



Mahatma Education Society's Pillai Institute of Management Studies & Research

— New Panvel - Navi Mumbai —

Pillai

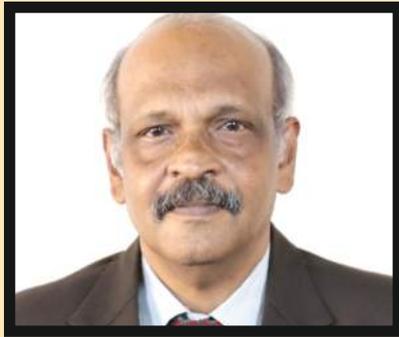
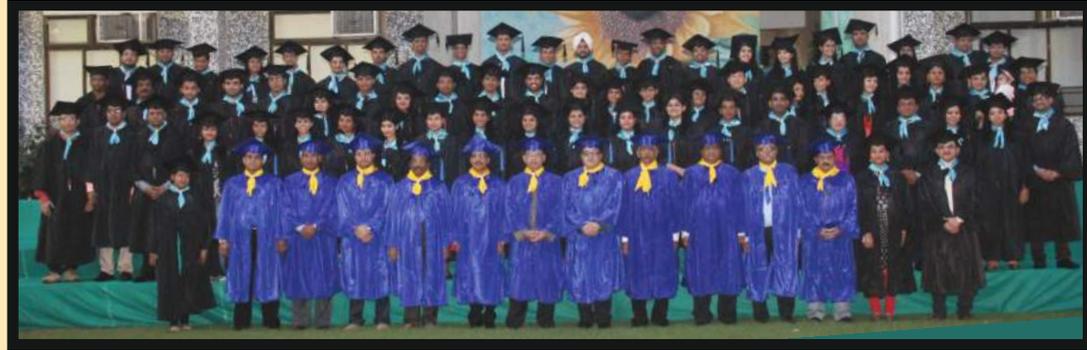
**“... NATION BUILDING
through
CHARACTER BUILDING ...”**



AICTE approved
Accredited by NBA
'A' Grade awarded by
Directorate of Technical
Education

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PIMSR



PILLAI INSTITUTE OF MANAGEMENT STUDIES & RESEARCH



Mahatma Education Society's
**PILLAI INSTITUTE OF MANAGEMENT
STUDIES & RESEARCH**
New Panvel

*Respect the
environment*

VISION

A revolution is taking place in the world because of globalizing economy, the advent of information technology and aggressive competition. Knowledge and understanding imparted through management education and training should be able to create competitive managers for the international market.

In the emerging global digital environment the millennium managers should acquire zero time capabilities, the ability to make changes with the speed of light and act swiftly upon them through practical training and application to face the challenges of a 'borderless world'.

MISSION

To develop professional managers with respect for the environment and responsible leadership in quest of excellence in an Indian and global perspective.

This objective is fulfilled through education, practical training and interaction with industry and social organizations.

CEO's Message



DR. K. M. VASUDEVAN PILLAI
CEO & Secretary

Welcome to the millennium. A revolution is taking place in the world because of a globalizing economy, the advent of information technology and aggressive competition. Management education and training have, therefore, entered into an era where knowledge and understanding acquired by way of formal education and training with its practical application in the work place will measure competitive managers in international market.

A global digital environment has emerged. The millennium manager should acquire zero-time capabilities, the ability to make changes with the speed of light and we have trained our managers to recognise these changing roles and act swiftly upon them.



FROM THE EXECUTIVE DIRECTOR'S DESK

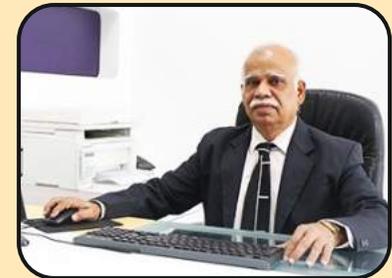
Dear aspirant,
Welcome aboard!

Our founder, Dr K M Vasudevan Pillai, in his defining work 'EduNation: The dream of an India empowered' states: "... a youth-empowered India is an India capable of affecting the world; it can define intellect and courage as its most powerful human assets, and can claim the 21st century as its own".

We, at PiMSR, stand by our founder's firm belief in education being the key to an empowered nation. While our Master of Management Studies (MMS) is delivered as per the requirements of Mumbai University, we strive to instil all-round abilities with the objective of preparing you for the VUCA world: the Volatile, Uncertain, Complex and Ambiguous environment faced by almost every sector across the globe. Our strong focus on co-curricular and extra-curricular activities along with our emphasis on developing a socially responsible citizen; provides you, the aspiring entrepreneur/manager, with the right skillset to take on the challenges in any sphere of management with a heightened level of empathy.

Our firm belief in collaborative efforts have led to fruitful partnerships, resulting in student exchanges and other cultural sensitization programs. We shall endeavour to take the academic collaborations to newer heights in the coming months; thus giving you more opportunities and the right platforms to showcase as well as build on your competencies.

As we repose our faith in you, the future of India, we are confident that you, too, will find the conducive learning environment at PiMSR enjoyable and fulfilling while it prepares you to take up responsible leadership roles in life.



Dr R. Chandran
Executive Director

ABOUT PIMSR

Established in 1998, Pillai Institute of Management Studies and Research (PIMSR) trains students for Master of Management Studies under the aegis of the prestigious University of Mumbai with approval from the All India Council of Technical Education (AICTE). The institute is a part of the Mahatma Education Society founded by Dr. K. M. Vasudevan Pillai, a renowned academician and supported by Dr. Daphne Pillai, the Rector, Dr. Priam Pillai - COO and Mr. Franav Pillai - Deputy CEO. The Society is well managed by the governing body and led by heads of all institutions and a core team of dedicated staff members. Since its inception way back in the seventies, MES has established various schools and colleges in Mumbai and Navi Mumbai. Two international schools have been developed with unique features. Any child can enter pre-primary school and continue till post graduation in the institution of MES.

Every care is taken to ensure that there is a new learning experience being provided to all the students at PIMSR. The management has developed outstanding infrastructure to students and staff members and other comforts for learning, with a view to match international standards.

PIMSR on its own has three well-equipped computer centers, broadband as well as high-speed wi-fi connectivity in campus for students using laptops, a well-stocked library with both national and international publications and faculty straight from the industry, with a rich blend of experience, knowledge and admirable achievements.

PIMSR also offers good hostel facilities both for boys and girls at very nominal charges for outstation students, with hygienic vegetarian and non-vegetarian meals being provided by the college canteen. The proximity of the hostel to the campus and a high degree of care ensure that discipline is maintained after college hours under the strict supervision of the mentors.

The placement support to all PIMSR students goes beyond mere campus recruitments and emphasizes a lot on training in soft skill and behavioral aspects so as to create well-groomed management professionals ready to join the industry. It would be a pleasure to have the best and the brightest students joining the management programmes being offered by the institute.

Make PIMSR your home to a memorable experience of all-round development on a vibrant campus!



PILLAI INSTITUTE OF MANAGEMENT STUDIES & RESEARCH

PIMSR shall enable quality in education through

- ❑ Inculcating faith in human values among students with concern for environment
- ❑ Innovative teaching and applied research in the fields of national and global importance
- ❑ Industry - Institute interface for a meaningful managerial learning
- ❑ Imparting entrepreneurship skills, business acumen and approach among students
- ❑ Constant innovation through distinctive teaching and learning process

THE CLASSROOMS

Digital classrooms with touch screen computer, LCD and central air-conditioning offers all the academic comforts and practical skills required for the new manager of tomorrow. The acoustic and the techno-friendly ambience enable students to sit with concentration for long hours in the class. There is a 24 hour power backup to assure uninterrupted power supply.

THE LIBRARY

The Library caters to the needs of students from diverse backgrounds and all streams. It has more than 8100 titles and 21,500 volumes apart from 80 journals, online library data base and journals EBSCOHOST, J-Gate & Books Proquest. The library is digital with 24 multi media computers. The library is open from morning to evening with provision for focused studies especially during examinations. The library has provisions for academic transcripts on need basis.

THE COMPUTER CENTRE

PIMSR has three dedicated computer laboratories with high-speed internet connectivity and the latest machines. All students are encouraged to make most of this facility for academic research, preparation for interviews and studies. To support this wi-fi connectivity is available in all the floors.

GYMNASIUM

The college has provided a modern state of the art gymnasium with treadmills, power cycles, bench-press and other equipment for the well-being of all its students. Separate time slots are available for male and female students. An indoor sports room is also provided with pool tables, carrom boards, etc, for a much needed break from studies.

THE AUDITORIUM

PIMSR has an ultra Modern Auditorium which is well-equipped with state-of-the-art acoustics, lights and presentation techniques having capacity of over 500 persons. In addition we have a big seminar hall "The Conclave" which is used for national and international seminars and conferences.



EPIC CAFÉ

The college canteen is being run by the management, by all standards it has a cuisine which is lip-smacking and offers a full-fledged restaurant menu, available on demand. The canteen also caters to several corporate teams visiting our campus for recruitment. Hostelites get their three meals from this very canteen on subscription.

PLACEMENT SUPPORT

With three core coordinators supported by team of course coordinators, the Campus Recruitment Team of MES and PIMSR leaves no stone unturned to get its students placed. What is desired from all students are good communication skills, a thorough subject knowledge, good personal grooming habits, and a general street-smart attitude which would sail them through the interviews. By and large the placement record of PIMSR is near 100% that too prior to completion of the course. Students get domestic as well as international placement in reputed companies at relatively higher salaries.

CAREER ADVISORY / TRAINING

Each student has a mentor from the faculty team. Care is taken for specialized training in communication skills, behavioural aspects, interview skills and other traits, so that they meet the industry standards. Students can freely discuss their personal problems, if any, with the faculty as well as their academic drawbacks and look forward to support at all times. External experts are at times brought in for specialised training programmes.



Team PMSR

Dr. Chandran R

Dr. Betty Sibil

Dr. Celina Joy

Dr. Vivekanand Pawar

Dr. Ashish Tripathi

Dr. Anjali Bhute

Dr. Nivedita Shreyans

Prof. Priyanka Chatta

Prof. Balashankar Ramdas

Prof. Shailendra Pawaskar

Dr. K G S Mani

Prof. Bhavana Parab

Prof. Gagandeep Pranjpe

Prof. Mamta Mohan Nair

Dr. Shaheda Shaikh

Prof. Alka S. Suryawanshi

Prof. Subramanium Iyer

Prof. Abhinav Chopra

Prof. Shija Abhilash

Prof. Reshma Pillai

Prof. Vikrant Gharat

Dr. K.P. Gopal - Registrar

Corporate Relations

Prof. Gursharan Kaur

Prof. Vrushali Nilakhe

Ms. Shipra Lal

Library

Dr. Baban More

Ms. Latha Anil

Ms. Lathika Pillai

Administration

Ms. Preetha S Nair

Ms. Vijaya Narayanan

Ms. Jyotsna Ghodekar

Ms. Neelam Abhay Singh





MMS

MASTER OF MANAGEMENT STUDIES (MMS)

(Approved by AICTE, recognized by Government of Maharashtra
& Affiliated to the University of Mumbai)

PIMSR

MASTER OF MANAGEMENT STUDIES (MMS)

(Approved by AICTE, recognized by Government of Maharashtra & Affiliated to the University of Mumbai)

Master of Management Studies is a flagship course of Mumbai University. The course is designed by the university, the exams are conducted in supervision of the university and degree is also awarded by the Mumbai University. At PiMSR, a candidate has choice of five specializations viz., Marketing, Finance, Human Resource, Systems and Operations.

Our faculty members bring in a high level of richness to the programme; in terms of both, diversity and experience. This enables us to address the demands of each of the above specializations in terms of the recent developments and best practices from across the globe. Our students, thus, benefit from the timely inputs that are geared to make them industry-ready by the end of the programme.

CAREER OPPORTUNITIES

PiMSR has a full-fledged dedicated placement cell with specialist placement officer and staff. In addition, placement committees of the students as well as faculty are appointed to support efforts of the placement cell. Placement cell and the placement committees work as a team to ensure good final as well as summer placement.

Besides the course curriculum, PiMSR specially takes care to impart training to students in soft skills, facing GD / PI and also grooms them well in developing their personality, making them ready for the corporate world.



Master of Management Studies

The MMS programme prepares a student for a career in diverse sectors nationally as well as globally. The MMS programme facilitates absorption & application of knowledge in theory and practice across multiple functional areas of management and enables students to adopt an integrated approach towards real life situations and circumstances. The restructured and revised curriculum for MMS is developed considering the current industry needs in terms of skill sets demanded under new business environment. It also endeavours to align the programme structure and course curriculum with student aspirations and corporate expectations.

SEMESTER - I	
Core	Electives
Perspective Management	Effective and Management Communication
Financial Accounting	Business Ethics
Business Statistics	Ecommerce
Operations Management	Organizational Behaviour
Managerial Economics	Introduction to Creativity and Innovation Management
	Foreign Language (Other than English)
	Negotiation and Selling Skills
	IT Skills for Management and Technology Platform
	Information Technology for Management
	Personal Grooming / Personal Effectiveness

SEMESTER - II	
Core	Electives
Marketing Management	Legal & Tax Aspects of Business
Financial Management	Cost & Management Accounting
Operations Research	Business Environment
Business Research Methods	Ethos in Indian Management
Human Resource Management	Corporate Social Responsibility
	Analysis of Financial Statements
	Entrepreneurship Management
	Management Information System
	Developing teams & Effective leadership
	Intellectual Capital and Patenting

Note (As per University of Mumbai guidelines)

All subjects / papers for Semester I will be internally assessed by the institute. The Criteria for the same is given below:

Attendance and Class Room Participation 10 Marks

Minimum 3 criteria to be picked up from the list below:

- Mid term Test (Min 1)
- Group Presentations
- Role Plays
- Case Studies
- Assignments
- Projects
- Quizzes

Institute will have the discretion to select minimum 3 (three) subjects or more from given list of 10 subjects. Total 32 credits has to be obtained.

SEMESTER - III	
Common	Electives
International Business	Banking and Financial Services Institutions
Strategic Management	Investment Banking
Core (Specialization-wise)	Wealth Management
FINANCE	Infra and Project Finance
Financial Markets and Institutions	Strategic Cost Management
Corporate Valuation and Mergers & Acquisitions	Commodities Markets
Security Analysis and Portfolio Management	Mutual Fund
Financial Regulations	Financial Modeling
Derivatives and Risk Management	International Finance
SYSTEMS	
Database Management System & Data Warehousing	Cloud Computing & Virtualization
Enterprise Management System	Information System Security and Audit
Big Data and Business Analytics	Data Mining and Business Intelligence
Knowledge Management	IT Consulting
Software Engineering	Digital Business
	Software Project management
	Governance of Enterprise IT & Compliance
	Cyber Laws & Managing Enterprise IT Risk
	International Finance
HRM	
Training & Development	Personal Growth Laboratory
Compensation and Benefits	Global HRM
Competency Based HRM and Performance Management	Employee Branding and Employer Value Proposition
Labour Laws and Implications on Industrial Relations	HR Analytics
HR Planning and Application of Technology in HR	OSTDHR Audit
	Employee Relations, Labour Laws and Alternte Dispute Resolution
OPERATIONS	
Supply Chain Management	World Class Manufacturing
Operations Analytics	Business Process Engineering And Benchmarking
Service Operations Management	Technology Management & Manufacturing Strategy
Manufacturing Resource Planning & Control	Strategic Operations Management
Materials Management	Industrial Engineering Applications & Management

	TQM
	International Logistics
	Quantitative Models in Operations
	Productivity Management
MARKETING	
Sales Management	Retail Management
Marketing Strategy	Rural Marketing
Consumer Behaviour	Marketing Analytics
Services Marketing	Digital Marketing
Product & Brand Management	Customer Relationship Management
	Marketing Research & Analysis
	Event Management
	Health Care Marketing
	Distribution & SCM
	Tourism Marketing
	Marketing of Banking & Financial Services

SEMESTER - IV		
Common		Electives
Project Management		
FINANCE		Commercial Banking
		Business Analytics
		Venture Capital and Private Equity
SYSTEMS		Strategic Information Technology Management
		System Applications and Case Study
		Managing Technology Business and IT Resource Management
		OD and Change Management
HRM		Strategic HRM
		Management of Corporate Social
		Operations Applications and Cases Responsibility in organizations
OPERATIONS		Strategic Sourcing in Supply Management
		Operations Outsourcing & Offshoring
		Integrated Marketing Communications
MARKETING		Business to Business Marketing
		International Marketing
		Trends in Marketing





MBA

**Approved by All India Council for Technical Education (AICTE)
(Statutory body under Ministry of HRD Govt. of India)**

Masters in Business Administration Programme

Unique MBA Programme approved by All India Council of Technical Education, New Delhi

This course is approved by AICTE(Statutory Body under ministry of HRD Govt. of India). It has an industry relevant course syllabus. It provides an opportunity for graduates to power their career. The professional MBA programme provides specialization in HR/International Business/Banking & Finance/ Marketing.

Enhance your Job Opportunity and Career Advancement Prospects

Organizations in the current competitive scenario are in need of employees who are able to relate not only with the present but also with the future. They need employees with ability to unravel problems and conceptualize alternative solutions. We equip you with skills to address these very needs with a course that is unique-blends convenient weekend lectures and distance learning modules with personal contact programmes during weekends and holidays - a truly supported learning.

Who can participate? A Graduate with minimum 50% marks, and a valid score of CMAT/CAT/MAT/ATMA/MH-CET/XAT

Mode of Selection: Through focused and in depth interview to be conducted by a panel.

Evaluation Pattern : On a concurrent basis through class participation and interactive sessions with examination at the end of each Foundation Level / Module

Contact: Dr. K. P. Gopal@9820600219 / Dr.Ashish Tripathi @9819708165

Read more details-Visit our site-www.pimsr.ac.in/academics/admissions-eligibility-documents-required/



PILLAI INSTITUTE OF MANAGEMENT STUDIES & RESEARCH

MBA Programme

Full Time 2 year MBA Programme that seeks to give students a detailed understanding of how business function and how business leaders rise to meet an everchanging and challenging set of circumstances in today's fast changing business scenario.

2 year MBA Programme has a contemporary course curriculum specially in HRM, Banking & Finance International Business and Marketing

Semester - I	Semester - II
Principles of Management-perspectives	Research Methodology
Business Mathematics & QT	Financial Reporting & Analysis
Managerial Economics & Business Environment	Production Management
Legal & Taxation Aspects of Business	Fundamentals - Organisational Behaviour & HRM
Accounting for Managers	Fundamental of Marketing

Semester - III Sem Syllabus

Human Resource Management	International Business	Marketing Management	Banking and Finance
Strategic Management	Strategic Management	Strategic Management	Strategic Management
Production Management	Production Management	Production Management	Production Management
Operations Research	Operations Research	Operations Research	Operations Research
Training and Development	International Marketing Management	International Marketing Management	Advance Financial Management
Performance Management	International Finance Management	Consumer Behaviour	International Finance Management
Industrial Law & Relations	Indian Foreign Trade	Advertising & Brand Management	Management of Financial Markets & Services

Semester - IV Subjects

Human Resource Development	International Business	Marketing Management	Banking & Finance
Compensation & Reward Management	Import & Export Documentation	Marketing of Service	Security Analysis & Portfolio Management
Organizational Development	International Logistics	Marketing Strategy	Project Appraisal & Finance
Project Work	Project Work	Project Work	Project Work

EMINENT FACULTY

The faculty members of Pillai Institute of Management Studies & Research (PIMSR) are qualified and experienced to handle research, teaching and consultancy. The faculty members have a rich blend of industry and academic work experience which provides the students with the opportunity of gaining insights of real time work experience. The experience of faculty members also helps in responding to the challenges of developing leaders capable of making business decisions in a complex global environment. PIMSR follows a dynamic curriculum with an effective training methodology. Emphasis is laid on shaping the students' analytical, technical and functional skills. The students are taught to be leaders with deep sense of ethics and social responsibility. The course offers a balance of hands on experience through projects as well as traditional classroom training.



ACTIVITIES & EVENTS

- Alegria : It is a week long intercollegiate festival highlighted by dance, music competition, mind games, workshops, technical and literary events, fashion shows, celebrity appearances, sports and country service initiatives.
- Pillai Annual Sports Meet : Normally a three-four days activity where all institutions under Mahatma Education Society come together to prove their mettle in various sports activities.
- Uber Rang : Uber Rang is an inter MES institution competition and a forum for the students to flaunt their talent and an opportunity to raise funds towards worthy causes. This talent show is a fundraiser to nurture two causes that is very dear to the Pillai group of Institutions.
- To promote the activities associated with Community Service day
 - To nurture talent within the student community



INTERNATIONAL EXCHANGE PROGRAMME

PIMSR is a pioneer in the country to have students exchange program partnership with Saint Mary's College, Moraga, California, since the beginning of the current decade. In the era of globalization, education transcends crossing borders. The ambitious professionals are essentially required to equip themselves with international exposure to conduct business in a multi-cultural and professional environment. PIMSR is the institute which is constantly interacting with innumerable Fortune 500 companies through physical presence at their headquarter in U.S.A. The list of such companies PIMSR students had lessons and interaction with the top brasses in the past were Microsoft, Sun Micro System, Google, Yahoo, Target, Walmart, Federal Reserve, Intel, Apple, BioRad and Genentec. Students at PIMSR are trained to be watchful and alert to new trends, to learn quickly and adapt themselves to change while ensuring stability and maintaining enduring values. The students learn the techniques of working in other countries where opportunities are abundant.

PIMSR ALUMNI

PIMSR organizes alumni meet every year on a grand scale, so that a sense of belongingness is inculcated in the students. Our alumni are instrumental in providing placements, summer internships and guest lectures. Organizations whether big or small, engaged in commercial business or non-profit activities, will find dynamic and valuable recruits in PIMSR. Our alumni are great assets to companies.

PIMSR has completed seventeen successful years in management education and more than twelve thousand PIMSRians bring laurels to their almatamaters today by their valuable contributions to the corporates.

GUEST LECTURES

Throughout the academic year eminent speakers are invited from different fields to share their expertise. More than 100 top executives of corporates have paid visit to the campus both from national and global corporates.

SOCIAL COMMITMENT

PIMSR is proud to participate in the community development projects during the academic year. The activities are extended from paying visit to orphanages, rural literacy, AIDS awareness campaigns and promotion of arts by destitutes. PIMSR is actively involved in NGO projects.

CONFERENCES

Research and conferences are Integral to management education. Every month one conference is held on current issues.

INDUSTRIAL VISITS

Students of PIMSR pay visit to industries every term in order to observe and prepare a comprehensive report on the functional areas of management. A cross section of sectors covered during their visit are steel, pharma, wine yards, tea plantations, special economic zones, chemicals, fisheries, custom bonded warehouses, ports, consumer durables companies, FMAC and shipping.

Innumerable leading corporates such as Glenmark, Ispat, Cochin SEZ, JNPT and Tata tea are included in the list.

FOREIGN COLLABORATIONS



MANAGEMENT DEVELOPMENT PROGRAMME

Pillai Research, Learning and Development Centre under PiMSR considers its role in imparting training and development to corporate executives, through open MDPs, customized in-house programmes and consultancy as a major activity. The resources are drawn from both industry practitioners as well as the core faculty members, many of whom have rich industry experience.

MDP ON ANTI-MONEY LAUNDERING



The MDP was conducted by distinguished personality and an International subject expert in AML domain Mr. Suresh Soundarrajan - Vice President (AML), Citibank, Malaysia. Mr. Soundarrajan is a certified anti money laundering specialist from CAMS, USA, a forensic accounting specialist and a fraud

examiner. Mr. Soundarrajan has been delivering AML programs across the globe and is a sought after faculty on AML subject.

The program was attended by over 30 executives from leading public, private and co-operative sector banks besides select students.



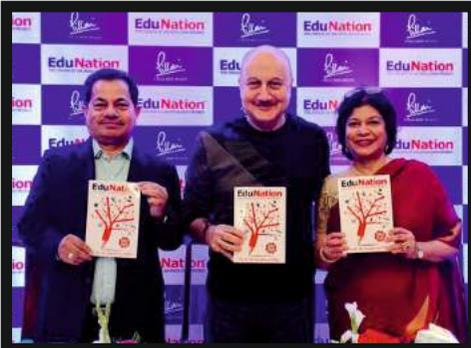
MDP ON DIGITAL MARKETING

With wider penetration of internet and mobile and advent of Social media, Digital platforms have revolutionized marketing world over. India is also catching up fast. Digital marketing is becoming popular due to pinpointed targeting and interactive communication. But acquiring the customer and converting the prospects into revenue requires insights into Digital marketing. The 1 day MDP was jointly conducted Mr. Ajay Raghav Iyengar an expert from the industry and Dr. Mukesh Goyal, Head Centre for Management Development, PIMSR.

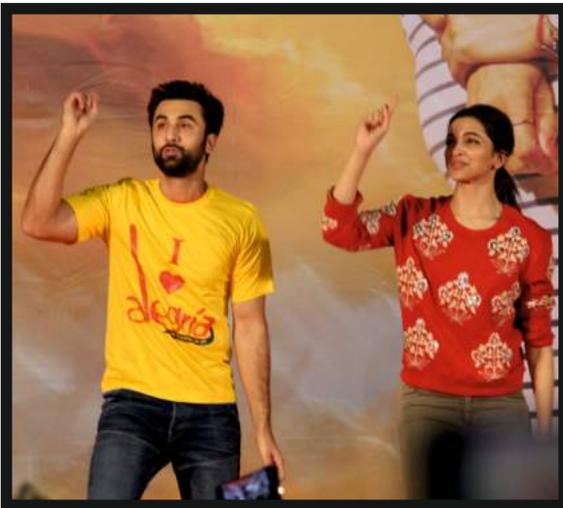
The program was attended by 28 participants from industry and education sector. The program was highly appreciated by the participants as it dealt with real issues with help of case examples, videos, lectures and class exercises. Major areas discussed in MDP were; digital marketing universe, digital marketing strategies by popular brands, cross industry examples on digital marketing, acquiring and engaging users with your business, revenue opportunities for businesses and innovative marketing campaigns.



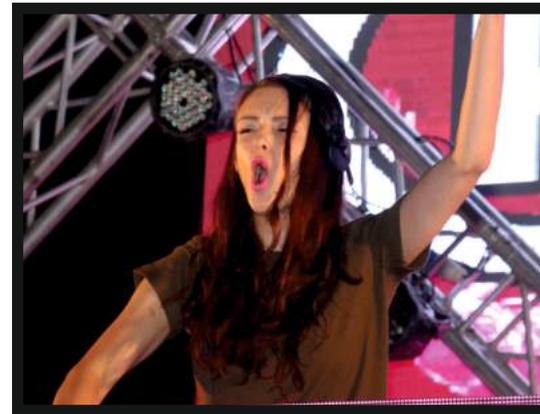
LIFE AT PIMSR



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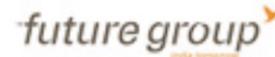


PILLAI INSTITUTE OF MANAGEMENT STUDIES & RESEARCH

RECRUITMENT PATRONS OF PIMSR



RECRUITMENT PATRONS OF PIMSR





Kindly contact
Dr. K. P. Gopal
9820600219
gopalpuru@mes.ac.in

Pillai Institute of Management Studies & Research

Dr. K. M. Vasudevan Pillai Campus, Sector 16, New Panvel - 410 206

Tel : 022-2745 1700, 2745 6100

Email: pimsr@mes.ac.in

www.pimsr.ac.in

