

DY PATIL UNIVERSITY

DEEMED TO BE

# Vijay Patil School of Management

EXPERIENCE  
TRANSFORMATIVE EDUCATION



D Y PATIL  
DEEMED TO BE  
UNIVERSITY

NAVI MUMBAI

Recognized by  
**UGC**



Grade "A"  
Accredited by  
**NAAC**



Approved By  
**AICTE**







# DY PATIL UNIVERSITY

The DY Patil Group, over the years, has been on an immutable journey of empowering and enabling young minds to achieve their true potential and push the boundaries of what's considered possible by the human mind in the arenas of education, healthcare and sports. It has now been over 17 diligent years of displaying unconventional creativity, exceptional tenacity and a perpetual quest for excellence. All its efforts are aligned with changing the face of the world with passion, dedication and determination.

## University Legacy

A state-of-the-art campus designed to offer world class infrastructure to help students excel in the field of their choice.

### Education

All schools under the DY Patil Group are designed to provide an environment conducive to inculcate innovative spirit and creativity. We provide an ecosystem to develop endeavouring, environment-sensitive and empowered global citizens.

### Healthcare

The DY Patil Group's efforts within the healthcare sector are focused on making medical facilities accessible. The aim is to combine mind and machine to meet the healthcare needs of the country's growing population. The group strives to deliver earnest compassion, care and cure to the people of India.

### Sports

The DY Patil Group truly trusts the power of sports to help build strong personalities for the youth and make them winners both on and off the field. Through the DY Patil Sports Academy, the group provides world-class infrastructure, facilities, coaches and tutelage to fulfil the aspiration of painting the sporting canvas of India with glory.

**68**  
ACRE  
CAMPUS

**15**  
DIVERSE  
INSTITUTIONS

**50k+**  
ALUMNI

**1st**  
COMPREHENSIVE MEDICAL  
SIMULATION LAB IN INDIA



# The VPSM Vision

Our vision is to be a globally respected institution of learning, advancing the education and practice of management through the development of tomorrow's leaders, substantive and interdisciplinary research, and broader engagement with the community in India and beyond.



## Our Mission

Creating an environment that encourages students from diverse backgrounds to achieve excellence in the field of their choice, through holistic, functional and relevant education. An educational process that promotes ethics, critical inquiry, creativity and originality, while emphasizing on an interdisciplinary approach that lays the foundation for life long learning.

## Values We Cherish



- ✓ Spirit of inquiry
- ✓ Intellectual freedom
- ✓ Integrity
- ✓ Data-based decision making
- ✓ Spirit of collaboration
- ✓ Leadership
- ✓ Respect for diversity and inclusivity
- ✓ Being socially responsive and responsible
- ✓ Ethical behaviour

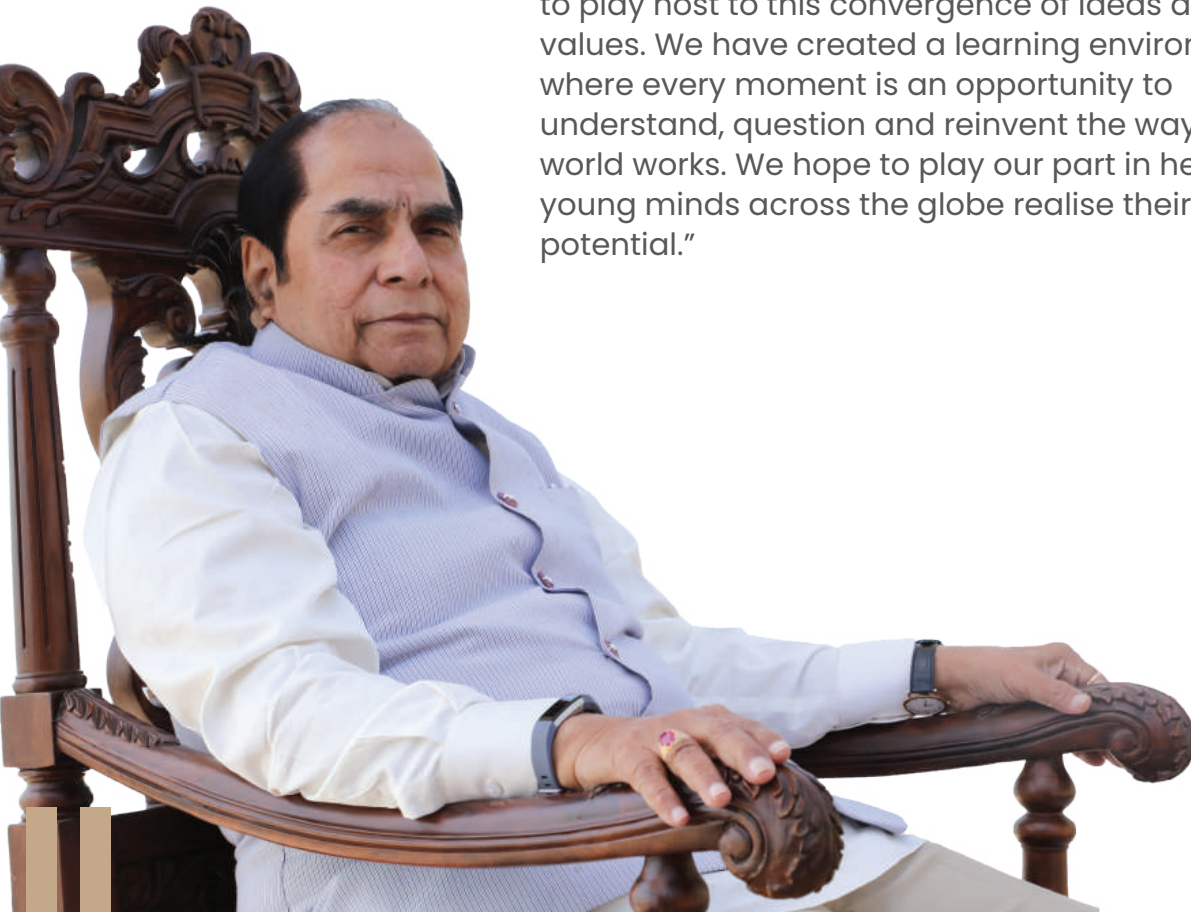
# MESSAGE FROM DR. DY PATIL

PADMASHREE | FOUNDER DY PATIL GROUP

“We started our journey in creating centres for education in the 1980s with the idea of making quality education accessible and empowering the youth of India to compete and excel in an accelerating global enterprise. Throughout the course of this long and rewarding journey, our endeavour has been to build a diverse yet welcoming community that can be instrumental in shaping the future of our country.

As the world grows smaller, in this convergence of the world into one large community, lies the greatest opportunity for the current generation – the opportunity to unite, exchange perspectives, collectively solve problems, and uplift the entire human race.

At the **Vijay Patil School of Management**, we intend to play host to this convergence of ideas and values. We have created a learning environment where every moment is an opportunity to understand, question and reinvent the way the world works. We hope to play our part in helping young minds across the globe realise their limitless potential.”



*KNOWLEDGE IS SUPREME*

# MESSAGE FROM DR. VIJAY D. PATIL

CHANCELLOR – DY PATIL UNIVERSITY, NAVI MUMBAI

“Our world is rapidly evolving and now, more than ever, it demands a lot from bright young minds. The future of the planet rests on what they experience in classrooms today – discoveries they make and industries they world. It is, therefore, imperative that we equip young learners with all that they need to truly thrive.

With that goal in mind, the **Vijay Patil School of Management** is our attempt at encouraging global, evolved learning. We want to build a community of thinkers who are never satisfied with the stories they inherit, explorers who have an appetite to find out more, to seek out why, and a community of leaders and entrepreneurs who can challenge the status quo and do the new.

**VPSM**, for its students, faculty and staff, is an opportunity to learn, grow, change and to contemplate who they are, what they aspire to achieve and what impact they can have on the world. It is an opportunity to write a fulfilling story of their lives. In your time at **VPSM**, we hope that you have a vast variety of experiences that help you grow into formidable, pathbreaking individuals.”



MAKE IT SIGNIFICANT



# MESSAGE FROM DR. PRAFULLA AGNIHOTRI

DEAN- VIJAY PATIL SCHOOL OF MANAGEMENT (VPSM)

FORMER PROFESSOR- IIM CALCUTTA

FOUNDING DIRECTOR- IIM TIRUCHIRAPPALLI

“ We at VPSM believe in offering a holistic learning experience to our students through our innovative and interactive pedagogy and highly qualified faculty members. Our pedagogy is based on our mission to provide an interactive platform to our students and faculty members to exchange ideas we believe in “lifelong learning”.

We take pride in our curriculum. We offer the latest learning inputs through our learned faculty members. Our collaboration with the Harvard Business School Online enables our students to learn from the faculty members of Harvard Business School Online along with students from all over the world. Also, our curriculum is based on the principles of interactive learning where the students must participate in the classroom discussion. A teacher is a facilitator of the process wherein she/he also becomes a co-learner. We aim at inculcating the ‘spirit of inquiry’, ‘independent thinking’, and ‘data-based decision-making’ among our students.

Our students are encouraged to work closely with the faculty members beyond regular classroom interactions; they may assist faculty members in their research or be a research assistant and work on an academic project of mutual interest. We strongly believe that learning does not end in the classroom. In fact, more than 70 percent of the learning in a business school takes place outside the classroom via group projects, interacting with the faculty and industry, and self-study.



LIFELONG LEARNING

# VPSM Advantage



**Eminent faculty members** who are passionate and innovative educators holding PhDs from the best of schools in India and abroad



Access to **Experienced** subject matter experts from the Industry



**Curriculum** comparable with the best schools to promote personalized learning goals of each student to make him/her ready to face challenges of life



**State-of-the-art-campus** in Mumbai, designed by globally acclaimed British architects Foster + Partners



**Robust industry** connect that opens doors to immense learning opportunities



Fully **air conditioned** residential facility



Collaborations with international academic partners such as **Harvard Business School Online**



Located within an **hour's driving distance** from the Central Business District, Mumbai



Distinguished Faculty with PhDs from top schools



37 Years Legacy of providing Quality Education



Entrepreneurship Focused Degree Structure



All Government Statutory Approvals Secured

# Eminent Faculty Members



**Dr. Prafulla Y. Agnihotri**  
Ph.D, JBIMS, Mumbai University  
Dean and Senior Professor  
Marketing



**Dr. Karthikeyan Balakumar**  
Ph.D in Marketing  
IIM Calcutta



**Dr. Avadhut A. Patwardhan**  
Fellow in Marketing  
NITIE, Mumbai



**Dr. Bilwa Deshpande**  
Ph.D in Marketing  
XLRI Jamshedpur



**Dr. Sanja S. Pattnayak**  
Ph.D in Economics  
National University of Singapore



**Dr. Alka Chadha**  
Ph.D in Economics  
National University of Singapore



**Dr. Shamim Mondal**  
Ph.D in Economics  
University of Rochester, USA



**Dr. Manu Prasad**  
Ph.D in Organizational Behaviour  
IIM Tiruchirappalli



**Dr. Merin Jacob**  
Ph.D in Organization Behaviour and  
Human Resources Management  
IIM Kozhikode



**Dr. Mouloud Madoun**  
Ph.D in Business Management  
IAE (Aix En Provence), France



**Dr. Kunjana Malik**  
Ph.D in Finance  
FMS, Delhi University



**Dr. M. V. Lakshman**  
Ph.D in Finance and Control  
IIM Bangalore



**Dr. S. Ainavolu**  
Ph.D in Strategic Management  
IIM Calcutta



**Dr. Urvashi Rathod**  
Ph.D in Information Systems  
BITS, Pilani



**Dr. Vanita Singh**  
Ph.D in Public Policy  
IIM Ahmedabad



**Dr. Girish Gujar**  
Ph.D in Global Logistics and  
Maritime Management  
Erasmus University, Rotterdam



**Dr. Priyanka Singh**  
Ph.D in Operations Management  
and Quantitative Techniques  
Banaras Hindu University



The image features a solid gold background. A series of white lines form a partial rectangular frame around the central text. A vertical line descends from the top edge, and a horizontal line extends from the left edge, meeting at a right-angle corner. Another horizontal line is positioned below the text, and a vertical line descends from the right edge, meeting it at another right-angle corner. In the bottom right corner, there is a vertical dashed line composed of ten short, horizontal white segments.

# MBA

# Programme Overview

The VPSM MBA programme is based on a highly interactive and participant-centric pedagogy. It aims to offer a personalized learning and holistic learning experience.



The first year comprises compulsory courses that build a foundation across all subject areas of management like Marketing, Strategy, Finance, Accounting, Organisation Behaviour, Human Resource Management, Operations, Supply Chain, Management of Information Systems, Quantitative Techniques, and Decision Sciences.

The second year comprises electives where students are encouraged to opt for subjects of choice that will help their learning goals.





# Who should opt for MBA?



- Bright young graduates with or without prior work experience and with consistently brilliant academic record
- Those who want to be leaders in their chosen profession
- Candidates who want to develop advanced management skills
- Candidates who want to enhance their career opportunities
- Those seeking a platform to interact with people from different walks of life



*Dr. Shamim Mondal (Professor of Economics) in the class*

## Programme Outcomes

- Professional and personal development
- Professional growth opportunities
- Global peer exposure
- Critical and analytical thinking
- Career advancement



# Programme Structure

The VPSM MBA Programme offers a personalised learning experience to its students. The first year is full of compulsory courses that build a foundation by exposing the students to all areas of management like Marketing, Strategy, Finance and Accounting, OB and HR, Operations Management including Supply Chain Management, MIS and Quantitative Techniques or Decision Sciences.



**YEAR 1:** All compulsory courses are offered to build a solid foundation

## TERM – I

1. Microeconomics
2. Micro Organizational Behaviour
3. Quantitative methods
4. Business Communication 1
5. Financial reporting and analysis
6. Principles of Marketing

## TERM – II

1. Macroeconomics
2. Macro Organizational Behaviour
3. Business Communication 2
4. Management Information Systems
5. Marketing Research
6. Operations Research
7. Corporate Finance
8. Strategic Management

## TERM – III

1. India and the World Economy
2. Human Resource Management
3. Management Accounting
4. IT Strategy
5. Operations and Manufacturing Management
6. Legal Aspects of Business
7. Ethics, Sustainability, and Governance
8. Introduction to Entrepreneurship

**SUMMER TRAINING:** Students shall also work with the industry during the summer break after the first year. This eight-week summer training is compulsory and a part of the course work.

**YEAR 2:** A number of choice-based electives shall be offered to meet the personal learning goals of each student in various disciplines of management such as Marketing, Finance, Operations, and Supply-chain Management, Human Resource, Management Information System and Analytics, Strategy, Entrepreneurship, etc. across the three terms of the second year. This also promotes interdisciplinary learning across different verticals like Marketing, Finance, Operations and HR.



# Programme Highlights

## 2 YEAR

Fulltime Programme

## Continuous Assessment

## Eminent Faculty

## Interactive Pedagogy

## 6 Trimesters

## Elective Courses in 2<sup>nd</sup> Year for Customised Learning

## Placements

VPSM offers extensive assistance in securing good placements through its strong network with the industry and alumni. It also offers professional Career Counselling and Guidance to its students. It doesn't believe in offering just a job but aims at helping students to choose the right career for them based on their aptitude and other psychological traits. However, it may be understood that a good placement is an outcome of the hard work put in by a student during the two years of the program.



**BBA**





# Programme Overview



*Dr. Prafulla Agnihotri (Dean) addressing the students.*

**The BBA Programme** offered by **VPSM** is a 3 year full-time program comprising six semesters. It has been tailored to provide students a head-start in learning to manage the uncertainties and run organizations. It will help them to achieve their professional goals by providing a highly interactive and participant-centric pedagogy that trains them on making decisions based on data and strategic thinking.

The course structure consists of core courses and elective courses. The core courses will be compulsory for all the students. Courses spanning disciplines such as Economics, Marketing, Finance, Organizational Behaviour, Human Resources Management, Information Systems, and Operations Management seek to provide students with a strong grasp of the foundational concepts and principles that are required to manage large businesses. In addition to the core courses, students will be required to choose electives based on their personal preferences and career goals. These courses offer students a chance to dig deeper and gain greater insights into the concepts and ideas that are taught in the foundational courses.

**The VPSM BBA Programme** is different from other business courses because it offers choice-based electives that are specially designed to enhance the personalized learning experiences of the students. Furthermore, the industry projects at VPSM are designed to provide students with hands-on experience of working with the industry. The students of BBA shall intern with the industry for a semester to gain practical, on-the-job experience.

Our highly committed faculty aims to create a learning experience beyond the classroom. Live projects, case studies, simulation games, quizzes, internships, team projects, class discussions and continuous assessment of the students' progress provide a stimulating intellectual environment that facilitates the development of real-time problem solving skills.

# Who should opt for BBA?



- Students who aim to gain knowledge and skills they will need in any career related to business and management
- Candidates aspiring to acquire leadership qualities along with decision-making and problem-solving abilities and skills to work in a team
- Those who want to explore and engage with a global student community
- Budding entrepreneurs

## Programme Structure

The BBA Program offered by **VPSM** will be of 3 year duration and shall consists of 6 semesters. Each semester will have six courses. Each of these courses will consist of 30 hours of classroom teaching. The students shall spend about 100 hours on pre and post-class working – which will consist of the textbook and additional readings, case studies, discussion on project work/assignments, preparation of quizzes, etc. A 30-hours course will be considered as a 3 credit course (that is, 10 hours for 1 credit). Students will have to complete 148 credit hours to qualify as a graduate.

### TERM – I

1. Fundamentals of Management
2. Business Mathematics
3. Managing Individuals in the Organisation
4. Business Communication
5. Introduction to Sociology, Psychology and Philosophy
6. Introduction to Computer Applications

### TERM – II

1. Principles of Marketing
2. Principles of Microeconomics
3. Fundamentals of Business Accounting
4. Statistics for Managers
5. Environmental Science
6. Introduction to Ethics, Sustainability and Governance

### TERM – III

1. Principles of Macroeconomics
2. Cost and Management Accounting
3. Business Research Methods
4. Introduction to Entrepreneurship
5. Programming for Managers
6. Managing Teams

## TERM – IV

1. Corporate Financial Management
2. Strategic Management
3. Human Resource Management
4. Operations and Supply Chain Management
5. Critical thinking and Problem Solving
6. Business Analytics

## TERM – V\*

1. Introduction to Econometrics
2. Financial Institutions and Markets
3. Game Theory

## TERM – VI\*

1. Business Law
2. Management of SMEs
3. Banking
4. International Economic Theory and Policies



## Programme Outcomes

- Knowledge of Management
- Holistic personal development
- Professional growth opportunities
- Global peer exposure
- Critical and analytical thinking

\* More discipline specific and sectoral specific electives would be offered in fifth and sixth semesters.



# Programme Highlights

## 3 YEAR

Fulltime Programme

## Continuous Assessment

## Eminent Faculty

## Interactive Pedagogy

## 6 Semesters

## Elective Courses in 3<sup>rd</sup> Year for Customised Learning

## Placements

VPSM offers extensive assistance in securing good placements through its strong network with the industry and alumni. It also offers professional Career Counselling and Guidance to its students. It doesn't believe in offering just a job but aims at helping students to choose the right career for them based on their aptitude and other psychological traits. However, it may be understood that a good placement is an outcome of the hard work put in by a student during the two years of the program.



# **B.Sc. (HONS) ECONOMICS**



# Programme Overview

The B.Sc. (Hons) Economics programme offered by VPSM aims to put emphasis on application and policy.

The curriculum offers robust training in economic theory, statistical methods and a wide choice of courses to suit students' interests and mathematical aptitude.

The electives are designed to introduce students to the major fields of economic knowledge, recent developments in the world of economics, and policy issues.

Spread across three years, the undergraduate B.Sc. (Hons) Economics programme lays as strong academic foundation by combining deep knowledge in economic analysis and public policy with statistical modeling techniques.





# Who should opt for B.Sc. (Hons) Economics?



- Bright young minds who would want to earn extensive knowledge of leading economic theories;
- Candidates who want to set the right foundation to enhance their career opportunities in the field of economics.
- Those who want to explore and engage with a global student community



## Programme Outcomes

- Use microeconomic/macroeconomic frameworks to analyze economic issues
- Use statistical modeling to analyze economic problems
- Learning to solve practical problems involving an economy
- Use Economic theory for policy making and analysis



# Programme Structure

The undergraduate Economics programme offered by VPSM at the DY Patil University aims to put emphasis on applications and policy.

The curriculum would offer robust training in economic theory and statistical methods and a wide choice of Economics courses to suit students' interests and mathematical aptitude. Economics electives would cover all the significant fields of economic knowledge as well as recent developments in the field of economics.



The B.Sc (Hons.) Economics programme offers students the flexibility of Choice Based Credit System. The CBCS system includes four types of courses:

- 1. Core Courses:** A core course is a compulsory course. A student of Economics (Hons) is required to take fourteen such Economics courses over six semesters.
- 2. Elective Courses:** An elective course is a course that is to be chosen from a specified set of courses. These include Discipline Specific Electives that provide advanced training in specialized areas in the third year of the Honours programme. A set of seven such courses is offered, and students have to take two such courses from the seven courses offered in the fifth and the sixth semesters. Generic Electives are courses offered by other departments to promote an inter-disciplinary approach. Students need to take one such course in each semester from Semesters I to IV.
- 3. Ability Enhancement Compulsory Course:** Two such courses will be offered, one in Semester I (Art of Communication, equivalent to MIL) and one in Semester II (Environmental Science).
- 4. Skill Enhancement Course:** Students are required to take one such course each in Semesters III and IV.

**Credit Requirement:** Students will study a total of 26 courses corresponding to 148 credits.

1. Core Courses: 14 (6 credits each)
2. Discipline Specific Electives: 4 (6 credits each)
3. Generic Electives: 4 (6 credits each)
4. Skill Enhancement Courses: 2 (4 credits each)
5. Ability Enhancement Compulsory Courses: 2 (4 credits each)

## TERM – I

1. Introductory Microeconomics – Consumer behaviour, production and markets
2. Mathematical Methods for Economics I – As per UGC
3. English Writing and Communication
4. Courses should be taken from BBA offerings.

## TERM – II

1. Introductory Macroeconomics – National Income accounting, circular flow, Keynesian theory and classical theory, business cycle
2. Mathematical Methods for Economics II – As per UGC with potentially adding eigenvalues and eigenvectors
3. Environmental Science
4. Courses should be taken from BBA offerings.

## TERM – III

1. Intermediate Microeconomics I – Uncertainty and general equilibrium, social welfare
2. Intermediate Macroeconomics I – Open economy plus growth theory
3. Statistical Methods for Economics – UGC plus statistical inference (hypothesis testing)
4. Data Analytics – Python programming and R, plus projects
5. Courses should be taken from BBA offerings.

## TERM – IV

1. Intermediate Microeconomics II Game theory plus asymmetric information, externalities and market failures
2. Intermediate Macroeconomics II International Trade
3. Introductory Econometrics– UGC plus applications
4. Research Methodology – Primary vs secondary data, data collections methods, sampling design; qualitative methods involving depth interviews, focus groups, case studies etc.
5. Courses should be taken from BBA offerings.

## TERM – V

1. Indian Economy I
2. Development Economics I
3. Elective courses
4. Elective Courses/Internship project

## TERM – VI

1. Indian Economy II
2. Development Economics II
3. Elective Courses
4. Writing Dissertation

Note: CC = Core Course; AECC = Ability Enhancement Compulsory Course; SEC = Skill Enhancement Course; DSE = Discipline Specific Elective; GE = Generic

Elective Suggested List of Electives#: Advanced Game theory, Public Economics, Financial Economics, Applied Econometrics, Labour economics, Economics of Health and Education, Environmental and Ecological Economics, Open Economy Macroeconomics, Money and Financial Markets, Law and Regulatory Economics, Behavioural Economics, Industrial Organization, Economics of Two-sided markets and Internet Economics.\*

# – Faculty will develop electives according to their interests; this list is suggestive and subject to change.

\*For all elective courses, the faculty will decide on the content, delivery and assessment.

Note: This overall curriculum is suggestive, and will be modified and updated based on periodic reviews.



# Programme Highlights

## 3 YEAR

Fulltime Programme

## Continuous Assessment

## Eminent Faculty

## Interactive Pedagogy

## 6 Trimesters

## Elective Courses in 3<sup>rd</sup> Year for Customised Learning

## Placements

VPSM offers extensive assistance in securing good placements through its strong network with the industry and alumni. It also offers professional Career Counselling and Guidance to its students. It doesn't believe in offering just a job but aims at helping students to choose the right career for them based on their aptitude and other psychological traits. However, it may be understood that a good placement is an outcome of the hard work put in by a student during the two years of the program. No institute can guarantee a good placement if the student hasn't studied properly and worked hard on his / her personality.

## Career avenues after B.Sc. (Hons) Economics

- Research Analyst - Macroeconomics
- Manager - Economics Modelling
- Budget analyst
- Economic Affairs specialist
- Career as an Academic after Ph.D



# Admission Criteria



## INDIAN STUDENTS

### ■ Proof of Education

(Acceptable Documents)

- 10th (SSC) Passing Marksheet
- 12th (HSC) Passing Marksheet
- Degree Certificate and Last Year/Semester Statement of Marks

### ■ Proof of Identity

(Acceptable Documents)

- Photo ID Proof (PAN Card / Passport / Driving License / Election Card)
- Aadhaar Card
- Passport Size Photograph (not more than 3 months old)
- Self Attached copies of Certificates / CAT / GMAT / GRE Score Card
- Evidences of other achievement as stated in the application



## INTERNATIONAL STUDENTS

### ■ Proof of Education

(Acceptable Documents)

- Graduation Transcripts
- O level Certificate (completing 10 years of formal schooling. Diploma will not be acceptable)
- A Level Certificate (completing 12 yrs of formal schooling. Diploma will not be acceptable)
- Graduation Degree with Minimum 50% or Equivalent Grade/Marks (3 years or 4 years degree program.
- Diploma will not be acceptable)
- Certificate of Equivalence from Association of Indian Universities (required by any student with foreign education to apply in any University in INDIA, refer to <https://www.aiu.ac.in>)

### ■ Proof of Identity

(All given below)

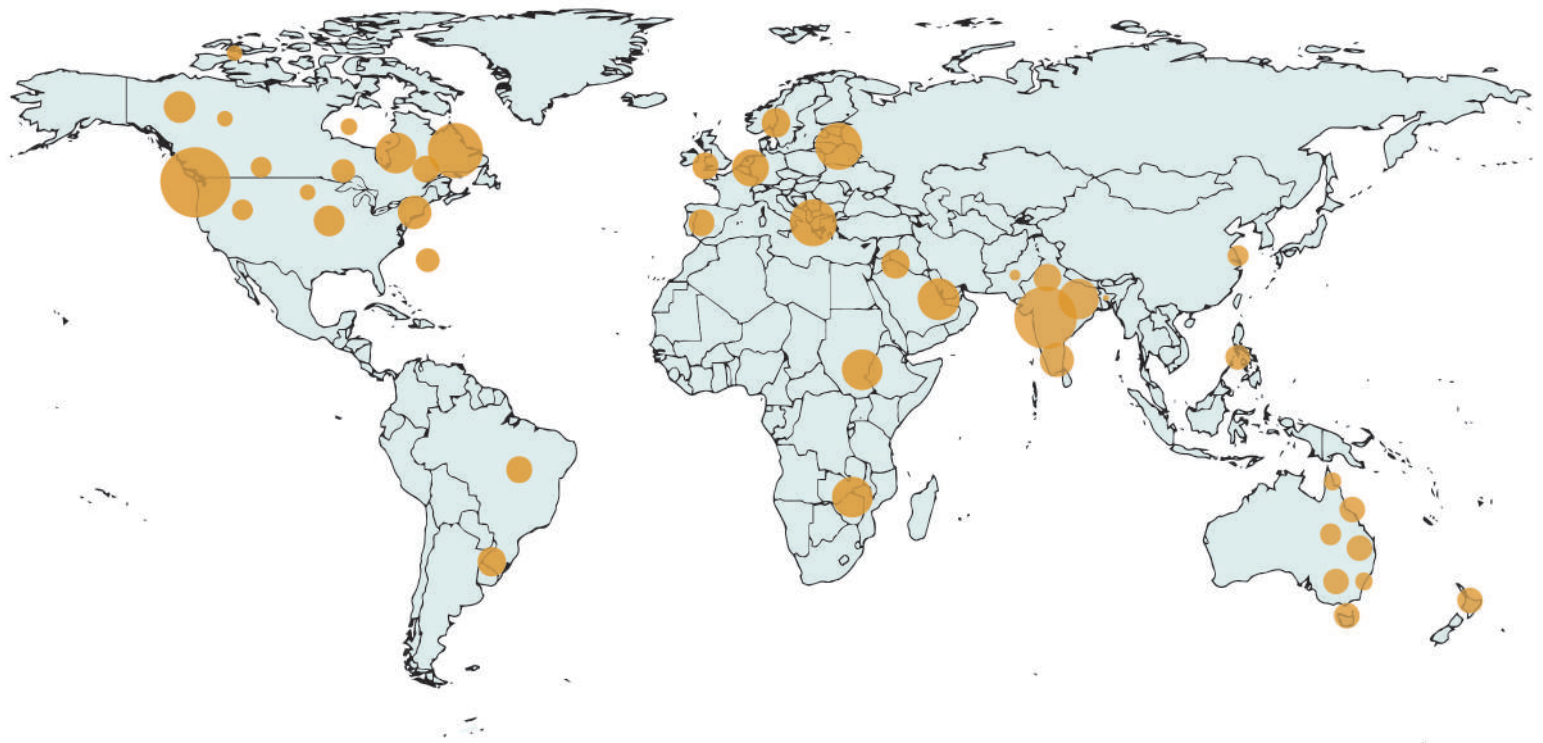
- Passport Size Photograph (not more than 3 months old)
- Attested Copy of Passport.
- Attested Copy of VISA (If applicants are not living in their native country).
- Attested Copy of Resident Permit Certificate (if applicant is presently in India)
- Note: Attested copy of PAN is mandatory if applicant has a PAN.

### ■ Proof of Address

(Choose from options below)

- Attested Copy of Passport (with address included).
- Attested Copy of Any Other Government / Bank Issued Documents

# DY Patil Alumni Network







**Classroom**

**Learning  
Resource  
Centre**







## Student Residential Rooms





DY PATIL UNIVERSITY

DEEMED TO BE

Vijay Patil School of  
Management

**Experience  
Transformative  
Education**



[www.vpsm.dypatil.edu](http://www.vpsm.dypatil.edu)



[admissions.vpsm@dypatil.edu](mailto:admissions.vpsm@dypatil.edu)



[vpsm.dypu](https://www.facebook.com/vpsm.dypu)



[vpsm.dypu](https://www.instagram.com/vpsm.dypu)