded JRF from his batch. He has a teaching experience of over six years in the area of Commerce. Currently, he is pursuing Ph. D. from the Department of Commerce, DSE, Delhi University. He has attended many national and international seminars and conferences. He has contributed articles on IFRS, FDI, HRA and MGNREGA which has been published in various journals of repute. He is a Life member of Indian Accounting Association (IAA) and Indian Commerce Association (ICA).

He was a co-recipient of the Best Business Academic of the Year Award (Silver Medal) from the Indian Commerce Association for the year 2011 and recipient of Best Paper Award in Technical Session 2 of 3rd Annual Commerce Convention, on "Leveraging Business Emerging New Horizons" held at Department of Commerce, Delhi School of Economics in 2014. His wide range of area also includes the composition of lyrics, poems, articles, etc. which has been published in different papers and magazines. He also has a passion for music and singing and his first music-video album titled, "sherophero" was launched four years ago.

Globalisation of economies has created unprecedented trade and financial flows across nations. Greater presence of MNCs in the economy makes competition tougher for the domestic corporations. The traditional concepts and practices are required to be adapted to the emerging environment. The dynamics of global change requires managers capable of adapting to the existing concepts and practices and evolve new systems so as to cope with the dynamics of business.



The MBA(IB) Programme is value-added version of Post Graduate Diploma in International Marketing (PGDIM), which was started by the Department of Commerce, Delhi School of Economics long back in 1985. The Ministry of Commerce, the Government of India and the International Trade Centre (ITC/UNCTAD/GATT), Geneva identified the Department as a suitable institution for running a specialized programme in the field of international trade and business. The diploma programme was upgraded into a two years full time masters degree programme called Master of International Business in 1995, Now known as MBA(IB). The programme consists of four academic semesters. It amalgamates theory and real world practices in an endeavor to groom effective international managers capable of devising globally optimized solutions.

Pedagogy

Academic Orientation

Managerial success requires knowledge, skills and the right perspective. It requires knowledge to know what to do, skill to make it happen, and the right perspective to apply efforts. The curriculum imparts these through a combination of course modules. The programme takes full advantage of the diverse educational background and knowledge of the students. The curriculum, faculty and state-of-the-art facilities are all directed towards a common goal of providing the students with incisive business acumen.



The Learning Process

Lectures, case studies, individual and group exercise are used in varying proportions depending on the subject matter. Besides the traditional faculty student interaction, the program encourages the participation of experts from the industry, academia and business. Field projects, in particular, provide an opportunity to have hands on learning experience to the students where the theoretical concepts can be applied to the real time problems. The result is a dynamic and productive classroom experience that engages the students in a 'proactive' learning process.



Port Visit and Industrial Visits:

Logistics and EXIM procedures and documentation being an integral part of the MBA(IB) curriculum, the port visit is a special event for the students of MBA(IB). Students gain a practical insight into the areas of warehousing, packaging, etc., and are able to understand the operational aspects of sea ports, dry ports, free trade zones, etc. through a hands on experience. Besides port visit, regular Industrial visits are also organized by the college.



Summer Internship

At the end of the second semester, all MBA(IB) students are required to undergo an 8 to 10 week internship in a business organization. The students undertake an in-depth study project assigned by the company. Often, these projects bring up viable and innovative suggestions for improvement in the areas of organizational development and growth. This has resulted in stronger linkages with the industry and with business entities. Apart from this several live projects and winter internship offers have also been made available to our students.

Project Work

All students are required to take up a research study during the fourth semester and submit a report on it. This is to help the students sharpen their conceptual and analytical skills and develop methodological rigor in dealing with practical issues. The submission of the project report is an essential requirement for the award of the degree.



Activities at MBA(IB)**Cells and Committees – Student Bodies**

The cells and committees are in turn entrusted with the task of the internal and external brand building of MBA(IB), through its efforts. The cells and committees enable students to strike a fine balance between academic rigour and co-curricular activities & the resultant responsibilities, which come embedded as part of the brand MBA(IB). The objective is to have students play an active role in shaping the future of the programme and with it the course they chart, through the extensive learning opportunities.

Placement Committee

Alumni Committee

IISAC [Industry Interaction & Student Activities Committee]

Magazine and Media Committee

Convention Committee

Marketing Cell

Finance Cell

Literacy & Debating Society

Quizzing Society



The students divide themselves into various cells and committees in order to efficiently manage all the activities, gaining at the same time hands on experience of working within a formal framework.

THE INDUSTRY INTERACTION AND STUDENT ACTIVITIES CELL (IISAC):

The IISAC fuels the exchange of ideas among students, academics, government and the industry. It is responsible for taking care of the corporate interaction at the campus and regularly organizes guest lecture sessions and events such as the IISAC Symposium - RETHINK, inviting eminent personalities to share their views and ideas with the budding managers. The IISAC organizes Industrial visits, Educational Tours and Port visits. The committee also takes care of various student activities such as movie screenings, student orientation, ice-breaking sessions for the junior and senior batches.



One of the major initiatives taken by the committee is organizing regular workshops which help students realize their strengths and weaknesses and hone up their skills at managing real time challenges.

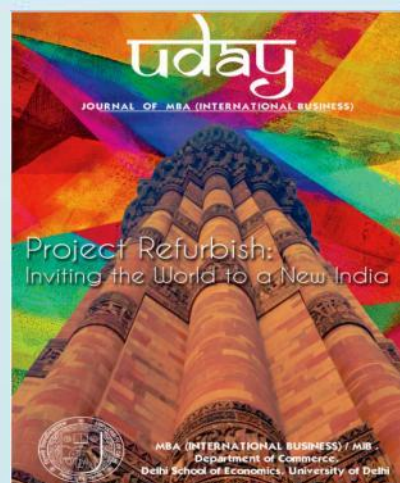
The sessions and activities, apart from being a great source of learning for the students also give an insight to the work culture followed inside different organizations and help them groom themselves to actively become a part of the same standards.

LITERARY AND DEBATING SOCIETY

Literary and Debating Society gives the students an opportunity to pursue their passion of debating and writing. The Society organises the annual Prof. A.K. Seth memorial debate with students from most illustrious b-schools participating. The Society also brings out an annual journal called Uday. Apart from these, regular workshops on debating, resume writing, group discussions and JAM sessions are held which are enjoyed as a welcome respite from the rigorous study schedules. The weekly mock debates give the members a chance to indulge in intelligent discussion and ponder over relevant but seldom thought of issues. The society also works upon preparing the students to sit through the recruitment process of group discussions and personal interviews conducted by companies. Members participate and excel in various national level oratory activities organized by different colleges throughout the year.



Uday: An initiative by MBA(IB) is a highly acclaimed annual management journal, which acts as a convergence point of views and opinions on current trends in the business and economic world. The last edition of Uday, themed "A New World Economics Order: Survival of the Fittest?" saw some excellent contributions from authors coming from an eclectic mix of backgrounds, from the corporate, academic and student arena alike.



INTERNATIONAL BUSINESS CELL

The International Business Cell is a student-led society that aims to direct MBA(IB) students toward attaining valuable information about global business practices while enjoying the student experience. It helps cultivate a learning experience for all students interested in business on the international level by organizing events, field trips to corporate offices, guest lectures and quizzes. This year IB Cell is planning to add more events in order to develop future leaders through a variety of opportunities for involvement and is dedicated in preparing its members for careers in international business.

The specific objectives of IB Cell are:

- To organize and facilitate the competitions for learning, fun and skill development
- To create a forum for the exchange of ideas on international issues
- To facilitate interactions between the student body and the International Business Faculty
- To establish relations with international business programs of other institutions through meetings and competitive events.
- To promote the study of international business among students

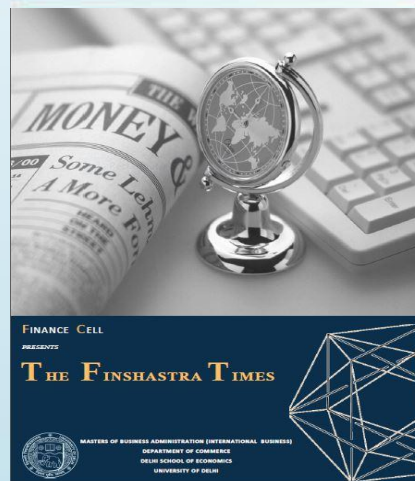
MEDIA CELL

This committee manages the in-house magazines and journals which carry various articles and inputs contributed by the students, faculty members and the industry. The Magazine and Media Committee also monitors various national and international news items and publishes the items of interest in the weekly newsletter. The committee also has the additional responsibility of managing media relations. For more details log on to: <http://www.facebook.com/profile.php?id=100001582913410>



THE FINANCE CELL

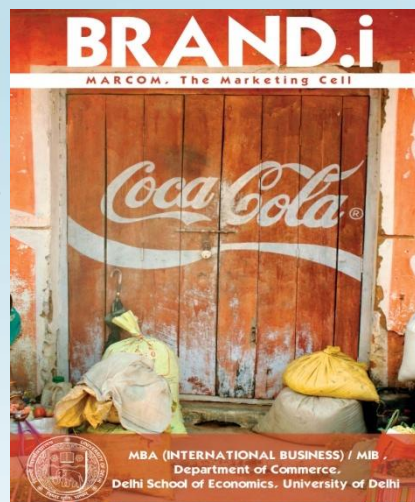
The Finance cell of MBA(IB) provides students with a platform where they can bridge the gap between the learning in the class and practical application. This has been made possible by organising various business plan competitions, case studies, conferences, class room discussions, and guest lectures in which we invite corporate officials to give insight to the students into the real world. We organise our annual fest "Atharva" with the help of The International Business cell, which will be a 3-day mega event and will have participation from all the top B-Schools. We also have our annual magazine "Finshastra" which is a theme based magazine in which we try to come up with a theme relevant to the current times. This year our theme is "Sustainable Financial Markets: Innovation and Investments" We are trying to give a new look to it this year in which we will be inviting the opinions, articles and interviews from eminent personalities in the field of finance. Thus it would bring together a body of knowledge on a theme relevant to the current times.



MARCOM



The marketing club at MBA(IB) forms the backbone of the marketing initiatives taken at the course to apprise the students with the latest marketing events and projects undertaken by the industry. MarCom is responsible for organizing case-study competitions, providing the students with the opportunity to learn from the corporate by organizing guest lectures and arranging for live projects. MarCom publishes its monthly magazine Brandi, which has been well received in the industry.



QUIZZING SOCIETY

Being inquisitive is that one single human trait that drives him to discover things beyond one's own imagination. The desire to "know more" is what that keeps the fire on. The **quizzing society** believes in the **power of knowledge and is responsible for** organizing quiz competitions and holding the DSE-Annual Intercollegiate Quiz Contest.

Achievements of the Quizzesoc are-

1. 1st position in B-School quiz at GD Goenka World Institute
2. 2nd position in B-School quiz at Amity School of Business
3. Reaching the finals of Tata Crucible Delhi Round

For more details log on to: [http://www.facebook.com/groups/quizzesoc.MBA\(IB\)/](http://www.facebook.com/groups/quizzesoc.MBA(IB)/)





CONVENTION COMMITTEE

The Annual Convention is an extremely important event, which requires planning and management on a large scale. It is handled by the Convention Committee, which not only ensures the success of the event but works towards making it bigger and better year after year. Every year the Convention is hosted, and some of the most distinguished speakers and leaders from the corporate world make their presence. Convention club works whole year round to make this two days event a success. Theme selection, topics for discussions, venue selection, inviting guests, public relations etc make the whole process a valuable experience of EVENT MANAGEMENT for each and every person involved. The team aspires to be reflective of the needs of whole MBA(IB) community to have an interface with corporate world and be an assimilation of the milieu beyond the academics. The team also strives to make the ERUDITION a perfect academic extravaganza by seeking the participation of corporate honchos and high profile academicians to fructify the objectives of the convention. Held at Eros Hotel, Nehru Place on 27 September'2014.

ALUMNI COMMITTEE

Alumni Committee serves as a catalyst for communications and involvement between the alumni and the institute, and between the alumni and the students, for the development of a lifelong camaraderie. From arranging gala dinner with the alumni and organizing frequent get-togethers to updating the database regularly. The Alumni team does it all. The efforts of Alumni Team bore fruit as the Reminiscence 2013 – The Annual Alumni Dinner of MIB & MHROD, Department of Commerce, Delhi School of Economics turned out to be a great event. Held at The Hilton, Janak Puri on 19th October, the event provided the alumni to take a trip down the memory lane and display love for their alma mater.



GUEST LECTURES

Weekly guest lectures by the industry big wigs is organized to bring in the real time corporate knowledge to the students on issues such as marketing, Strategic Management, EXIM, Finance, Logistics and Stock markets.



The eminent speakers who have shared their expertise with MBA(IB) students are:

| Name | Company / Position |
|------------------------------|--|
| Mr. Abhiram Seth | --- ED-Exports Division, PepsiCo |
| Mr. Ameet Desai | --- CFO, Adani Energy Ltd. |
| Mr. Anuj Dayal | --- Chief PRO-DMRC (Metro) |
| Mr. Anup Kalra | --- VP, Financial Planning Group, Kotak Securities |
| Mr. Arnab Chakrabarty | --- National Director, UNCTAD-EMPRETEC |
| Mr. Bidyut Kanthi Thakur | --- Director, CSC |
| Mr. Dietrich Kebschull | --- Chairman, Indo-German Trade Foundation |
| Mr. Heinz Wernet | --- CEO, HW Fashions, Germany |
| Mr. Jagannadham Thunugunthla | --- Head of research, SMC |
| Mr. Jyotirmoy Jain | --- Adviser and Head, Banking and Finance Division, Assocham |
| Mr. Kapil Nakra | --- Cofounder, Digital Vidya: Brand Promotion and Social Media |
| Mr. Kaushik Roy | --- Head, Corporate Purchase, Appollo Tyre Ltd. |
| Mr. Kishore Chkraborty | --- VP, Consumer Insight - McCann Erickson India |
| Mr. Kusumakar Pandey | --- DGM, Corporate Strategy, Godfrey Philips India |
| Mr. Nilesh Sinha | --- Director Procam Logistics |
| Mr. Nitin Khanna | --- AVP, ABN AMRO bank |
| Mr. P.N. Vijay | --- Managing Director, P.N. Vijay Financial Services |
| Mr. Padmesh Shukla | --- Transport for London |
| Mr. Pradeep Mishra | --- Sr. Corp. Manager - Safexpress Pvt. Ltd. |
| Mr. Ravi Pratap Singh | --- CTO, Nucleus Software Exports Ltd. |
| Mr. Sandeep Dutta | --- VP. Qualitative Research, TNS India Pvt. Ltd. |

Visiting Faculty

| | |
|--|---|
| Dr. M. P. Singh Director Business Development Blue Scope Steel | Dr. M.P. Verma Ram Lal Anand College University of Delhi |
| Mr. Neeraj Walia Management Consultant | Mr. Arvind Kumar Department of Germanic & Romance Studies, University of Delhi |
| Dr. Gauri Shankar Shri Ram College of Commerce University of Delhi | Dr. N.D. Vohra Ramjas College University of Delhi |
| Mr. Chandan Roy Head Learning and Development, Global Consumer Bank, Citibank N.A. | Mr. R.P. Rustogi Shri Ram College of Commerce University of Delhi |
| Professor S.K. Singh Former Professor, IGNOU | Ms. Mary Lethil Rajdhani College University of Delhi |
| Dr. Rabi Narayan Kar Shaheed Bhagat Singh College (E) University of Delhi | Dr. Simarpreet Kaur Shri Guru Gobind Singh College of Commerce University Of Delhi |
| CA Vineet Gupta Director, Illuminati Consulting Pvt. Ltd. Worked with AXA, France; General Motors, USA EIDuPont,USA&ORACLECorp.,USA | Dr. Dinesh Adhlakha Jesus & Marry College University of Delhi |
| Col. R.K. Mehta Management Consultant | Dr. Rajini Jagota P.G.D.A.V. College University of Delhi |



Curriculum

| Semester I | Semester II |
|--|--|
| 111- General Management 112- Legal Framework of Business 113- Accounting for Managers 114- Economics for Managers 115- Entrepreneurship and New Venture Planning 116- Corporate Governance and Social Responsibility of Business 117- Business Statistics and Research Methodology | 221 - Marketing Management 222 - International Business Environment 223 - International Trade and Policy Framework 224- Operations Research for Business Decisions 225- Corporate Finance 226- International Financial System 227- Internet Security and Cyber Laws |
| Semester III | Semester IV |
| 231- International Marketing 232- International Trade Practices, Procedures and Documentation 233- Service Marketing and Customer Relationship Management 234- International Financial Management 235- International Supply Chain Management and Logistics 236- Foreign Language for Business – I 237- Training Report | 241- International Marketing Research 242- Global Strategic Management 243- Cross- Cultural Consumer and Industrial Buyer Behaviour 244- International Advertising and Brand Management 245- International Human Resource Management 246- Foreign Language for Business – II 247- Project Report |



ABOUT MBA(HRD)

In the liberalized framework of the Indian economy, corporate experts in human resource development are among the key personnel needed for corporate strategic planning and control. The MBA(HRD) programme was started in the year 1995 with the objective of providing quality education to highly motivated young men and women so that they can provide professional expertise to business & industry in the twin areas of Human Resource & Organizational Development. MBA(HRD) is a 2-year full time professional programme spread over four semesters. The students are awarded Masters Degree of the University of Delhi on the successful completion of the programme.

PEDAGOGY

The curriculum is so designed to help enhance the analytical and decision making skills of the students in addition to helping improve their communication abilities. In pursuit of this purpose, the MBA(HRD) programme makes use of lectures, tutorials, case studies, seminars, business games, simulation exercises, and industrial visits etc. for imparting education. The stress is on a good healthy mix of sound theoretical concepts learnt through hands-on experience by means of practical application of the same.

Besides the distinguished faculty drawn from Delhi University, the guest faculty comprises teachers from specialized institutions & stalwarts from the industry who come & share their knowledge & experience. With the stress on producing dynamic & adaptable HR & OD professionals ready to face the challenges thrown at them, an effective interface is maintained between the programme & the industry.

Efforts are made to establish an academic-cum-professional platform in active collaboration with institutions such as:

- SHRM India (Unit of SHRM USA)
- National Institute of Personnel Administration
- National HRD Network
- Indian Institute of Public Administration
- National Labour Institute
- Shri Ram Centre for Industrial Relations
- ILO
- Delhi Management Association, etc.

The students are judged on the basis of their performance in the semester-end examinations in addition to being evaluated regularly by means of their class participation, projects, presentations, & surprise tests, quizzes etc.

INDUSTRY INTERFACE

At the end of the second semester, all students are required to undertake a summer training project spread over 8-10 weeks in the industry. The project is intended to give the students a better understanding and appreciation of the real time issues faced while working in the corporate world. In addition, the students take up *live projects* throughout the duration of the program and a *Winter Internship as well at the end of first semester*, helping them get continuous exposure to the industry and keeping them in sync with ever changing dynamics of the industry.

PROJECT REPORT

All students are required to take up a research paper during the fourth semester and submit a report on it. This is to help the students sharpen their conceptual & analytical skills and develop methodological rigor in dealing with practical issues. The submission of the Dissertation Report is an essential requirement for award of the degree.



Cells and Committees – Student Body

The cells and committees runs like a professional organization by the students provides the students a platform to interact & communicate with the corporate world by organizing regular seminars, guest lectures, panel discussions, workshops, industrial visits etc. in addition to conducting in-house quizzes, debates, and paper presentations. The students gain invaluable experience managing the day-to-day affairs on campus, organizing various events, and addressing various issues, normally confronted while running and managing an organization. All teams work in close tandem with one another, striving for continuous improvement and excellence in their respective domains of activity aimed at helping MBA(HRD) 'SCALE INFINITY'.



Various student teams are :

- Corporate Relations Team
- Alumni Team
- Team Convention
- SDC
- Team Media & Jigyasa
- Academics Committee
- ESAC
- Library Committee
- Discipline Committee



STUDENT DEVELOPMENT CELL (SDC)

The SDC strives to help the students widen their knowledge base by organizing regular guest lectures, workshops, presentations, discussions and debates.

These help the students get a holistic perspective of the latest trends, within & outside the industry, and take the students to spheres besides academics, grooming them into becoming competent and successful professionals.

HR SYMPOSIA

The SDC organizes its flagship event 'HR Symposia' once every year in the month of October. It involves a series of guest lectures over consecutive days, inviting people from the industry to come & share their experiences in the industry while at the same time focusing on the latest trends and conceptual & theoretical aspects of HR & OD.

The lectures are delivered on such diverse topics as:

- Change Management
- Empowerment
- Succession Planning
- Career Planning
- Performance Management System
- Organisation Design
- Managerial Ethics
- Redefining HR
- OD - The CEO's Mindset
- Employee Engagement
- Balanced Scorecard



GUEST LECTURES

Held regularly on campus, the Guest Lectures see members of the industry descend on campus to share their views & insights on consuch contemporary relevant topics and give key insights into the latest trends and practices in the HR domain and share the practices that they preach to the best out of its pool of talent.

Latest trends in compensation
Talent/ Training Management
HR & TQM
Quality initiatives in HR
Change management
Employee engagement
Knowledge management
Role of HR in M&A
Managerial Ethics
Finance for the Non-Finance Managers
Stepping into the Industry- A Reality Check

Some of the prominent speakers over the years are:

1. Mr. Vivek Tripathi, VP HR, LAVA Mobiles
2. Mr. Zacharias Cherian, VP-HR, Agilent Technologies
3. Ms. Asiya, People & Organization Capability Consultant, Microsoft
4. Mr. Rohil Khanna, Sr. Manager HR, Ernst and Young
5. Mr. Chandan Roy Choudhury, Country Head India-HR, Citi Bank
6. Mr. Avadesh Dixit, Global Head HR, TATA CMC
7. Mr. Avinash Kohli, GE (Leadership Team)
8. Mr. Rishi Raj Gupta, DGM, Bharti Retail
9. Mr. Suhrid Chaudhury, Sr. Manager HR, Indus Towers
10. Ms. Amarjeet Kaur, National Secretary, AITUC
11. Mr. Ruchir Jhingran, HR Manager, ITC Ltd.



WORKSHOPS

SDC organizes workshops on diverse topics such as MBTI, FIRO- B, Thomas Profiling, and Communication Skills & Management for Contemporary Managers etc. inviting renowned consultants and corporate trainers to administer the same to the student.

ESAC (Entertainment Sports and Cultural Activities)

The SDC also organizes the Fresher's Party & the Farewell for the incoming & outgoing batches every year, in addition to organizing get-togethers & various outstation field trips, treks etc.



THE ERUDITION

The flagship event at MBA(HRD), the Convention is a platform which sees HR Thought Leaders & Management Gurus and members of the academia join the students in brainstorming on contemporary & future business trends, issues etc. The Convention has come to be recognized as a forum providing the Business Leaders of today, an opportunity to interact with the Leaders of tomorrow, the harbingers of change- 'the Students.' Held at Eros Hotel, Nehru Place on 26 September'2014.

Some prominent Speakers over the years are:

1. Dr. Shalini Sarin, Director HR, Schneider Electric
2. Ms. Anuradha Challu, Director HR, PepsiCo
3. Mr. Rajeev Bhadauria, Director Group HR, Jindal Steel and Power Ltd.
4. Mr. Praveen Sinha, Chief GM HR, Escorts Group
5. Mr. Prabir Jha, Sr. VP and Head HR, Tata Motors Ltd.
6. Dr. Prasanth Nair, President and Head - HR and Financial Services, Thomas Cook India Ltd.
7. Mr. Arun Sehgal, Executive VP HR, GlaxoSmithKline Consumer Healthcare
8. Mr. David Lobo - Director HR, GE India
9. Mr. Vinay Dalal, HR Head - North Zone, Reliance Retail
10. Ms. Anupama Babbar, Sr. VP HR, Aricent Technologies
11. Mr. Sandeep Tyagi, Director HR, Haier India
12. Mr. A. Srikanth, CHRO, Britannia Industries Ltd.
13. Mr. Saumen Bhaumik, Business Head, Titan Industries Ltd.
14. Ms. Leena Sahijwani, Director (Compensation and Benefits), GE (Global Operations)
15. Mr. Anish Singh, Director HR, Reckitt Benckiser
16. Mr. Uday Burra, Director (People Strategy), Sapient Corporation
17. Mr. Ashish Anand, Director HR, Religare Enterprises Ltd.
18. Ms. Poonam Bharti, Director HR, Ranbaxy
19. Ms. Lipika Verma, VP (Compensation and Benefits), GE Capital
20. Mr. Asit Moahapatra, Director HR (Textiles), Raymond Ltd.
21. Mr. Bimal Rath, Founder, Think Talent Services
22. Mr. Manish Kharbanda, CHRO, MTS India
23. Mr. K.K. Sinha, Director HR, Jindal Steel
24. Mr. Sandeep Tyagi, VP - HR, Haier India
25. Ms. Mukul Rastogi, Head (BD & LR), ITC
26. Mr. Rajan Kaila, Dir, HR, Max New York Life
27. Mr. Vinodh C., Head HR, DSCL
28. Mr. Manish Chugh, Head CS Operation, RBS India



29. Mr. Mehraj Dube, Associate Editor, NDTV
30. Mr. Sanjay Jha, Executive Director, Dale Carnegie, India.
31. Mr. P Senthil Kumar Director HR, CAIRN India.
32. Dr. Debra Cohen, Head, Knowledge Team, SHRM
33. Mr. Arunav Banerjee, COO, Right Management India Pvt. Limited
34. Ms. Garima Garg, Principal Consultancy PWC India.
35. Mr. Ashish Kumar, Chief HR Officer, PVR Ltd. (India)
36. Prof. Stuart Locke, Professor of Finance and Chairperson, Department of Finance, University of Waikato, NZ
37. Mr. Surender Kumar Jindal, Jindal Group
38. Ms. Nina E Woodard, Executive Director, SHRM



MEDIA CELL

The Media Cell is the Corporate Communication arm of MBA(HRD). It looks after the internal & external communication at MBA(HRD), and most importantly focuses on branding MBA(HRD) as a nationally renowned centre of excellence.

The designing, development, maintenance & regular updation of the official website [www.MBA\(HRD\).com](http://www.MBA(HRD).com) too is a deliverable of the Media Cell.

The other key deliverables of the Media Cell include:

- Media Coverage of flagship events - The Convention & The Symposia.

- Coverage of other on-campus events and off-campus events MBA(HRD) students participate in.

- Networking with professional HR Associations.

- Organising radio shows/TV shows/ publishing featured articles in newspaper/Magazines about the course and institute.



JIGYASA

'Jigyasa' means curiosity, & the Annual journal of MBA(HRD), in accordance with its name, endeavours to explore contemporary ideas, concepts and thoughts and promote & disseminate knowledge in the multi-disciplinary field of Human Resources, Organizational Development & Industrial Relations.

The Journal includes theoretical and research articles, case studies, interviews, and paper presentations etc. dedicated to HR, OD & IR.

The contributors to Jigyasa are stalwarts from the industry, academia & even members of the student community.

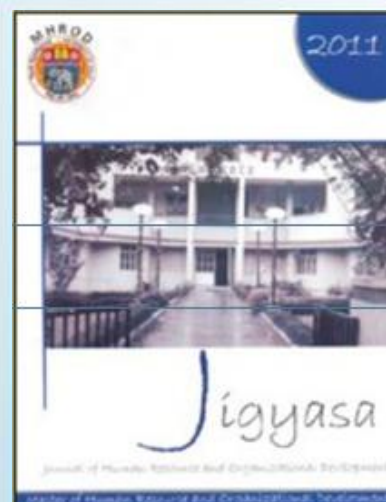
Some of the prominent writers over the years have been:

Professor Henry Mintzberg

Professor Gary Dessler

Mr. Kumar Manglam Birla.

Mr. Arun Balakrishnan

**ALUMNI TEAM**

The ALUMNI team acts as the bridge between the MBA(HRD) alumni & the Department of Commerce. Maintaining year round contact, the Alumni team ensures that our distinguished alumni stay updated about the on-campus happenings & developments. It also organizes the flagship event of the Alumni Team- the Annual Alumni Dinner, besides other regular Alumni Interaction platforms, across cities which have their own alumni chapters. These give the Alumni an opportunity to come back to campus, & interact with their gurus, and the current batches, share their industry experiences and answer the students' queries.



Some of the prominent MBA(HRD) alumni can be listed as:

1. Mr. D.P.S. Chauhan, Head HRD, Accretive Health
2. Mr. Gaurav Ahluwalia, Head HR (Learning), HSBC Global Sourcing
3. Ms. Namrata Mathur, GM HR, Johnson & Johnson
4. Mr. Nilay, International VP HR, Max New York Life International
5. Mr. Sanjeev Kumar Vaid, Senior VP and Head (Operations & Training), Citibank
6. Ms. Reena Vahi, Director HR, Cushman & Wakefield
7. Ms. Shruti, Head L&D, Marico
8. Mr. Avadesh Dixit, Global Head HR, Tata CMC Ltd.
9. Ms. Pragya Kumar, Head HR, Yatra.com
10. Mr. Rishab Nagpal, GM HR, Huawei Telecom
11. Ms. Shruti Jana, Director HR, SAP Labs
12. Ms. Panchali Das, Director HR, American Express Finance
13. Mr. Anirban Datta, GM (OD & Effectiveness), Bharti Walmart

Visiting Faculty

Professor S.K. Singh

Former Professor
IGNOU

Professor S.P. Kala

Former Civil Services Officer

Mr. Ashutosh Goswami

Satyawati College
University Of Delhi

Mr. Omar Farooq

CEO
AcePro HR

Dr. B.P. Sahoo

S.G.T.B. Khalsa College
University Of Delhi

Dr. Chitra Mishra

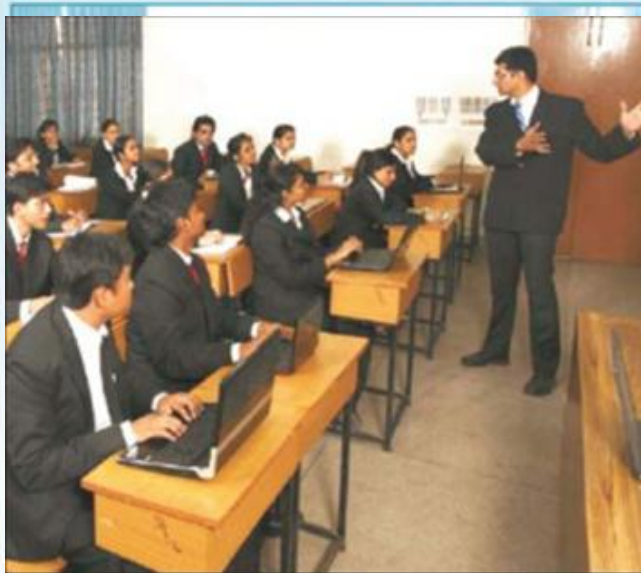
Satyawati College
University Of Delhi

Dr. Rajini Jagota

P.G.D.A.V. College
University of Delhi

Dr. Simarpreet Kaur

Shri Guru Gobind Singh College of Commerce
University Of Delhi

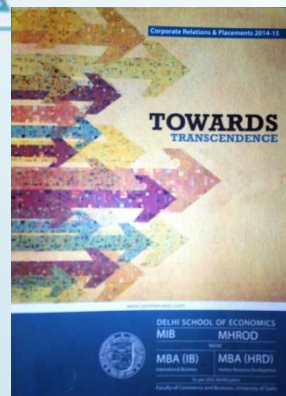


Curriculum

| Semester I | Semester II |
|--|--|
| 111- General Management 112- Legal Framework of Business 113- Accounting for Managers 114- Economics for Managers 115- Entrepreneurship and New Venture Planning 116- Corporate Governance and Social Responsibility of Business 117- Business Statistics and Research Methodology | 321- Human Resource Management 322- Human Resource Development 323- Organisational Behaviour 324- Organisational Development 325- Labour and Social Security Laws 326- Marketing Concepts and Principles 327- Economic and Accounting Aspects of Human Capital |
| Semester III | Semester IV |
| 331- Management of Industrial Relations 332- Performance Management and Talent Management 333- Training and Development 334- Compensation Management and Employee Welfare Laws 335- Negotiations and Union Management Relations 336- Management Information System and HR Analytics 337- Training Report | 341- Management of Transformation 342- Cross Cultural Management 343- Strategic Management 344- Finance for Decision Making 345- E-business and Cyber Laws 346- Social Security and Participative Management 347- Project Report |



The placement activity is coordinated by the Placement Cell, which is the main interface between the corporate world and Department of Commerce. It is headed by the Placement Advisor with vast industry experience. Placement Advisor assists the students in pursuing their career in the areas of their interest and facilitates their entry into the industry. Understanding the importance of using the right knowledge, skill sets and aptitude for the right assignment, the Placement Cell lays a great emphasis on giving corporate and students the choice of mutual selection. It is responsible for identifying the right student- organization fit; it invites organizations to the campus for summer and final placements.



A glance of the companies where MBA(IB) and MBA(HRD) students have been placed in the past is as follows:

| | | |
|-------------------------------|---------------------|--|
| Aron Global | Haier | Noble Resources |
| Accenture | Hay Group | NTPC Ltd. |
| Aditya Birla Group | Hamdard | Pepsico Holdings India Ltd. |
| Adani Group | HCL | Persiscent systems |
| Andees Impex | Hero Motocop | Power Grid |
| Amway | HDFC | Rashtriya Ispat Nigam Ltd. (Vizag Steel) |
| Aricent | HP | RBI |
| Balmer Lawrie & Co Ltd. | IBM Global Services | Right Management |
| Bharti Walmart | ICICI Bank | Sapient Corporation |
| Canon | ICICI Prudential | Sapient |
| CMS Solutions | Indus Towers | STC |
| Ceat (RPG) | Indusland Bank | Sage Solutions |
| Corporate Executive Board | Infosys | SRF |
| Cushman & Wakefield | ITC | Supreme Petrochem |
| Capital IQ | JSPL | Tata CMC |
| CMC | KEC(RPG) | Tata Motors |
| Dabur | Kotak Bank | TCS Ltd |
| Delloite | Kohinoor Foods | TNS |
| DLF Ltd. | Larsen & Toubro | Thomos Cook |
| Dr. Reddy's Laboratories Ltd. | LG | TTSL |
| Ernst & Young | Max New York Life | Trident |
| Earth Infra | Mccomn Erickson | USHA INTERNATIONAL |
| Future Group | MMTC Ltd. | Unisom Solutions |
| Genpact | Moserbaer | World Group |
| Grail Research | Nucleus Software | Wipro Technologies |

Ratan Tata Library

The Ratan Tata Library the resource center of DSE is one of the finest in the country and is an institution in itself. The library maintains a collection of over 3 lakh volumes consisting of books, periodicals, documents and journals. It also receives official reports and publications of Union and State Governments, International Institutions and bodies such as the UN, IMF, World Bank, UNDP and ILO. Other features of the library are:

A fully air-conditioned study room set up through an endowment received from the Government of Netherlands.

A Common reading hall which has seating capacity of 120 students. Some of the best journals like the Harvard business Review, Bell journal of Economics and Management Science (USA), British Journal of Industrial Relation, Behavioral Science of University of Lousivle Kentucky (USA) and a host of other.

Convention Centre

The Convention Centre of University of Delhi is a state-of-the-art center for holding symposia, conferences and workshops. It is fully equipped and has a hall with a capacity of 500 people and three smaller halls which can accommodate around 50 people each.

The Computer Lab

It is imperative for all would be managers to not only have computer awareness but also the proficiency to use computers as an effective management tool. The programmes ensure that the students have their I.T. skills in tune with the requirements of the emerging business environment. The Delhi University Computer Center (DUCC) provides the requisite infrastructure in the form of latest software and hardware to all the participants. Hardware Available: Fourteen servers of IBM RS/6000 series, 85 Pentium Machines in a LAN environment, Multimedia kits and ISDN modems for Internet.

Software Available: Windows 07/10, MS-Office (Word, Excel, Power Point, Access), PageMaker, SPSS, Prowess Database, etc.

The Department of Commerce Computer Centre provides the requisite infrastructure in the form of latest hardware and software to al the participant. It also provides internet facility

Seminar Room

The seminar room is an ultra modern air conditioned room equipped with the latest multimedia projection system. It serves as the venue for holding guest lectures and corporate interaction programmes.



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The Cafeteria

The media give it thumbs up in “value for money”. HT City rates the D’ School Canteen as the best in Delhi University. The DSE Canteen with its unique ability to make food addicts out of people from various milieu and various academic interests is a cultural statement for individuals who believe in an education that carries on outside the classroom.

The fare includes the ubiquitous South Indian cuisine apart from stuffed paranthas and a horde of other non-vegetarian delicacies. Tea, soft drinks and snacks are also served at a nearby Tea Stall in the campus, a kiosk that has stoically stood the test of time.

**Hostels**

Provision have been made for a select number of students of both the programmes to be accommodated on merit basis in the following hostels of the University.

For Men :

P.G. Men’s Hostel, University Road
Gwyer Hall, University Road
D.S. Kothari Hostel, University Road
Jubilee Hall, Khyber Pass Road

International Students House, Mall Road
Mansarovar Hostel, Guru Tegh Bahadur Marg
V.K.R.V. Rao Hall, University Road

For Women: University Hostel for Women, Chhatra Marg & Meghdoot Hostel, Chhatra Marg. Students should directly contact the office of the hostels concerned and apply as per the stipulated procedure well in time.



Seats

Numbers of seats for MBA(IB) and MBA(HRD) is 73 (62+11) for each Program (General -31, OBC - 17, SC - 9, ST - 5 = 62). As per University rules, the seats for PH, CW, and foreign students (FS) categories are supernumerary. Over and above 62 seats, there are 11 seats (2 PH, 3 CW, and 6 FS seats = 11).

Eligibility for Admission:**Indian Students**

- i. Passed Bachelor's Degree examination of the University of Delhi or an examination recognized as equivalent thereto in any discipline, with minimum 50% marks in aggregate or equivalent thereto in the grading system. Relaxation in eligibility for students of reserved category would be as per university rules.
- ii. Appeared for CAT 2014 conducted by Indian Institute of Management(IIMs).

Note: Candidates appearing in the final year examination of Bachelor's degree are eligible to apply. If selected, candidates will be eligible for admission only when they submit the result meeting the minimum eligibility criteria at the time of admission.

Foreign Students

The Foreign Nationals seeking admission in the University shall have to get themselves registered with the Foreign Students Registry(FSR) in compliance with the schedule notified by the FSR. No Foreign students will be admitted directly by the Department. (Vide University circular no.Aca./UG-PG: Admissions/2014 dated May 22, 2014)

Reservations/Relaxations

There will be reservation for SC, ST, PWD, OBC, CW, and FS categories as per University of Delhi rules. Further, the students claiming reservations must upload copies of relevant documents/ certificates from the competent authority along with the application form.

Reservation in admissions for Wards/ wives / Widows of the Defense personnel

- (a) As per the Academic Council Resolution No. 5 dated 23rd May, 2007, and Resolution No. 70 dated 09.11.2009, 5% seats already reserved for admission to various courses in the University may be made in the following order of priorities:-
 - (i) Widows/Wards of Defence personnel killed in action;
 - (ii) Wards of serving personnel and ex-servicemen disabled in action;
 - (iii) Widows/Wards of Defence personnel who died in peace time with death attributable to military service;
 - (iv) Wards of Defence personnel disabled in peace time with disability attributable to military service.
 - (v) Wards of ex-servicemen personnel and serving personnel including police personnel who are in receipt of Gallantry Awards;
 (Above categories are also applicable for Para military personnel)

Relaxation to the extent of 5% marks in the minimum eligibility requirement in the aggregate or in the subject, as the case may be, will be given to the candidates of the above mentioned categories while determining their eligibility for admission/or to appear in admission test.

This concession is also extend to the children of those disabled officers and men of the Armed Forces including Para-Military personnel, who are invalidated out of service during the hostilities and who were unmarried at the time of disablement from service but subsequently got married and had their children.

In order to become eligible for the above concession, children/widows/wives of officers and Jawan, etc. are required to produce the entitlement card issued by any of the following:

- (a) Secretary, Kendriya Sainik Board, Delhi
- (b) Secretary, Rajya/Zila Sainik Board
- (c) Officer-in charge, Record Office
- (d) 1st Class Stipendiary Magistrate
- (e) Ministry of Home Affairs (For Police Personnel in receipt of Gallantry Awards)

Reservation for Other Backward Classes

- (i) As per communication received by the University from the UGC, the OBC status is to be determined on the basis of the Central list of OBC's notified by the Ministry of Social Justice & Empowerment on the recommendations of the National Commission for Backward Classes available at the website of the commission (<http://ncbc.nic.in/backwardclasses/index.html>). The documents in evidence of the OBC Non-Creamy Layer status are required from the students at the time of admission.
- (ii) All OBC Category students are to be given relaxation of 10% (in full) in the minimum eligibility conditions.

Note: In all the cases the decision of the Admission Committee shall be final.

Selection Procedure

A three-layered selection procedure, i.e., the **CAT Percentile**, the Group Discussion and the Personal Interview is followed for admission to both the programmes. This is done with a view to identify and process the interpersonal skills in addition to the overall knowledge of the students.

Candidates are required to submit their CAT score after appearing in the Common Admission Test conducted by IIMs. Thereafter, the candidates which are short-listed on the basis of their CAT percentile will be called for GD and interview.

Attendance Requirements

Attendance in lectures, seminars, cases, business games and industrial visits is compulsory. A candidate may not be permitted to appear for any semester examination unless and until he or she completes three-fourths of the attendance.

Evaluation Scheme

The system of examination shall be as follows:

- i. Except papers 237, 247 in MBA (IB) and 337 and 347 in MBA (HRD) each paper shall carry 100 marks of which 30 marks shall be reserved for internal assessment based on class room participation, seminar, term papers, study reports, tests, viva voce and attendance. The weightage given to each of these factors shall be decided and announced at the beginning of the Semester. The remaining 70 marks in each paper shall be awarded on the basis of a written examination at the end of each semester. The duration of the written examination of each paper shall be three hours.
- ii. Paper 237 and 337: Training Report: After the end of second semester, each student will go for summer training for a period of two months in a company. Immediately after the completion of the summer training, each student will submit a Training Report to the Department for evaluation in the beginning of the third semester. The evaluation of the Training Report shall be as follows:
 Report evaluation - 70 marks
 Report presentation and viva-voce - 30 marks
- iii. Paper 247 and 347: Project Report : The scheme of evaluation for the Project Report shall be as follows:
 (a) Project Report work shall begin from the third semester of Part – II. Students shall select topic of their project work at the commencement of Semester – III in consultation with the Faculty members. After approval of the project topics by the MBA (IB)/ MBA (HRD) Committee, they shall begin their work. At the completion of the project work, they shall submit three typed copies of their project report for evaluation before the commencement of the Semester – IV examination. Project report shall be a viva-voce examination at the end of Part-II and each candidate shall be evaluated out of 30 marks. The viva-voce examination shall be conducted by the internal and external examiners.
 (b) Based on the project work shall be a viva-voce examination at the end of Part- II and each candidate shall be evaluated out of 30 marks. The viva-voce examination shall be conducted by the internal and external examiners.

Evaluation and Span Period

- (i) The minimum marks for passing the examination shall be 45% in each paper and 50% in the aggregate of the semester I a student fails to secure 45 per cent marks in any of the papers, he/she can reappear in that paper/papers in the subsequent semesters.

If a candidate admitted to the examination in any semester secures the minimum marks to pass in each paper but fails to secure the minimum marks to pass in the aggregate, he/she may appear in any of the paper/s of the Semester concerned according to his/her choice in order to be able to secure the minimum marks prescribed to pass in the aggregate in each semester.

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- (ii) If a student fails to appear in any of the papers in MBA(IB)/MBA(HRD) Semester -I of Part-I of the University examination, he/she will be allowed to take examination in that paper/papers along with second semester examination of Part - I.
- (iii) Admission to Part-II of MBA(IB)/ MBA(HRD) Course shall be open to those who have cleared successfully at least 10 papers out of 14 papers offered for the MBA(IB) / MBA(HRD) Part -I course comprising of Semesters I and II taken together. However, he/she would have to clear the remaining papers while studying in MBA(IB) / MBA(HRD) Part - II in the second year.
- (iv) If a student fails or fails to appear in any of the papers in third semester examination of Part-II other than Training Report, he/she will be allowed to take the examination in the subjects along with examination in the subjects of fourth semester of Part-II Examination.
- (v) Only those candidates who have secured at least 45 per cent in each paper and 50 per cent in aggregate in each of the semesters of the MBA(IB) / MBA(HRD) course shall be eligible for the award of the Degree.
- Successful candidates will be classified on the basis of the combined results of Part - I and Part - II examination as follows.
- | | | |
|-----------------------------------|---|-------------|
| Candidates securing 60% and above | : | I Division |
| All others | : | II Division |
- (vi) Candidates who have already received the minimum pass marks in the Training Report/Project report at the University examination shall not be allowed to reappear in the examination.
- (vii) The conditions of passing the course shall not be deemed to have been satisfied unless a student undergoes practical training under the supervision of the Department in approved organizations for at least two months.
- (viii) A candidate must qualify for the award of the Degree within four years of his/her admission to the MBA(IB) / MBA(HRD) course.
- (ix) Candidates who fail or failed to appear the MBA(IB)/ MBA(HRD) examination after pursuing a regular course may be allowed to reappear at the examination on being enrolled as an ex-student as per the rules of the University. The old course will remain in force for ex-student only for a period of three years from the year in which the revised course introduced.
- (x) No candidate shall be considered to have pursued a regular course of study unless he is certified by the Department to have attended at least three-fourth of the total number of lectures, tutorials, special lectures and seminars conducted in each semester during his course of study. Provided that he/she fulfils other conditions, the Department may permit a student to proceed to the next semester who falls short of the required percentage of attendance by not more than 10% lectures, tutorials, special lectures and seminars conducted during the whole of that semester of the course but a student so permitted shall not be deemed to have completed a regular course of study in the next succeeding semester unless he/she makes up the shortage so condoned.
- (xi) No revaluation of answer books is permitted as per the rules of the University applicable to the professional courses.

Fees

All categories of students (except foreign students) joining the MBA(IB) or MBA(HRD) course shall pay the following fees* per annum:

| | | |
|---|---|------------------|
| Programme Fee | : | ₹. 9000 |
| Enrolment, Admission, Examination | : | ₹.6696 (approx.) |
| Library Development etc. (as per University rules) | | |
| Contribution towards, "Head of Department Journal and other Publications A/C" | : | ₹. 2000 |

The Foreign Students would have to pay an annual fee of US\$ 3, 500. However, the amount of fees is subject to revision by the University.

*The fees structure is subject to revisions, if any, as and when notified by the University.



Appendix-I

Ordinance XV-B

Maintenance of Discipline Among Students of The University

1. All powers relating to discipline and disciplinary action are vested in the Vice Chancellor
2. The Vice-chancellor may delegate all or such powers, as deems proper, to the Proctor and to such other persons as he may specify in this behalf.
3. Without prejudice to the generality of power to enforce discipline under the Ordinance the following shall amount to acts of gross indiscipline.
 - a) Physical assault or threat to use physical force, against any member of the teaching and non-teaching staff of any Institution/Department and against any student within the University of Delhi.
 - b) Carrying of, use of, or threat to use of any weapons;
 - c) Any violation of the provisions of the Civil Rights Protection Act, 1976;
 - d) Violation of status, dignity and honour of student belonging to the scheduled castes and tribes;
 - e) Any practice whether verbal or otherwise derogatory of women
 - f) Any attempt at bribing or corruption in any manner;
 - g) Willful destruction of institutional property;
 - h) Creating ill-will or intolerance on religious or communal grounds;
 - i) Causing disruption in any manner of the academic functioning of the University system;
 - j) Ragging as per Ordinance XV-C
4. Without Prejudice to the generality of his/her powers relating to the maintenance of discipline and taking such action in the interest of maintaining discipline as may seem to him appropriate, the Vice-Chancellor, any in the exercise of his/her power aforesaid order or direct that
 - a) Any student or students be expelled; or
 - b) Any student or students be, for a stated periods rusticated, or
 - c) Be not, for a stated period admitted to a course or courses of study in a college, department or institution of the University; or
 - d) Be fined with a sum of rupees that may be specified; or
 - e) Be debarred from taking a University or college or Department Examinations or Examinations for one or more year; or
 - f) That the result of the student or student concerned in the Examination or Examinations in which he/she or they have appeared be cancelled.
5. The principals of Colleges, Head of the Halls, Deans of the Faculties, Heads of Teaching Department in the University, the Principal, School of Correspondence Courses and Continuing Education and Librarian shall have the authority to exercise all such disciplinary powers over students in their respective colleges, institutions, faculties and Teaching Department, in the University as may be necessary for the proper authority to such of the teachers in their Colleges, Institutions or Department as they may specify for these purposes.
6. Without prejudice to the powers of the Vice-Chancellor and the Proctor as aforesaid detailed rules of discipline and proper conduct shall be framed. These rules may be supplemented where necessary by the Principals of Colleges, Head of Halls, Deans of Faculties and Heads of Teaching Departments in this University. Each student shall be required to sign a declaration that on admission he/she submits himself/herself to the disciplinary jurisdiction of the Vice Chancellor and the several authorities of the University who may be vested with authority to exercise discipline under the Acts, the statutes, the ordinance and the rules that have been framed there under by the University.

Appendix-II

Ordinance XV-C

Prohibition of and Punishments for Ragging

1. Ragging in any form is strictly prohibited within the premises of College/Department or Institution and any part of Delhi University system as well as on public transport.
2. Any individual or collective act or practice of ragging constitutes gross indiscipline and shall be dealt with under this ordinance.
3. Ragging for the purpose of this Ordinance ordinarily means any act, conduct or practice by which dominant power or status of senior students is brought to bear on students freshly enrolled or students who are in any way considered junior or inferior by other students and includes individual or collective act, or practices which
 - a) Involve physical assault or threat, use of physical force;
 - b) Violate the status, dignity and honour of women students;
 - c) Violate the status, dignity and honour of students belonging to the scheduled castes and tribes;
 - d) Expose students to ridicule and contempt and affect their self esteem;
 - e) Entail verbal abuse and aggression, indecent gestures and obscene behaviour,
4. The Principal of a College, the Head of the Department or an Institution, the authorities of College, of University hostel or Halls of Residence shall take immediate action on any information of the occurrence of ragging.
5. Notwithstanding anything in Clause (4) above, the Proctor may also suo moto enquire into any incident of ragging and make a report to the Vice-Chancellor of the identity of those who have engaged in ragging and the nature of the incident.
6. The Proctor may also submit an initial report establishing the identity of the perpetrators of ragging and the nature of the ragging incident.
7. If the Principle of a College or Head of the Department or Institution or the Proctor is satisfied that for some reason, to be recorded in writing, it is not reasonably practical to hold such an enquiry, he/she may also advise the Vice-Chancellor accordingly.
8. When Vice-Chancellor is satisfied that it is not expedient to hold such an enquiry, his/her decision shall be final.
9. On the receipt of a report under clause (5) or (6) or a determination by the relevant authority under clause (7) disclosing the occurrence of ragging incidents described in clause (3) (a), (b) and (c), the Vice-Chancellor shall direct or order justification of student or students for a specific number of years.
10. The Vice-Chancellor may in other cases of ragging order or direct that any student or students be expelled or be not, for a stated period, admitted to a course of study in a college, departmental examination for one of more years or that the result of the student or students concerned in the examinations in which they appeared be cancelled.
11. In case any students who have obtained degree of Delhi University are found under this Ordinance committing under Statue 15 to appropriate action for withdrawal of degrees conferred by the University.
12. For the purpose of this Ordinance abetment to ragging will also amount to ragging.
13. All institutions within the Delhi university system shall be obliged to carry out instruction/directions issued under this Ordinance and to give aid and assistance to the Vice-Chancellor to achieve the effective implementation of the Ordinance.

| | |
|---|---|
| Online admissions starts | 15 th October, 2014(Wednesday) |
| Last date for submission of Application | 15 th December, 2014(Monday) |
| Last date for submission of CAT Score | 20 th January, 2015 (Tuesday) |

The GD-PI and counselling schedule will be notified on www.commercedu.com and on the Department notice board in due course of time and the candidates are advised to check the same for information in this regard.

Mode of Application:

- All applicants will have to register using the online mode available at Departmental website www.commercedu.com

Application Fees

MBA(IB/HRD)Courses

- ₹ 2000 for General Category/CW/OBC

- ₹ 1000 for SC/ST/PWD Category

ADMISSION ENQUIRY: 011-27667891(Mr. Kamal Kant)

Email id

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All Communications should be addressed to

Dr. Niti Bhasin

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Department of Commerce

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DEPARTMENT OF COMMERCE

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