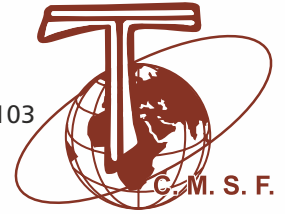


ST. FRANCIS INSTITUTE OF MANAGEMENT & RESEARCH - PGDM



Approved by AICTE, New Delhi & DTE, Maharashtra.
An ISO 9001:2015 Certified Institute

Gate No. 5, 2nd Floor, Mt. Painsur, SVP Road, Borivali West, Mumbai 400103
Tel: 7400071626 / 9619499299
www.sfpdgm.ac.in



Post Graduate Diploma in Management (PGDM)

Two Year Full-Time AICTE &
DTE Approved Programme

ADMISSION OPEN
BATCH 2024-26



- ▶ **Functional Electives**
- ▶ **Sectorial Electives**
- ▶ **Transformational Leadership**



Prayer

Lord, make me an instrument of Thy Peace

Where there is hatred, let me sow love,

Where there is injury, pardon.

Where there is darkness, light

Where there is sadness, joy

Where there is doubt, faith

And where there is despair, hope.

O, Divine Master, grant, that

I may not so much seek

To be consoled as to console,

To be understand as to understand,

To be loved as to love.

For it is in giving that we receive.

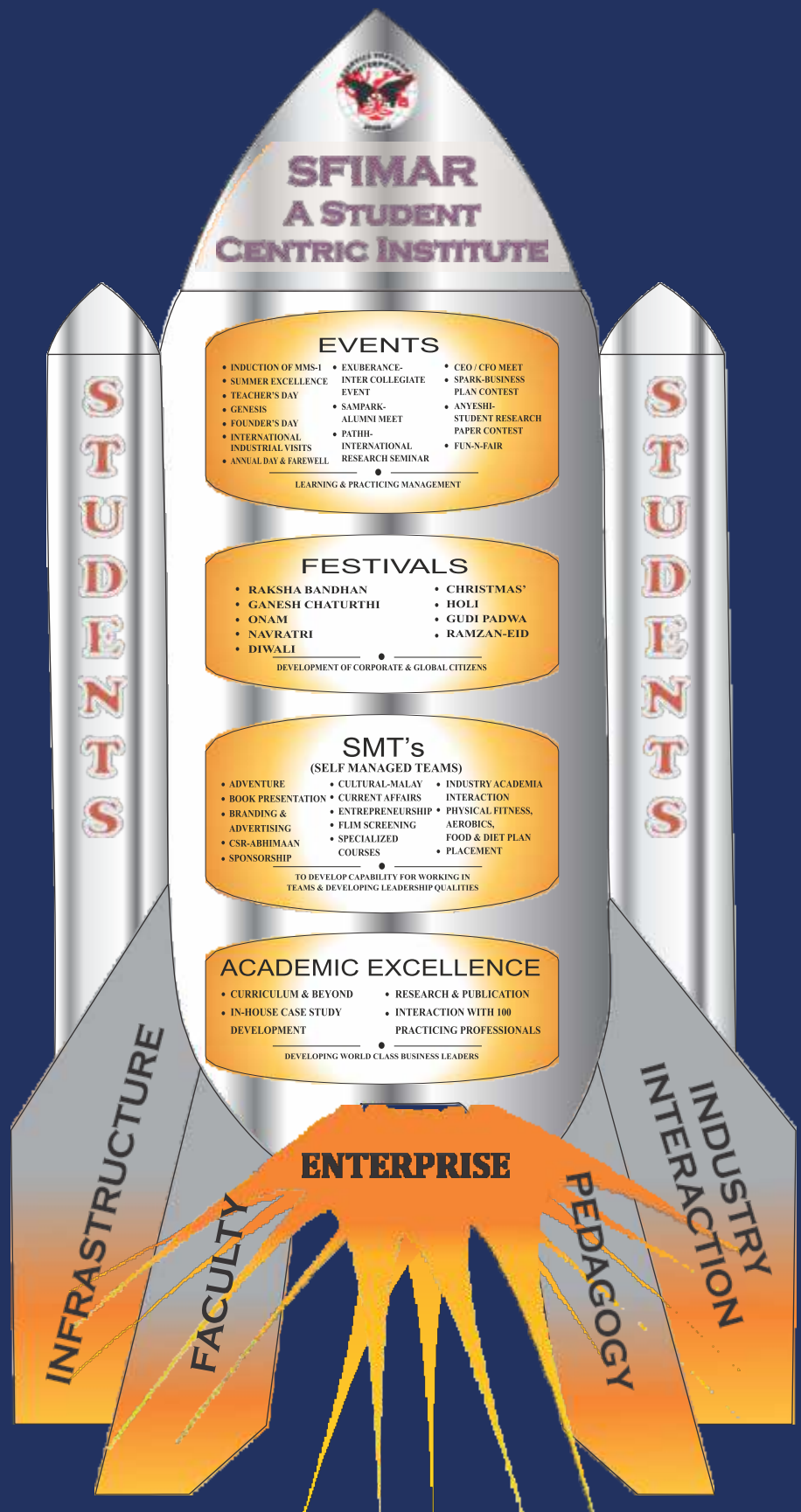
It is in forgiving that we are pardoned,

And it is in dying, that we are born to Eternal Life.



BRO. PAULUS MORITZ

Founder of The Congregation of the
Missionary Brothers of
St. Francis of Assisi (CMSF)



Post Graduate Diploma in Management (PGDM)

Two Year Full-Time AICTE & DTE Approved Programme

ADMISSION BROCHURE
BATCH 2024-2026



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Chairman's Message



Bro. Alphonse Nesamony
Chairman, SFIMAR- PGDM

“Educationists should build the capacities of the spirit of inquiry, creativity, entrepreneurial and moral leadership among students and become their role model,”

- APJ Abdul Kalam

I have great pleasure in introducing you to our St. Francis Institute of Management & Research (PGDM). The institute reflects our vision of imparting learning of international standards and developing a class of value-based entrepreneurs and leaders who can bring innovation and create sustainable businesses.

SFIMAR's unparalleled commitment to provide cutting-edge teaching and learning facilities, well-trained academics and a value system has enabled the students with the desired competence, drive and confidence, and leadership qualities to embark on a journey that will be fulfilling and life changing. We have been successful in nurturing the best talents, building excellent corporate connects, and creating powerful alumni community who will support you to succeed in the business world. Our alumni are placed in prestigious organizations in leadership positions representing all verticals.

The curriculum is designed and enriched with industry support and participation. The pedagogy provides practical exposure to the students and

equips them to understand and analyse business scenarios. What makes the experience so rich is the combination of the knowledge, skills and cultural perspective that aid in creating a unique learning experience from one cohort to the next. We are sure you will enjoy learning within such a vibrant and diverse environment and that you have so much to contribute to the learning process by bringing your own unique perspective, knowledge, and experience.

The institute has achieved impressive growth over the last decade in terms of its various academic related initiatives, forging partnerships at the national and international level in the areas of student exchange, faculty research and extension activity.

We look forward to sharing this journey of reflection, discovery and advancement with you.

I invite you to visit our website, interact with our faculty, students, alumni and placement team to know more about SFIMAR. I very much look forward to welcoming to our splendid campus in Mumbai.

Director's Message



Prof. Dr. Sulbha Raorane
Director, SFIMAR - PGDM

Dear MBA Aspirant,

If you are looking for a career to make a difference, you have come to the right place. In keeping with vision and mission of the institute SFIMAR has aim to provide value based quality education for creating responsible and thoughtful citizens who would lead the world by example and excel through innovation, an entrepreneurial spirit and a humanitarian attitude.

Our two-year Post-Graduate Diploma in Management- PGDM, is an innovative management programme consisting of 6 Trimesters. It is duly approved by AICTE New Delhi and DTE - Government of Maharashtra. It is a THREE-DIMENSIONAL Programme incorporating 'Functional Electives', 'Sectorial Electives' and 'Transformational Leadership'.

The Functional Electives on offer are Finance, Marketing, HRM, Operations and Systems. Sectorial Electives currently on offer are Financial Markets, Banking, Retail Management, Advertising & Public Relations, Global Business, Entrepreneurship and Urban

Infrastructure Management. The three- dimensional programme is developed and designed in synergy with industry and academic think-tanks and vouch for relevance and rigour in management education.

Enrolled students interact with companies for approximately 100 hours each year in the form of industry lecture series, field/company visits, national and international industry visit. This provides students the heightened cultural awareness and global perspectives they need. Such visits to various companies strengthen rapport with industry and enhances future employability in those organizations.

Summer Internship offers experiential learning for the duration of 8 to 10 weeks and Extended Industry Immersion in the form of industry-based Project Work is a unique feature of our PGDM Programme. The final trimester reaffirms 'learning by doing', wherein students invest around 8 to 12 weeks that translates into 200 hours in the company. Placement team for our program gives utmost importance to assist our

students in getting suitable placements on successful completion of the program. We also ensure that every student get the right skill & domain knowledge so that they are easily acceptable by the industry.

I invite you to explore our website to learn more about our values and commitments, get a preview of the exciting activities that engage our faculty, staff and students, and gain a sense of how you would thrive in our programs.

Please visit our beautiful campus, where you can meet a wide variety of people, experience classes, and engage in conversations, so that you can truly understand the strength of our PGDM Programme.

I wish all the best to MBA aspirants!



About the Institute

St. Francis Institute of Management (SFIMAR) PGDM was established in 2012 by 'The Society of the Congregation of Franciscan Brother', to impart quality education in the field of Business Management. The institute is recognized by All India Council for Technical Education (AICTE), New Delhi.

SFIMAR - PGDM is an ISO 9001:2015 Certified Institute and is also recognized under Section 2 (f) & 12 (B) of UGC Act 1956. The institute is located in an affluent North-western coastal suburb of Mumbai with state-of-the-art infrastructure comprising air-conditioned classrooms, computer labs, conference halls, library and other amenities.

A core team of experienced and qualified faculty are responsible for imparting knowledge to aspiring future leaders of SFIMAR. Interaction with eminent people is one of the hallmarks of the institute. Professional experts from corporate and academia are regularly invited to train our



students on current trends in the business world.

A core team of experienced and qualified faculty are responsible for imparting knowledge to aspiring future leaders of SFIMAR. Interaction with eminent people is one of the hallmarks of the institute. Professional experts from corporate and academia are regularly invited to train our students on current trends in the business world.

SFIMAR - PGDM is proactively committed to various social activities

that includes Corporate Social Responsibility (CSR) and Institute Social Responsibility (ISR) that contributes to societal empowerment of marginalized communities.

St. Francis Institute of Management and Research-PGDM has now become a standalone Institute approved by AICTE, Higher Education Ministry of Government of Maharashtra and DTE Maharashtra as per AICTE regulation 2020.

The Intake capacity of the course is increased from 60 seats to 120 seats.

VISION STATEMENT

To groom excellent innovative and entrepreneurial managers who would be techno-savvy and environmentally aware to bring about holistic development in the economic and business world, armed with value-based transactions.



MISSION STATEMENT

- To create business leadership with excellent managerial skills suitable to meet the requirements of the present realities.
- To groom business community with innovative and research-oriented state-of-the-art know-how.
- To adapt modern tools and new technologies in teaching-learning process.
- To nurture value-based leadership qualities sensitive to environment and society.
- To disseminate sound theoretical and practical learnings based on National and International experiences encapsulating all forms of business and economic activities.

QUALITY POLICY

To be an institution of excellence committed to the endeavour of transforming students into Global Business Leaders by continual improvement in its services through a student-centric approach, innovations in our pedagogy and rigorous selection, development and up-gradation of its faculty while meeting the regulatory and statutory requirements.



Board of Governors (BOG) PGDM

S FIMAR - PGDM is a standalone institute under AICTE. The governance of the institute rests with the St. Francis Trust, Board of Governors and the Board of Studies. The Governing Council, chaired by Bro. Joseph Karimalayil is responsible for evolving broad framework and policies, while the Board of Studies is responsible for all matters related to academics. Both comprise eminent members drawn from academia, industry, and business.



Bro. Joseph Karimalayil
Superior General
President, Chairman



Bro. Alphonse Nesamony
Asst. Superior General
Vice President



Bro. T. V. George
Registrar - SFIMAR - PGDM
Member



Bro. Xavier MJ
Head-Administration-
General Admin – SFIMAR
Member



Bro. George Vitus
Administrator-PGDM
Member



Dr. Sincy George
Principal-SFIT
Member



Dr. Shalini Sinha
Director-SFIMAR
Member



Prof. Dr. Sulbha Raorane
Director, SFIMAR - PGDM
Member Secretary



Mr. Sreeraj Nair
Training & Placement Officer,
Lead - Career Management Centre
SFIMAR - Special Invitee



Dr. Dilip Patil
Ex. Director-DLLE,
University of Mumbai
Member



Dr. Sunil Rai
Vice Chancellor - Dehradun
University
Member



Mr. Michael D Brown
Motivational Coach- Kascom,
Motivational Coaching Services
Member



Mr. Dominic D'souza
Chief Operating Officer,
CSR- Essar Group
Member



Dr. Rajashree Gujarathi
Former Director- SP Jain School of
Global Management
Member

Board of Studies (BOS) PGDM

The Board of Studies (BOS) is constituted by the St. Francis Institute of Management and Research - PGDM for its program

S.N.	Persons' Name	Designation	BOS Position
1	Bro. Alphonse Nesamony	Chairman	Observer
2	Dr. Sulbha S. Raorane	Director - SFIMAR PGDM	Chairman/Member Secretary
3	Dr. Monali Sharma	Associate Professor-Marketing	BOS Coordinator
4	Dr. Archita Pal Choudhury	Assistant Professor-Finance	Member
5	Dr. Vishwanath Malji	Assistant Professor-HR	Member
6	Ms. Sujata Salvi	Assistant Professor-HR & General Management	Member
7	Dr. Pankaj Trivedi	Dean, Faculty of Commerce and Business Studies, Somaiya Vidyavihar University Professor and Area Chairperson, Dept. of Finance and Law MBA, Program Coordinator- K J Somaiya Institute of Management	Finance - Academic Expert
8	Dr. Smita Jesudasan	Associate Professor- Finance St. Francis Institute of Management and Research (SFIMAR)	Finance - Academic Expert
9	Dr. Deepak Sharma	Professor, The School of Allied Sciences, Datta Meghe Institute of Higher Education & Research Wardha	Finance - Academic Expert
10	Mr. Pankaj Mathpal	Managing Director-Optima Money Managers Pvt. Ltd.	Finance - Industry Expert
11	Mr. Jigar Desai	Founder & CEO, Just Divine Consultants	Finance - Industry Expert
12	Dr. Agna Fernandez	Associate Vice President National Stock Exchange (Learning Subsidiary)	Finance - Industry Expert
13	Mr. Vaibhav Shah ^(Alumni-Batch 2012-14)	Corporate & Academic Trainer - Urbanpro	Finance - Industry Expert
14	Dr. G. Ramesh	Deputy Director - St. Francis Institute of Management and Research (SFIMAR)	Marketing-Academic Expert
15	Mr. Rajesh Ramaswamy	Director - S K B Machine Tools-(Japanese & German Technologies)	Marketing - Industry Expert
16	Mr. Satish Karandikar	Head Product Planning - Mahindra & Mahindra Ltd.	Marketing - Industry Expert
17	Ms. Akanksha Shetye ^(Alumni-Batch 2018-20)	Sr. Strategist & Brand Manager, Cultivate Design	Marketing - Industry Expert
18	Dr. Nandita Mishra	Director, Chetana's Institute of Management and Research	HR - Academic Expert
19	Dr. Latha Ramchandran	Visiting Faculty, NMIMS & TISS Engaging Employment Laws Course	HR - Academic Expert
20	Mr. Zubair Khan	Global Head-Enablement, HCL Technologies	HR - Industry Expert
21	Dr. Samta Jain	Chief People Officer, Jewelex Group	Industry Expert
22	Mr. Nikhil Jose ^(Alumni-Batch 2019-21)	Sr. Executive, Learning Solutions Consulting	HR - Industry Expert
23	Dr. Manmeet S Barve	Associate Professor, MET IOM	Business Analytics-Academic Expert
24	Dr. Shrikant Mulik	CEO, Vidyarjan Consulting Pvt. Ltd.	Business Analytics-Industry Expert
25	Dr. Dhananjay Mankar	Assistant Professor, Mumbai Campus, Centre for Hospital Management, School of Health Systems Studies - TISS	Healthcare Management-Academic Expert
26	Dr. Dipjyoti Das	AVP and Group Head, Medical Operations and Planning, Tata Trust, Mumbai	Healthcare Management-Industry Expert
27	Mr. Virendra Shukla	Adj Faculty - Mumbai Campus, Centre for Hospital Management, School of Health Systems Studies-TISS	Healthcare Management-Academic Expert
28	Prof. Manasi Keni	Principal, St. Francis Institute of Hotel Management (SFIHM)	Hospitality Management-Academic Expert
29	Ms. Ojaswini J.	Front Office Executive - St. Regis, Mumbai	Hospitality Management-Industry Expert
30	Ms. Lewina Henry	Rooms Division - St. Francis Institute of Hotel Management (SFIHM), Mumbai.	Hospitality Management-Academic Expert
31	Mr. Arpit Agrawal	Founder-Director - Play Home Edutainment Pvt. Ltd.	Entrepreneurship-Industry Expert
32	Mr. Dhvani Mehta	Director - Opportune Technologies Pvt. Ltd.	Entrepreneurship-Industry Expert
33	CA Harsh Patel	Founder and Global CEO - Water and Shark International Inc.	Entrepreneurship-Industry Expert

PGDM Team Members

FULL-TIME FACULTY



Dr. Monali Sharma
Associate Professor - Marketing



Dr. Vishwanath Malji
Assistant Professor
HR & General Management



Dr. Archita Pal Choudhury
Assistant Professor-Finance



Ms. Sujata Salvi
Assistant Professor
HR & General Management



Mr. Ashley Sequeira
Assistant Professor-Marketing
Specialization Facilitator



Ms. Manjiri Rajadhyaksha
Assistant Professor-Finance
Specialization Facilitator



Ms. Neha Kothari
Assistant Professor
Gen. Management



Ms. Vaishali Tiwari
Assistant Professor
Gen. Management

VISITING FACULTY



Mr. Suyog Keluskar
Vice President
Avalon Global Research



Mr. Pradeep Joshi
PMP, CPIM
Ex-Project Head - L&T Infotech



Mr. Vaibhav Shah
Corporate & Academic
Trainer- UrbanPro



Dr. Bristi Biswas
Ph.D, MA in Economics

NON-TEACHING STAFF



Bro. T. V. George
Registrar



Bro. George Vitus
Administrator



Ms. Surekha Kurne
Office Assistant



Ms. Sonal Lopes
Office Assistant



Ms. Aarti Maurya
Account Assistant



Ms. Shabana Khan
IT Assistant



Mr. Vrushal Bhatkar
Assistant Librarian

National & International Association

Association with Professional Bodies

1. Member of Bombay Management Association (BMA)
2. Member of All India Association of Industries (AIAI)
3. Member of IMC Chamber of Commerce and Industry
4. Member of Associated Chambers of Commerce and Industry of India (ASSOCHAM)
5. Member of Bombay Chambers of Commerce and Industry (BCCI)
6. Life Membership of Christian Chamber of Commerce and Industry (CCCI)
7. Tie-up with National Institute of Securities Market (NISM) and ICFL for Financial Certificate
8. Member of Confederation of Indian Industry (CII)
9. Life membership of Forum of Minority Management Institutes (FMMI)



10. Life membership of Forum of Management Institutions (FMI)
11. Life membership of Association of Indian Management Schools (AIMS)
12. Life membership of All India Association for Christian Higher Education (AIACHE)
13. Life membership of Xavier Association of Management Institutes (XAMI)
14. Member of (AIMS) Test for Management Admissions (ATMA)

15. Life membership of Association of Management of MBA / MMS Institutes (AMMI)
16. Life membership of Education Promotion Society for India (EPSI)
17. Management Teachers Consortium - Global (MTC-Global)
18. National Institute of Personnel Management (NIPM)
19. MOU with TATA Institute for Social Science (TISS)
20. MOU with Indian Development Foundation (IDF)
21. MOU with AIC- RMP
22. MOU with Skill Wise Organisation
23. National Entrepreneurship Network (NEN)
24. Vidyarjan Consulting Pvt Ltd (Digital Marketing)
25. Neoconic Solutions Pvt Ltd. -GST

International Association

1. MOU with Ottawa University - USA
2. MOU Binary University - Malaysia
3. MOU with Water and SHARK International INC - Mumbai
4. MOU with Assumption University - Thailand
5. MOU with University of Olivet, USA



MOU with Degree Colleges



1. Gokhale Education Society & Shri Bhausaheb Vartak Arts, Commerce, Science College.
2. Matushri Pupshpaben Vinubhai Valia College of Commerce
3. Nirmal college of Commerce
4. Kandivali Education Society's B.K Shroff College of Arts and M.H Shroff College of commerce
5. Veena College of Commerce
6. St. Rock college of Commerce
7. Anandibai Kale College of Commerce



PGDM 3D Programme Genesis & Mission

The PGDM 3D is one of the most coveted programmes launched in the year 2012. Since the formative years of its inception, we have been consistently striving to produce industry ready graduates who can perform leadership roles in a Volatile, Uncertain, Complex, and Ambiguous

(VUCA) environment. To realize this, we have ensured that practice-based and experiential learning remains the focus of all our endeavors.

The mission of SFIMAR's PGDM Programme is "Creating Transformational Leaders". We aim to create well-developed leaders with

functional, sectorial and leadership orientation. We provide a conducive climate and bundle of opportunity to talented students to be a part of an ambitious programme like ours. We believe in sustainable growth and intend to attract young minds who can create and nurture a socially responsible world.



Programme Architecture

Pedagogy

The Pedagogical principles for teaching and learning at SFIMAR - PGDM involves an engaging and challenging learning environment that stimulates the motivation for students to achieve their full potential for learning. Faculty creates the best learning environment by means of case study, role play, simulations, management games, movies based teaching and learning, encouraging acquisition of specific competence, reflexive and divergent thinking.

Students and faculty are collaborators and partners in the learning process. Learning at SFIMAR-PGDM encourages students to actively participate and interact with the teachers and peers. Besides academic training, the programme strongly focuses on social responsibility and sustainability based management education.

Programme Structure Batch 2024-26

The PGDM shall consist of six trimesters spread over a period of two academic years. The broad indicative theme of each trimester and number of courses are:

Trimester	Theme	No. of Courses	Marks	Credits
1	Building Blocks of Management	9	700	22
2	Primer to Specialization	8	700	22
3	Nurturing Functional Specializations	10	800	22
4	Insights Into Sectorial Specializations	8	850	24
5	Transformational Leadership	9	750	24
6	Industry Integration	6	600	24
	Total	50	4400	138

*Note: The no. of courses in the above table includes Ability Enhancement course, Value Enhancement courses, project, field report, online certification courses, Extra and Co-curricular activities. The number of courses, marks and the credits allocated are indicative and subject to change as and when circumstances demand, so as to make Programme more contemporary.

Programme Structure Batch 2024-26

TRIMESTER 1:

BUILDING BLOCKS OF MANAGEMENT

Every manager must have a strong foundation in art and science of management. The courses offered in the first trimester are core courses focus on building strong foundations of management. After completion of this foundation courses students shall be better equipped in achieving higher sophisticated scale in forthcoming trimesters. The total number of courses mentioned below are the prerequisite to proceed to subsequent trimester.

Sr. No.	Paper Type	Code	Subject Name	Credits	Marks
1	Core	1.1	Perspective Management	3	100
2		1.2	Financial Accounting	3	100
3		1.3	Managerial Economics	3	100
4		1.4	Legal Aspects Of Business And Taxation	3	100
5		1.5	Organizational Behaviour	3	100
6		1.6	Business Communication	3	100
7	Language Lab	LL1	Cambridge English	2	50
8	IKS	IKS1	DLLE Activities	1	25
9	Ability Enhancement Course	AEC1	Outbound Training	1	25
			Total	22	700

Note: One credit is equivalent to 15 hours of learning (including both in-classroom as well as off-classroom)

TRIMESTER 2:

PRIMER TO SPECIALIZATION

The Trimester 2 provides introductory courses relating to functional areas. These courses enables students in judiciously selecting the functional area in which they have to enhanced their knowledge and skills. A total of six courses are offered as listed below which gives a flavour of each functional area.

Sr. No.	Paper Type	Code	Subject Name	Credits	Marks
1	Core	2.1	Marketing Management	3	100
2		2.2	Financial Management	3	100
3		2.3	Human Resource Management	3	100
4		2.4	Operations Management	3	100
5		2.5	Analytics With Excel	3	100
6		2.6	Quantitative Methods	3	100
7	Language Lab	LL2	French	2	50
8	IKS	IKS1	Domestic I.V.	2	50
			Total	22	700

Programme Structure Batch 2024-26

TRIMESTER 3:

FUNCTIONAL SPECIALIZATION AND SECTORIAL SPECIALIZATION - I

FINANCE

Sr. No.	Paper Type	Code	Subject Name	Credits	Marks
1	Core	3.1	Research Methodology	3	100
2	Major Specialization	3.2	Principles & Practice of Banking	3	100
3		3.3	Financial Markets, Regulations & Products	3	100
4		3.4	Security Analysis & Portfolio Management	3	100
5	Minor Specialization	3.5	Minor Course 1	2	100
6		3.6	Minor Course 2	2	100
7	Value-Enhancement Course (VEC)	VEC1	Certification Course	2	50
8	IKS	IKS3	Society And Community Well-Being	1	25
9	Field Visit/ Model Development		Field Visit/ Model Development	1	25
10	Social Project		Social Project	2	100
			Total	22	800

Note*: Minor specialization will be selected by the students from the given below list of sectorial specializations only. Students cannot choose minor papers from their respective major specialization

MARKETING

Sr. No.	Paper Type	Code	Subject Name	Credits	Marks
1	Core	3.1	Research Methodology	3	100
2	Major Specialization	3.2	Sales & Distribution Management	3	100
3		3.3	Service Marketing	3	100
4		3.4	Product And Brand Management	3	100
5	Minor Specialization	3.5	Minor Course 1	3	100
6		3.6	Minor Course 2	3	100
7	Value-Enhancement Course (VEC)	VEC1	Certification Course	2	50
8	IKS	IKS3	Society And Community Well-Being	1	25
9	Field Visit/ Model Development		Field Visit/ Model Development	1	25
10	Social Project		Social Project	2	100
			Total	22	800

Note*: Minor specialization will be selected by the students from the given below list of sectorial specializations only. Students cannot choose minor papers from their respective major specialization

Programme Structure Batch 2024-26

HUMAN RESOURCE

Sr. No.	Paper Type	Code	Subject Name	Credits	Marks
1	Core	3.1	Research Methodology	3	100
2	Major Specialization	3.2	Learning & Development	3	100
3		3.3	Compensations, Benefits & Reward System	3	100
4		3.4	Industrial Relations	3	100
5	Minor Specialization	3.5	Minor Course 1	3	100
6		3.6	Minor Course 2	3	100
7	Value-Enhancement Course (VEC)	VEC1	Certification Course	2	50
8	IKS	IKS3	Society And Community Well-Being	1	25
9	Field Visit/ Model Development		Field Visit/ Model Development	1	25
10	Social Project		Social Project	2	100
			Total	22	800

Note*: Minor specialization will be selected by the students from the given below list of sectorial specializations only. Students cannot choose minor papers from their respective major specialization

OPERATIONS

Sr. No.	Paper Type	Code	Subject Name	Credits	Marks
1	Core	3.1	Research Methodology	3	100
2	Major Specialization	3.2	Manufacturing Resource Planning & Control	3	100
3		3.3	Supply Chain & Logistics Management	3	100
4		3.4	Materials Management	3	100
5	Minor Specialization	3.5	Minor Course 1	3	100
6		3.6	Minor Course 2	3	100
7	Value-Enhancement Course (VEC)	VEC1	Certification Course	2	50
8	IKS	IKS3	Society And Community Well-Being	1	25
9	Field Visit/ Model Development		Field Visit/ Model Development	1	25
10	Social Project		Social Project	2	100
			Total	22	800

Note*: Minor specialization will be selected by the students from the given below list of sectorial specializations only. Students cannot choose minor papers from their respective major specialization

Programme Structure Batch 2024-26

SYSTEMS

Sr. No.	Paper Type	Code	Subject Name	Credits	Marks
1	Core	3.1	Research Methodology	3	100
2	Major Specialization	3.2	Database Management System	3	100
3		3.3	Design, Planning, And Management Of Data Communication Systems	3	100
4		3.4	Software Engineering	3	100
5	Minor Specialization	3.5	Minor Course 1	3	100
6		3.6	Minor Course 2	3	100
7	Value-Enhancement Course (VEC)	VEC1	Certification Course	2	50
8	IKS	IKS3	Society And Community Well-Being	1	25
9	Field Visit/ Model Development		Field Visit/ Model Development	1	25
10	Social Project		Social Project	2	100
			Total	22	800

Note*: Minor specialization will be selected by the students from the given below list of sectorial specializations only. Students cannot choose minor papers from their respective major specialization

BUSINESS ANALYTICS

Sr. No.	Paper Type	Code	Subject Name	Credits	Marks
1	Core	3.1	Research Methodology	3	100
2	Major Specialization	3.2	Data Visualization with Power Bi & Tableau	3	100
3		3.3	Advanced Statistical Analysis	3	100
4		3.4	Database Management System	3	100
5	Minor Specialization	3.5	Minor Course 1	3	100
6		3.6	Minor Course 2	3	100
7	Value-Enhancement Course (VEC)	VEC1	Certification Course	2	50
8	IKS	IKS3	Society And Community Well-Being	1	25
9	Field Visit/ Model Development		Field Visit/ Model Development	1	25
10	Social Project		Social Project	2	100
			Total	22	800

Note*: Minor specialization will be selected by the students from the given below list of sectorial specializations only. Students cannot choose minor papers from their respective major specialization

Programme Structure Batch 2024-26

HEALTHCARE MANAGEMENT

Sr. No.	Paper Type	Code	Subject Name	Credits	Marks
1	Core	3.1	Research Methodology	3	100
2	Major Specialization	3.2	Healthcare & Hospital Administration	3	100
3		3.3	Hospital Accounting & Finance	3	100
4		3.4	Hospital Supply Chain Management	3	100
5	Minor Specialization	3.5	Minor Course 1	3	100
6		3.6	Minor Course 2	3	100
7	Value-Enhancement Course (VEC)	VEC1	Certification Course	2	50
8	IKS	IKS3	Society And Community Well-Being	1	25
9	Field Visit/ Model Development		Field Visit/ Model Development	1	25
10	Social Project		Social Project	2	100
			Total	22	800

Note*: Minor specialization will be selected by the students from the given below list of sectorial specializations only. Students cannot choose minor papers from their respective major specialization

HOSPITALITY MANAGEMENT

Sr. No.	Paper Type	Code	Subject Name	Credits	Marks
1	Core	3.1	Research Methodology	3	100
2	Major Specialization	3.2	Facility Planning Design & Management	3	100
3		3.3	Food & Beverage Management & Control	3	100
4		3.4	Front Office Management	3	100
5	Minor Specialization	3.5	Minor Course 1	3	100
6		3.6	Minor Course 2	3	100
7	Value-Enhancement Course (VEC)	VEC1	Certification Course	2	50
8	IKS	IKS3	Society And Community Well-Being	1	25
9	Field Visit/ Model Development		Field Visit/ Model Development	1	25
10	Social Project		Social Project	2	100
			Total	22	800

Note*: Minor specialization will be selected by the students from the given below list of sectorial specializations only. Students cannot choose minor papers from their respective major specialization

Programme Structure Batch 2024-26

SECTORIAL SPECIALIZATION (MINOR ELECTIVES) - I

Sr. No.	Paper Type	Sectors	Subject Name	
1	MINOR	Advertising & Public Relations	Advertising & Account Management	
2			Public Relations Principles & Practice	
3		Banking	Mutual Fund & Alternative Investment	
4			Cooperative Banking, Rural Banking & Non Banking Financial Company	
5		Retail Management	Retail Management	
6			Supply Chain & Logistics Management	
7		Rural Infrastructure Management	Rural Development	
8			Rural Infrastructure Planning & Execution	
9		Entrepreneurship	Entrepreneurial Perspective & Social Entrepreneurship	
10			Legal & Financial Aspects Of Entrepreneurship	
11		Agri-Business	Agricultural Business Environment	
12			Infrastructure & Agri warehousing Management	
13			Data Analytics	Data Visualization With Power Bi & Tableau
14				Database Management System

TRIMESTER 4:

FUNCTIONAL SPECIALIZATION AND SECTORIAL SPECIALIZATION - II

FINANCE

Sr. No.	Paper Type	Code	Subject Name	Credits	Marks
1	Core	4.1	International Business	3	100
2	Major Specialization	4.2	Strategic Cost Management	3	100
3		4.3	Derivatives & Risk Management	3	100
4		4.4	Corporate Valuation & Mergers & Acquisition	3	100
5	Minor Specialization	4.5	Minor Course 1	2	100
6		4.6	Minor Course 2	2	100
7	Project		Project From Major Areas	6	200
8	Value-Enhancement Course (VEC)	VEC2	Certification Course	2	50
			Total	24	850

Note*: Minor specialization will be selected by the students from the given below list of sectorial specializations only. Students cannot choose minor papers from their respective major specialization

Programme Structure Batch 2024-26

MARKETING

Sr. No.	Paper Type	Code	Subject Name	Credits	Marks
1	Core	4.1	International Business	3	100
2	Major Specialization	4.2	Marketing Research	3	100
3		4.3	Consumer And Industrial Buying Behaviour	3	100
4		4.4	Customer Relationship Management	3	100
5	Minor Specialization	4.5	Minor Course 1	2	100
6		4.6	Minor Course 2	2	100
7	Project		Project From Major Areas	6	200
8	Value-Enhancement Course (VEC)	VEC2	Certification Course	2	50
Total				24	850

Note*: Minor specialization will be selected by the students from the given below list of sectorial specializations only.
Students cannot choose minor papers from their respective major specialization

HUMAN RESOURCE

Sr. No.	Paper Type	Code	Subject Name	Credits	Marks
1	Core	4.1	International Business	3	100
2	Major Specialization	4.2	Competency-Based HR & Performance Management	3	100
3		4.3	Strategic HR Planning & HR Audit	3	100
4			Employment Laws	3	100
5	Minor Specialization	4.4	Minor Course 1	2	100
6		4.5	Minor Course 2	2	100
7	Project	4.6	Project From Major Areas	6	200
8	Value-Enhancement Course (VEC)	VEC2	Certification Course	2	50
Total				24	850

Note*: Minor specialization will be selected by the students from the given below list of sectorial specializations only.
Students cannot choose minor papers from their respective major specialization

OPERATIONS

Sr. No.	Paper Type	Code	Subject Name	Credits	Marks
1	Core	4.1	International Business	3	100
2	Major Specialization	4.2	Service Operations Management	3	100
3		4.3	Total Quality Management	3	100
4		4.4	Operation Research	3	100
5	Minor Specialization	4.5	Minor Course 1	2	100
6		4.6	Minor Course 2	2	100
7	Project		Project From Major Areas	6	200
8	Value-Enhancement Course (VEC)	VEC2	Certification Course	2	50
Total				24	850

Note*: Minor specialization will be selected by the students from the given below list of sectorial specializations only.
Students cannot choose minor papers from their respective major specialization

Programme Structure Batch 2024-26

SYSTEMS

Sr. No.	Code	Paper Type	Subject Name	Credits	Marks
1	4.1	Core	International Business	3	100
2	4.2	Major Specialization	Enterprise Management System	3	100
3	4.3		Information System & Control Audit	3	100
4	4.4		System Analysis & Design	3	100
5	4.5	Minor Specialization	Minor Course 1	2	100
6	4.6		Minor Course 2	2	100
7	VEC2	Project	Project From Major Areas	6	200
8		Value-Enhancement Course (VEC)	Certification Course	2	50
Total				24	850

Note*: Minor specialization will be selected by the students from the given below list of sectorial specializations only.
Students cannot choose minor papers from their respective major specialization

BUSINESS ANALYTICS

Sr. No.	Paper Type	Code	Subject Name	Credits	Marks
1	Core	4.1	International Business	3	100
2	Major Specialization	4.2	Big Data Analytics	3	100
3		4.3	Python for Data Analysis	3	100
4		4.4	Data Science Using R	3	100
5	Minor Specialization	4.5	Minor Course 1	2	100
6		4.6	Minor Course 2	2	100
7	Project		Project From Major Areas	6	200
8	Value-Enhancement Course (VEC)	VEC2	Certification Course	2	50
Total				24	850

Note*: Minor specialization will be selected by the students from the given below list of sectorial specializations only.
Students cannot choose minor papers from their respective major specialization

HEALTHCARE MANAGEMENT

Sr. No.	Paper Type	Code	Subject Name	Credits	Marks
1	Core	4.1	International Business	3	100
2	Major Specialization	4.2	Healthcare Planning And Management	3	100
3		4.3	Healthcare Project Management	3	100
4		4.4	Ethics & Legal Framework In Healthcare	3	100
5	Minor Specialization	4.5	Minor Course 1	2	100
6		4.6	Minor Course 2	2	100
7	Project		Project From Major Areas	6	200
8	Value-Enhancement Course (VEC)	VEC2	Certification Course	2	50
Total				24	850

Note*: Minor specialization will be selected by the students from the given below list of sectorial specializations only.
Students cannot choose minor papers from their respective major specialization

Programme Structure Batch 2024-26

HOSPITALITY MANAGEMENT

Sr. No.	Paper Type	Code	Subject Name	Credits	Marks
1	Core	4.1	International Business	3	100
2	Major Specialization	4.2	CRM In Hospitality	3	100
3		4.3	Hospitality Sales & Marketing	3	100
4		4.4	Managing Hospitality Human Resource	3	100
5	Minor Specialization	4.5	Minor Course 1	2	100
6		4.6	Minor Course 2	2	100
7	Project		Project From Major Areas	6	200
8	Value-Enhancement Course (VEC)	VEC2	Certification Course	2	50
			Total	24	850

Note*: Minor specialization will be selected by the students from the given below list of sectorial specializations only. Students cannot choose minor papers from their respective major specialization

SECTORIAL SPECIALIZATION (MINOR ELECTIVES) - II

S.N	Paper Type	Sectors	Subject Name
1	MINOR	Advertising & Public Relations	Media Design & Planning
2			Event Management
3		Banking	Fixed Income Securities
4			Behaviourial Finance
5		Retail Management	Event Management
6			Financial Aspects of Marketing
7		Rural Infrastructure Management	Infrastructure Investment & Public-private Partnerships
8			Environment & Disaster Management
9		Entrepreneurship	Marketing & HR Aspects of Entrepreneurship
10			MSME & Family Business Management
11		Agri-Business	Agricultural Export Management & International Trade
12			Agriprenurship & Agribusiness Leadership
13		Data Analytics	Big Data Analytics
14			Python For Data Analysis

Programme Structure Batch 2024-26

TRIMESTER 5

TRANSFORMATIONAL LEADERSHIP

FINANCE

Sr. No.	Paper Type	Code	Subject Name	Credits	Marks
1	Core	5.1	Project Management	3	100
2		5.2	Strategic Management	3	100
3	Major Specialization	5.3	Financial Analytics & Modeling	3	100
4		5.4	International Finance	3	100
5		5.5	Treasury & Risk Management	3	100
6	Open Elective	OE1	Open Elective	2	50
7	Value-Enhancement Course (VEC)	VEC3	Certification Course	2	50
8	Ability Enhancement	AEC2	Ability Enhancement	2	50
9	Field Visit/ Model Development / Live Project		Field Visit/ Model Development / Live Project	3	100
			Total	24	750

Note*: Any one open elective will be selected by the students from the given below list only.

MARKETING

Sr. No.	Paper Type	Code	Subject Name	Credits	Marks
1	Core	5.1	Project Management	3	100
2		5.2	Strategic Management	3	100
3	Major Specialization	5.3	Marketing Analytics	3	100
4		5.4	Digital Marketing	3	100
5		5.5	Global Marketing	3	100
6	Open Elective	OE1	Open Elective	2	50
7	Value-Enhancement Course (Vec)	VEC3	Certification Course	2	50
8	Ability Enhancement	AEC2	Ability Enhancement	2	50
9	Field Visit/ Model Development / Live Project		Field Visit/ Model Development / Live Project	3	100
			Total	24	750

Note*: Any one open elective will be selected by the students from the given below list only.

Programme Structure Batch 2024-26

HUMAN RESOURCE

Sr. No.	Paper Type	Code	Subject Name	Credits	Marks
1	Core	5.1	Project Management	3	100
2		5.2	Strategic Management	3	100
3	Major Specialization	5.3	HR Analytics	3	100
4		5.4	Talent Management And Acquisition	3	100
5		5.5	Organizational Design & Development	3	100
6	Open Elective	OE1	Open Elective	2	50
7	Value-Enhancement Course (VEC)	VEC3	Certification Course	2	50
8	Ability Enhancement	AEC2	Ability Enhancement	2	50
9	Field Visit/ Model Development / Live Project		Field Visit/ Model Development / Live Project	3	100
Total				24	750

Note*: Any one open elective will be selected by the students from the given below list only.

OPERATIONS

Sr. No.	Paper Type	Code	Subject Name	Credits	Marks
1	Core	5.1	Project Management	3	100
2		5.2	Strategic Management	3	100
3	Major Specialization	5.3	Operations Analytics	3	100
4		5.4	Inventory Management	3	100
5		5.5	Business Process Reengineering	3	100
6	Open Elective	OE1	Open Elective	2	50
7	Value-Enhancement Course (VEC)	VEC3	Certification Course	2	50
8	Ability Enhancement	AEC2	Ability Enhancement	2	50
9	Field Visit/ Model Development / Live Project		Field Visit/ Model Development / Live Project	3	100
Total				24	750

Note*: Any one open elective will be selected by the students from the given below list only.

Programme Structure Batch 2024-26

SYSTEMS

Sr. No.	Paper Type	Code	Subject Name	Credits	Marks
1	Core	5.1	Project Management	3	100
2		5.2	Strategic Management	3	100
3	Major Specialization	5.3	Knowledge Management	3	100
4		5.4	Web Designing & Multimedia	3	100
5		5.5	E-Governance	3	100
6	Open Elective	OE1	Open Elective	2	50
7	Value-Enhancement Course (VEC)	VEC3	Certification Course	2	50
8	Ability Enhancement	AEC2	Ability Enhancement	2	50
9	Field Visit/ Model Development / Live Project		Field Visit/ Model Development / Live Project	3	100
Total				24	750

Note*: Any one open elective will be selected by the students from the given below list only.

BUSINESS ANALYTICS

Sr. No.	Paper Type	Code	Subject Name	Credits	Marks
1	Core	5.1	Project Management	3	100
2		5.2	Strategic Management	3	100
3	Major Specialization	5.3	Machine Learning	3	100
4		5.4	Data Visualization With Python	3	100
5		5.5	Business Application of AI	3	100
6	Open Elective	OE1	Open Elective	2	50
7	Value-Enhancement Course (VEC)	VEC3	Certification Course	2	50
8	Ability Enhancement	AEC2	Ability Enhancement	2	50
9	Field Visit/ Model Development / Live Project		Field Visit/ Model Development / Live Project	3	100
Total				24	750

Note*: Any one open elective will be selected by the students from the given below list only.

Programme Structure Batch 2024-26

HEALTHCARE MANAGEMENT

Sr. No.	Paper Type	Code	Subject Name	Credits	Marks
1	Core	5.1	Project Management	3	100
2		5.2	Strategic Management	3	100
3	Major Specialization	5.3	Hospital Operations Management	3	100
4		5.4	Healthcare Quality & Risk Management	3	100
5		5.5	Digital Health	3	100
6	Open Elective	OE1	Open Elective	2	50
7	Value-Enhancement Course (VEC)	VEC3	Certification Course	2	50
8	Ability Enhancement	AEC2	Ability Enhancement	2	50
9	Field Visit/ Model Development / Live Project		Field Visit/ Model Development / Live Project	3	100
			Total	24	750

Note*: Any one open elective will be selected by the students from the given below list only.

HOSPITALITY MANAGEMENT

Sr. No.	Paper Type	Code	Subject Name	Credits	Marks
1	Core	5.1	Project Management	3	100
2		5.2	Strategic Management	3	100
3	Major Specialization	5.3	Service Operations Management	3	100
4		5.4	Event Planning & Production	3	100
5		5.5	Facility Planning, Design & Management	3	100
6	Open Elective	OE1	Open Elective	2	50
7	Value-Enhancement Course (VEC)	VEC3	Certification Course	2	50
8	Ability Enhancement	AEC2	Ability Enhancement	2	50
9	Field Visit/ Model Development / Live Project		Field Visit/ Model Development / Live Project	3	100
			Total	24	750

Note*: Any one open elective will be selected by the students from the given below list only.

Programme Structure Batch 2024-26

LIST OF OPEN ELECTIVES

Sr. No.	Paper Type	Sectors	Subject Name
1	Open Elective	Marketing	Digital Marketing/ Social Media Marketing
2		Finance	Financial Planning & Wealth Management/ Sustainable Finance and ESG Investing/ Project & Infrastructure Finance/ Income Tax
3		Human Resource	Latest Trends In HR
4		Operations	Plant Design & Layout
5		Systems	Big Data Analytics
6		Business Analytics	Brand Management
7		Healthcare Management	Healthcare Leadership/ Healthcare Communication & Public Relations/ Health Insurance/ Transforming Healthcare Business in IT/ Healthcare Entrepreneurship/ CRM in Healthcare
8		Hospitality Management	Business Application of AI

TRIMESTER 6

INDUSTRY INTEGRATION

Sr. No.	Code	Paper Type	Subject Name	Credits	Marks
1	6.1	Core	Business Environment & Ethics	3	100
2	6.2	Project	Capstone Project	12	200
3	ME1	NPTEL/ Coursera Courses	Major Specialization Areas (1 Course)	3	100
4	ME2	NPTEL/ Coursera Courses	Major Specialization Areas (1 Course)	3	100
5	CC	Co-Curriculum Activities	Minimum 2 Certificates	2	50
6	EC	Extra-Curriculum Activities	Minimum 2 Certificates	1	50
Total				24	600

EVALUATION

The evaluation shall be done on the basis of Continuous Internal Evaluation in the form of assignments, presentations, field study reports, etc. that carries 50% weightage and Trimester End examinations carries rest 50% weightage.

Evaluation Plan			
S. N.	Particular	Marks	Marks
1.	Trimester End Examination		50/25
2.	Internal Assessment Indicative		
	(a) Active Participation in Discussion, Viva and Presentation		10/5
	(b) Active Participation in Class Assignments		10/5
	(c) Project/Field work or any other project related activity		10/5
	(d) Class Test		10/5
	(e) Library Reading, Active participation in role play, management games, article review or any other innovative pedagogy		10/5
Total			100/50

Academic Calendar for Batch 2024 - 26

Trimester I - (1st July 2024 to 1st Oct 2024)

S.N.	Particulars	From	To	Remarks
1	Preparatory Sessions on MS Excel/ Language/Training/Mathematics	June 3rd/4th week 2024		01 Week
2	Induction of PGDM Batch 2024-2026	July 1st week 2024		
3	Commencement of Classes	Next day of Induction	17th Sept 2024	09/10 Weeks
4	Mid Term Class Test	2nd Week, Aug 2024		As per schedule by Faculty
5	Trimester I End Exam	23st Sep 2024	01-Oct-24	08 days

Trimester II - (3rd Oct 2024 to 23rd Dec 2024)

S.N.	Particulars	From	To	Remarks
1	Commencement of Classes	3rd Oct 2024	12th Dec 2024	09/10 weeks
2	Local Industry Visit	3rd week of Oct 2024		01/03 days (Tentative)
3	Mid Term Class Test	3rd week of Nov 2024		As per Schedule by Faculty
4	Trimester II End Exam	16th Dec 2024	23nd Dec 2024	08 Days

Trimester III - (2nd Jan 2025 to 31st March 2025)

S.N.	Particulars	From	To	Remarks
1	Commencement of Classes	2nd Jan 2025	19th Mar 2025	09/ 10 weeks
2	Placement Week (Brochure Distribution)	20th Jan 2025	21st Jan 2025	03 days
3	Mid Term Class Test	4th week of Feb 2025		As per Schedule by Faculty
4	Trimester III End Exam	24th Mar 2025	01-Apr-25	08 Days

Trimester IV - (1st July 2025 to 30th Sept 2025)

S.N.	Particulars	From	To	Remarks
1	Commencement of Classes	1st July 2023	17th Sep 2023	09/ 10 weeks
2	Summer Internship Project (SIP) Presentation	14th July 2025	16th July 2025	03 days
3	Summer Excellence, SIP Competition	Aug/Sep 2025		01 day
4	Mid Term Class Test	Mid Aug 2025		As per Schedule by Faculty
5	Trimester End Exam	22st Sep 2025	01st Oct 2025	08 Days

Trimester V - (3rd Oct 2025 to 23rd Dec 2025)

S.N.	Particulars	From	To	Remarks
1	Commencement of Classes	3rd Oct 2025	10th Dec 2025	09/ 10 weeks
2	International Study Tour	2nd week Oct 2025		01/ 03 days (Tentative)
3	Trimester VI "Special Studies Capstone Project"	01st Oct 2025	10th Dec 2025	Synopsis Submission & Development Plan
4	Mid Term Class Test	1st week of Nov 2025		As per schedule by Faculty
5	Trimester End Exam	15th Dec 2025	22nd Dec 2025	07/ 08 days

Trimester VI - (2nd Jan 2026 to 31st March 2026)

S.N.	Particulars	From	To	Remarks
1	Commencement of Classes	02nd Jan 2026	11th Mar 2026	09/10 weeks
2	Mid Term Class Test	4th Week, of Feb 2026		As per schedule by Faculty
3	Special Studies Capstone Project Presentation	30th Jan 2026	10th Feb 2026	10 days
4	Trimester VI End Exam	20th Mar 2026	31st Mar 2026	02/ 03 days

Note: The Academic Calendar is tentative and is subject to change under unavoidable circumstances

PGDM Admission Procedure 2024-26

PGDM Admission form is available on www.sfpdgm.ac.in

OTHER OPTIONS TO GET THE FORM ARE AS BELOW:

◆ FOR LOCAL/MUMBAI CANDIDATE:

Admission forms are available at admission office on the 2nd floor in campus by payment of Rs. 1500/- by cash or DD in favour of 'St. Francis Institute of Management and Research:

◆ FOR OUTSTATION CANDIDATE:

Out station candidates can download the admission form from the website (www.sfpdgm.ac.in) If there is any problem. while downloading the form in such case students can send a mail on pdgm@sfimar.org

STEPS FOR OUTSTATION CANDIDATES FOR ADMISSION FORM

1. Download the form from website www.sfpdgm.ac.in
2. Take print of the form
3. Fill it properly
4. Send the form along with photocopy of academic documents list is mentioned in the form) by Speed post/ Courier to St. Francis Institute of Management and Research, PGDM Department, Gate no. 5. Mt. Poinzur, Borivali (West), Mumbai - 400 103. Tel- 022-28917096/ 7400071626/ 9619499299. Outstation candidates can make the fes peayment by NEFT/RTGS.

Once the Institute receives your form, you will get a call for Confirmation to schedule your telephonic interview. At a given time the telephonic interview will be arranged. There will be two rounds of admission to enrol in PGDM Programme.

FIRST ROUND OF ADMISSION

FIRST ROUND OF ADMISSION CONSISTS OF FOLLOWING:

1. Essay writing (Time Allotted is 30 Minutes).
2. Personality Factor Test (PF TEST) (Time allotted 30 Mins).
3. Personal Interview by Director-PGDM

SECOND ROUND OF ADMISSION

SECOND ROUND OF ADMISSION WILL BE CONSISTS OF FOLLOWING PROCEDURE

1. Documents verification of students
2. Panel Interview with Management

LIST OF DOCUMENTS REQUIRED FOR ADMISSION:

1. Entrance Test Scorecard
2. Statement of Marks of Std. X Examination
3. Passing certificate Std. X Examination
4. Statement of Marks of Std XII Examination
5. Passing Certificate of Std XII Examination
6. Statement of Marks of Bachelor's Degree Examination
7. Convocation Degree/Passing Certificate
8. College leaving/Transference Certificate from the college last attended by the students to be submitted
9. Work Experience Certificate (if applicable)
10. Physical Fitness Certificate from a registered Medical Practitioner (Original Copy)
11. Latest Colour Photograph (3 Copies)
12. Gap Certificate (if applicable)
13. Photocopy of Aadhar Card



PGDM Admission Procedure 2024-26

PGDM ADMISSION CRITERIA AS PER AICTE GUIDELINES

Admission Criteria are as follows :

Sr. No.	Components	Weightage
1	Score in the Common Admission test	35 to 60%
2	Score for academic performance in X Std., XI Std..Under Graduate Degree/ Post Graduate Degree	5 to 25%
3	Group discussion/interview	20 to 45%
4	Weightage for participation in Sports, Extra-Curricular activities. Academic diversity and Gender diversity	5 to 20%

Personality Factor Test (PF Test), Computer Proficiency Test, Interview by Management are part of the admission procedure

PGDM FEES REFUND GUIDELINES

In the event of a student withdrawing before the starting of the Course, the entire fee collected from the student after a deduction of the processing fee of not more than 1000/- (Rupees One Thousand only) shall be refunded by the Institution. For more details please refer to AICTE Handbook.

FEES STRUCTURE FOR PGDM IST YEAR - BATCH 2024-26

Particulars	I ST Year Fees for Batch 2024-26
Tuition Fees	21,5000
Examination Fees	12,000
Registration Fees	1,000
Seminar / Conference / Workshop, Add on Certification programs & Innovative Pedagogy*, Student Development Activities & Events	33,000
Local company Visits/Field, Visits,	15,000
Caution Deposit (Refundable)	7,000
Library Deposit (Refundable)	5,000
Total Fees for 1st Year Batch -2024-26	2,88,000
50% fees of International study tour	50,000
Alumni Association Membership	11,000

ALUMNI ASSOCIATION MEMBERSHIP

Name of Bank : The Catholic Syrian Bank

Bank Address/Branch: Gate No I, St. Francis Campus, St Francis D'Assisi High School & Jr. College, Next to I C Church, Mount Poin-sur, Borivali West, Mumbai, Maharashtra 400103.

Account No. : 033100479526190001

Account Name : SFIMAR Alumni Association

IFSC/NEFT Code : CSBKO000331

Educational loan arrangement is made with Model Co-operative Bank. For details contact bank officers at branch mentioned below:

MODEL CO-OPERATIVE BANK, IC Colony Branch and CITIZEN CREDIT CO - OPERATIVE BANK, IC Colony Branch

Student Skill Development Program (SSDP)

Career Development Program

Sr. No.	Topics
a. Soft Skills & Technical Sessions	
PGDM - 1st Year - Batch 2024-26	
1	Resume Building
2	Personal Branding (Transformation Guidance)
3	Leadership Skills
4	Professional Etiquettes, Development
5	Goal Setting
PGDM - 2nd Year - Batch 2024-26	
1	Training on Aptitude Tests
2	Resume Building
3	Business News Analysis (BNA)
4	Power of Communication (Verbal and Non-Verbal)
5	Business Writing @ Workplace (Advanced Communication)
6	LinkedIn Leverage (Basics)
7	Elevator Pitch
8	Group Discussion: Tips and Techniques
9	Personal Interview: Tips and Techniques
10	Remedial Sessions
b. Certificate Programs	
1	Advance Excel Training
2	Alternate Investment Industry (CAII)
3	Investment Banking and Financial Management (IBFM)
c. Alumni Connect	
1	Alumni Connect I - Choice of Specialization, Guidance - 1st year
2	Alumni Connect II- Industry Trends & Placement Guidance - 2nd year
3	Alumni Connect III - Mock Interviews- 2nd year



Add-on Certification Program

New Emerging Subject and Certifications

1. Business Data Analytics
2. HR Analytics
3. Marketing Analytics
4. Financial Modeling Certificate in association with NSE
5. Digital Marketing Certificate in association with Digijar.
6. HR Trends, Process Design, and Automation Certificate in association with Opportune Technologies Pvt. Ltd.

Skill Enhancement Certifications

1. Advanced Excel Certificate
2. French Language
3. Cambridge English Certification
4. Graphics Designing
5. Goods and Services Tax (GST)
6. Design with Canva
7. Entrepreneurship Management

National Programme on Technology Enhanced Learning (NPTEL)

National Programme on Technology Enhanced Learning (NPTEL) has initiated certification courses offered on the model of MOOCs on its online courses portal. Through an online portal courses are core courses in management and humanities.

Certification

- Business Development: From Start to Scale
- AI in investments
- AI in Marketing
- Design thinking- A Primer
- Business Forecasting



Developing Socially Responsible Leaders



DLLE ACTIVITIES

The Department of Life long Learning Extension(DLLE) University of Mumbai was established in 1978 to promote a meaningful and sustained rapport between formal education and community. Our college is associated with the Department of Life long Learning Extension University of Mumbai from the Academic year 2014. Students enrolled in this department are motivated to take up the projects which give them exposure to the world outside four walls.

There are six types of extension work projects being offered by the college to enrolled students.

- Career Projects [CP]
- Industry Orientation Projects [IOP]
- Annapurna Yojna [AY]
- Population Education Club [PEC]
- Survey of Women's Status [SWS]
- National Institute of Open Schooling [NIOS]



Best Practices

PEER TO PEER LEARNING



SFIMAR-PGDM encourages a Peer-to-Peer Tutoring style that involves bright students assisting their peers. A peer tutor concept boosts the classroom learning process and makes it more interactive and interesting. Having a peer-tutor who is on the same age level as of them also helps in bridging the learning gaps among students.

MENTORING



SFIMAR-PGDM ensures extensive mentoring and coaching for its students. Each student is allotted a Mentor for the informal transmission of knowledge, social capital, and the emotional support perceived by the student as relevant to work, career, or professional development. Extensive Mentoring allows the mentee to explore new ideas with confidence.

INVITED LECTURES (GUEST LECTURES)



It works as an effective learning tool for students. It helps them to improve their application ability by providing them with the latest corporate insights. Students get an opportunity to learn from the real-life experience of the speakers. The Institute encourages to bring in alumni as guest speakers which helps in strengthening the bond and get better confidence by hearing from them.

PREPARATORY SESSIONS

Students come from diverse academic backgrounds; hence preparatory sessions are conducted to bring homogeneity in the level of understanding. Academic concepts like basics of IT, fundamentals of Accountancy, fundamentals of Statistics, Vedic maths and Basic Excel etc. are imparted to strengthen their knowledge.

PRECOMMENCEMENT ACTIVITIES



The following pre-commencement activities were conducted during the year:

- PGDM - A Preferred Choice Post Graduation
- Making First Great Impression
- Time Management
- Techniques to Crack Group Discussion

INDUCTION PROGRAM



The purpose of the Orientation program is to acquaint students with policy, procedures, system, and guidelines of the institute. The Orientation program is useful for students to know about details of infrastructure and facilities. Students are guided about the pattern of PGDM Academics, examination, curricular and extracurricular activities and general guidelines about expected behavior from them in the campus.

The Orientation Program was conducted on 3rd August 2023, for PGDM 1st year students of Batch 2023-25. Mr. Vishal Bhojani, Director, Magic Institute of Excellence was the chief guest, he delivered the session on "Personality Transformation" to students.

Best Practices

DATA ANALYSIS



In pre-summer training sessions, data analysis sessions are conducted for PGDM students to prepare them for summer internship projects. To improve data analytics skills, subjects like Business Data analytics, Market Research and Market Analytics, HR trends -Process Design and Automation are added in Trimester IV and V.

PROJECT BASED LEARNING



To leverage advantages of this teaching learning method, our Institute initiated a 'Project Based learning approach' in its pedagogy in the academic year 2016-2017. This approach was introduced at our Institute's IDEA Meeting (Meeting of Innovation & Development for Excellence in Academics) at the beginning of the academic year. Case Analysis: The case method assists students to identify typical business problems and to come up with a proposed solution in specific functional areas of management. In this exercise, it is expected that students will comprehend the business situation, analyse the problems, and come up with solutions.

STUDENT ENGAGEMENT / CAPACITY ENHANCEMENT



Extra classes in business communication, aptitude training, Basic and Advanced Excel training general awareness, grooming and etiquette classes and various employability enhancement training sessions are organized for the students.

OTHER ACTIVITIES



Apart from above mentioned tools other activities like management games, group discussion, debates, role play, team building activities, leadership activities, vocabulary building activities are adopted for holistic development of students.

EXPERIENTIAL LEARNING SUMMER PROJECT



PGDM students have to undergo Summer Internship in a company at the end of their first academic year. They are required to submit a single project report of 200 Marks after the completion of their internship. The evaluation is done in 100 and upscaled to 200 marks. These students are required to submit two projects in Trimester V and VI. One project emphasis on social aspects and other caters to functional domains comprising 100 marks each.

IN-HOUSE COUNSELOR



SFIMAR-PGDM offers counselling services to the students from well-known Clinical Psychologist and Hypnotherapist. Student's mental and emotional well-being is taken care of by providing individual as well as group counselling sessions. Focused sessions on stress management, effective communication, time management, goal settings and holistic development of students are regularly conducted.

In-house Counsellor: Riya Shah (Masters in Psychology, PG Diploma in Counselling, BSc in Human Development)

Forum & Club Activities

S FIMAR-PGDM organizes Club and Forum activities to focus the needs of the students by providing various opportunities to the students in a direction to enhance their knowledge through different activities. It is the platform for students to develop Managerial skills along with activities.



NIRMITI - MARKETING FORUM



RENAISSANCE - HR FORUM



PRERNA CLUB - ENTREPRENEURSHIP FORUM



FINATICS - FINANCE FORUM

Modern Infrastructure

At SFIMAR-PGDM the state-of-the-art infrastructure resembles modern and aesthetic outlook. It is built with the purpose to enable and stimulate academic milieu that can foster the process of excellent learning and knowledge sharing. The entire campus is surrounded with a green environment that offers tranquillity and peace to students and staff members of the institute.



CAMPUS



AUDITORIUM & SEMINAR HALL



LIBRARY INFORMATION RESOURCE CENTRE (LIRC)



COMPUTER LAB



CLASSROOM



HOSTEL



FITNESS CENTRE



RECREATIONAL FACILITIES

International Industry Visit 2023



ATLANTIS DUBAI

The PGDM Program places a significant emphasis on the International Industry Visit, providing students with a valuable opportunity for global exposure. This initiative is designed to enhance their understanding through first hand experiences in visiting international industries, universities, manufacturing units, and more. The recent five-day excursion to Dubai (from November 1st to November 5th, 2022) organized by St. Francis Institute of Management and Research-PGDM aimed to enrich the practical knowledge base of PGDM students.

Vijigishu EducatioCLTD (Pune) served as the tour operator for this immersive experience. During their visit, students had the opportunity to explore Rochester Institute of Technology | DSO (RIT Dubai), engaging in a campus tour, interactions with RIT faculty and students, and a presentation on job opportunities in Dubai. A session at the Apple Store in Dubai Mall, led by Apple executives, provided valuable insights into product promotion, sales, and marketing.

Furthermore, the visit to Ace Crane Systems exposed students to Dubai's manufacturing landscape, emphasizing environmental and safety compliance, international practices, and job opportunities for management students. The study tour successfully blended education with enjoyment, featuring a guided city tour covering iconic landmarks such as Burj al Arab Hotel, Palm Jumeirah - Hotel Atlantis, Dubai Frame, Shaikh's Palace, Future of Museum, Desert Safari, Marina Dhow Cruise, Miracle Garden, and Global Village Dubai.



ROCHESTER INSTITUTE OF TECHNOLOGY



PALM JUMEIRAH



ROCHESTER INSTITUTE OF TECHNOLOGY

Domestic Industry Visit 2023



ISRO Hyderabad

The domestic industrial visit for Batch 2023-2025 was arranged to Hyderabad. We visited Hindustan Coca-Cola Beverages and ISRO Hyderabad National Remote Sensing Centre. We also visited the famous Golconda Fort, Charminar, Salarjung Museum and the marvellous Lumbini Park. The visits broadened students' horizons and inspired them to continue their pursuit of knowledge in various fields.



Hindustan Coca-Cola Beverages



Ramoji Filmcity



Salarjung Museum

Outbound Training 2023

Outbound Training for the St Francis Institute of Management & Research- PGDM students of Batch 2023-25 was organized on 22nd September 2023 at Rambhau Mhalgi Prabodhini, Uttan.

The primary objective of Outbound Activity is to give students a learning experience of various soft skills that will be useful in their corporate work life. Activities conducted both outdoors and indoors. Students were allowed to bond together, communicate, and work in teams as well as lead in activities that were based on the concept of learning with fun. The enthusiasm was markedly high, and students felt the learning was immense.

The following Management Games were conducted for the students: 1. Landmine Game, 2. Number Punching, 3. Paper Tower Building, 4. Balloon Caterpillar, 5. Knowing Each Other, 6. Caterpillar.



Paper Tower Building



Number Punching



Balloon Caterpillar

International Academic Collaboration

In a globalized world, developing global competence and connecting with global practices has become an indispensable phenomenon. For making our students and faculty aware of the global business perspectives, in 2017, SFIMAR, Mumbai, India has signed a Memorandum of Understanding with Binary University, Malaysia to promote and expand international understanding, development and friendship. This will stimulate and support academic pursuits among students and faculty of the two institutions. In 2018, SFIMAR has also signed a Memorandum of Understanding with Ottawa University, U.S.A for exchange of faculty members and students, study abroad opportunities, exchange of academic information, materials and programs, developing and implementing joint academic programs and co-organizing joint conferences and workshops.

In 2023, Letter of Intent (LoI) for was signed for Collaboration Between St. Francis Institute of Management and Research - PGDM, and The University of Olivet, Olivet, Michigan, USA

The following collaborative activities are proposed -

1. Summer Immersion Program/ Study Abroad Program
2. Certificate Courses in specialized areas of Insurance, Enterprise Risk Management through online/ hybrid mode.
3. Executive Education
4. Faculty/ Staff Development Programmes
5. International Guest Lectures
6. International Study Tour
7. Faculty Exchange
8. Student Exchange
9. Joint Research
10. International Conferences
11. Consultancy Projects
12. Outreach Programs
13. Exchange of information, publications and journals



Binary University, Malaysia



The Assumption University, Thailand



The University of Olivet, USA



The University of Olivet, USA

Alumni Feedback



Ms. Chitra Deepak Salian
PGDM Batch of 2017-19

SFIMAR PGDM has successfully accomplished its promises and objectives in providing quality education and overall development of all its students. Finding the right path to success at the right time is really very important and for that reason I selected SFIMAR PGDM. The friendly environment, the systematic approach towards imparting education at SFIMAR PGDM made me a competent individual. The wide range of activities- both curricular and co-curricular and the support from SFIMAR has really helped me in building career.



Mr. Nikhil Jose Mathew
PGDM Batch 2019-21

I was introduced to interesting management theories and concepts during my two-year PGDM programme at SFIMAR. Apart from imparting knowledge, the programme emphasized on practice-based and experiential learning. When there were online classes arranged during the pandemic, the institute leveraged different engagement tools to ensure that the students have an engaging online learning experience. As a result, I am able to apply my learnings in the corporate today.

Student Testimonial



Nicole Coutinho - (PGDM – I)
Batch 2023-25

Having completed my prior education in the social work field, management was an undiscovered academic path for me. The SFIMAR academic faculty, non-teaching staff and my classmates, enabled my education journey to be filled with support, positive competition and continuous encouragement. The external lecture series and certification courses, added stars to not only our CV but also to our holistic development.



Priya Nadar - (PGDM – I)
Batch 2023-25

Studying at Francis has been a transformative journey; my brother's successful completion and promising placement set the tone. The experienced faculty fosters an enriching learning environment, while the staff's approachability and support make the campus feel like home. From day one, the guidance has been impeccable, paving the way for holistic growth. The top-notch infrastructure, especially the library stocked with diverse books, magazines, and newspapers, cultivated my habit of regular newspaper reading, enhancing my knowledge base and learning experience.



Ebrahim - (PGDM – I)
Batch 2023-25

I am grateful for my experience at Francis Institute of Management, where pursuing my current course has been both enriching and transformative. The institute's comprehensive curriculum and dedicated faculty have equipped me with invaluable knowledge, while the emphasis on practical skills has prepared me for real-world challenges. Beyond academics, the institute's nurturing environment has played a pivotal role in shaping my personality, fostering leadership qualities and instilling a sense of confidence in my abilities.

Career Management Centre (Training & Placement Cell)

The Career Management Centre (CMC) acts as the liaison between our highly diverse talent pool of students, alumni, and employers. The CMC exists primarily to help achieve professional career advancement of students that enrol for management education at the institute.

CMC strives to aid students in realizing this goal. CMC assists students to obtain 2-month summer internships (during May and June every year) during the summer break of their post-graduate programme. It also coordinates with recruitments to conduct campus placement drives for graduating students. The CMC's focus is to achieve 100% summer internship and final placements for all the students enrolled in the institute's management programmes.



GD Tips & Techniques and MOCK GD



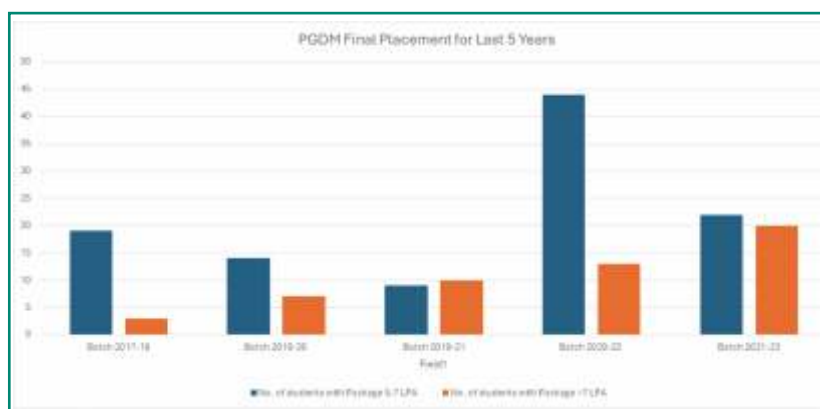
Resume Building



Mock Interview – All Specializations



Personal Interviews: Tips and Techniques



Students Placed with Highest Packages (PGDM Batch 2022-24)



Anstel Arangath
PGDM - Finance
BlackRock



Pradeep Nadar
PGDM – Finance
BlackRock



Sakshi Kadam
PGDM – Finance
BlackRock



Bhavin Panchal
PGDM - Finance
Linedata



Siddhi Mhatre
PGDM - Finance
ISS



Nidhi Rana
PGDM - Finance
ISS

Students Placed with Highest Packages (PGDM Batch 2021-23)



Mansi Gupta
PGDM-Finance
Deutsche CIB Centre Pvt. Ltd.



Shibu Mathew
PGDM – HR
Arihant Industrial Corporation Ltd.



Abhishek Dixit
PGDM – Marketing
Signellent Technologies Pvt. Ltd.



Amisha Chavan
PGDM – Marketing
Route Mobile



Rajan Tiwari
PGDM – Marketing
Colgate-Palmolive(I)Ltd.



Jerry Bhaskar
PGDM – Marketing
Colgate-Palmolive(I)Ltd.

Institute Discipline

ANTI RAGGING

Students are advised that ragging in any form is strictly prohibited. As per Maharashtra Prohibition of Ragging Act 1999, ragging is an offence and any person indulging in or found guilty of ragging shall be liable to be prosecuted and also be dismissed from the institution. The following are the relevant provisions of the act:

- a. Ragging in any form within or outside the educational institution is prohibited.
- b. Whoever directly or indirectly commits, participates in, abets or propagates ragging within or outside any educational institution shall on conviction, be punished with imprisonment for a term up to two years and/or penalty which may extend to ten thousand rupees.
- c. Any student convicted of an offence of ragging shall be dismissed from the educational institution and such student shall not be admitted in any other educational institution for a period of five years from the date of order of such dismissal.
- d. Whenever any student or as the case may be, the parent or guardian or a teacher of an educational institution complains, in writing of ragging to the Head of the educational institution, the Head of the educational institution shall, without prejudice to the foregoing provisions, within seven days of the receipt of the complaint, enquire into the matter mentioned in the complaint and if, prima facie, it is found true, suspend the student who is accused of the offence, and shall, immediately forward the complaint to the police station having jurisdiction over the area in which the educational institute is situated. For further action. Where, on enquiry by the Head of the educational institution, it is found that there is no substance, prima facie, in the complaint received; he / she shall intimate the fact, in writing, to the complainant. The decision of the Head of the educational institution shall be final.
- e. If the Head of the educational institution fails or neglects to act in the manner specified in section (d) above when a complaint of ragging is made, such person shall be deemed to have abetted the offence and shall on conviction, be punished as provided for in point (b) above.
- f. Students are therefore advised in their own interest to refrain from any form of ragging.

CODE OF CONDUCT

1. To maintain our value system, we emphasize on ethical behavior and maintaining moral standards within our campus environment.
2. Use of tobacco or any other recreational drugs within the campus premises is strictly prohibited.
3. Ragging is strictly prohibited.
4. Non-compliance or violation of any rules and regulations of the Institute shall attract disciplinary action against the erring student.
5. Students should maintain the prescribed dress code of the Institute.

Committees Functional at Institute as required by AICTE & DTE

1. Students Grievances Redressal Committee
2. Anti-Ragging Committee
3. Internal Complaint Committee

Details of these committees are available on the Institute's website.



Campus Life At SFIMAR - PGDM



Republic Day Celebration



Dandiya Celebration



Green Club Activity



Onam Celebration



X-Mas Celebration



Independence Day Celebration



SFIMAR Family

PGDM 2024-26 SPECIALIZATIONS

MAJOR

- ▶ Marketing
- ▶ Finance
- ▶ HR
- ▶ Business Analytics
- ▶ Health Care Management
- ▶ Hospitality Management

MINOR

- ▶ Advertising and Public Relations
- ▶ Retail Management
- ▶ Banking
- ▶ Data Analytics
- ▶ Entrepreneurship
- ▶ Agri-Business
- ▶ Rural Infrastructural Management

PROGRAM HIGHLIGHTS

- ▶ Trimester Pattern and choice based Specialization
- ▶ Highly affordable fees, Scholarship and Education Loan
- ▶ Additional Certifications
- ▶ Syllabus Specially Design to Adopt Industry Trend
- ▶ Industry Benchmark Placement and Summer Internship
- ▶ Domestic and International Industry Visit

Eligibility:

Graduate with minimum 50% aggregate

Entrance Score Accepted:

CAT 2023/ CMAT 2024 / XAT 2024 /

MAH-CET 2024 / MAT (Sept. and Dec. 2023, Feb. 2024)/ATMA

Our Eminent Recruiters



ST. FRANCIS INSTITUTE OF MANAGEMENT & RESEARCH - PGDM

Approved by AICTE, New Delhi & DTE, Maharashtra, An ISO 9001:2015 Certified Institute

Gate No. 5, 2nd Floor, Mt. Painsur, SVP Road, Borivali West, Mumbai 400103

Tel: 7400071626 / 9619499299 Web: www.sfpdgm.ac.in

TO VISIT WEBSITE



SCAN ME