

DEPARTMENT OF COMMERCE FACULTY OF COMMERCE & BUSINESS DELHI SCHOOL OF ECONOMICS UNIVERSITY OF DELHI



ERENCE

India Today Best B-Schools Survey top government B-schools that offer the best value for money

# **ADMISSION BROCHURE 2025-2027**

MBA Business Analytics MBA Human Resource Development MBA International Business

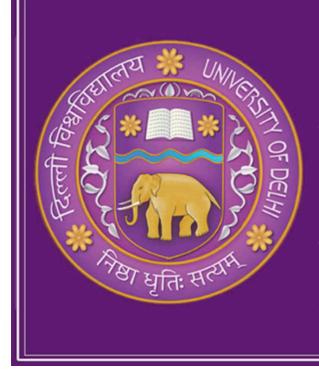
## **UNIVERSITY OF DELHI**

#### VISION

Be an internationally acclaimed University, recognized for excellence in teaching, research and outreach; provide the highest quality education to students, nurture their talent, promote intellectual growth and shape their personal development; remain dedicated and steadfast in the pursuit of truth aligned with the motto of the University of Delhi "Nishtha Dhriti Satyam" and serve humanity through the creation of well-rounded, multi-skilled and socially responsible global citizens.

#### MISSION

Foster all-round development of students through multi-faceted education and sustained engagement with local, national and global communities, and nurture lifelong inspired learners from across the globe in line with our cultural ideal of 'Vasudhaiva Kutumbakam'.



### Description of DU Logo

The Council considered and accepted the following recommendation of the Committee appointed at the meeting of Principals and Deans held on 12.9.57 regarding the color of the University Flag. "We understand that royal purple is laid down in the University calendar as the University color. We recommend that royal purple is a dignified colour and it should be retained for the University. The University Flag will be all purple with a University crest as made out by the artist painted on it, the white ring with the name of the University and the University motto in black or blue, whichever stands out well, the elephant and lotus in gold, the river in Cambridge blue and the book in white." (R no. 302, A.C-9, 11-1-62)

## **ABOUT THE DEPARTMENT**

The Department of Commerce, Faculty of Commerce and Business, Delhi School of Economics, University of Delhi, traces its origin back to December 1967, when it was established as a separate entity. Since its inception, the Department has imbibed the Delhi School of Economics (DSE) tradition of exploring new frontiers of knowledge and innovation in academics. The Department started the programme "Master of Finance and Control (MFC)" in 1987 at south campus which was later allotted to the Department of Financial Studies in 1994. The MFC programme was later re-organized as MBA (Financial Management) in the year 2015. In 1993, Faculty of Commerce and Business was formed comprising of Department of Commerce and Department of Financial Studies. In 2019, Faculty of Commerce and Business became a single Department Faculty consisting of the Department of Commerce. The Department has redefined Commerce education in the country. It prides itself on being a premier education and research institute in the discipline of Business and Commerce in the country. The rapid growth of the Department of Commerce is reflected in its expansion as well as the novelty in its academic programmes. In 1995, keeping up with the needs of the industry, the of Commerce introduced two postgraduate professional Department called, Master of Human **Resource and Organizational** programmes Development (MHROD) and Master of International Business (MIB). These programmes carved a niche for themselves in the market. In 2014, both of these programmes were rechristened as -

Master of Business Administration–Human Resource Development [MBA (HRD)] and Master of Business Administration–International Business [MBA (IB)]

Recently, the Department of Commerce has started a new MBA Programme in Business Analytics [MBA (BA)] from the academic year 2023-24 in order to meet Industry demand in the area of Analytics.



# VISION

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

# MISSION

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

# <u>India Today Best B-Schools Survey</u>

# Top Government B-School that Offers the Best

Value for Money

RANK (ROI)	NAME OF THE INSTITUTE	CITY	Rol
1	DEPARTMENT OF COMMERCE, FACULTY OF COMMERCE AND BUSINESS, DELHI School of Economics, University of Delhi	New Delhi	29.56
2	FACULTY OF MANAGEMENT STUDIES, M.S. UNIVERSITY OF BARODA	Vadodara	25.04
3	SYDENHAM INSTITUTE OF MANAGE- Ment Studies, Research & Entre- Preneurship Education (Simsree)	Mumbal	11.01
4	DEPARTMENT OF INDUSTRIAL AND Management Engineering, IIT Kanpur	Kanpur	5.99
5	THE BUSINESS SCHOOL, UNIVERSITY OF JAMMU	Jammu	5.27
6	SCHOOL OF MANAGEMENT STUDIES, NATIONAL INSTITUTE OF TECHNOLOGY CALICUT	Kozhikode	4.82
7	JAMNALAL BAJAJ INSTITUTE OF Management studies (JBIMS)	Mumbai	4.67
8	DEPARTMENT OF MANAGEMENT STUDIES, IIT DELHI	New Delhi	3.23
9	ALKESH DINESH MODY INSTITUTE FOR Financial and management studies	Mumbai	2.35
0	INDIAN INSTITUTE OF Management-Kozhikode (IIM-K)	Kozhikode	1.5

ote: Rol (return on investment) is calculated by dividing average domestic nnual salary with fees for the entire course



# MESSAGE FROM VICE CHANCELLOR



दिल्ली विश्वविद्यालय University of Delhi



प्रो॰ योगेश सिंह कूलपति Prof. Yogesh Singh Vice-Chancellor

> No. DU/VC/2024/433 12th November 2024

#### MESSAGE

It gives me immense pleasure to extend warm welcome to the aspirants of the three prestigious Master of Business Administration (MBA) Programmes conducted by the Faculty of Commerce and Business of the University in the knowledge domains of International Business, Human Resource Development and Business Analytics for the academic session 2025-26.

These MBA programmes takes into consideration the contemporary competitive landscape by incorporating intellectual rigor, experiential learning and entrepreneurial mindset while creating an array of growth opportunities for the students pursuing these programmes. The curricular design of these programmes encompasses the conceptual and foundational knowledge of business along with contemporary specializations for the students to delve deeper into their respective areas of interest.

I am sure that these MBA programmes which have been designed to cater to the needs and aspiration of the youth, keeping in mind the rapid changes in the current business landscape and evolving trends, will go a long way in shaping the career of the aspiring students become future industry leaders who will play a significant role in guiding our Nation towards a Viksit Bharat by the year 2047.

The rich academic ambiance of the Faculty also allows development of leadership attributes, team building capacity, creativity and innovation by participation of the students in various social outreach and extracurricular activities. The rich scholarly attributes and contemporary industry expertise of the faculty members play a significant role in nurturing the young minds. I would like to take this opportunity to wish every success to the students who enrol for these

MBA Programmes in their academic, professional and personal endevaours of life.

Best Wishes

G2~ 14

Yogesh Singh

রিকেলী বিশ্ববিদ্যালয়, उत्तरी परिश्वर, दिल्ली – 110007, भारत University of Delhi, North Campus, Delhi-110007, India दुरभाष Tel.: +91-11-27667190, 27667011। ফ্রিন্স Eax: + 91-11-27667049। ई-भोल E-mail: vo@du.ac.in

# MESSAGE FROM HEAD & DEAN



#### वाणिज्य विभाग

वानिज्य और व्यवसाय संकाय दिल्ली स्कूल ऑफ इकोनोमिक्स दिल्ली विश्वियालय, दिल्ली - 110007 दूरमाष : 011-27667891 टेलीफेक्स : 27666781

प्रो॰ अजय कुमार सिंह विपलाप्यः त्वं बविकल फाईल संख्या Ref. No. <u>CD/ 45 ई/</u>&4



DEPARTMENT OF COMMERCE Faculty of Commerce & Business Delhi School of Economics University of Delhi, Delhi - 110007 Phone : 011-27667891 Telefax : 27666781 Prof. Ajay Kumar Singh Head and Dean

दिनांक

Date ..

Contemporary business organisations are operating in dynamic and fast changing environment and facing numerous challenges with respect to various aspects of the organisations mainly technological advancement, multi-generational workforce and rapid changing international scenarios. Understanding and managing these challenges are very critical to achieve Viksit Bharat @ 2047 vision. The Department of Commerce is working with full rigor and enthusiasm in this direction by nurturing young talent through its MBA programmes, namely, MBA (IB – International Business), MBA (HRD – Human Resource Development) and MBA (BA – Business Analytics). The Department of Commerce has been ranked at number one by India Today Best B-School Survey under the category of Top Government B-Schools that offers the best value for money.

The MBA programmes provide students in-depth knowledge of various concepts and applications applicable to organisations along with enriched analytical skills so that these students could get deeper insights from the g,ven data in given scenarios and then efficiently and effectively apply them in decision making to run the business. These programmes adopt multi-faceted approach for holistic development of students and prepare them to advance their career and contributing meaningfully in successes of various organisations and achieving their objectives keeping in mind the broader level aspects of sustainable development. The well qualified and highly experienced faculty members cultivate this young generation to be future leaders and entrepreneurs by means of intellectual rigor and experiential learning methodologies used in class room settings.

Following our moto i.e. "Lead us from darkness to light", we are highly committed and continually working with our full strength to develop students to illuminate the word with the power of their learning and knowledge.

You are invited to join us for an enriching journey in upcoming academic year 2025–26 in making the Department of Commerce, Faculty of Commerce and Business, Delhi School of Economics, University of Delhi a place for great excellence, learning and growth. Our community of faculty, staff and students are looking forward to welcoming you onboard with us.

Best Wishes!

Alini 5/12/2024

Prof. Ajay Kumar Singh Senior Professor, Head & Dean

# **ADVISORY BOARD**

### Head and Dean

Faculty of Commerce & Business – Ex Officio University of Delhi

### MBA (HRD/IB/BA) – Course

**Coordinators** Department of Commerce – Ex Officio University of Delhi

**Prof. Vinita S. Sahay** Director Indian Institute of Management (IIM) Bodh Gaya

### Prof. Sanjay Srivastava

Vice Chancellor MRIIRS Managing Director MREI

**Mr. Dhananjay Singh** Director General National HRD Network

### Mr. Sandeep Kumar Gupta

Chairman and Managing Director GAIL (India) Ltd.

### Mr. Anand Mohan Mishra

Founder Chairman Rishi Group

### Mr. Sachin Khurana

Chief People Officer & Vice President Happiest Minds Technologies

### Mr. Avadhesh Dixit

Chief Human Resources Officer Company Name: Acuity Knowledge Partners

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# SELECTION PROCEDURE

The admission to MBA (BA), MBA (HRD) and MBA (IB) programmes is done through two layered process including:

- 1. Eligibility criteria
- 2. Final admission selection criteria

Weightages for the final admission selection criteria are as follows:

Selection Criteria	Weightage	REMARKS
CAT Score*	80%	CAT Score is to be computed using the following method: (Overall Scaled Score Obtained / Maximum Score) * 100
Marks obtained in Class X (All Subjects)	10%	If marks are optioned in CGPA/SGPA, the same should be converted into equivalent percentage of marks. The onus of providing the documentary proof of conversion lies with the candidate.
Marks obtained in Class XII (All Subjects)	10%	If marks are optioned in CGPA/SGPA, the same should be converted into equivalent percentage of marks. The onus of providing the documentary proof of conversion lies with the candidate.

<u>\*Note: Overall negative CAT Scores will not be considered.</u> <u>All subjects must be included for calculating Marks obtained in Class X and Class XII.</u>

The following grading system is used for the marks obtained in class X and XII:

95% and more	10
More than 90% but less than 95%	9
More than 85% but less than 90%	8
More than 80% but less than 85%	7
More than 75% but less than 80%	6
More than 70% but less than 75%	5
More than 65% but less than 70%	4
More than 60% but less than 65%	3
More than 55% but less than 60%	2
More than 50% but less than 55%	1
Less than 50%	0

Note: The candidate has to apply separately to IIMs for CAT 2024 and to the Department for the above programmes.

# SELECTION PROCEDURE

Applicants can register themselves online for admission to MBA programmes (BA, HRD and IB) through our website, i.e. www.commerce.du.ac.in

The candidate would be required to provide preference towards the programmes i.e. MBA (BA), MBA (HRD) and MBA (IB) while filling up the online application form. The preference of programmes cannot be changed at subsequent stages. The same shall be used at the time of declaring the merit list of candidates after incorporating the entire components, i.e., CAT score and marks obtained in class X and class XII.

Based on merit and preference of candidates, merit list and waiting list shall be prepared programme-wise for inviting candidates for calling in counseling, if any.

Note: The seats will be allocated as per the preference given here and the candidate will be only allowed to upgrade to higher preference. So please choose the preference wisely.

The application fee for MBA (BA), MBA (HRD) and MBA (IB) programmes is:-

Category	Application Fees
General/CW/OBC	INR 2000/-
SC/ST/EWS/PwBD	INR 1000/-

Online application begins: 6th December, 2024 Last date for online application: 03th January, 2025 (1600 Hrs)

# **SELECTION PROCEDURE**

### SEATS\*

CATEGORY	MBA (BA)	MBA (HRD)	MBA (IB)
Unreserved	24	31	31
OBC	16	21	21
SC	9	12	12
ST	5	6	6
EWS	6	8	8
Sub-Total	60	78	78
CW	3	4	4
PwBD	3	4	4
Foreign Students	6	8	8
Total	72	94	94
PG WARD Quota *	4 (2 for teaching, 2 for non teaching)	4 (2 for teaching, 2 for non teaching)	4 (2 for teaching, 2 for non teaching)
Orphan Quota (Acad.I/Admission/2023/ 112 dated 03 Mar 2023)	2 (1 for Male, 1 for Female)	2 (1 for Male, 1 for Female)	2 (1 for Male, 1 for Female)
Grand Total	78	100	100

\*As per University rules, the seats for PwBD, CW, and foreign students (FS) categories are supernumerary.

\*The reservation rules shall be applicable as announced by University of Delhi from time to time.

\*Number of seats may vary depending upon the rules and regulations of University of Delhi.

# **ELIGIBILITY FOR ADMISSION**

### Indian Students

(a) Passed Bachelor's Degree examination of the University of Delhi or an examination recognized as equivalent thereto in any discipline, with minimum 50% marks in aggregate or equivalent thereto in the grading system. Relaxation in eligibility for students of reserved category would be as per university rules.
(b) Appeared for CAT 2024 conducted by Indian Institute of Management (IIMs).

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

### **Foreign Students**

All foreign applicants, including those who have completed their schooling from an Indian Board may be treated as Foreign Students for the purpose of their registration / admission in various Departments and Colleges of the University and they may be considered for admission under 10% quota prescribed for the foreign students. The foreign applicants seeking admission to Postgraduate Programmes should apply online through Foreign Students' Registry Portal <u>http://fsr.du.ac.in</u> and can contact the Deputy Dean (Foreign Students' Registry), Conference Centre, University of Delhi- 110007 for further details. Email: fsradmissions@du.ac.in

Phone No. +91-11-27666756

Website: <u>www.fsr.du.ac.in</u>

Eligibility conditions for Foreign Nationals for admission to MBA (BA/HRD/IB) programmes:

- Foreign Nationals needs to secure GMAT score of 650.
- Foreign Nationals with Indian or foreign degrees, but who are not currently staying in India, need to apply via the respective Consulate/Embassy with a mandatory minimum GMAT Score of 650.
- Such candidate should have fellowship from their country of origin and/or recognized international agencies.
- Foreign Nationals with foreign degrees are required to submit both GMAT as well as TOEFL scores.

**The** reservation policy related to admissions will be followed as per the University of Delhi rules.

### Reservation of Seats for Schedule Caste (SC) / Tribe (ST) Applicants

The minimum eligibility requirement for the SC / ST applicants shall be the minimum pass marks of the concerned qualifying examination of the University of Delhi. In the case of SC/ST applicants who have passed the last qualifying examination from other Universities, they should have secured at least the same percentage of pass marks at the qualifying examination as prescribed for the equivalent examination of the University of Delhi for the purpose of admission to the postgraduate programme of this University. The certificate for OBC / EWS / SC / ST issued by the following are accepted:-

- 1. District Magistrate / Additional District Magistrate / Collector / Deputy Commissioner / Additional Deputy Commissioner / Deputy Collector / 1st class Stipendiary Magistrate / City Magistrate / Sub-Divisional Magistrate / Taluka Magistrate / Executive Magistrate / Extra Assistant Commissioner.
- 2. Chief Presidency Magistrate / Additional Chief Presidency Magistrate / Presidency Magistrate.
- 3. Revenue Officer not below the rank of Tehsildar.
- 4. Sub-Divisional Officer of the area where the Applicant and/or his family normally resides.
- 5. Administrator / Secretary to the Administrator / Development Officer (Lakshadweep Islands).

The seats reserved for the SC / ST shall be filled by the SC / ST candidates only. However, in the case of non-availability of the eligible candidates the reserved seats may be interchanged between the SC & ST. If any seat still remains unfilled, the same shall be left vacant.

#### Change of category is not permissible at subsequent stages.

Candidates seeking admission under EWS / SC / ST / OBC category should have certificates in their own name only. University of Delhi rules will be applicable for ascertaining eligibility of category certificate

# Reservation of Seats for Other Backward Classes (Non-Creamy layer, Central List)

As per communication received by the University from the UGC, the OBC status is to be determined on the basis of the Central list of OBCs notified by the Ministry of Social Justice & Empowerment on the recommendations of the National Commission for Backward Classes available at the website of the commission (<u>http:ncbc.nic.in/backwardclasses/index.html</u>).

The documents in evidence of the OBC Non-Creamy Layer status, issued by Competent Authority, are required to be submitted by the students at the time of admission.

The certificate must mention non-creamy layer status of the applicant (Noncreamy layer status issued by an authority mentioned in DOPT Office Memorandum no. 36012/22/93- Estd. (SCT) dated 15.11.1993). If the applicants do not have the OBC non-creamy layer certificate of the financial year 2024-25 at the time of upload, the applicant may upload the old OBC non-creamy layer certificate/acknowledgment slip of OBC non-creamy layer certificate application. However, at the time of admission, the applicant will have to produce the OBC non-creamy layer certificate of the financial year 2025-26.

Note: The merit list for the unreserved (UR) category seats will comprise of all the applicants in the order of merit. No one will be excluded from the same. In other words, it will also include SC / ST / OBC / EWS applicants, if they come in unreserved merit. The applicant cannot be excluded from the unreserved category merit list just because the applicant belongs to SC /ST / OBC / EWS. Such an applicant is entitled to be considered under the unreserved category as well as under the reserved category. Admission to unreserved category seats will be strictly in the order of merit without excluding SC / ST / OBC / EWS applicants.

# Reservation for Economically Weaker Sections (EWSs) Applicants-The rules of University of Delhi would be applicable

Government of ...... (Name & Address of the authority issuing the certificate)

INCOME & ASSETS CERTIFICATE TO BE PRODUCED BY ECONOMICALLY WEAKER SECTIONS

Certificate No.

Date:

#### VALID FOR THE YEAR

10	This	is	to certif	y that	Shri/Smt./Kur	mari			SO	n/daugh	nter/wife of
al la constante					permanent	resident	of			, Vi	llage/Street
			Post	Office			trict	in	the Sta	te/Unio	n Territory
			P	in Cod	e	whose	photograph	is atte	ested be	wole	belongs to
Ecor	nomical	ly W	leaker S	ections,	since the gr	oss annu	al income* o	of his/he	er 'family	"" is b	elow Rs. 8
					for the finan						not own or
			the follow								

5 acres of agricultural land and above;

Residential flat of 1000 sq. ft. and above;

Residential plot of 100 sq. yards and above in notified municipalities;

IV. Residential plot of 200 sq. yards and above in areas other than the notified municipalities.

2. Shri/Smt./Kumari \_\_\_\_\_\_ belongs to the \_\_\_\_\_ caste which is not recognized as a Scheduled Caste, Scheduled Tribe and Other Backward Classes (Central List)

Signature with seal of Office\_\_\_\_\_

Name \_\_\_\_

Designation \_\_\_\_

Recent Passport size attested photograph of the applicant

"Note1: Income covered all sources i.e. salary, agriculture, business, profession, etc.

"Note 2:The term "Family" for this purpose include the person, who seeks benefit of reservation, his/her parents and siblings below the age of 18 years as also his/her spouse and children below the age of 18 years

\*\*\*Note 3: The property held by a "Family" in different locations or different places/cities have been clubbed while applying the land or property holding test to determine EWS status.

#### Supernumerary seats

### Persons with Benchmark Disabilities (PwBD)

As per the provisions of Rights of Persons with Disabilities Act, 2016, not less than 5% seats are reserved for Persons with Benchmark Disabilities. As per the said Act, a "person with benchmark disability means a person with not less than forty percent of a specified disability where specified disability has not been defined in measurable terms and includes a person with disability where specified disability has been defined in measurable terms, as certified by the certifying authority". It may be noted that the erstwhile Persons with Disabilities (Equal Opportunities, Protection of Rights and Full Participation) Act, 1995 (No.1 of 1996), under which reservation for Persons with Disabilities in admissions was provided earlier has now been repealed

- The PwBD applicants shall be given a relaxation in the Minimum Eligibility in the Qualifying Examination to the extent of 5%.
- Relaxation in marks in Entrance Test (if applicable) will be provided till such point/level that all the seats earmarked as reserved / available as reserved in a particular course, are filled up or all the applicants with benchmark disabilities eligible for obtaining admission in a particular course, have been accommodated, whichever is earlier.
- The reservation for persons with benchmark disabilities up to PG level will be on Supernumerary seats.

Persons with benchmark disabilities falling within any of the following specified categories of disabilities as mentioned in the Schedule to the Rights of Persons with Disabilities Act, 2016 [See Clause (zc) of Section 2 of the said Act] are eligible to get the benefit of the said reservation:

#### I. Physical disability

#### A. Locomotor disability—

- Locomotor disability (a person's inability to execute distinctive activities associated with movement of self and objects resulting from affliction of musculoskeletal or nervous system or both), including—
- "Leprosy cured person" means a person who has been cured of leprosy but is suffering from—

- **1.**Loss of sensation in hands or feet as well as loss of sensation and paresis in the eye and eye-lid but with no manifestation of deformity;
- 2. Manifest deformity and paresis but having sufficient mobility in their hands and feet to enable them to engage in normal economic activity;
- 3. Extreme physical deformity as well as advanced age which prevents him/her from undertaking any gainful occupation, and the expression "leprosy cured" shall be construed accordingly;
- "Cerebral palsy" means a Group of a non-progressive neurological condition affecting body movements and muscle coordination, caused by damage to one or more specific areas of the brain, usually occurring before, during, or shortly after birth;
- "Dwarfism" means a medical or genetic condition resulting in an adult height of 4 feet 10 inches (147 centimeters) or less;
- "Muscular dystrophy" means a group of hereditary genetic muscle diseases that weakens the muscles that move the human body and persons with multiple dystrophy have incorrect and missing information in their genes, which prevents them from making the proteins they need for healthy muscles. It is characterized by progressive skeletal muscle weakness, defects in muscle proteins, and the death of muscle cells and tissue;
- "Acid attack victims" means a person disfigured due to violent assaults by throwing of acid or similar corrosive substance.

#### B. Visual impairment—

- "Blindness" means a condition where a person has any of the following conditions, after best correction—
- 1. Total absence of sight; or
- 2. Visual acuity less than 3/60 or less than 10/200 (Snellen) in the better eye with the best possible correction; or
- 3. Limitation of the field of vision subtending an angle of less than 10 degrees.
- "low-vision" means a condition where a person has any of the following conditions, namely:
  - Visual acuity not exceeding 6/18 or less than 20/60 up to 3/60 or up to 10/200 (Snellen) in the better eye with best possible corrections; or
  - Limitation of the field of vision subtending an angle of less than 40 degree up to 10 degree.

### C. Hearing impairment—

- "Deaf" means persons having 70 DB hearing loss in speech frequencies in both ears;
- "Hard of hearing" means a person having 60 DB to 70 DB hearing loss in speech frequencies in both ears;
- "Speech and language disability" means a permanent disability arising out of conditions such as laryngectomy or aphasia affecting one or more components of speech and language due to organic or neurological causes.

#### II. Intellectual disability

A condition characterized by significant limitations both in intellectual functioning (reasoning, learning, problem-solving) and in adaptive behaviour which covers a range of everyday, social and practical skills, including—

- 1. "Specific learning disabilities" means a heterogeneous group of conditions wherein there is a deficit in processing language, spoken or written, that may manifest itself as a difficulty to comprehend, speak, read, write, spell, or to do mathematical calculations and includes such conditions as perceptual disabilities, dyslexia, dysgraphia, dyscalculia, dyspraxia and developmental aphasia;
- 2."Autism spectrum disorder" means a neuro-developmental condition typically appearing in the first three years of life that significantly affects a person's ability to communicate, understand relationships and relate to others, and is frequently associated with unusual or stereotypical rituals or behaviours.

#### III. Mental behaviour:

"Mental illness" means a substantial disorder of thinking, mood, perception, orientation or memory that grossly impairs judgment, behaviour, capacity to recognize reality or ability to meet the ordinary demands of life, but does not include retardation which is a condition of arrested or incomplete development of mind of a person, specially characterized by subnormality of intelligence.

### JV. Disability caused due to -

- (a) Chronic neurological conditions, such as—
  - 1. "multiple sclerosis" means an inflammatory, nervous system disease in which the myelin sheaths around the axons of nerve cells of the brain and spinal cord are damaged, leading to demyelination and affecting the ability of nerve cells in the brain and spinal cord to communicate with each other;
  - 2. "Parkinson's disease" means a progressive disease of the nervous system marked by tremors, muscular rigidity, and slow, imprecise movement, chiefly affecting middle-aged and elderly people associated with degeneration of the basal ganglia of the brain and a deficiency of the neurotransmitter dopamine.
- (b) Blood disorder—
  - 1. "haemophilia" means an inheritable disease, usually affecting only males but transmitted by women to their male children, characterised by loss or impairment of the normal clotting ability of blood so that a minor wound may result in fatal bleeding;
  - 2. "Thalassemia" means a group of inherited disorders characterised by reduced or absent amounts of haemoglobin.
  - 3. "Sickle cell disease" means a haemolytic disorder characterised by chronic anemia, painful events, and various complications due to associated tissue and organ damage; "haemolytic" refers to the destruction of the cell membrane of red blood cells resulting in the release of haemoglobin.

### V. Multiple Disabilities (more than one of the above-specified disabilities)

Multiple disabilities include deaf-blindness which means a condition in which a person may have a combination of hearing and visual impairments causing severe communication, developmental, and educational problems.

#### VI. Any other category:

Any other category as may be notified by the Central Government.

Applicants must furnish a valid disability certificate issued by a recognized Government hospital, bearing a photograph of the applicant.

# Concession / Waiver of fees in respect of Persons with Benchmark Disabilities (PwBD):

Consequent upon amendment to Ordinance X(4) of the University, the following provision has been added after Sub-Clause 2 of Ordinance X(4) of the said Ordinance: —Provided that the Persons with Physical Disabilities shall be waived off all the fees payable including the Examination fee and other University fees, except Admission fee, subscription towards Delhi University Students' Union and Identity Card fee for pursuing under-graduate, post-graduate or other Programmes in the University or its Colleges. This provision further also applies to all persons with benchmark disabilities.

- In pursuance of the above, the students with benchmark disabilities pursuing various Programs of study in the Faculties, Departments, Centres, and Institutions / Colleges of the University shall be exempted from payment of fees, including examination fee and other University fees, except Admission fee, subscription towards Delhi University students' Union and Identity Card fee.
- PwBD applicants who will meet the cut-off / Eligibility Criteria for the Unreserved Category(UR) and will take admission in the Unreserved Category will also pay the fee applicable for PwBD students.
- In pursuance of the Executive Council Resolution No. 50 dated 03.11.2012, it is notified that the students with physical disabilities residing in different Hostels /Halls of the University are exempted from payment of all hostel fees and charges except refundable caution fee and the mess fees. The persons with Physical Disabilities shall pay 50% of the Mess Fee and the remaining 50% of the Mess Fee, in respect of the PwBD students, will be met by the University of Delhi. Similar norms are to be adopted by the Colleges in respect of PwBD Students residing in various hostels of the Colleges. The above provisions and concessions/waivers are applicable with respect to all students with benchmark disabilities.

It is clarified further that the students with benchmark disabilities who are getting fellowships / financial assistance shall be exempted from payment of fees / charges / mess fees subject to the following conditions:

Value of Fellowship	Exemption of Fees waiver etc.
Upto Rs. 3000/- pm	Fees Waiver + 50% Mess Subsidy
Rs. 3001 to 8000 pm	Fees waiver but no Mess Subsidy
Rs. 8001 and above pm	No Fees waiver and no Hostel Subsidy

#### **Provisions for PwBD Candidates**

- In case of candidates with benchmark disabilities in the category of blindness, locomotor disability (both arm affected-BA) and cerebral palsy, the facility of scribe/reader shall be given, if so desired by them.
- In case of other category of persons with benchmark disabilities (the Schedule of the said Act may be referred to), the provision of scribe/reader can be allowed (if they so desire) on production of a certificate to the effect that the person concerned has physical limitation to write (use the mouse in case of CBT) and scribe is essential to write examination on his behalf, from the Chief Medical Officer/Civil Surgeon/Medical Superintendent of a Government health care institution as per proforma (For more details refer University of Delhi Bulletin of Information For Admission To Postgraduate Courses.
- Such candidates will have the discretion of bringing his/her own scribe/reader or may opt to have a Scribe/Reader from NTA or through any of its authorised Institute / Agency / Personnel involved in the examination.

- An eligible PwBD candidate, desirous of having the facility of scribe/reader, shall have to mention his/her appropriate PwBD category in the relevant column of the application form and also have to record whether he/she will have his/her own arrangement of scribe/reader or it has to be arranged by NTA or through any of its authorised Institute / Agency / Personnel.
- The qualification of the scribe shall be one step below the qualification of the candidate taking the examination. The persons with benchmark disabilities opting for their own scribe/reader should submit details of their own scribe as per proforma (For more details refer to University of Delhi Bulletin of Information For Admission To Postgraduate Courses (2025-26).
- In case a PwBD candidate has opted for the scribe/reader from NTA or through any of its authorised Institute / Agency / Personnel, the Centre Superintendent shall arrange a meeting of the candidate with the scribe/reader, a day before the examination, for giving him/her a chance to check/verify whether the scribe/reader is suitable or not. (vii)Compensatory time of not less than 20 minutes per hour of examination shall be given to a candidate who is allowed to use a scribe/reader. If the examination is 02 hours in duration, the compensatory time shall be 40 minutes. In case the duration of the examination is more than 02 hours, the compensatory time shall be on a pro-rata basis.
- As far as possible, the examination for persons (s) with Disabilities should be held on the ground floor.

### Armed Forces Children and Widows (CW) Quota

The University reserves 5% (of the total number) seats, course-wise in all departments / Centres / Colleges, under the CW category. The applicants seeking admission under this category need to register online as per the schedule notified by the University and have to upload the Educational Concession Certificate (Format of the Educational Concession Certificate is provided in Annexure IV), in the prescribed format only, issued by any of the following authorities:

- Secretary, Kendriya Sainik Board, Delhi
- Secretary, Rajya Zila Sainik Board
- Officer-in-Charge, Record Office
- 1st Class Stipendiary Magistrate

Ministry of Home Affairs (For Police Personnel in receipt of Gallantry Awards) Admission may be offered to the Children Widows of Officers and Men of the Armed Forces including Para-Military Personnel, in the following order of preference:

1)- Widows / Wards of Defence personnel killed in action.

2)- Wards of Defence Personnel disabled in action and boarded out from service with disability attributable to military services.

3)- Widows / Wards of Defence personnel who died while in service with death attributable to military services.

4)- Wards of Defence personnel disabled in service and boarded out with disability attributable to the military services.

5)- Wards of Serving / Ex-servicemen personnel including personnel of police forces who are in receipt of Gallantry Awards

- a. Param Vir Chakra
- b. Ashok Chakra
- c. Maha Vir Chakra
- d.Kirti Chakra
- e. Vir Chakra
- f. Shaurya Chakra

g. President's Police Medal for Gallantry/President Gallantry Medal for the fire services personnel

- h. Sena, Nau Sena, Vayu Sena Medal
- i. Mention-in-Dispatches
- j. Police Medal for Gallantry/Gallantry Medal for fire services

6)- Wards of Ex-Servicemen

7)- Wives of:

a. Defence Personnel disabled in action and boarded out from service

b. Defence Personnel disabled in service and boarded out with disability attributable to military service

c. Ex-Servicemen and Serving Personnel who are in receipt of Gallantry Awards

- 8)- Wards of Serving Personnel
- 9)- Wives of Serving Personnel

#### Note:

i) Benefit under CW Category may be extended to the widows/ wards of the Personnel of Para Military Forces priority V only.

ii) Admission in priority V is as per the inter-se-priority of the Gallantry Awards.

## Ward Quota

Reservation under ward quota will be done as per University's rules.

#### PRESCRIBED FORMAT OF EDUCATIONAL CONCESSION CERTIFICATE (ECC)

(On the proper Letter Head with complete address, telephone number(s) and e-mail ID) OFFICE OF THE

This is to certify that Mr. / Miss. \_\_\_\_\_\_ is son / daughter of \_\_\_\_\_\_.
(No. \_\_\_\_\_\_) resident of \_\_\_\_\_\_.

The above named officer / JCO / OR

-

#### Priority - I

Widows / Wards of Defence personnel killed in action on during

#### Priority - II

Wards of disabled in action on \_\_\_\_\_\_ during \_\_\_\_\_ and boarded out from service with disability attributable to military service.

#### Priority - III

Widows / Wards of Defence Personnel who died while in service with death attributable to military service.

#### Priority - IV

Wards of Defence Personnel disabled in peace time and boarded out with disability attributable to the military service.

#### Priority - V

Wards of Serving / Ex-servicemen personnel including personnel of police forces who are in receipt of Gallantry Awards:

- 1. ParamVir Chakra
- 2. Ashok Chakra
- 3. MahaVir Chakra
- 4. Kirti Chakra
- 5. Vir Chakra
- 6. Shaurya Chakra
- 7. President's Police Medal for Gallantry
- 8. Sena, NauSena, VayuSena Medal
- 9. Mention-in-Despatches
- 10. Police Medal for Gallantry.

#### Priority - VI

Wards of Ex- Servicemen

#### Priority - VII

Wives of:

- 1. Defence Personnel disabled in action and boarded out from service.
- 2. Defence Personnel disabled in service and boarded out with disability attributable to military service.
- 3. Ex-Servicemen and Serving Personnel who are in receipt of Gallantry Awards.

#### Priority - VIII

Wards of Serving Personnel

#### Priority - IX

Wives of Serving Personnel

wives of Serving Personner

Mr. / Miss. / Mrs.\_\_\_\_\_\_\_son / daughter / wife of \_\_\_\_\_\_Officer / JCO / OR is eligible for educational concession for admission in University of Delhi against the Armed Forces Category under Priority No.\_\_\_\_\_\_

No.: Date:

Seal <Rubber Stamp> with Name & Designation (Signature)

# **CAMPUS** FACILITIES & RESOURCES

### **Computer Laboratory**

Department has a computer center with requisite facility.

### **Seminar Room**

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

### **Convention Centre**

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



# **CAMPUS** FACILITIES & RESOURCES

### **Ratan Tata Library**

Famously known as RTL, Ratan Tata Library is located inside the Delhi School of Economics campus. The library is home to more than 3 lakh volumes of books. periodicals, documents and journals. RTL has been designated as a repository of various Union and State Government Publications. It has a common reading hall with a seating capacity of 120 students. Some of the best iournals like Accounting and Business Business Ethics: Research. Α European Review, Review of Industrial Organization, Marketing News by American Marketing Association. USA. Journal of International Trade and Economic Development & many more are subscribed in the library to the benefit of students.

### Cafeteria

DSE campus is also home to one of the most well-known canteens in the DU North Campus. The canteen is full of students, not just from the DSE campus but also from other DU colleges for its delicious food at very affordable prices. Mutton Cutlet and Mutton Dosa are the most sought-after delicacies here along with JP Tea Stall's famous Masala Coke.



# CAMPUS FACILITIES & RESOURCES

### **Sports Facilities**

The following sports facilities are available in Delhi University Sports Council(DUSC):

Rugby Stadium: The University Rugby Stadium has a playfield of Rugby with a lush green arena for Football, Baseball, Handball, Kabaddi and Softball.

Hall: The Universitv Multipurpose Multipurpose Hall has imported carpet flooring on the Lower/Ground Floor and wooden flooring on the First Floor for Badminton, Basketball, Chess, Judo, Netball, Table Tennis & Taekwondo. The services of available gymnasium (Gvm) in the Multipurpose Hall are utilized for the e students, research scholars and teaching and non teaching employees of the University.

Polo Ground: The Pologround has 8 lane Synthetic Track for Track and Field events. It also has playfield for Football, Baseball, Handball, Hockey, Kabaddi and Softball.









# HOSTEL FACILITY

Hostel facility can be availed by a select number of students at the University hostels on merit basis. University Hostels are equipped with various facilities like Dining Hall for breakfast, lunch and dinner, common room for recreational activities, computer room, Cafeteria for snacks, Gym, etc.

### List of University Hostels For Men

- P.G. Men's Hostel, University Road
- Gwyer Hall, University Road
- D.S. Kothari Hostel, University Road
- Jubilee Hall, Khyber Pass Road
- International Students House, Mall Road
- Mansarovar Hostel, GTB Marg
- V.K.R.V. Rao Hall, University Road

### List of University Hostels For Women

- University Hostel for Women, Chhatra Marg
- Meghdoot Hostel, Chhatra Marg
- Rajiv Gandhi Girls Hostel, Mukherjee Nagar







\*Students should directly contact the office of the hostels concerned and apply as per the stipulated procedure well in time.

# FACULTY

## HEAD AND DEAN DEPARTMENT OF COMMERCE FACULTY OF COMMERCE & BUSINESS

1. Dr. Ajay Kumar Singh (Senior Professor)

### PROFESSORS

- 2. Dr. V.K. Shrotryia (Senior Professor)
- 3. Dr. Kavita Sharma (Senior Professor)
- 4. Dr. R.K. Singh
- 5. Dr. Madan Lal
- 6. Dr. Niti Bhasin
- 7. Dr. Sunaina Kanojia
- 8. Dr. Ritu Sapra
- 9. Dr. Urvashi Sharma
- 10. Dr. Amit Kumar Singh
- 11. Dr. Ashish Chandra
- 12. Dr. H.K. Dangi
- 13. Dr. Shital Jhunjhunwala
- 14. Dr. Abha Shukla
- 15.Dr. Anil Kumar

## **ADJUNCT PROFESSOR**

16. Dr. Rajendra P. Srivastava

## ASSOCIATE PROFESSOR

- 17. Dr. Pooja Goel
- 18. Dr. Anil Kumar Goswami
- 19. Dr. Sonal Thukral

## **ASSISTANT PROFESSORS**

- 20. Dr. Sahaj Wadhwa
- 21. Dr. Kiran Bala
- 22. Dr. Supreet Kaur
- 23. Dr. Rohit Kumar Shrivastav
- 24. Dr. Vibhuti Vasishth
- 25. Dr. Namita Jain
- 26. Dr. Rajdeep Singh
- 27. Dr. Svati Kumari
- 28. Dr. Kirti Singh
- 29. Dr. Sumita Sinku
- 30. Dr. Manish Kumar
- 31. Dr. Jagdish Raj Saini
- 32. Dr. Manisha
- 33. Dr. Pratibha Maurya
- 34. Dr. Purushottam Kumar Arya

# FACULTY



Dr. AJAY KUMAR SINGH SENIOR PROFESSOR, DEAN & HOD



Dr. VIJAY KUMAR SHROTRYIA SENIOR PROFESSOR



Dr. KAVITA SHARMA SENIOR PROFESSOR



Dr. R. K. SINGH PROFESSOR



Dr. MADAN LAL PROFESSOR



Dr. NITI BHASIN PROFESSOR



Dr. SUNAINA KANOJIA PROFESSOR



Dr. RITU SAPRA PROFESSOR



Dr. URVASHI SHARMA PROFESSOR



Dr. AMIT KUMAR SINGH PROFESSOR



Dr. ASHISH CHANDRA PROFESSOR



Dr. H K. DANGI PROFESSOR



Dr. SHITAL JHUNJHUNWALA PROFESSOR



Dr. ABHA SHUKLA PROFESSOR



Dr. ANIL KUMAR PROFESSOR



Dr. RAJENDRA P. SRIVASTAVA ADJUNCT PROFESSOR

## FACULTY



Dr. POOJA GOEL ASSOCIATE PROFESSOR



Dr. KIRAN BALA ASSISTANT PROFESSOR



Dr. NAMITA JAIN ASSISTANT PROFESSOR



Dr. SUMITA SINKU ASSISTANT PROFESSOR



Dr. ANIL KUMAR GOSWAMI ASSOCIATE PROFESSOR



Dr. SUPREET KAUR ASSISTANT PROFESSOR



Dr. RAJDEEP SINGH ASSISTANT PROFESSOR



Dr. MANISH KUMAR ASSISTANT PROFESSOR



Dr. SONAL THUKRAL ASSOCIATE PROFESSOR



Dr. ROHIT KUMAR SHRIVASTAV ASSISTANT PROFESSOR



Dr. SVATI KUMARI ASSISTANT PROFESSOR



Dr. JAGDISH RAJ SAINI ASSISTANT PROFESSOR



Dr. SAHAJ WADHWA ASSISTANT PROFESSOR



Dr. VIBHUTI VASISHTH ASSISTANT PROFESSOR



Dr. KIRTI SINGH ASSISTANT PROFESSOR



Dr. MANISHA ASSISTANT PROFESSOR



Dr. PRATIBHA MAURYA ASSISTANT PROFESSOR



Dr. PURUSHOTTAM KUMAR ARYA ASSISTANT PROFESSOR

# **PROGRAMMES: MBA (BUSINESS ANALYTICS)**

## MBA (BA)

With the vision—to nurture the young minds, to make them better employable and socially responsible citizens by encapsulating them with the right set of knowledge for a better tomorrow, Department of Commerce focuses on building conviction with impartiality and modesty, create an enabling environment for innovative thought processes and nurture open-mindedness, equitability and perseverance. MBA (BA) programme is mainly oriented towards professional augmentation in business analytics taking place in the global as well as domestic business analytics arena and the curriculum thus intends to reduce the gap between industry and academia, with the right blend of theory and practice, furthering students to nurture their talent for becoming good leaders and assets for an organization. Students shall gain an in-depth knowledge and analytical skills which will enable them to effectively and efficiently carry out various Trade and Marketing operations of an organization in the emerging globalized environment.

#### **Programme: Post Graduate**

Programme Duration: Two years four semesters full-time programme

#### Semester I

Course Code	Paper Title
MBABACC101	Management and Organisational Behaviour
MBABACC102	Marketing Management
MBABACC103	Accounting for Managers
MBABACC104	Economics for Managers
MBABACC105	Business Statistics and Research Methods
MBABACC106	Introduction to Analytics
MBABACC107	Data Visualisation
MBABACC108	Indian Knowledge System

#### Semester III

Course Code	Paper Title
MBABACC301	Corporate Governance, Ethics and Sustainability
MBABACC302	Using Python for Analytics
MBABACC303	Artificial Intelligence and Machine Learning
MBABACC304	HR Analytics
MBABACC305	Marketing Analytics
MBABACC306	Financial Analytics
MBABACC307	Summer Internship Project Report

#### Semester II

Paper Title	
Corporate Finance	
Human Resource Management	
Big Data and Cloud Computing	
Using R for Analytics	
Operations Management	
Management Science	
Data Warehousing and Data Mining	
Life Skills and Communication	
	Corporate Finance Human Resource Management Big Data and Cloud Computing Using R for Analytics Operations Management Management Science Data Warehousing and Data Mining

#### Semester IV

Course Code	Paper Title	
MBABACC401	Entrepreneurship and New Venture Planning	
MBABACC402	Strategic Management	
MBABACC403	Supply Chain Analytics	
MBABACC404	Healthcare Analytics	
MBABACC405	Social Media Analytics	
MBABACC406	Cyber Threats and Security	
MBABACC407	Indian Ethos and Leadership	

# **PROGRAMMES:** MBA (BUSINESS ANALYTICS)

#### List of Open Elective Course (Semester III) (Select any one)

- 1. COMOE03 : Skills and Techniques of Accounting
- 2. COMOE04 : Business Analysis using Financial Statements
- 3. COMOE08 : Financial Markets and Institutions
- 4. COMOE09 : Planning for Personal Finance
- 5. COMOE10 : Investment Management
- 6. COMOE11 : Project Management Professional-1
- 7.COMOE12 : International Financial Management
- 8. COMOE13 : Startup-1
- 9. COMOE14 : Enterprise Risk Management
- 10.COMOE15 : World Law Prospects

#### List of Elective Course (Semester IV) (Select any one)

- 1. MBABAEC01 : Project Management Professional-2\*\*
- 2.MBABAEC02 : Startup-2#
- 3. MBABAEC03 : Internet of Things
- 4. MBABAEC04 : Compensation Management
- 5. MBABAEC05 : Learning and Development
- 6. MBABAEC06 : Digital Marketing Analytics
- 7.MBABAEC07 : Financial Modeling using Excel
- 8. MBABAEC08 : Knowledge Management
- 9. MBABAEC09 : Human Resource Information System
- 10. MBABAEC10 : Advanced Machine Learning

\*\*Only those who have studied Project Management Professional-1 may opt for Project Management Professional-2.

##Only those who have studied Startup-1 may opt for Startup-2.

#### **Selection of Elective Courses**

**1**. Options for Elective Courses will be floated according to the availability of faculty and a minimum number of students opting for a particular course.

2. Students will be asked to select the option for an Elective Course at the beginning of Semester III.

#### **Selection of Open Elective Courses**

**1**. Options for Open Elective Courses will be floated according to the availability of faculty and a

minimum number of students. The minimum number to be reviewed in the due course of time which may vary programme-wise.

2. Open Elective Courses as placed in semester III would be announced at the beginning of Semester II and accordingly students will be asked to select any one option at that time.

3. At least 10% of the proposed seats in open elective courses should be open to students from

outside the discipline subject to fulfilment of eligibility criteria.

# **PROGRAMMES: MBA (HUMAN RESOURCE DEVELOPMENT)**

## MBA (HRD)

The success and sustenance of every organization traces back to its most core and prized asset: People! In today's world, every major corporation which wants to stay competitive and survive in a dynamic and unforgiving global economic environment realizes the importance of elevating HR to a position of primacy and power. In the present schema of things, corporate experts in human resource development are among the key personnel needed for corporate strategic planning and control. The MBA program in Human Resource Development was started in the year 1995 (as MHROD) by the Department of Commerce, Faculty of Commerce & Business, Delhi School of Economics with the objective of providing quality education to highly motivated young men and women so that they can provide professional expertise to business and industry in the twin areas of Human Resource and Organizational Development. Identified by NHRD and NTPC, among others, as a premiere programme in the field of Human Resource, MBA (HRD) is a two-year full-time professional program spread over four semesters, which combines grueling academic schedules with proactive efforts to develop new perspectives and a higher level of knowledge and understanding. Going beyond books, theories and case studies to open new windows, it helps young HR and OD experts to enter the increasingly competitive and constantly changing global economy, equipped with the ability to face every challenge head-on and emerge victorious.

#### **Programme: Post Graduate**

Programme Duration: Two years four semesters full-time programme

Semester	-
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MBHRCC101	Management Principles and Practices	
MBHRCC102	Accounting for Managers	
MBHRCC103	Economics for Managers	
MBHRCC104	Business Statistics	
MBHRCC105	Legal Framework for Business	
MBHRCC106	Human Resource Management	
MBHRCC107	Marketing Management	

#### Semester - III

MBHRCC301	Organizational Change and Development
MBHRCC302	Learning and Development
MBHRCC303	Management of Industrial Relations
MBHRCC304	Compensation Management
MBHRCC305	Negotiations and Union Management Relations
MBHRCC306	Social Research Methods
COMOE	Open Elective Course

#### Semester - II

Human Resource Development
Organizational Behaviour
Human Resource Information System
Performance Management and Talent Management
Finance for Managers
Labour and Social Laws
Management of Human Capital

#### Semester - IV

	MBHRCC401	International Human Resource Management
	MBHRCC402	Ethics, Corporate Governance and Sustainability
	MBHRCC403	Strategic Human Resource Management
	MBHRCC404	E-Business and Cyber Laws
ĺ	MBHRCC405	HR Analytics
	MBHRCC406	Managing Innovation and Transformation
	MBHREC	Elective Course

# **PROGRAMMES:** MBA (HUMAN RESOURCE DEVELOPMENT)

#### List of Open Elective Courses (Semester III) (Select Any One)

- 1. COMOE01: Entrepreneurship and New Venture Planning
- 2. COMOE03: Skills and Techniques of Accounting
- 3. COMOE04: Business Analysis using Financial Statements
- 4. COMOE05: Life Skills and Communication
- 5. COMOE06: Indian Ethos and Leadership
- 6. COMOE07: Financial Modelling using Excel
- 7. COMOE08: Financial Markets and Institutional Environment
- 8. COMOE10: Investment Management

#### List of Elective Course (Semester IV) (Select any one)

- 1. MBHREC01: Dissertation Project
- 2. MBHREC02: Knowledge Management
- 3. MBHREC03: E-Business and Digital Marketing
- 4. MBHREC04: Financial Planning

#### **Selection of Elective Courses**

- **1**.Options for Elective Courses will be floated according to the availability of faculty and a minimum number of students opting for a particular course.
- 2. Students will be asked to select the option for an Elective Course at the beginning of Semester III.

#### **Selection of Open Elective Courses**

- 1. Options for Open Elective Courses will be floated according to the availability of faculty and a minimum number of students. The minimum number to be reviewed in the due course of time which may vary programme-wise.
- 2.Open Elective Courses as placed in semester III would be announced at the beginning of Semester II and accordingly students will be asked to select any one option at that time
- 3. At least 10% of the proposed seats in open elective courses should be open to students from outside the discipline subject to fulfillment of eligibility criteria.

## **PROGRAMMES: MBA (INTERNATIONAL BUSINESS)**

#### MBA (IB)

The MBA program in International Business, run by the Department of Commerce, located in the Delhi School of Economics plays a pivotal role in equipping its students with the requisite skills to sculpt the face of the future arena of business. In 1985, the Ministry of Commerce, Government of India, and the International Trade Centre (ITC/UNCTAD/GATT), Geneva identified the Faculty of Business and Commerce as a center fit for conducting a specialized program in International Business and Trade, laying the foundation for MIB with the recommendation from UGC, the University of Delhi rechristened the program to MBA (IB). The curriculum has been designed keeping in mind the necessities and requirements of the future business world. It is regularly updated based on feedback from corporate leaders and is contemporary in both its outlook and pedagogy. The programme has been recognized as an institution with proven capability to continuously upgrade its knowledge base with a view to servicing the requirements of the government units, trade and industry. It is designed to enable students to bring success and add value to themselves as well as organizations in which they become stakeholders.

#### **Programme: Post Graduate**

Programme Duration: Two years four semesters full-time programme

Semester ·	- 1
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MBIBCC101	Management and Organizational Behaviour
MBIBCC102	Marketing Management
MBIBCC103	Accounting for Managers
MBIBCC104	Economics for Managers
MBIBCC105	International Business Environment
MBIBCC106	International Trade, Investment and Policy Framework
MBIBCC107	Business Statistics

#### Semester - III

MBIBCC301	Ethics, Corporate Governance and Sustainability
MBIBCC302	E-Business and Digital Marketing
MBIBCC303	Service Marketing and Customer Relationship Management
MBIBCC304	International Financial Management
MBIBCC305	International Supply Chain Management and Logistics
MBIBCC306	Foreign Language for Business-I
COMOE	Open Electives (Any one from list)

#### Semester - II

MBIBCC201	Legal Aspects of Business
MBIBCC202	International Trade Practices, Procedures and Documentation
MBIBCC203	International Marketing Research
MBIBCC204	International Marketing
MBIBCC205	Corporate Finance
MBIBCC206	International Financial System
MBIBCC207	Management Science

#### Semester - IV

MBIBCC401	Investment Analysis and Portfolio Management
MBIBCC402	Global Strategic Management
MBIBCC403	Cross-Cultural Consumer Behaviour and Industrial Buying Behaviour
MBIBCC404	International Advertising and Brand Management
MBIBCC405	International Human Resource Management
MBIBCC406	India's Foreign Trade and Investment
MBIBEC	Elective Course

## **PROGRAMMES: MBA (INTERNATIONAL BUSINESS)**

#### List of Open Elective Courses (Semester III) (Select Any One)

- 1. COMOE01: Entrepreneurship and New Venture Planning
- 2. COMOE03: Skills and Techniques of Accounting
- 3. COMOE04: Business Analysis using Financial Statements
- 4. COMOE05: Life Skills and Communication
- 5. COMOE06: Indian Ethos and Leadership
- 6. COMOE07: Financial Modelling using Excel
- 7. COMOE08: Financial Markets and Institutional Environment
- 8. COMOE10: Investment Management

#### List of Elective Course (Semester IV) (Select any one)

- 1. MBIBEC01: Project Report
- 2. MBIBEC02: Cyber Laws and Business Decisions
- 3. MBIBEC03: IFRS and International Taxation
- 4. MBIBEC04: Business Analytics
- 5. MBIBEC05: Foreign Language for Business-II
- 6. MBIBEC06: Legal Dimensions of International Business

#### **Selection of Elective Courses**

- **1**.Options for Elective Courses will be floated according to the availability of faculty and a minimum number of students opting for a particular course.
- 2. Students will be asked to select the option for an Elective Course at the beginning of Semester III.

#### **Selection of Open Elective Courses**

- 1. Options for Open Elective Courses will be floated according to the availability of faculty and a minimum number of students. The minimum number to be reviewed in the due course of time which may vary programme-wise.
- 2.Open Elective Courses as placed in semester III would be announced at the beginning of Semester II and accordingly students will be asked to select any one option at that time.
- 3. At least 10% of the proposed seats in open elective courses should be open to students from outside the discipline subject to fulfilment of eligibility criteria.

#### **Corporate Relations Team**

The Corporate Relations Team for our MBA (BA) program plays a pivotal role in bridging the gap between academia and industry. Comprised of dedicated professionals, this team fosters strategic partnerships with businesses, helping to shape a dynamic learning environment for our students. The team actively engages with corporations and industry leaders to establish partnerships that provide real-world projects, internships, and job opportunities for our MBA Business Analytics students.



### **Public Relations Team**

The Public Relations Team for our MBA (BA) program is the driving force behind building a positive image and fostering strong relationships between our program, the university, and the wider community. This dedicated team fulfills various vital roles, ensuring that our program is well-regarded and that its accomplishments and benefits are effectively communicated to the public.



### **Analytics Alliance**

Greetings from Analytics Alliance! Roll up your sleeves and don your thinking caps, for you've just entered the thrilling world of the Analytics Alliance! We're more than just a group of data enthusiasts who live, breathe, and eat numbers. What is our mission? To propel your intellectual and personal development to new heights through an exciting array of activities. We ensure that you are prepared to meet any obstacles that come your way through Case Studies, interactive workshops, and a variety of learning activities. So, board the train now! And can change your academic path into an amazing rollercoaster ride working together.



#### **Team Convention**

The Team Convention is a dedicated committee that orchestrates formal events, catering to the holistic development of MBA (BA) program students. Their mission is to curate events that inspire learning, networking, and personal growth, ensuring students are well-prepared to excel in the datadriven business landscape.



## **Discipline Committee**

The Discipline Committee of MBA (BA) program upholds a harmonious and structured environment for all program events. Their vigilant oversight ensures that decorum, order, and adherence to guidelines are maintained, guaranteeing the smooth and productive functioning of events while promoting a respectful and professional atmosphere.



## **MBA (BA) CELLS**

## **E-Magazine Cell**

Antardrishti, the e-magazine of the MBA (BA) pioneer batch, is driven by a team of passionate individuals with a shared vision of delivering high-quality content. With a focus on the intersection of business, analytics, and societal issues, we strive to offer meaningful perspectives and practical insights to our readers. Our goal is to explore and highlight the ways in which analytics can address real-world challenges while fostering a deeper understanding of the business landscape. Through Antardrishti, we aim to engage, inspire, and inform our audience with thought-provoking articles and data-driven narratives.

## Finance Cell

Welcome to the dynamic world of finance and the securities market, where each tick of the clock brings the thrill of the unknown. But fear not, as Finsec is here to guide you through it all. With its wealth of financial knowledge, Finsec provides a platform for you to showcase your talents while sharpening your expertise. Engage in exciting quizzes, delve into comprehensive equity research, and gain deep insights from sessions with industry experts. Our active social media presence ensures you're always updated with fresh, engaging content to enhance your financial literacy. Join us on this thrilling journey as we navigate the ever-changing tides of the market together.

## **MBA (BA) CELLS**

## Sports Cell

Welcome to the vibrant hub where sports passion meets academic excellence! Our sports cell offers a dynamic space for students to leverage their passion for sports alongside their pursuit of business acumen. It fosters a community dedicated to integrating sports into the holistic development of future business leaders. Here, we recognize the invaluable lessons learned through sportsmanship, teamwork, and dedication, weaving these principles into the fabric of our academic and professional pursuits.

## **Marketing Cell**

Welcome to Markonnect: where creativity meets analytics in the vibrant world of MBA(BA). Here, we paint marketing masterpieces, blending data driven insights with imaginative flair. Join us on a journey of innovation and expression as we explore the colourful spectrum of modern marketing together. Unleash your creativity with Markonnect!

## **Consulting Cell**

The Consulting Club of MBA (BA), Delhi School of Economics is a student-led initiative with the objective of offering students a platform to delve into the realm of consulting. Through collaborations with corporations, the club facilitates the introduction of captivating live projects to the campus, providing students with invaluable firsthand experience across various consulting domains. It orchestrates a spectrum of events, talks, and workshops aimed at aiding both club members and the wider student community in assessing career pathways in consulting and equipping them with the necessary preparation.

### **Corporate Relations Team**

The Corporate Relations Team is the facilitator of all corporate engagements & Placement related activities on campus. They are the brand evangelists for MBA (HRD) and are responsible for pitching in new recruiters, maintaining and developing relations with the existing recruiters, strategizing and conducting campus recruitment activities, formulating and executing various activities for brand building of MBA (HRD). Entrusted with the responsibility to maintain meaningful relationships built with leading corporate houses over the years and to forge new ones, the Corporate Relations Team ensures that the legacy of MHROD as a premier management institute is preserved year after year.



### Alumni Committee

The Alumni Committee serves as a catalyst for communications and engagement between alumni, the institute, and all the students for the development of lifelong camaraderie. Members of the committee participate in programme planning to promote alumni awareness, engagement, and commitment and support a strong relationship between the Alumni and current students. Some of the activities by the committees include Alumni Outreach Program, Bandhan: The mentor-mentee program, guest lectures, and Reminiscence: the annual alumni dinner.



### Media Outreach Cell

Sound communication practices are one of the basic ingredients in the process of establishment of an institution. At the same time, long term growth hinges on a visionary and a pragmatic branding and promotion strategy. Media Outreach Cell handles Communication, Branding & Promotion for the institution. This cell also manages the monthly newsletter - Harbinger and the annual journal - Jigyasa which carries various articles and inputs contributed by the students, faculty members & corporate leaders. Media Outreach Cell has expanded its sphere of activities by coordinating and working in tandem with all other cells and committees for communicating and promoting all the flagship events of respective committees happening throughout the year.



## Student Development Cell

We at MBA (HRD) believe that a student's industrial awareness and execution capability is an imperative in today's dynamic business environment. With this belief, the Student Development Cell of MBA (HRD) works towards the enrichment of the students by providing an interface to the students, where they can make the best of the Academic and Industrial Knowledge; and fueling an exchange of ideas among students, industry, academicians, and the government by organizing interactive sessions and industrial visits. SDC is an all-inclusive center for promoting personal and professional development among the students. Around the year we organize a plethora of events like HR Symposia - The Annual HR Conference, Synergy - The Annual Management Fest, Parichay - The Induction and Orientation program, Guest Lectures, and Workshops, Webinars, Industrial and, Corporate Visits, Case-study Competitions Mock group discussions and personal interviews.



## **Team Convention**

Team Convention is one of the oldest committees of MBA (HRD). With the principle of 'learning by doing' at its core, it organizes the Annual Business Convention of the MBA Program on a grand scale every year. Team Convention is responsible for organizing ERUDITION - The Annual Business Convention of the MBA programme at the department. Team Convention aimed to broaden its horizons by organizing the inaugural TEDx Department of Commerce for the academic year 2020-21. Such an event which promotes learning through experiences is devised to become an annual event at the department. Team Convention, in collaboration with the office-bearers, hosts a formal farewell "valedictory" ceremony at the end of the academic year, for the graduating seniors to give them the best of regards on behalf of the department, faculty and the junior batch. The committee's vision remains to facilitate the journey of students to the world of revolutionary ideas, to provide them with a platform shared by experienced professionals, knowledgeable scholars and future HR leaders and to create an outstanding opportunity for the branding of the department and developing learning of its students.



## Team High-Q

"Success is the sum of small efforts, repeated day in and day out." HighQ -The HR Club shares the vision of the development of 'knowledge' and 'personality' by creating a culture of academic rigorousness and a talent pool with a functional knowledge of HR theories and practices. It aims to make students industry-ready with the right academic and conceptual knowledge. It organises activities like guest lectures, workshops, certified training, academic sessions, assignment series, quizzes, and every other initiative contributing to the fulfilment of its vision. The committee also maintains a library of more than 300 novels and subject related books.



## Team sankalp

SANKALP, founded with the aim of building socially responsible managers, helps to sensitize students towards society and provide opportunities to apply their management skills to solve social problems. The committee has undertaken various activities like orphanage visits, education drives, annual cloth collection, movie screenings, and weekly meditation sessions. As budding managers, we will come across people from diverse backgrounds and such initiatives and activities prepare us to deal with differences with more sensitivity. The committee also aims to create awareness about issues such as mental health for the social and emotional well-being of the students.

#### Team ESAC

While it's crucial to keep students abreast of academic rigor, it's also important to ensure the holistic development of students through various activities. In this pursuit, ESAC aims to provide a platform for students to explore their horizons beyond academics. The committee is responsible for engagement activities and sports activities. They organize trips, fun activities, festival celebrations, and sporting events to aid this learning. Discipline Committee serves as a moderator to ensure proper decorum by coordinating with core committees on-campus during various corporate lectures and events and ensure their successful resolution.

## **Discipline Committee**

Discipline Committee serves as a moderator to ensure proper decorum by coordinating with core committees on-campus during various corporate lectures and events and ensure their successful resolution.

## **Public Relations Committee**

The Public Relations Committee is the most engaging committee of the institute. We help build and enhance the visibility and the connect of the Institute. The committee believes in continually adding value to the brand i.e., Department of Commerce, DSE. We are directly responsible for branding Department of Commerce, DSE on different platforms. The committee is actively involved in promoting and covering various events of MBA (IB) like guest lectures, TEDx, Erudition, Ecclesia etc. We act as an interface between the aspirants and the college. The committee helps the new MBA (IB) batch to get through the admission process of the college and organise Personality Development Program for them. PR Committee also keeps on innovating new social media initiatives. Recently, it launched the MBA (IB)'s new website which is completely designed by the PR Committee for the convenience of the people who would like to know about the MBA (IB) programme offered by the department.



### **Team Convention**

Team Convention is one of the oldest committees that came into conception in 1995. We organize various formal events for the college. It is a group of growth-driven individuals contributing to a better future for everyone. Our vision is to see every student of Department of Commerce, DSE grow during this 2-year program and finally achieve their goals in life. Team Convention is responsible for organizing ERUDITION - The Annual Business Convention of the MBA programme at the department.



## Industry Interaction and Students Activity Cell (IISAC)

Team IISAC a committee that engages and connects students to the people who are at acme in the industry and help students in developing skills that make them industry ready. We know how important it is to learn and enjoy these two years and thus IISAC organizes fun and enthralling activities for the students to cherish for their whole life.

The team facilitates student involvement through their work via different activities like:

- Lecture Series
- IISAC IB Conferences/Symposium (ReThink Annual IB Symposium) Case Studies
- Business Simulation games
- Industry and Port Visits
- Freshers'/Farewell Party



### Alumni Committee

The Alumni Committee is dedicated to maintaining a strong network of its alumni so that they always remain connected to their Alma Mater and also among each other. With the help of our alumni network, it also aim to bridge the gap between academia and industry for the current batches via initiatives like Short-term projects and Mentorship. It is committed to regular location specific Alumni Outreach programmes along with its flagship dinner event, called Reminiscence, as a way to continue the association with our alums for their time, support and guidance in building industrial exposure, along with placement and internship opportunities for the current batches and monetary issuance for development of our institution.



### **Corporate Relations Team**

The Corporate Relations Team looks after the Corporate Relations & Placementrelated activities on campus. They are the brand evangelists for MBA (IB) and are responsible for pitching to new recruiters, maintaining and developing relations with the existing corporate partners, strategizing and conducting campus recruitment activities, and formulating and executing various activities for brand building of MBA (IB).

The Corporate Relations Team focuses on Student development through Live Projects, Internships and other engagement activities with their vast network of Corporate Partners.



## **MBA (IB) CELLS**

## **Discipline Committee**

"To create a safe and motivating environment in our institution and to bring professionalism among students by the inculcation of best practices".

Discipline brings stability and structure to institutional conduct. It promotes harmony and peace for a better society and makes it a more enjoyable place for everyone to live. The discipline committee, work relentlessly to make this prestigious institution a better place where everyone can live with dignity and hold the principles and decorum of this institute. Its members are committed to helping our new upcoming batch to work with coordination and mutual respect for each other's efforts. Discipline committee is an independent body whose work is to ensure that a proper environment of discipline prevails within the campus in a non-partisan way. It coordinate with other cells and committees and help them in smooth execution of the events. They follow the rules and guidelines listed in the Discipline Committee rulebook. Just by following these guidelines, we can appreciate the hard work put in by organizing committees for all such events. At last, we would like to conclude with a few words of Mahatma Gandhi 'Be the change you want to see'.

### **Finance Cell**

Finance Cell is the oldest Cell at IB and it helps the students to understand the finer nuances of business finance through various events and activities organized by it while preparing them for the world to come. The cell spreads financial awareness through its weekly articles, knowledge series, and finance jargon all of which are a part of the going event 'FinBytes', 'Vitt Lekh".

Along with this, Finance Cell works on other projects throughout the year. We have hosted multiple events, ranging from guest lectures, contests, and remedial sessions, lined up to keep enthusiasts at IB on their toes. 'Fintalk' a Guest Lectures Series by Industry Stalwarts from the BFSI Industry, 'MoneyBall' an Intra College Virtual Stock Trading competition, 'Blue Chippers' a three-stage event comprising of finance quiz, IPO Frenzy, and Nivesh Bazaar, and some other events. All of these events keep the finance enthusiast motivated and charged throughout the year.

## **MBA (IB) CELLS**

## **International Business Cell**

The International Business Cell (IB Cell) is a student-led cell that aims to foster a global perspective among students and prepare them for success in the international business arena. The cell facilitates students in attaining valuable knowledge about global business practices through guest lectures, events and workshops to raise awareness about international business trends, cultural differences, and global economic issues. It provides a platform for interactions with International business professionals and alumni to provide insights, mentorship, and internship opportunities. IB cell hosts case study competitions related to global business scenarios to enhance students' practical skills. It organizes various events like Vishawavyapar- National Article Writing Competition, Global Case Study Competition, Samvaad and many others. Also, the weekly newsletter "The Downtown" that IB Cell publishes provides in-depth information about the ongoing issues in International Business.Infographics related to International Business trends are published by IB cell on social media.

### Marcom Cell

The marketing cell of IB is a student initiative that aims at nurturing individuals with distinctive imagination and originality, making them indispensable for any team that they work in. It provides an opportunity to the students to explore their potential in the field of marketing outside the classroom. We use tools such as case study competitions, quizzes and presentations to provide an unadulterated flavour of marketing to students. We conduct different competitions like the Brand U, Yuva Kaal (our annual Case study competition for the Annual management feat of Department of Commerce, DSE).

We provide unadulterated flavours of marketing through Quizzes, Marketing Classics, Infographic and many more to our students.

## **MBA (IB) CELLS**

## **ConStrat (Consulting and Strategy) Club**

ConStrat, is a gateway to a dynamic world of consulting and strategy. We're not just a cell; they're a team dedicated to tackling real business challenges, fostering learning across sectors, and nurturing growth. Here's how they do it:

#### **National Level Case Competitions**

Conundrum and Casenova are our prestigious national case competitions, partnering with innovative startups like Zypp, Growjunction and drawing participation from top-tier B-schools.

#### **Industry Connect**

They connect with industry professionals from firms like Deloitte, Grant Thornton, and BCG for insightful guest lectures and workshops.

#### **ConNect: Interview Book**

Their personalized guide helps you ace interviews, filled with tips and success stories.

#### Casebook

Dive into the world of case studies with their collection of intriguing, real-world cases.

#### **Social Media Series**

Stay enriched with:

- **Conshorts:** Weekly updates on business and consulting.
- **ConBits:** Simplified consulting jargon with practical examples.
- Gesstimates: Interactive consulting quizzes on our Instagram stories.

## **MBA (IB) CLUBS**

## **Training & Development Club**

Training & Development Club shares the vision of the overall personality development of each and every student by providing them a platform to match their knowledge & skill sets with the corporate world. It organizes various activities like Guest Lectures, Workshops, Resumes Vetting, Mock GDPIs, Certified Training Sessions & every other initiative contributing towards the fulfillment of this vision.

Besides this, the club also offers dossiers related to the academic study material, industry & company's specifics, courses, previous year placement review and many more.

## **Infinity Club**

Team Infinity, the Analytics Club of DSE, is dedicated to empowering students by delivering comprehensive education in data analytics, enabling them to build successful careers in the corporate sector. Their core mission revolves around equipping students with the crucial data analytics skills that are in high demand in today's professional landscape. Furthermore, they are committed to establishing a network of data analytics professionals who can serve as valuable mentors and advisors to our students. Their core activities include Weekly Tutorials and Case Competitions

## Sports Club

The Sports club has a clear purpose- To brighten the lives of the student community through sport and Cultural activities. We understand that sport is something that gives people the purest form of joy. All their work is directed towards enhancing and improving the ways of providing this joy. You can read about sport, you can talk about it and you can even write about it, but nothing beats the feeling of actually stepping onto the field and experiencing those sporting emotions for yourself.



#### 74th All India Commerce Conference

On the eve of India's independence some visionary intellectuals and industrialists pioneered the establishment of a forum to discuss and deliberate the future course of country's development under the name and style of Indian Commerce Association. Beginning in 1947, they continued to gather every year in a national convention called as All India Commerce Conference on the premises of different universities, colleges and institutions. This is how it has continued and grown since 1947 with an uninterrupted tradition of annual conferences which by now look like the Congress, sheer on zeal and grit of a cohesive network of its members. Keeping this tradition, 74th All India Conference was held in Delhi-NCR by the Department of Commerce, University of Delhi in association with knowledge partner O. P. Jindal Global University, Sonipat.



## 6th Multinational Enterprises and Sustainable Development International Conference

Sixth Multinational Enterprises and Sustainable Development International Conference (MESD'23), organized by the MESD Association in conjunction with the Department of Commerce, Faculty of Commerce and Business, University of Delhi, the Center for International Business Education and Research (CIBER), Georgia Institute of Technology, Atlanta, US, ICN Business School, France, and CEREFIGE, France. MESD'23 was held on November 29-30, 2023, in India, hosted by the the Department of Commerce, Faculty of Commerce and Business, University of Delhi. MESD'23 explored sustainable business strategies, models, and values, with a particular focus on the role of MNE (Multinational Enterprises) strategy, national policies, and global partnerships. The foremost aim of the conference was to bring together experts, scholars, and practitioners to share their research findings and experiences, and discuss ways to promote sustainable development in the context of multinational business operations.



### Reminiscence

Some nights transcend time—they echo with the laughter, connections, and stories that define them. On 9th Nov 2024, the Department of Commerce at the Delhi School of Economics witnessed one such unforgettable evening at Reminiscence 2024, the Annual Alumni Dinner. Jointly organized by the MBA (BA), MBA (HR), and MBA (IB), the event was a celebration of camaraderie and shared journeys. The evening brought together a diverse mix of alumni, students, and faculty, creating a vibrant tapestry of experiences and insights. From the spark of new connections to the warmth of cherished reunions, every moment seemed to weave fleeting time into lasting bonds. Through conversations that spanned generations, the DSE family relived memories and created new ones, bound by a collective pride in their shared legacy.



### Erudition

Constant change is a business reality and organizations must continually adapt to their environments to stay competitive or risk becoming obsolete. That is why the ability to incorporate big changes into the DNA of an enterprise while driving operating results is a much-sought-after competency. Through Convention, we seek answers to the challenges and complex problems by understanding the economic, social and technological aspects and how they affect the business environment and the organization. Erudition is the Annual Business Convention jointly organized by MBA (BA), MBA (HRD) and MBA (IB). This student-run initiative is organized each year with the focus of gaining insight into the thought process of corporate and policymakers at large. It is a common platform for industry leaders, financial and marketing gurus, entrepreneurs, scholars and students to come together and discuss topics of relevance.



## HR Symposia - (HRD)

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

- Change Management
- Transforming HR through Technology
- Succession Planning
- HR and Social Media
- Performance Management System
- Employer Branding
- Managerial Ethics
- Redefining HR
- OD The CEO's Mindset
- Employee Engagement
- HR Outsourcing Benefits and Risks

## IB Symposia - Rethink (IB)

IISAC organizes the annual IB Symposia – Rethink. There is a lot of learning shared by eminent personalities from their experience in different fields enthralling the students of MBA (IB) to acquire fruitful insights from different sessions of the day. The sessions are well curated based on the requirements of the industry and the event is graced by the presence of the leaders hailing from diverse fields.



### Synergy (BA, HRD and IB)

Synergy is the Annual Management Fest organized by students of MBA (BA), MBA (HRD) and MBA (IB), Department of Commerce, Delhi School of Economics. It involves the sharpest management brains across the country participating in a plethora of events and competitions that encompass various domains of management education in the fields of International Business, HR, Marketing, Finance, Strategy and Consulting.



### MUN

MUN is a simulation of the UN, following the same parliamentary procedure of the UN. Delegates act as representatives from member nations, learning their nation's history and policy in the process. Team Convention had the honour of hosting the first MUN in the history of DSE that witnessed enthusiastic participation from students of numerous colleges and provided an opportunity for an enriching discourse on topics of international importance.

#### TEDx

TEDx is a globally organized and recognized event. The inaugural edition of TEDx Department of Commerce, the independently organized TED event of Department of Commerce, Delhi School of Economics was successfully conducted in virtual mode on 24th October 2020. The event was the culmination of a dream long cherished by every member of the management fraternity of this prestigious institute. In particular, it was a moment of pride and joy for every current and past member of Team Convention, the committee honoured with the responsibility of organising the event.

## **STUDENTS' MAJOR PUBLICATIONS**

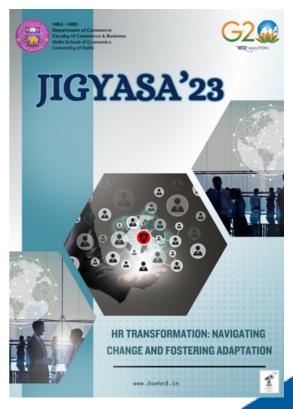
#### UDAY

'Uday' is the annual business journal of the IB Program. The journal, a venture by the faculty and students of the IB program of the department, is an attempt to provide a platform to students, academicians and professionals to express their insights on key issues concerning the current business and economic world. Over the years, the journal has been widely circulated and has received appreciation from both corporate and academia. It is a compilation of articles, research based papers, interviews and case studies by stalwarts in their respective fields. The last edition of Uday themed "Renaissance in Business" explored the new frontiers in the world of business that require management attention in the backdrop of highly competitive globalized business environment.

### JIGYASA

HRD's annual journal endeavours to promote and disseminate knowledge in the complex multidisciplinary field of Human Resource Management and Organizational Development. Its objective is to disseminate concepts of professional management and contribute to a better understanding of the systems, resources, performance theory and of people in organizations. The following have been the eminent contributors over the years:

- Prof. Andre Laurent
- Prof. Dave Ulrich
- Ms. Debra J. Cohen
- Mr. Kumar Mangalam Birla
- Prof. Gary Dessler
- Mr. Michael A. Potter
- Ms. Nina E. Woodard
- Mr. William P. Schaefer



## **GUEST LECTURES**

Guest Lectures are an integral part of the B-School experience at MBA (HRD) & MBA (IB), Department of Commerce, Delhi School of Economics, University of Delhi. Industry knowledge provided through these guest lectures make the classroom knowledge much more relevant for the students. Hence, guest lectures are organized on a regular basis. The lecturers include our own esteemed alumni as well as the industry experts and head honchos of various organizations.





## **GUEST LECTURES**

#### Here is a list of some of the eminent personalities who visited the campus:

- Ms. Pooja Agarwal -Head HR at GIZ India
- Ms. Megha Thapar -Assistant Vice President, Asia Pacific Lead Diversity and Inclusion Strategy, Moody's Corporation
- Mr. Sandeep Chatterjee Associate Partner at KPMG
- Mr. Manoj Kumar -Head HR at Indiannica Learning
- Mr. Rohit Mani Tiwari -Deputy Director Ministry of Labour & Employment, Ministry of Labor and Employment, Govt of India
- Ms. Ridhima Khanduja -Country Head at Kincentric
- Ms. Anannya Mallick Partner and Country Head at Indian Ocean
- Group Private Ltd
- Mr. Suhrid Chaudhuri -Group Head Organisation Development & Culture at Al Ghurair
- Ms. Neetu Sonthalia -Senior Manager -Global Mobility, Compensation & Benifits, Hapag-Lloyd AG
- Ms. Vijayanti Margassery -Human Resource Director at OLA
- Mr. Ravi Teja -Senior Team Leader at HR System Strengthening (India Health Action Trust)
- Mr. Sidharath Tuli -Founder and CEO at People Sculptors
- Mr. Danish Shaikh -Vice President & Head HR at Quadrific Media Pvt Ltd.
- Ms. Shivani Malhotra -Founder & Managing Partner (Positive Vibes Consulting)
- Mr. Shiv Rawat, AVP -National Head HR, DTDC Express Limited
- Mr. Atulaya Goswami -HR Director at General Mills
- Mr. Kushal Dubey -HR lead of TA &HR transformation at Del Monte Group
- Mr. Hitesh Khurana -lead Sales HR Business Partner at Casino India
- Mr. Sanjeeb Lahiri Chief Human Resources Officer, GRP Limited
- Mr. Mohit Kumar -President-HR and Head of Learning, Talent OE and HO-HR at Hindalco Industries Limited
- Mr. Srikanth Kalyansundaram Deputy General Manager-HR, John Cockerill

## **EVALUATION SCHEME**

#### **Asses**sment of Students' Performance and Scheme of Examinations:

#### **1.** English shall be the medium of instruction and examination.

#### **2.** Assessment of students performance shall consist of:

- Each paper shall carry 100 marks of which 30 marks shall be reserved for internal assessment based on classroom participation, seminar, term papers, study reports, tests, viva voce and attendance. The weightage given to each of these factors shall be decided and announced at the beginning of the Semester.
- The remaining 70 marks in each paper shall be awarded on the basis of a written examination at the end of each semester. The duration of the written examination of each paper shall be three hours.

#### **Pass Percentage & Promotion Criteria:**

- The minimum marks for passing the examination shall be 45% in each paper and 50% in the aggregate of the semester. If a student fails to secure 45 percent marks in any of the papers, he/she can reappear in those paper/papers in the subsequent semesters. If a candidate admitted to the examination in any semester secures the minimum marks to pass in each paper but fails to secure the minimum marks to pass in the aggregate, he/she may appear in any of the paper/s of the Semester concerned according to his/her choice in order to be able to secure the minimum marks prescribed to pass in the aggregate in each semester.
- Only those candidates who have secured at least 45% in each paper and 50 percent in aggregate in each of the semesters of the MBA (BA) / MBA (HRD)
   / MBA (IB) programme shall be eligible for the award of the Degree.
   Successful candidates will be classified on the basis of the combined results of Part I and Part II examination as follows:
  - i) Candidates securing 60% and above: I Division
  - ii) All others: II Division

### **EVALUATION SCHEME**

- The conditions of passing the program shall not be deemed to have been satisfied unless a student undergoes practical training under the supervision of the Department in approved organizations for at least two months. Summer training is not an evaluative course but will be mandatory for students to undergo summer training and a certificate of completion will be issued after submission of the training report.
- A candidate must qualify for the award of the degree within four years of his/her admission to the MBA (BA) / MBA (HRD) / MBA (IB) programmes.

**Conversion of Marks into Grades:** As per the University of Delhi Examination rule.

**Grade Points:** Grade point table as per University Examination rule.

**CGPA Calculation:** As per the University Examination rule.

**SGPA Calculation:** As per the University Examination rule.

**Grand SGPA Calculation:** As per the University Examination rule.

**Conversion of Grand CGPA into Marks:** As per University Examination rule. **Division of Degree into Classes:** Post Graduate degree to be classified based on CGPA obtained into various classes as notified into Examination policy.

**Span Period:** No student shall be admitted as a candidate for the examination for any of the Parts/Semesters after the lapse of four years from the date of admission to the Part- I/Semester-I of the MBA (BA) / MBA (HRD) / MBA (IB) programmes.

#### **Attendance Requirements**

Attendance in class lectures, seminars, cases, business games and industrial visits is compulsory. A student may not be permitted to appear for any semester-end examination unless and until he or she completes three-fourths (75%) of the attendance.

# **EVALUATION SCHEME**

# **Guidelines** for the Award of Internal Assessment Marks MBA (BA) / MBA (HRD) / MBA (IB) programmes (Semester Wise)

For each core and elective course, there are **30 marks** allocated for the internal examination and **70 marks** for the Semester-End Examination. Out of **30 marks** allocated for internal assessment for each course:

- 1.10 marks are assigned for class test / written assignment or any other method and will be evaluated by the concerned faculty as part of their continuous evaluation.
- 2.10 marks are assigned for class presentation/project work.
- 3.10 marks are assigned for attendance in the class. The marks for attendance will be assigned as follows:

1.	75% or more but less than 77.5%	1
2.	77.5% or more but less than 80%	2
3.	80% or more but less than 82.5%	3
4.	82.5% or more but less than 85%	4
5.	85% or more but less than 87.5%	5
6.	87.5% or more but less than 90%	6
7.	90% or more but less than 92.5%	7
8.	92.5% or more but less than 95%	8
9.	95% or more but less than 97.5%	9
10.	97.5% and above	10

For open elective courses, there are **30 marks** allocated for the internal examination and **70 marks** for the Semester-End Examination. Out of 30 marks allocated for internal assessment for each course:

- a) **10 marks** are assigned for the project.
- b) **20 marks** are assigned for class tests.

#### **COURSE FEE**

All categories of students (except foreign students) joining the MBA (BA), MBA (HRD) and MBA (IB) courses shall pay the following fees per annum: (Reference: Acad. - I/ PG Fee/2024-25/ 234 dated 21 Jun 2024)

SI. No.	Particulars	Fee ( Rs. )
1.	Tuition Fees	1000
2.	University Student Welfare Fund	250
3.	Faculty/ Department/ Centre/ College/ Student Welfare Fund	10008
4.	University Development Fund	1200
5.	University Facilities and Services Charges	1250
6.	Faculty/ Department/ Centre/ College/ Facilities and Services Charges	40032
7.	Economically Weaker Section Support University Fund	200
8.	Delhi University Students Union ( DUSU ) Fund	40
	Total (Fifty three thousand nine hundred eighty only)	53980

#### Notes:

- The Foreign Students would have to pay an annual fee of **US\$ 3,500.**
- The total fee is subject to timely revisions by University of Delhi .

### SUMMER INTERNSHIP

The Summer Internship is an essential part of the MBA curriculum at the Department. It is a two-month full-time engagement with the organization, giving the students an opportunity to gain invaluable exposure, experience, and insights into the corporate world. Department's regular recruiters continued their constant support in being partners in progress and reinstating their faith in the Department. A major highlight of the placement season was the number of first-time recruiters with whom the Department looks forward to establishing a long and symbiotic relationship. The recruiters on campus offered a wide range of profiles across all the domains: BFSI, Consulting, Organizational Transformation, Sales and Marketing, Operations, HR & Analytics.

#### **SUMMER PLACEMENTS - MBA (BA)**

The Pioneer Batch of MBA (BA) 2024 secured diverse summer internships across top industries, with roles in Business Analytics, Finance, Marketing, and Operations, offering hands-on exposure to real-world projects and insights.

#### **SUMMER PLACEMENTS - MBA (HRD)**

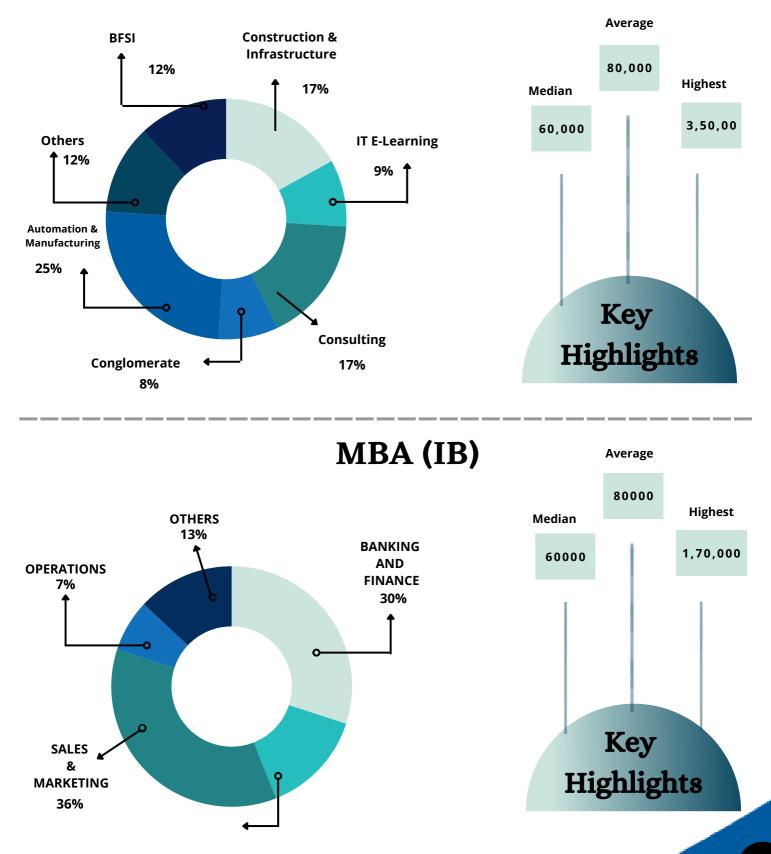
For the Batch of 2023-25, the average and median stipend stood at INR 80,000 and INR 60,000 respectively with the Highest stipend going up to INR 3,50,000 (Stipend for 2 months).

#### **SUMMER PLACEMENTS - MBA (IB)**

For the Batch of 2023-25, the average and median stipend stood at INR 80,000 and INR 60,000, respectively, with the Highest stipend going up to INR 1,70,000.

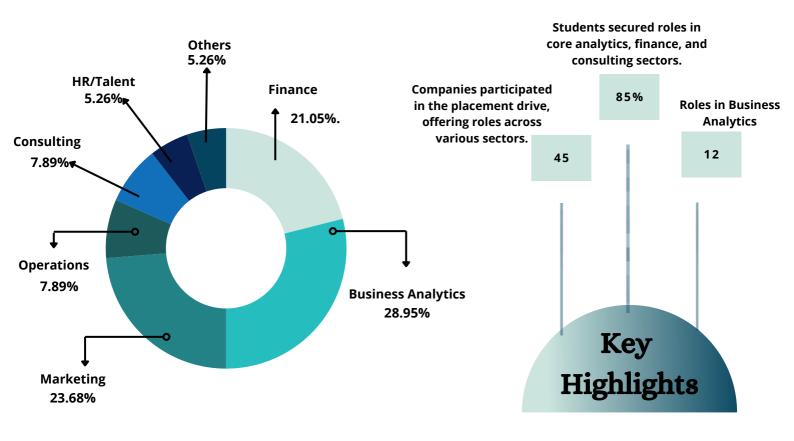
### **SUMMER INTERNSHIP PLACEMENTS**

#### MBA (HRD)



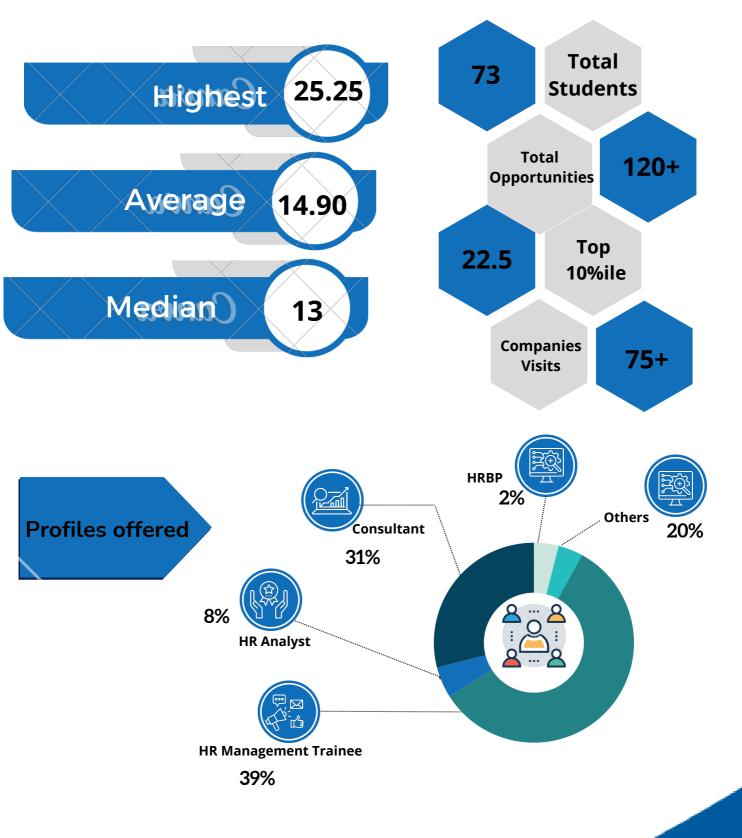
# **SUMMER INTERNSHIP PLACEMENTS**

#### MBA (BA)



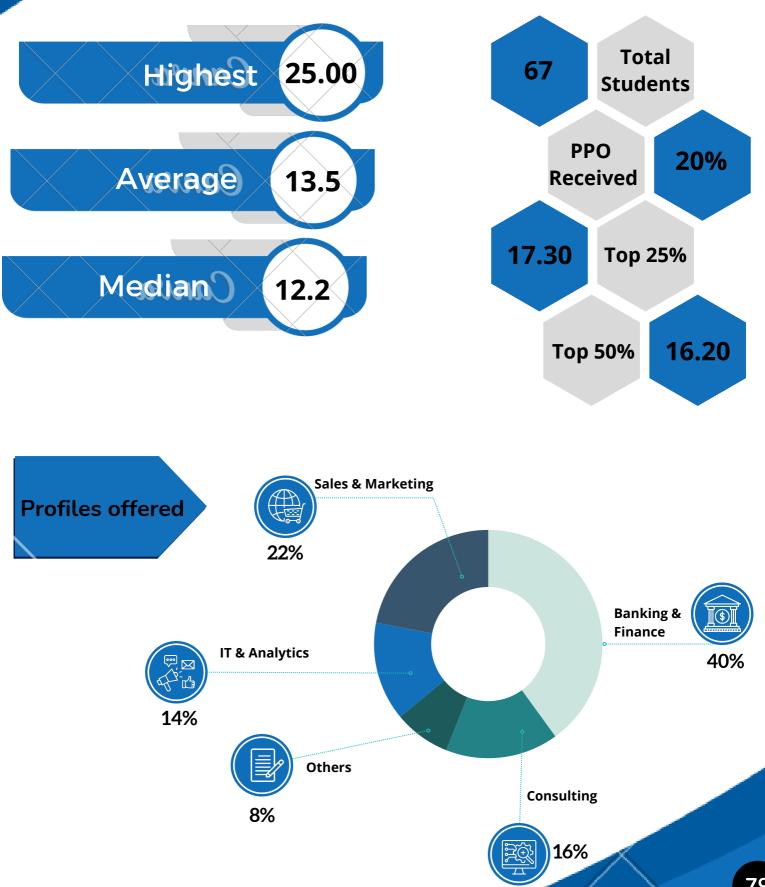
#### **FINAL PLACEMENTS**

### MBA (HRD)



### **FINAL PLACEMENTS**

#### MBA (IB)



#### RECRUITERS



# RECRUITERS

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COMPANY

#### ALUMNI

In a span of more than 28 years, MBA (HRD) & MBA (IB) have successfully established themselves in the industry. Their rich alumni base expands across geographies, sectors and industries. The institute promotes a cohesive culture and believes in engaging all its alumni. Team Alumni aspires to capture the essence of experience of the rich alumni base and direct it towards the intellectual enrichment of the blossoming minds of the attending batches.



Ankur Gupta Director- Strategy & Business Development, South Asia Airbus



Manasvi Vedhera General Manager, Samsung India



Karan Raj Gulshan Investment Specialist, Asian Development Bank



Shilpa Pental Research Director, Gartner



Piyush Prasad National Business Head, Hero Electric



Sandeep Rao General Manager, Carlsberg



Nitin Khanna Vice President, ICICI Securities



Sameer Gupta Vice President, HCL Technologies



Paula Ghosh Director, KPMG



Vivek Dubey Sales and Account Director, Tech Mahindra



Anindya Datta Director – Marketing & Corporate Affairs, Barclays



Sandeep Khanna General Manager-Coated steel Sales & Marketing , JSW STEEL LTD.



Udit Mittal Founder & MD, Unison International Consulting Pvt. Ltd.



Ruchira Garg Senior Director, HR Services Vmware



Shruti Jana VP People Partners, North America Workday



Omar Farooq CEO, AceProHR

#### **ALUMNI**



Gaurav Ahluwalia Managing Director, HR JP Morgan Chase



Panchali Das Head HR, Zenoti



Sameer Madan Vice President, People Success Mindtickle



Abhijit Bhattacharya Joint General Manager, **ICICI Bank** 



Ambrish Rastogi Head, India BTS



Ashish Kumar Topno **Director HR- Supply** Chain, Flipkart



Senior Director, HR Cognizant Technology Solutions



Alok Vatsa HR Head. Adient India





Vivek Mukherjee Director & Head HR, **Benetton Group** 



Pragya Kumar **Chief People** Officer, GirnarSoft



**Prateek Prashar** VP-HR. Startek



**Rishabh Nagpa** Director HR, Samsung India & South West Asia ΗQ



Avinash Kohli ED - Leadership, Learning and Organizational Capability, **Boeing India** 



Avdhesh Dixit CHRO, Acuity Knowledge Partners



Shruti Ambegaokar Partner, Core Creaters

Maintenance of Discipline and Prohibition of and Punishment for Ragging

The students of all the courses are required to maintain strict discipline and ragging in any form is prohibited as per Ordinance XV-B and XV-C of University of Delhi.

# 'FAQs'

Q: I would like to change my "Applicant's details", which I filled in during the "New User Registration". Can I do that?

A: No, you cannot change that information later on. Be careful in filling out the registration form.

Q: Can I submit the fee through any other method, like demand draft, etc?

A: No, the registration fee is accepted only through the online payment options available in the registration portal.

Q: Can I change my preference of course at the time of admission?

A: No, preference of course once filled in the application form cannot be changed at the subsequent stage.

Q: How can I correct my mistake in the registration form? If I have uploaded the wrong Photo/ ID Proof/ Signature.

A: No modifications in the form are allowed once fee payment is made. Before making the online payment, you can edit your registration form.

Q: How can I upload a self-attested ID Proof?

A: 1. Take a photocopy of your ID proof.

2. Self-attest it.

3. Scan it and upload.

### 'FAQs'

Q: Will the registration fee be refunded or adjusted? A: The registration fee is mandatory for all categories and will not be refunded or adjusted in any circumstances.

Q: Can I transfer my admission from one course to another ? A: The transfer would depend on your merit, preference and availability of seats in subsequent counselling.

Q: How do I convert CGPA into Percentage? A: As per your Board/University.

Q: Which are the mandatory fields in the application?

A: Mandatory fields are indicated by a red star (\*) adjacent to the name of the fields. The applicant must fill in the relevant information in these fields to complete the registration.

Q: My internet got disconnected while filling out the form. What should I do? A: When you get the internet connection, log in again with your credentials and fill in the information again.

Q: There is some discrepancy in my marks in the form I have submitted and my documents. What should I do?

A: No changes can be done to the form once it has been submitted. In case of such discrepancies, your candidature shall be canceled.

Q: Is it okay to submit/upload a photocopy of the documents?

A: No. Original documents have to be submitted for verification.

Q: Is a hostel facility available on campus?

A: Students can apply for Delhi University Hostels. The list is available on University's Website

### 'FAQs'

Q. How do we apply for Hostels? Ans. Visit the respective Hostel's website for information.

Q. What would be the mode of payment for the fee? Can I pay it in cash? Ans. The fee has to be paid Online only.

Q. Can I provide an Old category certificate? Ans. No.

Q. What if I have not received my undergraduate degree yet but I have a provisional certificate, would it be sufficient? Ans. Yes, but you should provide your degree at the time of final admission.

Q. Is it following the trimester system or semester system? Ans. The Course follows 2 Semester system.

Q. What is the process of withdrawing admission?

Ans. You need to write an application and fill out a withdrawal form and refund form before the specified date.



#### FOR FOREIGN NATIONALS

Q: Where should I contact for details regarding admission? A: FOREIGN STUDENTS' REGISTRY OFFICE Room No. 11, First Floor, Conference Centre, University of Delhi, New Delhi-110007 Ph no.: 011-27666756 Email ID: fsr@du.ac.in, fsradmissions@du.ac.in Website Link: www.fsr.du.ac.in

Q: Who is a Foreign National?

A: A candidate is considered a "Foreign National" who

- Holds a passport/ Citizenship of a country other than India. OR
- Has an OCI/ PIO card and also holds a Passport of a country other than India.

#### Note:

• An applicant having an OCI card and studying throughout India will be considered a "Foreign National".

• Non-Resident Indian (NRI) / Indian Citizen whose qualifying examination is from an International Board/ Foreign University will NOT BE CONSIDERED as Foreign National.

Q: What are the eligibility conditions for foreign nationals for admission to MBA(IHRD/IB/BA) Courses?

A: i) 10+2+3 years of education.

ii) Medium of instruction should have been English/ should have English proficiency certificate of TOEFL (minimum 70) or IELTS (minimum 6 bands)/English language Proficiency test (ELPC).

iii) The candidate should have studied Mathematics at the school/ graduation level.

iv) Good Academic Record (II Division, i.e., 50 percent or equivalent CGP Score).

v) Appeared in GMAT/CAT/XAT/MAT.

#### **Ordinance XV-B**

#### Maintenance of Discipline Among Students of the University

- 1. All powers relating to discipline and disciplinary action are vested in theVice-Chancellor.
- 2. The Vice-Chancellor may delegate all or such powers as he/she deems proper to the Proctor and to such other persons as he/she may specify in this behalf.
- 3. Without prejudice to the generality of power to enforce discipline under the Ordinance, the following shall amount to acts of gross indiscipline:
  - a.physical assault, or threat to use physical force, against any member of the teaching and nonteaching staff of any Institution/ Department and against any student within the University of Delhi;
  - b.carrying of, use of, or threat to use of any weapons;
  - c.any violation of the provisions of the Civil Rights Protection Act, 1976;
  - d.violation of the status, dignity and honour of students belonging to the scheduled castes and tribes;
  - e.any practice-whether verbal or otherwise-derogatory of women;
  - f.any attempt at bribing or corruption in any manner;
  - g.wilful destruction of institutional property;
  - h.creating ill-will or intolerance on religious or communal grounds;
  - i.causing disruption in any manner of the academic functioning of the University system;
  - j.ragging as per Ordinance XV-C.
- 4. Without prejudice to the generality of his/her powers relating to maintenance of discipline and taking such action in the interest of maintaining discipline as may seem to him/her appropriate, the Vice-Chancellor, may in the exercise of his/her powers aforesaid order or direct that
  - a.any student or students- be expelled; or
  - b.be, for a stated period rusticated; or
  - c.be not for a stated period, admitted to a course or courses of study in a College, Department or Institution of the University; or
  - d.be fined with a sum of rupees that may be specified; or
  - e.be debarred from taking a University or College or Departmental Examination or Examinations for one or more years; or
  - f.that the result of the student or students concerned in the Examination or Examinations in which he/she or they have appeared be cancelled.
- 5. The Principals of the Colleges, Heads of the Halls, Deans of Faculties, Heads of Teaching Departments in the University, the Principal, School of Correspondence Courses and Continuing Education and Librarian shall have the authority to exercise all such disciplinary powers over students in their respective Colleges, Institutions, Faculties and Teaching Departments, in the University as may be necessary for the proper conduct of the Institutions, Halls and teaching in the concerned Departments. They may exercise their authority through, or delegate authority to, such of the teachers in their Colleges, Institutions or Departments as they may specify for these purposes.
- 6. Without prejudice to the powers of the Vice-Chancellor and the Proctor as aforesaid, detailed rules of discipline and proper conduct shall be framed. These rules may be supplemented, where necessary, by the Principals of Colleges, Heads of Halls, Deans of Faculties and Heads of Teaching Departments in this University. Each student shall be expected to provide himself/herself with a copy of these rules. 7. 1. 2. 3. 4. 5. 6. 7. 8. 10.
- 7. At the time of admission, every student shall be required to sign a declaration that on adhe/she submits himself/herself to the disciplinary jurisdiction of the Vice-Chancellor and authorities of the University who may be vested with the authority to exercise disciplination.

#### Ordinance XV-C

#### Prohibition of and Punishments for Ragging

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

Note: Order of the Vice-Chancellor in pursuance of Ordinance XV-C: Where incident(s) of ragging are reported to the Vice-Chancellor by any authority under this Ordinance, the students(s) involved in ragging, shall be expelled for a specified term, designated in the order. Non-students involved in reports of ragging will be proceeded with under the criminal law of India; they will also be rendered ineligible for a period of five years from seeking enrolment in any of the institutions of the University of Delhi. Students against whom necessary action is taken under this note, will be given post decisional hearing, with strict adherence to the rules of natural justice.

Online application begins: 6th December, 2024 Last date for online application: 03th January, 2025 (1600 Hrs)



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