

e-empowered Management and Business Administration
eMBA and eMBA (Insurance)



PARICHAY 2009

Placement Brochure

HANDLE CAREFULLY. CONTENTS SHARP.



विद्याधनं सर्वधनं प्रधानम् ।

THE MET LEAGUE OF COLLEGES

MET

AS SHARP AS YOU CAN GET

Our Faith

न चौर हार्यम् नच राज हार्यम् ।
न भातृभाज्यम् नच भारकारी ।।
व्यये कृते वर्धते एव नित्यम् ।
विद्याधनं सर्वधन प्रधानम् ।।

Knowledge can neither be stolen by a thief,
nor snatched by a king.

It is indivisible unlike ancestral property,
it never burdens the bearer,
it multiplies manifold when offered to others.
Knowledge is the supreme form of wealth.

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Our Vision

To shape professionals, to conquer the present and the future challenges to the socio economic fabric of our society, by institutionalising search, development, research and dissemination of relevant knowledge through structured learning systems.

Our Mission

To evolve, develop and deliver dynamic learning systems to equip professionals with conscience and commitment to excellence and courage to face business challenges.

“ We envisaged to create an educational institution that is truly international in terms of infrastructure and technology.”

Chhagan Bhujbal
Founder Chairman

CA. Sunil G Karve
Founder Trustee and Vice Chairman

Pankaj Bhujbal
Trustee

Samir Bhujbal
Trustee

ABOUT MET



Just a stone's throw away from the Arabian Sea, is an institution that is creating waves. Because, it is quite simply, a cut above the rest. The MET League of Colleges is a conglomerate of premiere educational institutions, driven by a single-minded focus on imparting quality education to make students sharp. Established in 1989, with a mission to redefine the system of education, MET is a professionally managed, multi-disciplinary and multi-faceted oasis of knowledge. Its premiere educational institutes conduct university accredited and autonomous programmes. The grant of the ISO 9001:2000 certification is an acknowledgment of the institution's capability to deliver professional education that meets the highest standards of professionalism worldwide. All this, to help young professionals face the challenges of life. And make their mark in the corporate world.

It is MET's commitment to impart value-based education across all levels of society that has catapulted it to an NGO in Special Consultative Status with the United Nations (ECOSOC). The institution has today carved a niche for itself amongst the premiere educational institutes in the country. Located at Bandra Reclamation in the heart of Mumbai, India's financial powerhouse, and spread over 2,00,000 sq.ft., the institute has an enviable infrastructure that plays a pivotal role in imparting quality education.

MUMBAI CAMPUS

- Institute of Management
- Institute of Mass Media
- Asian Management Development Centre
- Institute of Pharmacy
- Institute of Medical Sciences
- Institute of Information Technology

- Institute of Computer Science
- Institute of Distance Learning
- Institute of Software Development & Research
- Institute of Trichology
- Institute of International Studies
- Rishikul Vidyalyaya
- Knowledge Explorer - Publishing Division

NASHIK CAMPUS

- Institute of Management
- Institute of Pharmacy
- Institute of Engineering
- Institute of Technology - Polytechnic
- Institute of Information Technology
- Institute of Distance Learning

ABOUT AMDC



At MET Asian Management Development Centre (MET AMDC), students are treated as managers under training. Training is imparted round-the-clock, seven days a week. Projects and assignments are given utmost importance and students learn on the job. Application-oriented knowledge, garnered in the lecture halls, is applied to industry assignments. The faculty spares no effort to make the students razor sharp, so they make their mark in the corporate world. MET AMDC has a wi-fi campus with state-of-the-art AC classrooms. A library that docks over 25,000 books and 200 periodicals. Fully loaded information and technology centres with wi-fi connectivity, conference rooms equipped with the latest audio-visual facilities and learning aids to create a quasi-corporate ambience. A hi-tech convention centre for seminars and management workshops. Recreation areas to unwind. No effort has been spared to create an environment that encourages students to push the limits of their minds.

The MET Asian Management Development Centre offers:

- **e-empowered Management and Business Administration (eMBA)**
Specialisation in Marketing, Finance, HR, Systems, Operations + Dual Specialisation
- **e-empowered Management and Business Administration - Insurance (eMBA - Insurance)**
Dual Specialisation in Marketing / Finance

During the felicitation ceremony at MET, the newly appointed Chairman of Insurance Regulatory and Development Authority (IRDA) Shri. J. Hari Narayan, awarded MET the Insurance Institute of India (III) certificate. This III certificate of approval recognises the MET eMBA - Insurance programme. Thus students having completed this programme are eligible for exemption from entire Licentiate Life or non-Life branch and entire Associateship Life or non-Life (General Branch).

FROM THE DIRECTOR'S DESK

"The art of choosing men is not nearly so difficult as the art of enabling those one has chosen to attain their full worth"
- Napoleon Bonaparte

At MET AMDC we provide the intellectual wherewithal to our students to enable them to attain their full worth and become suitable to accept corporate responsibilities. Our specially structured & updated syllabi covering all relevant subjects needed in present corporate world aided by adequate case studies, projects and presentations, supported by the practical and sound industrial exposure help students to get properly trained to meet the industry challenges. The particular emphasis on innovation, entrepreneurship, personality development, soft skills and communication skills helps them getting into perfect corporate mould as required by the industry.

India is galloping forward and is already being recognised as one of the fastest growing economies of the world. The huge potential of knowledge workers, the vast young, energetic and enlightened population as well as large and vibrant domestic market will certainly ensure sustained long-term economic growth. The management students of modern India must therefore understand the business environment, realise the challenges and prepare themselves to face the competition from the global players. The students therefore need good theoretical knowledge supported by sound practical and job oriented knowledge to be properly employable from the first day of joining any organisation.

eMBA programme of MET AMDC, as the name suggests, is a special autonomous programme with enhanced e-business inputs including salient aspects of e-commerce, will e-empower students to understand and control the latest technology and business strategy. We also train our students to use online trading facilities for stocks. Each student is provided with a complimentary laptop.

An ISO 9001: 2000 certified institution, MET has been ranked 13th in South Asia by Asia Inc. magazine and Business India ranked MET as 'A++' grade B School in India.

We encourage students to participate in various indoor, outdoor sports and yoga etc. The MET World of Music (MWM) is a unique place where students can listen to any kind of music on touch screen concept. It provides musical meditation.

At MET AMDC, we also encourage our students to promote social upliftment. The social project Vidya Setu- Knowledge Bridge for societal bonding, an UN approved social welfare project, has been launched to help students assist needy and destitutes.

Our aim is to develop our students to meet the global challenges keeping in view the multilingual, multicultural and multiracial environment. Well established corporates are therefore showing great interest and our students are obtaining excellent placements during campus recruitment. Global placements are also increasing every year. The international exposure, our students get through projects at UN, industrial visits to countries like China and Hong Kong, help them get first hand experience regarding global business. At MET AMDC, it is our sincere endeavor to provide overall grooming to all our management students to occupy the proper place in the corporate world who, I am sure, will make us proud some day with their own determination, hard work and achievements. As Henry David Thoreau very aptly said: **"I know of no more encouraging fact than the unquestionable ability of man to elevate his life by conscious endeavour"**.

Brig. (Retd.) M. K. Nag
Director - MET AMDC



WHAT GIVES US THE EDGE



Dr. Hanifa Mezoui, Chief, NGO Section, UN DESA, with the MET Interns



Intellectual exchange MOU with Karachi University



Dr. Vasant K Bunwaree, Minister of Labour, IR and Employment, Republic of Mauritius on a visit to MET



Dr. Peter Chew, International Motivation Guru addressing MET students



MET China Study Mission - students batch



Social outreach programme-Vidya Shakti: 2 jobs per minute @ MET's Job Fair for the underprivileged

International Internships: Eight consecutive batches of MET students have pursued internships with the UN (ECOSOC) Forum, New York, USA.

Sensitivity to Social Causes: The students and MET faculty are currently executing Project TRUTH in cooperation with United Nations (UN DESA). Student involvement ensures development of social sensitivity towards problems of under development and poverty. It also helps understand the working of NGOs who are now the focal point of wider issues of corporate governance.

China Study Mission: MET students undertake a comparative study of Chinese industrial powerhouses. Three batches of management students have visited cities in important industrial areas in China with a focus on the Special Economic Zones and the strategically important centres. Through this initiative, MET hopes to build a stronger bond between the Indian & Chinese industry.

Math Hour: In order to develop quantitative logic and an analytical approach to the discipline of management, quantitative experts offer students continuous guidance.

Resonance: Workshops & seminars on contemporary management and industry related issues. Experts from respective fields discuss topical issues based on student research. Through this forum, seminars like the Global Financial Powerhouse, HR Meet & WTO Summit have been organised.

Competency Mapping: The in-house psychologist at MET maps the competencies of the students, in order to guide them in their academic pursuits.

MET Combat: Students participate and compete in an inter and intra-class debate-cum-presentation competition on contemporary controversial subjects. This sharpens their analytical, logical and oratory skills.

Grameen Expedition: A series of rural visits are organised through the MET Grameen Expedition. The aim of these trips is to encourage students to realise that fortune lies at the bottom of the pyramid. The students first visit industrial units in the interiors of a state e.g. in Maharashtra they visit Baramati, Jalna, Nashik, Ratnagiri and Ahmednagar. Over the academic year, lots of rural visits all over India are organised.

WHAT GIVES US THE EDGE

MET on Wheels: A pioneering concept, where MET students visit organisations in various industrial sectors in the country, in order to study practical management systems 'Know Thyself And Thy Country'. With a view to provide first hand experience of the industry and commercial workplaces the institute arranges regular visit of students to select industrial and commercial undertakings in and around Mumbai, Pune, Nasik region round the year. Every year mini Bharat Darshan tours are also arranged by the institute covering major industrial and commercial growth centres in North, South, East & West.

MET Mission Project: MET has undertaken Jalshakti, a path-breaking initiative to promote water conservation among the urban community.

SIMPAT: School for Indian Management Philosophy and Applied Technology. A project that returns to the roots of Indian management philosophy, SIMPAT makes yesterday's wisdom available to India's future managers & leaders.

Industry Interaction: Students get an opportunity to interact with the doyens of the industry through platforms like CEO Speak and guest lectures.

ISO 9001:2000 Certification: The grant of

the ISO 9001:2000 certification by LRQS is an acknowledgment of MET's capability to deliver professional education that meets the highest standards of professionalism worldwide.

Management Consultancy Division: Offers Management Development Programmes, Executive Training, Research and multi-consultancy support to the corporates such as Dun & Bradstreet, Nicholas Piramal, Mazgaon Dock Ltd., Ingenero Ltd., Goodlass Nerolac Paints Ltd. to name a few.

MET Placements: The department headed by Kavita Joshi along with the placement team strives to achieve the right job fit that will be mutually beneficial. The focus is completely on ensuring that the students get placed in companies where they fit in intellectually and culturally. Over 75% recruiters have returned this year, because of our alumni performance. MET students are known to be assertive, knowledgeable and global in their outlook. They consistently add value to their organisations and have moved up the ranks faster. This has created an impact in the minds of the industry at large thus making them prefer MET students. Many of MET students have gone overseas this year to play the role of global managers in international companies. The highest package this year was Rupees one and a half million p.a.



MET students and faculty at the conference on 'Vision for Indian Insurance Industry' organised by Indian Merchants' Chamber



MET students with industry tycoon Mr. Mukesh Ambani & Mr. Nana Chudasama, Ex-Sheriff of Mumbai



'Doing Business with China' an MDP by MET with International experts Murray Lee (USA) & J. Fernandez (Hongkong)



MET MMS student won the prestigious International Mobius Award for Creative Excellence in a dazzling function at LA, California, USA



MET won over IIM-A & other top institutes at All India Case Study Competition



Mohands Pai - HR Head, Infosys with MET management students

SHARP CUT TO THE UN (ECOSOC) VIA MET

"I am very proud to confirm that the contribution of MET in presenting the MUSESQ concept (Vidya Setu) in the High Level Segment was not only highly received and acknowledged by the UN Secretary General but also translated in the 6 official languages of the United Nations and distributed worldwide to our 192 member states."

Dr. Hanifa Mezoui, Chief UN DESA during her visit to MET.



CA. Sunil G Karve, Founder Trustee & Vice Chairman MET, with Dr. Hanifa Mezoui, Chief UN DESA



Best NGO trophy being awarded during UN AMR-Asia

UN (AMR)

UN (ECOSOC) Regional Annual Ministerial Review (AMR) Innovation Fair (Asia) was held at MET. This prestigious event was an initiative of NGO DESA - UN (ECOSOC). United Nations aims to eradicate poverty by 2015, to this end NGOs & Corporates suggested innovative methods. On this occasion MET & UN jointly instituted 4 Innovation awards. The awards were for the best innovation in poverty eradication & promotion of health.

CENTRE OF EXCELLENCE

The UN Global Annual Ministerial Review was held at Geneva recently. At this historic event, MET was invited by the UN to showcase all its innovative efforts towards poverty eradication and promotion of health. MET created a global impact with the award winning presentations. UN Secretary General, Mr. Ban Ki-moon was extremely appreciative of MET's efforts as an NGO in Special Consultative Status with UN (ECOSOC).

At this prestigious event, MET was announced as the official Global Training Centre for specialised training in achieving the Millennium Development Goals laid down by the UN.



UN Secretary General, Ban Ki-moon is flanked by CA. Sunil G Karve, Founder Trustee and Vice Chairman - MET and Prof. Vijay Page, Director General - MET Institute of Management



MET VAULT

An in-house wall magazine where Creativity meets Management .

To provide Management students with a platform to express their creative sides, a monthly wall journal was launched.

GLOBAL FACULTY



The course curriculum at MET ensures that the students graduate as global managers. The international borders are shrinking and the world is fast becoming one global village, it is thus imperative that the students gain inputs from across the borders. We therefore invite global faculty to share their thoughts and experiences with the students. International experts from across various verticals including IT, Pharma, FMCG, White Goods, Insurance, amongst others help the students gain a global perspective. The experiences thus shared help the students to apply the learnings in projects and assignments, and later in the industry.

METAPHOR

Metaphor is the in-house journal by the management students. The purpose of Metaphor, as the word suggests, is to motivate the students to reach out to the niche areas in the world of business and analyse the ground reality seeking an innovative and a path breaking approach. Given the dynamics of the market place and complexity, the students are challenged to adopt a bold approach in order to seek solutions. In this process, they are joined by the faculty and industry experts, who help them to strengthen their response.



MET eCell

MET eCell - Designed to promote Invention & Entrepreneurship termed as 'Inventrepreneurship' at MET

MET eCell is a place for all to gel; where each one has something new to tell. We at MET eCell view entrepreneurship as a four stage development process beginning with GERMINATION of ideas followed by INCUBATION of the idea as a rough draft. CHILD stage aims towards giving the right direction to this rough draft which will shape into a formal business plan. YOUTH, the final stage of the process focuses on making the entrepreneur's dream a reality. The MET eCell regularly holds workshops, seminars & guest lectures by eminent entrepreneurs. NEN Online allows new & future entrepreneurs, students & faculty to create, grow and sustain entrepreneurial communities both within and outside their own institutes. It is **Network To Increase Network**.

ADVANTAGE MET

- MET is an NGO in Special Consultative Status with UN (ECOSOC)
- MET has been ranked 13th best B School in South Asia by Asia Inc. Magazine
- Ranked 'A++' grade B School by Business India
- Outlook ranks MET amongst top 30s in India
- Global internship opportunities across USA, UK and China
- Freeship programme for meritorious students
- Excellent placement opportunities - national and global
- Superior intellectual capital armed with knowledge and experience
- Well networked with the best of corporates in India and abroad
- International interaction programmes through China Study Mission and UN internship programme
- Sensitising the students towards social causes through programmes: Save Water, Project TRUTH, Vidya Shakti etc.
- Research focused faculty with a cumulative experience of over 150 years
- The best state-of-the-art infrastructural facilities
- Strong alumni base of over 25,000 students
- Highest package of Rs. one and a half million p.a.
- Global faculty
- Live management threshold
- International alliances with reputed B Schools
- Outstanding Indian / global industry interface
- Corporate social responsibility projects
- Enlightened interaction for urban-rural synergy
- Globalised learning systems delivered with Indian ethos



Rahul Bajaj, Chairman - Bajaj Auto,
Adi Godrej, Chairman - Godrej,
Capt. G R Gopinath, Vice Chairman - Deccan Aviation and
Jagdeep Kapoor, MD - Samsika Marketing
addressing MET students on various occasions.

THE SHARPENING PROCESS

Total MCW 1650

Total MFW 1150

MCW 300

MFW 500

**eMBA
Certificate**

**Certificate: IV
Crossing the
Corporate
Threshold**

Successful completion of credits earned through the four certificate modules, makes the candidate eligible to receive e-empowered Management and Business Administration (eMBA) certification after putting up 2800 hours of inputs.

MCW 450

MFW 300

**Certificate: III
Strategic Business
Management
Perspectives**

Enhanced through e-Business solutions facilitated by:

- Electives
- MET on Wheels
- CEO Speak
- Math Hour
- China Study Mission
- Marketing Summit
- Finance Meet
- HR Meet

SUMMER
INTERNSHIP
WITH
INDUSTRY

MCW 450

MFW 200

**Certificate: II
Advanced e-Business
Management &
Administration**

Advanced management competencies developed through knowledge inputs in business analysis for risk management & decision making for profit maximisation & growth empowered by:

- Workshops & Seminars
- Industry Projects
- MET on Wheels
- Foreign Languages
- Summer Preparatory Module

MCW 450

MFW 150

**Certificate: I
Introduction to e-Business
Management &
Administration**

Foundation Course
Competency Mapping
MET combat (Class Debates)
Foreign Languages
Principles & practices of conventional management disciplines integrated with e-Commerce & business insights

**Orientation:
(Anubhuti)**

Launchpad (Induction)
Heart Talk (Hitguj)
Outbound Training (Anubhav)

MCW: MET-Class Work in hours

MFW: MET-Field Work in hours

eMBA CURRICULUM

CERTIFICATE I: Introduction to e-Business Management and Administration
(450 Hrs. Class Work + 150 Hrs. Field Work)

CERTIFICATE II: Advanced e-Business Management and Administration
(450 Hrs. Class Work + 200 Hrs. Field Work)

CERTIFICATE III: Strategic e-Marketing / Finance / HR / Systems / Operations
(450 Hrs. Class Work + 300 Hrs. Field Work)

CERTIFICATE IV: Crossing the Corporate Threshold
(300 Hrs. Class Work + 500 Hrs. Field Work Internship)

After completion of the hours required to be completed for class work plus fieldwork, certificate is issued for a particular module. There is no compulsion of minimum time for each module. So long as the credits are achieved, the certificate will be issued accordingly. Students collecting all the above certificates are eligible to get the eMBA certificate.

CERTIFICATE I: Introduction to e-Business Management and Administration

Foundation Course:

- Introduction to Management
- Introduction to Computers
- Introduction to Quantitative Techniques
- Introduction to Accounting
- Introduction to Economics
- Written Analysis of Cases
- Principles of Management
- Financial and Cost Accounting
- Economic Environment of Business
- Production Management
- Individual & Organisational Behaviour
- Statistics for Management
- Legal Aspects of Business
- Information Technology for Management
- Communication Skills
- Marketing Management
- Introduction to e-Commerce

CERTIFICATE II: Advanced e-Business Management and Administration

- Strategy Management
- Managerial Economics
- Management Accounting
- Operations Research
- Market Applications & Practices
- Financial Management
- Human Resource Management
- Taxation - Direct & Indirect Taxes
- Research Methodology
- Groups & Organisational Effectiveness
- Advanced e-Commerce Modules

CERTIFICATE III:

Strategic e-Marketing

- Marketing Research
- Advertising and Sales Promotion Management
- Consumer / Industrial Buyer Behaviour
- Retail Management / Social Marketing
- Sales & Distribution Management
- Product & Service Management
- Quantitative Models in Marketing & Marketing Strategy
- e-Marketing

Strategic e-Finance

- Strategic Cost Management
- Financial Management II
- Business Law
- Financial Management III
- International Finance
- Advanced Direct & Indirect Taxes
- Quantitative Models in Finance
- Marketing of Financial Services
- International Economics
- e-Finance

Strategic e-Human Resource Management

- Human Resource Development
- Behavioural Dynamics
- Industrial Relation Environment & Management
- Organisational Theory Structure & Design
- Management Development & Labour Welfare Management
- Human Resource Planning & Audit
- Quantitative Techniques in Human Resource Management
- Compensation Policy
- e-Human Resource Management

Strategic e-Systems

- Structured Languages
- Operating Systems & Systems Software
- Data Management
- Networking & Communications
- IT Applications for Business
- Systems Analysis & Design
- Managing IT Resources & Projects
- Enterprise Planning System

Strategic e-Operations

- Logistics Management & Supply Chain Management
- Quality Management
- Production Planning & Control Systems
- Structured Languages
- Strategic Information Technology Management
- Human Resources Planning & Audit
- Quantitative Techniques in Operations
- Productivity Techniques
- Enterprise Planning System

CERTIFICATE IV: Crossing the Corporate Threshold

Marketing

- Business Policy
- Business Ethics and Corporate Governance
- International Business
- International Marketing
- MIM Project
- e-Empowerment Project

Finance

- Business Policy
- Business Ethics and Corporate Governance
- International Business
- Fiscal & Corporate Tax Planning
- Security Analysis & Portfolio Management
- MIM Project
- e-Empowerment Project

Human Resource Management

- Business Policy
- Business Ethics and Corporate Governance
- International Business
- Organisational Development
- Performance Management
- MIM Project
- e-Empowerment Project

Systems

- Business Policy
- Business Ethics and Corporate Governance
- International Business
- IT Quality Assurance
- IT Systems Control & Audit
- MIM Project
- e-Empowerment Project

Operations

- Business Policy
- Business Ethics and Corporate Governance
- International Business
- Project Management
- MIM Project
- e-Empowerment Project

Dual specialisation is offered depending upon industry requirements and batch size.



eMBA - INSURANCE CURRICULUM

CERTIFICATE I: Introduction to e-Business Management and Administration

Foundation Course

- Introduction to Management
- Introduction to Computers
- Introduction to Quantitative Techniques
- Introduction to Accounting
- Introduction to Economics
- Written analysis of Cases
- Principles of Management
- Financial and Cost Accounting
- Economic Environment of Business
- Individual & Organisational Behaviour
- Statistics for Management
- Legal Aspects of Business
- Information Technology for Management
- Communication Skills
- Marketing Management
- Introduction to e-Commerce

CERTIFICATE II: Advanced e-Business Management and Administration

- Strategy Management
- Managerial Economics
- Management Accounting
- Market Applications & Practices
- Financial Management
- Human Resource Management
- Taxation - Direct & Indirect Taxes
- Research Methodology
- Groups & Organisational Effectiveness
- Advanced e-Commerce Modules

CERTIFICATE III:

Strategic e-Marketing

- Marketing Research
- Advertising and Sales Promotion Management

- Consumer / Industrial Buyer Behaviour
- Retail Management / Social Marketing
- Sales & Distribution Management
- Product & Service Management
- Quantitative Models in Marketing & Marketing Strategy
- e-Marketing

Strategic e-Finance

- Strategic Cost Management
- Financial Management II
- Business Law
- Financial Management III
- International Finance
- Advanced Direct & Indirect Taxes
- Quantitative Models in Finance
- Marketing of Financial Services
- International Economics
- e-Finance

CERTIFICATE IV: Crossing the Corporate Threshold

Marketing

- Business Policy
- Business Ethics and Corporate Governance
- International Business
- International Marketing
- MIM Project
- e-Empowerment Project

Finance

- Business Policy
- Business Ethics and Corporate Governance
- International Business
- Fiscal & Corporate Tax Planning
- Security Analysis & Portfolio Management
- MIM Project
- e-Empowerment Project

Apart from the above mentioned subjects, eMBA (Insurance) syllabus also include the following -

eMBA - INSURANCE CURRICULUM

CERTIFICATE I:

Introduction to Insurance

- History of Insurance
- Types of Insurance
- Present Insurance scenario in India
- Present Insurance scenario in world
- Role of Insurance in Indian financial system
- Future prospects for insurance in India
- HR practices in Insurance
- Insurance business Environment

Risk Management

- Risk and Uncertainty
- The scope and objectives of Risk Management
- Statistical methods & probability concepts
- Risk reduction & loss control
- Insurance Surveys, Valuation, & Research Methodology
- Role of Insurance surveyors in loss prevention
- Self Insurance & captives
- Risk Management policy & implementation

Principles & Practices of Life Insurance

- Basic concepts of Life Insurance
- Principles of Life Insurance
- Application of Life Insurance
- Practice of Life Insurance

Principles & Practices of Non - Life Insurance

- Basic concepts of Non - Life Insurance
- Principles of Non - Life Insurance
- Application of Non - Life Insurance
- Practices of Non - Life Insurance

CERTIFICATE II:

Motor Insurance

Life Insurance Underwriting

- Basics of life underwriting
- Occupational Hazards
- Medical Hazards
- Family History
- Claim procedure
- All topic of IC-22

Marketing & Servicing

- Distribution systems - CRM - (Customer Relationship Management), Intermediaries, etc.

- Knowledge & information regarding policy condition
- Rights of Insured

Fire & Agricultural Insurance Miscellaneous (Other than Mediclaim)

Insurance Laws & Regulations

- Insurance contract (Act)
- Insurance Act 1938
- IRDA Act 1999
- LIC Act
- GIC Act
- Motor Insurance Act
- Right To Information Act
- Legal Aspects in investigation
- LOK Adalat
- Ombudsman

Certificate III:

Engineering & Liability

Marine - Cargo, Hull, Oil energy, Port package policies Aviation

Basics of Actuarial Science

- Probabilities
- Compound interest
- Accumulated value & present value
- General Consideration / Assurance
- Present Values
- Annuities certain
- Morality table / Life assurance premium
- Net premium for Assurance plans & Annuity plans
- Policy value / methods of valuating Data for valuation

Reinsurance

Methods of Reinsurance

- Law relating to Reinsurance contract
- R / I - Special factors
- R / I programme Designing & Arranging
- Reinsurance Clauses
- Reinsurance Accounting
- Reinsurance Markets
- R / I Financial Security
- Alternatives to R / I
- Inward R / I Business
- R / I Aspects relating to Life & Non - Life policies

Certificate IV:

Health Insurance & Pension

- Health Insurance Underwriting-Mediclaim etc.
 - Different health insurance products
 - H.M.O. - Health Management Organisation
 - T.P.A. & Cashless settlement
 - Pension
 - ULIP schemes
 - Annuities
 - Business Insurance policies
- Key Man Insurance

Financial Management in Insurance

- Accounting of insurance business / Premium Life & Non - Life
- Preparation of various registers, Financial reports & Statements
- Accounting of revenue & expenses
- Income Tax rules
- Preparation of Balance Sheet
- Solvency ratio - Ratio Analysis
- New concepts of Accounting

Micro Insurance

Credit Risk / Shield Insurance

Surety, Bonding Insurance

Insurance Business Environment

- Current & Emerging Trends
- Organisation of Insurance Companies
- Insurance Supervision & Regulation
- BPOs & KPOs in Insurance Industry
- Call centres in Insurance
- Rural & Social Responsibilities
- Competitive Strategies in Insurance
- IT application in Insurance
- Excellence in Customer Service with IT support

IT Applications

Insurance Product Development

- Basic need analysis
- Financial planning
- Competitive product analysis
- Tailor made policies
- Insurance awareness generation
- Psychological analysis of insured
- Awareness campaign through Roadshow, Exhibitions, Seminars etc.
- Research Methodology, Creating & Innovation
- Product Design, Development & Evaluation

SHARP AWARDS FOR SHARP MINDS

2nd Runnerup - Mastermind

Event: Mesmerize 2005

Organised by: Pillai's Institute of Management

Winners - General Knowledge

Event: The Challenge

Organised by: CNBC TV 18

4th in India - Wealth Management

Event: Mudrank

Organised by: SIES Institute of Management

Finalist - Synergy 2006

Event: Business Plan Competition

Organised by: St. Francis Institute of Management

MET eCell amongst top 5 (All India)

Event: NEN eCell Microsite Contest 2006

Organised by: National Entrepreneurship Network

Winners of Acumen 2006

Event: All-India Case Study Competition

Organised by: RIMS

Samsika Best Marketing Student Award

Topic: Marketing Excellence

Organised by: Samsika Consulting Pvt. Ltd.

Samsika Award for Marketing Excellence in Academics

Topic: Academic Excellence

Organised by: Samsika Consulting Pvt. Ltd.

Winners of Power of Vision 2006

Event: Magma 2006

Organised by: Maratha Mandir's BGIMS

Winners of Case Study

Event: Magma 2006

Organised by: Maratha Mandir's BGIMS

Best Summer Project 2007

Event: Nicholas Piramal Chairman's Rolling Trophy 2007

Organised by: Nicholas Piramal (I) Ltd.

Winners of Sponsored Trip to London

Event: Vision for Indian Insurance Industry 2007

Organised by: Indian Merchants' Chamber

1st Prize - Fabrica

Event: Simerations 2008

Organised by: Sydenham Institute of Management Studies

2nd Prize - 'Fragrantis - Marketing Strategy'

Event: Simerations 2008

Organised by: Sydenham Institute of Management Studies

2nd Prize - Extempore Debate

Event: Frission 2008

Organised by: ITM Business School

2nd Prize - Paper Presentation

Event: Anveshi 2008

Organised by: St. Francis Institute of Management & Research

1st Prize - New Product Development

Event: Ocean Inc - A New Product Development

Organised by: ITM Business School

1st and 2nd Prize Winners

Event: Best Summer Project 2008

Organised by: Piramal Healthcare Ltd.

9th All India Samsika Award

Event: Academic Excellence in Marketing 2007-2008

Organised by: Samsika Marketing Consultants Pvt. Ltd.

IIM - A has honoured our student, Mr. Anuj Sharma for his paper presentation titled 'Stressed Asset Sales and Valuation Approach - A new paradigm in Indian Marketing' to the elite panel of distinguished global assembly, at the International Conference on Return on Marketing Investments.