

# PLACEMENT BROCHURE 2023-25

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# 2023 - 2025 =



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Rajasthani Sammelan Education Trust (RSET), a registered public charitable trust was established in the year 1948 at Malad, Mumbai. With an aim to promote various educational, charitable and social activities, the Trust has pioneered in providing educational opportunities to various sections of society. Past seven decades, the Trust has played a very vital role in promoting and providing quality education from primary to post graduation in the fields of Commerce, Management, Information Technology and Media Studies. Apart from its educational pursuits, Rajasthani Sammelan Education Trust also caters to the social and humanitarian needs of the society.

Rajasthani Sammelan Education Trust had started its educational activities only for the girl child. But in due course of time, it has opened its doors to boys as well. At present more than 16,000 students are receiving education in various educational institutions run by the Trust. Thousands of students beyond the boundaries of the campus are enrolled with Kunjbihari S. Goyal Online Academy (GOLD) for learning.

The Educational Institutions owned and run by Rajasthani Sammelan Education Trust are:

- Kudilal Govindram Seksaria Sarvodaya School
- Kudilal Govindram Seksaria English School
- Ramniwas Bajaj English High School
- Mainadevi Bajaj International School
- Mainadevi Bajaj International Play school
- Durgadevi Saraf Junior College
- Ghanshyamdas Saraf College of Arts & Commerce
- Kirandevi Saraf Institute of Complete Learning
- Durgadevi Saraf Institute of Management Studies
- Deviprasad Goenka Management College of Media Studies
- Ladhidevi Ramdhar Maheshwari Night College of Commerce
- Kunjbihari S. Goyal Online Academy
- Durgadevi Saraf Global Business School

Other organizations owned and managed by Rajasthani Sammelan includes:

Draupadidevi Sanwarmal Women's Hostel



- Ramdhar Maheshwari Career Counseling Centre
- Pravinchandra D. Shah Sports Academy
- Jankidevi Bilasrai Bubna Boys' Hostel
- Nalini Shah Music Academy

Rajasthani Sammelan Education Trust is also providing many other facilities in its educational campus that include:

Dhurmal Bajaj Bhavan (Community Hall), Durgadevi Saraf Hall, IT Hub, Food Court, Ramnarayan Saraf Educational Outlet, RS CA Study Centre, IRB Endowment Scholarship Fund, Vijay Pal Singh Health Centre, Kirandevi Saraf Library and Reading Room, BKT Endowment Freeship Fund, Janakidevi Bilasrai Bubna Endowment Freeship Fund and Lalchand Dalmia Golf Cart.

The Trust is providing financial assistance to needy persons for medical treatment through Trivenidevi Deora Chikitsa Sahayta Kosh. Scholarships are also provided to needy students to complete their education.

Rajasthani Sammelan Education Trust has completed a mega project of renovation and revamp of its premises by construction of a twelve storey building in its educational campus in which, presently Durgadevi Saraf Institute of Management Studies, Mainadevi Bajaj International School, Kudilal Govindram Seksaria Sarvodaya School and Kudilal Govindram Seksaria English School are housed with all state of art facilities. On the 11th and 12th floors of the building, Draupadidevi Sanwarmal Women's Hostel is located with the best possible amenities. The Trust has also constructed a new building with all latest amenities for Ramniwas Bajaj English High School and Deviprasad Goenka Management College of Media Studies. The Trust has also started Jankidevi Bilasrai Bubna Boys' Hostel near RSET campus. Rajasthani Sammelan Education Trust has been granted Hindi Speaking Linguistic Minority Status by Government of Maharashtra.







# **INFRASTRUCTURE & CAMPUS:**

DSIMS has state of the art infrastructure to facilitate effective teaching & learning processes of its existing programs. All the modern wi-fi enabled classrooms, computer lab & library (named popularly as Knowledge Resource Centre) within a centrally air conditioned setup are the perfect adobe for creating future leaders. Apart from classrooms, we have our Seminar Halls, Auditorium & Durgadevi Saraf Hall with excellent acoustic, to organise Industry Immersive Sessions on a regular interval.



#### **KNOWLEDGE RESOURCE CENTRE**

Knowledge Resource Centre (KRC) aims to be one of the best Business School libraries in Mumbai. Its ever growing collection includes of some of the best resources on contemporary management thought. It includes books, journals, magazines, newspapers in different disciplines of management and allied sciences. It has also subscribed to good number of bibliographic, statistical and full text databases in digital format in order to meet the changing information needs of faculty members and students.

KRC is centrally air conditioned, it is brightly lit with comfortable seating capacity of 100 users. It has Wi-Fi facility and all the e-resources are accessible in entire campus as well as remotely too with login passwords.

KRC is automated with Koha integrated library management software (ILMS) and users can access the catalog (OPAC) to search and reserve the books and other print resources of KRC. All the books are classified with the help of Dewey Decimal Classification (DDC) and are arranged in stack area subject-wise for easy access. It's an open access KRC and all the books are barcoded.



### **CLASSROOMS**

DSIMS campus offers world class infrastructure to faculty and students in pursuit of a world class education. It has state of the art facilities with professionally equipped latest learning technology tools to enhance students' learning experience. It houses differently styled Class Rooms. All the class rooms are well-equipped with multimedia based smart board, LCD and Wi-Fi facilities.



### **COMPUTER LAB**

Beniprasad Lahuruka Computer Lab Hi-tech computer lab with integrated campus wide network. Having set up of 100 plus computers.

# **INFRASTRUCTURE & CAMPUS:**

#### **PLAYGROUND**

P.D. Shah is a multisport academy covering an area of approximately 24,000sq.feet. It has been built using artificial turf which has been imported from New Zealand. The facility is of an international standard which facilitates sports like basketball, volleyball, tennis, box cricket, football, skating etc. making it a new focal point of the Rajasthani Sammelan campus. The floodlights installed provide broadcast level illumination enabling a live broadcast.

The students use it during their school hours for physical exercise and sports. They also use it for school team building activities like football, basketball and cricket are carried out.



### **WOMEN'S HOSTEL**

Draupadidevi Sanwarmal Women's hostel is for the convenience of the students who want to pursue their post-graduate programs but do not have a residential accommodation in Mumbai. Rajasthani Sammelan has built a women's hostel with ultra modern facility on Level 11 & 12 of RS education campus. The hostel has rooms with twin sharing AC and Non AC accommodation. All the rooms are well furnished with attached bathrooms. Common facilities include a recreational area and dining area. Hostel has dedicated warden along with medical facility and security 24X7. The hostel is wi-fi connected and so girls can utilize their time for assignments/ projects while in hostel too.



#### **BOYS' HOSTEL**

Rajasthani Sammelan has launched Jankidevi Bilasrai Bubna Boys' Hostel to provide residential accommodation to boys pursuing higher education in the Institutions run by a trust and also to those who do not have residential facilities in Mumbai. The hostel is located near the RSET campus. The hostel can accommodate 152 boys.

Jankidevi Bilasrai Bubna Boys' Hostel is based on the need to provide good quality accommodation to students. The rooms are available on sharing basis and managed by a full time Rector. The hostel provides accommodation to male students pursuing higher studies.



# **GUEST LECTURES**

Corporate interaction has been at the heart of developing our students and one of the ways the institute has been facilitating the same is through the Corporate to Campus series. The dignitaries who have addressed the students at our campus are:

Name	Institute or Company	Designation	
Mr. Ameya Karambe	Carnival Group	Head HR & Entrepreneur in Residence	
		(Dairy & Skilling)	
Ms. Andrea Kuhn		The Consul General of South Africa	
Mr. Ashutosh Vasisht	Multi Commodity Exchange of India Ltd.	AVP	
Mr. Balagopal Shenoy	Reliance Digital Stores	National Training Lead	
Dr. Binita	PWC		
Mr. D. Sivanandhan	General of Police, Maharashtra	Former Director	
Prof. Duc Khuong Nguyen	EMLV Business School & International	Acting Dean and Director	
	Development, De Vinci Higher Education, Paris		
Mr. Erik Hallstrom		Consul General of Finland	
Mr. Gaurav Kumar	TerraPay	Vice President	
Mr. Himanshu	NGO, Goonj		
Mr. Kamal Singh	Reliance Retail	Learning and Development Specialist	
Mr. Manoj Gurshani			
Mr. Mansingh Gadhvi	GrowthCulture Ventures	Founder and Managing Partner	
Mr. Mohan Tanksale	Central Bank of India	Former CMD	
Dr. Narendra Joshi	Vivekananda Prabodhini, Auro University	Project Director	
Ms. Nirmala Mehendale	Bombay Management Association	Woman President	
Mr. Nixon Joseph	Children's Lovecastles Trust( CLT India), Bangalore	CEO	
Dr. Rahul V Altekar	Digital Supply Chain Solution SAP India	Director	
Dr. Ranjan Chaudhuri	EMLV Business School Paris	Full Professor and Director of Doctoral	
		Business Administration	
Mr. Saudhakar Elumalai	Heineken	Head of Global Analytics	
Mr. Sumit Anand	Dunzo Merchant Services	Vice President	
Mr. Vijay Jangir	Amazon	Senior Professional	



# **INDUSTRY CONNECT MENTOR COMMITTEE**



Mr. Ashok M. Saraf Managing Director Sarex Group of Companies President - RSET

Mr. Ashok M. Saraf, is the Managing Director of Sarex Group of Companies, a leading company in chemicals, with business interests in India and overseas.

Mr. Saraf is a commerce graduate, with a Diploma in Finance Management from Mumbai University and a Diploma in Business Management from IMC, Mumbai. He is the President and Trustee of Rajasthani Sammelan Education Trust, a leading name in the field of education. RSET imparts education to over 16,000 students, through 14 eminent institutions. Mr. Ashok Saraf is also on the Advisory Committee of Jamnabai Narsee School, on the Governing Council of Dr. Balabhai Nanavati Hospital, a member of the Governing Council of Shri Govindram Seksaria Institute of Technology & Science (SGSITS), Indore, and is the Treasurer of Tarapur Environment Protection Society.

Mr. Ashok M. Saraf hails from a very illustrious family and is the son of Shri. Mahavirprasadji Saraf, a leading industrialist well known for his philanthropy and charitable work.



Mr. Nandkishore Gupta
Chairman and Managing Director
Indsec Securities & Finance Limited
Management Committee Member at RSET

Mr. Nandkishore Gupta is a Commerce graduate from RA Podar College, University of Mumbai, and a Fellow Member (FCA) of the Institute of Chartered Accountants of India.

He is the promoter of Indsec Securities and Finance Ltd, an institutional brokerage firm, which is a SEBI licensed portfolio manager and offers market research and equity investment advisory services. Mr. Gupta has the unique distinction of being a practising CA before becoming an entrepreneur running a successful financial services business for over 30 years.

He belongs to a family that has accorded high importance to education over several generations and over the years has sponsored the education of many youngsters from less privileged families and mentored them in their careers.



**Mr. Suresh Pansari** Co-Founder and Director Rashi Peripherals Ltd.

Mr. Suresh Pansari is a qualified CA and a hardcore entrepreneur at heart. He is the co-founder and Director of R P Tech India, a company that has emerged as the leading value-added IT distribution company in India, with 50 branches.

Mr. Pansari is a respected and acclaimed member of the IT distribution forum and the recipient of many prestigious awards, including the CRN 'Channel Legend award, for contribution in shaping the IT channel industry in India, the Cybermedia Lifetime Achievement Award and the 'Entrepreneur of the Year' award by Entrepreneur India.

He is actively involved in various CSR activities in the education sector, as well as the support of rural development.

## **INDUSTRY CONNECT MENTOR COMMITTEE**



Mr. Rajkamal R. Bajaj Director Bajaj Consultants Private Limited Trustee-RSET

Mr. Rajkamal Bajaj is a Gold Medallist who graduated with honours from H R College of Commerce (1980) and thereafter qualified as a CA (1981), earning the 5th all-India rank. In 1985, he set up Bajaj Consultants Pvt Ltd which is one of India's leading financial services and consultancy firms today, providing Project, Finance Advisory and Debt Syndication services to many large corporate and business houses, as well as infrastructure companies. Mr. Bajaj is an Advisor to the Board of IRB Infrastructure Developers Ltd, one of the largest infrastructure companies in the highway sector. He is the recipient of the Rashtriya Sanman Patra and the NBT Udaan Award, for his contributions in the field of finance and education. He is associated with many philanthropic and CSR initiatives.



**Dr. Naresh M. Saraf**Executive Director
Sarex Group of Companies
Trustee - RSET

Dr. Naresh M Saraf is one of the youngest Ph.D's from UDCT (now ICT), University of Mumbai, a premier institution of chemical technology in India. A member of the Governing Council of Ghanshyamdas Saraf College of Arts and Commerce and the Trustee of Rajasthani Sammelan Education Trust, Dr. Saraf has been instrumental in obtaining sizeable donations for many institutions of Rajasthan Sammelan Education Trust.

A businessman by profession, Dr. Saraf is the Executive Director of Sarex Group, one of the largest textile auxiliaries & chemical manufacturing companies in India with exports to North America, South America, Europe, Asia and Africa as well as fine chemicals to Switzerland, Germany, Korea and Vietnam. As a member of the Governing Council of Dr. Balabhai Nanavati Hospital, he takes keen interest in its activities.

Dr. Saraf is the son of Shri Mahavirprasadji Saraf, a leading industrialist well known for his philanthropy and charitable work.



Mr. Harish Shah Managing Director Signet Excipients Pvt. Ltd Trustee - RSET

Harish Shah is the Founder & Managing Director of Signet Excipients Pvt. Ltd.

Harish, a Mechanical Engineer and MBA from Mumbai started Signet in 1986 and is India's leading Pharmaceutical Raw Materials Distribution Company. It has several partners in different parts of the world and has been a pioneer in the promotion of specialty products to the Pharmaceutical Industry. In 2020, Signet became a part of IMCD N.V, a leading MNC from Netherlands.

The Shah family has been actively involved in philanthropy and currently focuses its time and resources on supporting organizations working in fields of education, medical support, governance and civic media, adolescent and women's empowerment and similar sectors. Their family foundation, the Harish and Bina Shah Foundation, is engaged with several NGOs and institutions that positively affect the social, political and economic situation in India.

# THEY BELIEVE IN US

















































































# THEY BELIEVE IN US



# Deloitte.















































































# THEY BELIEVE IN US





TATA DIGITAL







































# Vision

To be one of the preferred B-Schools in India with a focus to develop future Indian managers with social sensitivity.

# **Mission**

- To develop managerial competencies for future
- To inculcate social sensitivity
- To facilitate holistic development

# MAIN DONOR'S MESSAGE



# Shri Mahavirprasad G. Saraf

Founder and Managing Trustee, Kirandevi Saraf Trust

Welcome to Durgadevi Saraf Institute of Management Studies!

It gives me immense pleasure to watch the Institute growing leaps and bounds over the years adapting to change and arming itself with dynamism unique to itself. I am very happy to share that Durgadevi Saraf Institute of Management Studies (DSIMS) has been ranked the 3rd Best B-School amongst the privately managed B-Schools in Mumbai as per Times B-School ranking 2024 and nationally has been accredited by NAAC.

The essence of business today is to understand the rapidly changing global as well as domestic business environment. DSIMS imbibes this spirit in itself and also disseminates the same thinking to its students for preparing them to meet these challenges.

The institute offers Two years full-time Master in Management studies (MMS) program affiliated to University of Mumbai. The institute also plans to start many more autonomous short term courses relevant to today's business scenario.

The MMS program with specializations in Finance, Marketing, Operations and HR is designed to prepare students to be industry ready to face new challenges in corporates and their business activities. Though the curriculum of the MMS Program is designed by University of Mumbai University, but in order to make the program contemporary and industry specific, DSIMS has indigenously introduced beyond classroom initiatives and student centric pedagogy which makes the MMS program more industry focussed.

Supported by state of the art infrastructure, the qualitative grooming provided at DSIMS ensures holistic development of each and every student to gear them up for their future role and growth. It is my sincere wish that Durgadevi Saraf Institute of Management Studies be ranked as one of the top management institutions in the years to come.

I wish the institute best of luck in living up to its vision of creating leaders of tomorrow.



# CHAIRMANS MESSAGE



## Shri Ashok M. Saraf

Chairman, Management Council

Durgadevi Saraf Institute of Management Studies

Welcome to the campus of Durgadevi Saraf Institute of Management Studies.

We are delighted to know that you are a part of our academic journey. We strive to provide an enriching and holistic learning experience at DSIMS for which we have created a state-of-the-art infrastructure that will facilitate excellent teaching-learning experience and also will encourage research. While the academic resources and infrastructure facilitates the learning process, having a professionally qualified and competent team of faculty is required to impart right skill sets to develop you as a successful manager. Our team comprises of members who possess vast experience in the field of management education, passionate and dedicated and are engaged in lifelong learning supported by efficient administrative staff. We, at DSIMS, believe in providing students with quality education that will drive them to foster leadership towards sensitized and inclusive development.

Durgadevi Saraf Institute of Management Studies (DSIMS) is successfully running Two years full-time Master in Management Studies (MMS) affiliated to

University of Mumbai. Our MMS program with different specializations is being imparted with an aim to cater to the current and future needs of corporates and industry.

DSIMS has had a very fruitful and successful journey of fourteen years. It has received a number of accolades and is now a well-known and one of the preferred institute for management education. In this regard, I am very happy to share that Durgadevi Saraf Institute of Management Studies (DSIMS) has been ranked the 3rd Best B-School amongst privately managed B-Schools in Mumbai as per Times B-School ranking 2024 and is nationally accredited with NAAC.

I firmly believe that the academic endeavours of the faculty coupled with various co-curricular, extracurricular & outreach programs will definitely help to enrich you professionally as well as will inculcate ethical values. On behalf of DSIMS I wish you luck for an enriching and successful 2 years journey with us towards your development as a successful corporate leader.



# DIRECTOR'S MESSAGE



**Dr. C Babu**Director

Durgadevi Saraf Institute of Management Studies

Dear Industry Partners,

It is with great pride and enthusiasm that I extend a warm welcome to you on behalf of Durgadevi Saraf Institute of Management Studies (DSIMS). As the Director of this esteemed institution, I am honored to share with you the remarkable journey our students undertake, preparing them to be leaders and innovators in the dynamic world of business.

At DSIMS we are committed to delivering an exceptional educational experience that not only imparts academic knowledge but also fosters critical thinking, leadership, and ethical practices. Our robust curriculum, coupled with a strong emphasis on real-world applications, ensures that our graduates are well-equipped to navigate the complexities of the global business environment.

Our placement record stands as a testament to the dedication of our faculty, the hard work of our students, and the strong partnerships we have cultivated with leading organizations across various industries. The success of our alumni in securing coveted positions in top-tier companies is a

reflection of the quality of education and training they receive here.

We are continually evolving our programs to meet the ever-changing demands of the business landscape. Our focus on experiential learning, industry engagement, and personal development ensures that our students are not only career-ready but also poised to make significant contributions to their chosen fields.

Since DSIMS is nurtured and patronized by Rajasthani Sammelan Educational Trust, a noble trust which believes in philanthropy and community services for over seven decades, our students are imbued with core values of assuming high social responsibility. Our vision to be one of the preferred B-schools in India by developing socially sensitive business professionals with global mindset permeates in every initiative we take to sculpt our students from the very first day they walk into our Institute. We whole-heartedly welcome you to take part in this Centre of Excellence, DSIMS and continue the journey further.

Thank you.

# About DS MS





DSIMS is all set to welcome another fruitful academic year in its stride. The initial years witnessed tremendous success, coupled with admiration from reputed industry and renowned academic community. DSIMS is named in the loving memory of Late Smt. Durgadevi Saraf, mother of main donor, Mahavirprasad G Saraf.

We are proud to lay a strong foundation with a robust curriculum, where we lay emphasis on the overall development of our budding leaders. The different curricular emphasis is designed to match their learning abilities and interests. At DSIMS we strongly believe in the philosophy of "KAIZEN" or continuous improvement. This is evident in our continuous endeavors to elevate our benchmarks year on year and to compete with the best.

We ensure to make learning more enjoyable and meaningful for students, while developing the desired skills and values that will put them in good stead for the future. These include placing greater emphasis on





non-academic program within the curriculum, such as Entrepreneurial Cell "E-cell", Thought Leadership Forum, Experiential Learning etc. Our induction / orientation program is designed to educate and provide opportunities for graduates to transform themselves to postgraduate students.

DSIMS is promoted by the esteemed members of the distinguished Rajasthani Sammelan Education Trust, renowned for its contribution in the field of education in India. We aim to follow a consultative style of management which encourages participation in the development of the institute. The Board of Governors is committed to developing an institution of quality and integrity. To this end, it has established an independent Management Council comprising of eminent educationists, administrators and achievers from different walks of life. The Management Council brings to the institute, its expertise in administration, technology-aided learning and education management.

# **GOVERNING COUNCIL COMMITTEE MEMBERS**

Name of the Members	Composition of the Committee
Shri Ashok M. Saraf	Chairman nominated by the Trust
Shri Kailash Kejriwal	2 to 5 members nominated by the Trust
Shri Nandkishore Gupta	
Shri Jairaj Thacker	
Shri Samir Choksi	
Shri Madhusudan Maheshwari	
Dr. K. N. Vidyanathan	Nominee of the Affiliating Body
Dr. Ajeet Singh	Nominee of the All India Council for technical education (Ex-Officio)
Dr. Abhay Wagh-Director	Nominee of the State Government (Ex-Officio)
Name awaited	An Industrialist/ technologist/ educationist from the Region nominated by the State Government
Dr. C. Babu	Principal / Director Member - Secretary
Dr. Sarika Jain	02 Teachers elected by teachers of the institution
Dr. Sanchita Baonerji	
Dr. Sunanda Kar	Additional Members nominated by the Trust
Mr. Sharad Shejawal	One non-teaching employee, elected by regular non-teaching staff from amongst themselves



# **COLLEGE DEVELOPMENT COMMITTEE**

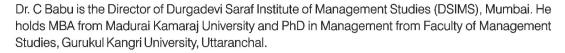
Name	Designation	
Names of the Members	Designation	
Shri Ashok Saraf	Chairman	
Shri Kailash Kejriwal	Member	
Dr. Sarika Jain	Head of department, Nominated by Director	
Dr. Shailja Badra	Teachers Nomination	
Dr. Sanchita Banerji	Teachers Nomination	
Dr. Chandrashekhar Kaushik	Teachers Nomination	
Mr. Sharad Shejawal	Administrative Staff Nomination	
Shri Nandkishore Gupta	Member	
Shri Shrikant Dalmia	Member	
Shri J. P. Khemka	Member	
Ms. Nikita Jhunjhunwala (Alumnus)	Member	
Prof. Manish Gupta	Co-ordinator, Internal Quality Assurance Committee of the college;	
Mr. Shubh Nilesh Dajiwala	President and Secretary of the College Students' Council	
Ms. Pyali Sriram Patra		
Dr. C. Babu	Member Secretary	
Dr. Sarita Vichore	Special Invitees	
Shri Rajaram Chandgothia	Special Invitees	
Shri Krishnakumar Karwa	Special Invitees	
Dr. Sunanda Kar	Special Invitees	
Capt. Anant Yadnik	Special Invitees	
Shri Ranjit Goraksha	Special Invitees	
Dr. Ajay Agarwal	Special Invitees	
Shri Sanjay Mishra	Special Invitees	
Shri Vikas Ahuja	Special Invitees	
Shri Kamal Bhagtani	Special Invitees	

### INTELLECTUAL CAPITAL CORE FACULTY

### **MARKETING**



Director



Prior to joining DSIMS, Dr. Babu worked as the Director-in-charge at Chetana Institute of Management and Research, Mumbai. In the past, Dr. Babu has been associated with Management Institutes - YMT College of Management, Navi Mumbai, as Director and ITM Business School, Navi Mumbai, as Assistant Director. He was awarded as the Best Professor at ITM Business School, in 2006. His area of teaching and research include Consumer Behaviour, Business Strategy and Business Simulation based teaching.



#### Dr. Chandrashekhar Kaushik

Associate Professor

Dr. Kaushik is a doctorate in Marketing Management from Savitribai Phule Pune University (formerly University of Pune). He holds a degree in Pharmacy and is a post graduate in Master of Business Administration specializing in Marketing. Before joining DSIMS, he was an Assistant Professor with IES Management College and Research Centre.

Dr. Kaushik has more than 25 years of experience in Industry and academics. He has around 9 years of experience in Pharmaceutical Industry with Production, Sales and Marketing areas. He has more than 16 years of experience in academics with areas of interest in Services Marketing, Negotiation and Selling skills, Rural Marketing and Business Communication. He has interest in Research and has published papers in National and International Scopus Indexed Journals like Sage and Springer and also written chapters in books.



Mr. Vivek Sharma

Assistant Professor

Mr. Vivek Sharma holds a Master's degree in Statistics from University of Allahabad. He also has a postgraduate degree, Master of Business Administration, specializing in Marketing. Prof. Vivek Sharma He has 27+ years of experience in Industry and Academics. He has 15+ years of corporate experience and has worked in L&T, ING Vysya Life Insurance, HSBC & Standard Chartered Bank. He has 12+ years of experience in Academics. His areas of interest include Marketing Management, Strategic Management, Consumer Behavior, Services Marketing, Sales Management & Trends in Marketing. He is pursuing Ph.D. in Banking and has published papers in reputed journals



### **FINANCE**

Dr. Shailja Badra

Assistant Professor | Chairperson MMS Programme(1st Year)

Dr. Shailja Badra holds a Master's Degree in Financial Management from the prestigious Jamnalal Bajaj Institute of Management Studies, Mumbai. Her academic journey includes further qualifications in B.Ed, M.Ed, and M.Phil, culminating in a Ph.D. from Himachal Pradesh University, Shimla, which she completed in 2005. Currently she is pursuing her second Ph.D in Finance area from Mumbai University, with over nine years of industry experience across various roles and more than a decade of teaching experience at a leading management institute, Dr. Badra brings a wealth of practical and academic knowledge to her role. Her research contributions are well-regarded, with numerous papers published in both national and international journals.

Her areas of interests span Research Methodology, Business Statistics, Corporate Finance, Financial Markets and Wealth Management. Her teaching approach is deeply rooted in her extensive industry experience, aiming to bridge the gap between theoretical knowledge and practical application.

### INTELLECTUAL CAPITAL CORE FACULTY



CA Dr. Rajul Murudkar

Assistant Professor

Rajul Murudkar is a Chartered Accountant and has received her doctorate from the University of Mumbai in Commerce and Management. She brings in nearly two decades of experience in the field of Corporate Finance, Accounts and Taxation. She has worked with various organizations and has held senior positions, Polycab India Limited, VIP Industries Limited, Pfizer Animal Health India Limited, to name a few. While working with the corporates, she developed interest in teaching, and started collaborating with the B-Schools for finance courses. She has published her research work in peer reviewed journals of National and International Repute. She has successfully completed a sponsored research project in the area of Goods & Services Tax (GST), with University Of Mumbai. Her teaching and research interest areas include Financial Accounting, Taxation and Treasury Operations.



Mr. Maneesh Gupta

Assistant Professor

Mr. Maneesh Gupta has done his MMS (Finance) and B.E. (Computers) from University of Mumbai. He is currently pursuing his PhD from NITIE. He has eleven years of experience in industry and academia. He has also cleared Financial Risk Management (FRM) Level I. He has completed a course on Business Analytics from Harvard Business School Online. His research interests are in Financial Connectedness, Financial Contagion, Volatility Modelling, Credit Risk Management and Financial Analytics.



**HUMAN RESOURCE** 

Ms. Sharmila Bonnerjee

Assistant Professor | Chairperson MMS Programme (2nd Year)

Ms. Sharmila Bonnerjee is a faculty in the area of Human Resource Management and General Management at the Durgadevi Saraf Institute of Management Studies (DSIMS), Mumbai. She is a graduate from Calcutta University with Honours in Botany, B.Sc. (Hons.) and has completed her Post Graduate Diploma in Business Administration from Symbiosis Centre for Distance Learning, Pune, specializing in Human Resource management. She has also done her Post Graduate Diploma in Software Exports Management, GNIIT S/W Exports from NIIT Ltd. Prof. Sharmila has a rich experience of over 19 years in both Industry and academics. She has worked with premier organizations like NIIT Ltd. and Asset International (a division of APTECH Ltd.).



Mr. Anthony Colaco

Assistant Professor

Anthony Colaco holds a Bachelor of Science degree in Chemistry, however he was more inclined towards the chemistry of humans in organization rather than that of organic and inorganic elements. This led him to successfully acquiring a Diploma in Human Resource Management (Xavier Institute of Management) and Labor Laws & Labor Welfare (Mumbai University). He holds a Masters Degree in HRM from NMIMS. He has more than two decades of experience in industry and academics. He teaches courses in Human Resource Management. His areas of interest are learning organizations, strategy, organization development and general management and organizational ambidexterity.

### INTELLECTUAL CAPITAL CORE FACULTY

### **OPERATIONS**



Mr. Zubin Sethna Assistant Professor

Mr. Zubin Sethna is qualified as an engineer, as an MBA and as a master in Economics. He has 9 years of corporate experience and 13 years of teaching experience. He has taught a variety of subjects: environmental sustainability, international geo-politics, supply chain management and economics. He believes that students should have opportunity for all-round development and hence, helps students in this regard.

### GENERAL MANAGEMENT



### Dr. Sumana Chaudhuri

Associate Professor | Assistant Dean Research

Dr. Sumana Chaudhuri, Post-Doctoral Fellow of IIT Kharagpur (2018), received her doctorate from National Institute of Industrial Engineering (NITIE), Mumbai. Her area of specialization is in the field of Applied Welfare Economics and Infrastructure Economics. A National Merit Scholar, she is a first class M.Sc. in Economics from University of Calcutta. She has successfully completed some sponsored research projects, with the Airports Economic Regulatory Authority of India (AERA) and Essar Oil Limited. She has received the best paper award at the International Conference on Infrastructure Finance at IIT Kharagpur in 2010. She has also published articles in edited books and peer reviewed International journals of ABDC and ABS Category with high H index.

# **VISITING FACULTY**

Name	Designation	Company
Mr. Tarkeshwar Sharma	Vice President	S-Ancial Technologies Pvt. Ltd.
CA Payal Mogre	Freelancer	-
Mr. Deepan Bhatt	Visiting Faculty	-
Mr. Vikas Gupta	Cofounder	Anecdote Consultants
Mr. Ninad Sankhe	Co-Founder & CMO	Bepure Tech Pvt Ltd
Mr. Ameya Vijay Karambe	Head HR & Entrepreneur	Carnival Group
Mr. Imran Siddhiqui	Visiting Faculty	-
Mr. Sagar Ghuge	Research Fellow	NITIE
Mr. Nitin Shinde	Visiting Faculty	-
Mr. Pravin Kamble	Visiting Faculty	-
Dr. Sameer Phanse	Research and Marketing Consultant and Part- Time Academician	-

# **MMS Program and Curriculum**

The Master of Management Studies (MMS) is a two-year full time management program affiliated to the University of Mumbai and is approved by the All India Council for Technical Education (AICTE).

The course structure has been formulated by the University and includes four functional specializations namely:

- 1. Finance
- 2. Human Resource Management
- 3. Marketing
- 4. Operations

First Year: Semester I	First Year: Semester II
Core Papers	Core Papers
Perspective Management	Marketing Management
Financial Accounting	Financial Management
Business Statistics	Operations Research
Operations Management	Business Research Methods
Managerial Economics	Human Resource Management
*Electives	*Electives
Effective and Management Communication	Legal & Tax Aspects of Business
Business Ethics	Cost & Management Accounting
Ecommerce	Business Environment
Organizational Behaviour	Ethos in Indian Management
Introduction to Creativity and Innovation Managemen	t Corporate Social Responsibility
Foreign Language (Other than English)	Anaylsis of Financial Management
Negotiation and Selling Skills	Entrepreneurship Management
IT Skills for Management and Technology Platform	Management Information Systems
Information Technology for Management	Development teams & effective leadership
Personal Grooming/Personal Effectiveness	Intellectual Capital and Patenting

Second Year: Semester III	
Core Papers:	
International Business	
Strategic Management (UA)	
Summer Internship Report	

## Specialization Paper

Finance	Marketing	HR	Operations
Financial Markets and Institutions	Sales Management	Training & Development	Supply Chain Management
Corporate Valuation and Mergers & Acquisitions	Marketing Strategy	Compensation and Benefits	Operations Analytics
Security Analysis and Portfolio Management	Consumer Behaviour	Competency Based HRM and Performance Management	Service Operations Management
Financial Regulations	Services Marketing	Labour Laws and Implications on Industrial Relations	Manufacturing Resource Planning & Control
Derivatives and Risk Management	Product & Brand Management	HR Planning and Application of Technology in HR	Materials Management

### **Electives**

Students are required to choose any one of the following specialization electives as per their area of specialization)

Finance	Marketing	HR	Operations
Banking and Financial Services Institutions	Retail Management	Personal Growth Laboratory	World Class Manufacturing
Investment Banking	Rural Marketing	Global HRM	Business Process Engineering And Benchmarking
Wealth Management	Marketing Analytics	Employee Branding and Employer Value Proposition	Technology Management & Manufacturing Strategy
Infra and Project Finance	Digital Marketing	HR Analytics	Strategic Operations Management
Strategic Cost Management	Customer Relationship Management	O.S.T.D.	Industrial Engineering Applications & Management
Commodities Market	Marketing Research & Analysis	HR Audit	TQM
Mutual Fund	Event Management	Employee Relations, Labour Laws and Alternate Dispute Resolution	International Logistics
Financial Modeling	Health Care Marketing		Quantitative Models in Operations
International Finance	Distribution & SCM		Productivity Management
	Tourism Marketing		
	Marketing of Banking & Financial Services		

Second Year: Semester IV	
Core Papers:	
Project Management (Univer	sity Assessment)*
Final Project	

# **Specialization Papers:**

(Students are required to choose any **one** of the following specialization electives as per their area of specialization)

Finance	Marketing	HR	Operations
Commercial Banking	Integrated Marketing Communications	OD and Change Management	Operations Applications and Cases
Business Analytics	Business to Business Marketing	Strategic HRM	Strategic Sourcing in Supply Management
Venture Capital and Private Equity	International Marketing	Management of Corporate Social Responsibility in organizations	Operations Outsourcing & Offshoring
	Trends in Marketing		



The world has changed over a period of time and along with this the needs of the industry and the expectations about managers have also undergone a sea change. But management education has not progressed much beyond where it all began. The result is that the industry believes "management graduates are not employable from day one". The industry demands management graduates who can be productive from day one, who have a global outlook but a local mindset and whose education is relevant for these turbulent times.

To meet the requirement of the industry and to keep the sanctity of the class room learning, DSIMS has developed a series of unique interventions - a unique, blended pedagogy which aims to produce a day one, job ready managers.

# We would classify our innovations into two broad categories:

1. Innovations in class room pedagogy 2. Innovations beyond class room initiatives

#### Manager in Making (MiM)

DSIMS has designed a set of beyond classroom initiatives – branded as "Manager in Making" (MiM) that will inspire, test and challenge the ideas, knowledge and concepts of modern Management.

These interventions aggregate theory, practice and experience into a powerful course that will form the foundation of student's future as a global manager.

Apart from imparting education to the students, we also pay special attention to inculcate human values and grooming students for bright career. Our Institute continuously strives to develop students to realize their latent potential while acquiring professional knowledge. We provide the students with career guidance and conduct courses on personality, communication and other such skills. These courses focus on enhancing students' personality and on preparing them for their future careers and enhancing their employability.

### Aims and Objectives of MiM Program:

- To assess students' strength and weaknesses to obtain not only generic but need based interventions.
- To improve students' employability quotient by giving them an edge; by providing skills and work-
- To help students realize their potential. To enable them with new knowledge and empower them to gather a broader perspective and greater confidence.
- To guide students for a critical transition into a position of greater responsibility
- To help in increasing students' overall effectiveness and reduce their learning curve

#### Nonpareil Pedagogy

We have nurtured one of the best learning environments at DSIMS. The learning process at DSIMS begins before the students enter the learning rooms and continues far beyond the institute. The rigorous yet flexible process focuses on combining clarity on the core concepts with the constraints of execution in a dynamic, globalized environment. The learning process includes experiential learning, workshops, case analysis, role plays, presentations, debates and discussions. The effort is supplemented by our "Corporate to Campus" effort where select Industry leaders are invited to interact with the students. As a student of DSIMS, you will get a chance to interact with some of the best minds of the Indian Industry.

#### **Business News Analysis (BNA)**

To improve the reading and analytic skills of students and help them remain contemporary and relevant, DSIMS conducts "Business News Analysis" sessions are conducted where they follow the significant news and developments on sectors of their choice and share their readings and understanding with their peers. The sessions are moderated by faculty members who further add to the perspective.

#### **Business Immersion**

Business Immersion makes students examine, analyze and evaluate complex process that challenges managers along the business cycle. The program begins with the students doing a thorough, structured analysis of the major sectors of the Economy. Periodically, the students will present their understanding of the sectors to a panel of faculty and Industry leaders from the concerned sectors. The panel will guide the students and ensure that the learnings are maximized.

After the industry analysis, the students deep dive into the sector of their choice. In this process, the students get familiar with the regulatory guidelines, current industry

best practices and emerging next practices.

This will be done through both Industry visits as well as interaction with a wide range of experts. On completion of this exercise, the students identify their role within the sector and study the pre requisites of excelling in the role. This includes close interaction with a few role models from the sector. The students learn the processes and rules that govern the operations of the chosen role, the skills and knowledge needed to excel.

#### Analytical and Critical Thinking - ACT

We have developed the ACT to help our students develop their ability to weigh alternatives, make decisions and evaluate seemingly contradictory facts. ACT is anchored in the necessity to inculcate the art of critically analyzing any issue and developing cogent and powerful arguments for and against any broad, multi-disciplinary issues that face the nation, the society or the corporate.

This exercise aims to develop the following in our students:

- Analytical writing skills
- Strategic planning and data acquisition
- Creative thinking
- · Asking the right questions
- Logical reasoning

#### **Broad based reading**

The distinctive feature of our curriculum is the wider reading that the students have to do to prepare for the class – including the use of newspaper, magazine articles, thought leadership pieces from journals and blogs in the class room to drive learning.

### Thought Leadership Forum (TLF)

Great leaders are not born, but made. In keeping with this adage, students read, listen to and interact with leaders from the corporate world, who are invited to the campus to share their experiences of practicing leadership and achieving excellence in diverse domains.

### Meet the Celebrity

This intervention aims at bringing accomplished writers and known personalities to the campus. Students get an opportunity to interact with these high achievers and learn during this process.

#### **Entrepreneurship Development Cell (E-Cell)**

The Entrepreneurship Development Cell of DSIMS was set up in 2015 to promote entrepreneurship among the DSIMS students and create an environment conducive for entrepreneurial activities.

The students get exposure to various professional courses like Student Entrepreneurship Development programme wherein professional experts help the students to make business plan and carry their ideas forward in the market. Because of such initiatives students become more confident in expressing their ideas and learn the talent of thinking out of the box.

#### Bringing Industry to classroom

At DSIMS we ensure to organize Guest Sessions in each subject under the academic curriculum. These guest sessions are conducted by seasoned industry practitioners and are embedded into the regular lecture schedule. These sessions help the students relate the classroom learning to industry applications.

#### **DSIMS Case Study Centre**

Case based teaching is an important tool for DSIMS teaching pedagogy. DSIMS, indeed, right from its inception has been subscribing Harvard Business cases. The institute has developed a congenial eco-system that encourages professors to continuously prepare own cases for academic discussions. Apart from arm chair cases, DSIMS professors have written many live cases. Thanks to the institute's deep industry connect, faculty members have established very good network with Mumbai based companies and write cases after conducting interviews with senior executives and other stakeholders.

DSIMS is one among very few B-Schools in India that boasts of its own case study centre. Under this centre, the institute's experienced Faculty Members with their Industry and Academic experience write own cases for classroom discussions. Business cases of several Indian industries have been written on variety of fields – Marketing, Finance, Human Relations and Entrepreneurship Management by in-house Faculty.

DSIMS Case Study Centre further invites CEOs to come to class rooms to interact with students to share their experiences.

#### **DSIMS Leadership Development Centre**

The Institute has established DSIMS Leadership Development Centre to nurture leadership capabilities of all stakeholders. DSIMS has a strong faculty team that undertakes researches on Leadership Development.

Under DSIMS Leadership Development Centre, the Institute takes up many Faculty Development Programs to hone their mentees' leadership capabilities. The Institute conducts many leadership development programs for young students in and around Mumbai.

The centre has intensively studied notable Indian business and social leaders. The Centre further researched of many leading Harvard Professors' contributions on Leadership Development. Based on the finding, DSIMS Leadership Development Centre has

developed interesting modules for numerous Seminars, Workshops, Faculty Development Program (FDP) and Management Development Programs (MDP).

### **Student Mentoring Cell**

DSIMS has built a very unique fabric of Mentor-Mentee Relationship (MMR) between student and faculty, right from its inception. The institute believes in the philosophy that each student is unique and has some hidden abilities. Having realized this fact, culturally every faculty member internalizes this while interacting with each and every student. The institute has a structured student – faculty model within the system. DSIMS plans to adopt several mentoring and counseling programs under the MMR for an overall development of a student. The institute believes continuous caring and mentoring of students will nurture them both academically and psychologically to become robust leaders of tomorrow.

### **ESG-POWER BI Workshops**

A two-day workshop on ESG and POWER BI, was organized at DSGS for top 20 academic toppers of MMS batch 2022-24. The workshop was organized in a practical and detailed manner to help students gain insights on various ESG and POWER BI concepts and its importance in business and reporting in today's business environment.



# **CONFLUENCE** 2023

In order to enhance the interaction with corporates and to broad base our placement approach; the 02nd Edition of our Annual Corporate Engagement Event "CONFLUENCE 2023" was held on Saturday 04th November 2023 at the MCA Recreational Centre, BKC from 07pm onwards.

Prominent speakers and panelists at this event were Mr. Sanjay Tamhankar (Director Supplier Quality Improvement) (Cummins India Ltd.), Ms. Seema Mohanty (Global Supplier Manager) (Bayer), Mr. Adhir Mane (CHRO) (Raymond Ltd.), Ms. Nishigandha Kulkarni (Sr.HR Consultant), Dr. Sheila Roy (Associate Professor) (S.P. Jain Institute of Management & Research) and Dr. Shrihari Mandaogane (Consultant: Total Quality Management (TQM), Lean Manufacturing & World Class Quality Systems) (Ex Tata Motors). The event was moderated by Ms. Mahrukh Bandorawalla.

The themes for discussion were:

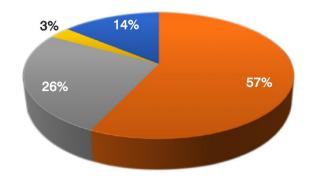
- The Economic Potential of Generative Al: The Next Productivity Frontier
- Will India Beat the Chinese Dragon and Become the most attractive emerging market?
- Can India Cash in on the China+1 Opportunity in Global Business?

The event was graced by the Chairman Shri. Ashok Saraf, some of our industry connect mentors like Mr. Nandkishore Gupta (Chairman and Managing Director-Indsec Securities & Finance Ltd.) and 63 senior industry professionals.

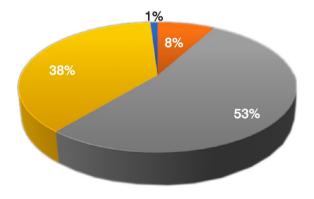
The event concluded with cocktails and dinner.

# STUDENTS' PROFILE

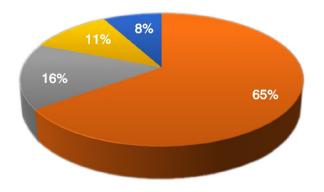
Management Specialization			
Finance	57%		
Marketing	26%		
HR	3%		
Operations	14%		



Graduation Specialization			
B.E, BSc, BSc.IT, B.Tech, B.Pharm	8%		
BMS, BAF, BBA, BBI, BFM, BMM	53%		
M.Com, B.com	38%		
Others	1%		



Work Experience			
Fresher	65%		
6 to 12 months	16%		
13 to 24 months	11%		
25 months +	8%		



### **FINANCE - MMS**



Aarya Vrajesh Shah I Age: 22 I MMS

Graduation: BMS

Summer Internship: Aditya Birla Capital (Life and Health Insurance)

Project title: Are insurance industries good, passive investment against

index funds? By using tracking error methodology

Work Experience: Fresher



### Aman Chandresh Chouhan I Age: 25 I MMS

Graduation: BAF

Summer Internship: Fame of Name

Project title: Financial analysis of Automobile industry with respect to

Mahindra & Mahindra

Work Experience: Fresher



### Amisha Yogesh Sharma I Age: 21 I MMS

Graduation: B.Com

Summer Internship: TJSB Sahakari Bank Ltd.

Project title: Comparative analysis of co-operative bank

Work Experience: Fresher



### Amruta Yogesh Parab I Age: 22 I MMS

Graduation: B.Com

Summer Internship: Lifecare Diagnostics And Research Centre

Project title: Assessing the Financial Landscape : Diagnostic Centre Pre

And Post Covid-19

Work Experience: 12 months – Shreyal Chem India Pvt Ltd



### Bhakti Rajesh Savla I Age: 24 I MMS

Graduation: B.Com

Summer Internship: Aditya Birla Capital (Life and Health Insurance)

Project title: A Comprehensive Analysis of Unit Linked Insurance Plans

(ULIPs)

Work Experience: 39 months – SEBI, S. V. Nene & Co., Marvel Data Services LLP,

**HR Reflections** 



### Bhumik Manoj Bhadreshwara I Age: 23 I MMS

Graduation: B.Com

Summer Internship: Aditya Birla Capital (Life and Health Insurance)

Project title: A study on consumer buying behaviour toward life insurance

Work Experience: Fresher

### **FINANCE - MMS**



Chetali Jaswant Sisodiya I Age: 23 I MMS

Graduation: BMS

Summer Internship: Aditya Birla Capital (Life and Health Insurance)

Project title: A study on performance of equity stocks with reference to the

daily volatility of growth and income stocks

Work Experience: 19 months – Maxus Technologies , Rex Global Fashion



### Deepak Chandrakant Utekar I Age: 25 I MMS

Graduation: B.Com

Summer Internship: Dheeraj Singh Accounts & Tax Consultants Co.
Project title: A Comparative study of GST return in India
Work Experience: 24 months – Otis Elevator Company India (Ltd)



### Dharmit Jignesh Sheth I Age: 23 I MMS

Graduation: BAF

Summer Internship: FinTech Education

Project title: IT industry: a comprehensive study using technical and

fundamental tools

Work Experience: Fresher



### Disha Premji Faria I Age: 22 I MMS

Graduation: BMS

Summer Internship: Motilal Oswal Financial Services Limited

Project title: Fundamental Analysis of Power- Renewable Energy

Work Experience: Fresher



### Enamuddin Tayumuddin Shaikh I Age: 23 I MMS

Graduation: B.Com

Summer Internship: Insplore Consultants

Project title: A Comparative Financial Performance Analysis of Three

Branches of Bank of Baroda Ltd.

Work Experience: Fresher



### Gayatri Rajendra Mogal I Age: 23 I MMS

Graduation: B.Com Summer Internship: HDFC Ltd.

Project title: Data Alchemy: Transforming tomorrow's banking with scraping

sorcery

Work Experience: Fresher

### **FINANCE - MMS**



Harris Lincoln Lunis I Age: 22 I MMS

Graduation: B.Com Summer Internship: Kilika Capital

Project title: Sectoral analysis of automobile sector and DCF valuation of

Maruti Suzuki India Ltd.

Work Experience: Fresher



### Harsh Chandrashekhar Kamdar I Age: 23 I MMS

Graduation: BBA

Summer Internship: Dacsher India Private Limited

Project title: "Risk Analysis of Large Cap Mutual Fund Direct Growth Plans:

A Comparative Study"

Work Experience: Fresher



### Harshali Mehernosh Poonawalla I Age: 22 I MMS

Graduation: B.Com

Summer Internship: The Leading Solutions

Project title: Financial Planning for Salaried employee and Strategies for

Tax Saving

Work Experience: Fresher



### Harshita Harshal Hajare I Age: 21 I MMS

Graduation: BAF

Summer Internship: Lifecare Diagnostic & Research Centre

Project title: Comparative analysis of Diagnostic industry during covid

Work Experience: Fresher



### Ketaki Kishor Belwalkar I Age: 25 I MMS

Graduation: B.E (Computer Eng)
Summer Internship: Insplore Consultants

Project title: A study on perception of investors investing in life insurance

Work Experience: Fresher



### Komal Devaram Suthar I Age: 23 I MMS

Graduation: B.Com

Summer Internship: Phillip Capital India Pvt Ltd

Project title: Descriptive analysis of the financial products at Phillip Capital

Work Experience: Fresher



Krishna Nilesh Madani I Age: 24 I MMS

Graduation: BBA

Summer Internship: Nuvama Wealth and Investment Ltd.

Project title: Impact of increasing retail participation on investment

alternatives

Work Experience: Fresher



# Lavleshkumar Rajkumar Tripathi I Age: 25 I MMS

Graduation: B.Com

Summer Internship: Aditya Birla Capital (Life and Health Insurance)

Project title: Future Trends and Predictions for the Health Insurance

Industry

Work Experience: 12 months - Aftershoot



# Moni Umashankar Yadav I Age: 23 I MMS

Graduation: B.Com

Summer Internship: Jayant Agro-Organics Ltd.

Project title: Financial Viability of Using Green Funds Indices for Long-Term

Investment: An Analysis of a Food Processing Firm

Work Experience: Fresher



# Nilesh Krishnakumar Dubey I Age: 25 I MMS

Graduation: B.Com

Summer Internship: Fintech Education

Project title: A Comprehensive analysis of financial fundamentals and

technicals in FMCG Sector

Work Experience: 12 months – Yogesh Kothari & Co.



# Om Chandresh Chouhan I Age: 22 I MMS

Graduation: BMS

Summer Internship: Fame of Name

Project title: Costing: Marketing/digital marketing agency

Work Experience: Fresher



# Prachi Anjanikumar Tiwari I Age: 22 I MMS

Graduation: BMS

Work Experience:

Summer Internship: New Haribhakti Business Services (NHBS) LLP

Project title: "A synopsis of Small Business Enterprises" Corporate Social

Responsibility Audit, focusing specifically on the issues and challenges faced, along with strategies to address them.

10 months – Ghanshyamdas Saraf College, Times of India



Pranay Nitin Kanekar I Age: 23 I MMS

Graduation: BMS

Summer Internship: Fintech Education

Project title: Technical analysis on Pharmaceutical sector

Work Experience: Fresher



# Pravin Bhagchand Agarwal I Age: 22 I MMS

Graduation: BAF

Summer Internship: Kilika Capital

Project title: Sectoral Analysis of Speciality Chemical and DCF valuation of

SRF Ltd.

Work Experience: Fresher



# Priya Sanjay Choksi | Age: 23 | MMS

Graduation: BMS

Summer Internship: Aditya Birla Capital (Life and Health Insurance)

Project title: Studying the different life insurance policies and their analysis

from Actuarial Perspective

Work Experience: Fresher



# Priyanka Shivshankar Yadav I Age: 25 I MMS

Graduation: BMS

Summer Internship: Aditya Birla Capital (Life and Health Insurance)

Project title: A consumer survey on insurance as a product option for long

term investment portfolio analysis

Work Experience: 28 months - CSB Cafe



# Rahul Mahesh Surolia I Age: 33 I MMS

Graduation: B.Com

Summer Internship: Lifecare Diagnostic & Research Centre

Project title: Analysing the financial viability using EBIT EPS approach for

listed diagnostic companies

Work Experience: 15 months – Bombay Rayon Fashions Limited



# Rohan Sanjay Wadke I Age: 28 I MMS

Graduation: BAF

Summer Internship: Aditya Birla Capital (Life and Health Insurance)
Project title: Financial analysis of health insurance companies



Ronak Lalit Jain | Age: 21 | MMS

Graduation: BMS

Summer Internship: Aditya Birla Capital (Life and Health Insurance)
Project title: A study on consumer perception about life insurance

Work Experience: Freshei



Sahil Ravindra Raut I Age: 22 I MMS

Graduation: B.Com Summer Internship: Aim India

Project title: A study on investment options and investors attitude towards

investment in private insurance companies

Work Experience: Fresher



# Saloni Sunil Sawant I Age: 22 I MMS

Graduation: BAF

Summer Internship: TJSB Sahakari Bank Ltd.

Project title: A Study on TJSB Asset Backed Credit Scheme, TJSB Overdraft

Drop Facility and analysis of financial statements

Work Experience: Fresher



# Sarthak Heramb Gharpure I Age: 22 I MMS

Graduation: B.Com

Summer Internship: Angel One Stock Broking Firm

Project title: Evolution and understanding of Indian Stock Market and

Fundamental analysis of shares.

Work Experience: Fresher



# Shreyas Rajendra Patil I Age: 23 I MMS

Graduation: BMS

Summer Internship: Mahindra and Mahindra Finance Services Limited Project title: RBI compensation framework of dispute resolution in

Mahindra and Mahindra Finance Services Ltd.

Work Experience: Fresher



# Shruti Deepakbhai Purohit I Age: 22 I MMS

Graduation: BMS

Summer Internship: TJSB Sahakari Bank Ltd.

Project title: A Study on Cooperative Society A/c and Sanyukta A/c at TJSB

Sahakari Bank Ltd.



Sneha Rakesh Sharma I Age: 24 I MMS

Graduation: BMS Summer Internship: KPMG

Project title: Multilateral netting framework

Work Experience: Fresher



# Soham Sandesh Satam I Age: 22 I MMS

Graduation: B.Com

Summer Internship: Saraswat Co-operative Bank Ltd.

Project title: Study of schematic loans

Work Experience: Fresher



#### Sonal Muktar Gaud | Age: 23 | MMS

Graduation: BAF Summer Internship: Aim India

Project title: A study on perception of investors investing in life insurance

Work Experience: Fresher



# Soumen Sanat Medda I Age: 24 I MMS

Graduation: B.Com

Summer Internship: Aditya Birla Capital (Life and Health Insurance)

Project title: Performance Evaluation and Risk Analysis of Unit Linked

Insurance Plans in Volatile Market

Work Experience: Fresher



# Subhashree Sudhir Kumar Sahoo I Age: 23 I MMS

Graduation: B.Com Summer Internship: IDBI bank

Project title: Fundamental Analysis of IDBI Bank

Work Experience: Fresher



# Surbhi Sushil Bajoria I Age: 22 I MMS

Graduation: B.Com

Summer Internship: Coeus Advisors Private Ltd.

Project title: Project finance considerations for setting up a 100MW Solar

facility in Andhra Pradesh



Surbhi Sushil Bajoria I Age: 22 I MMS

Graduation: B.Com

Summer Internship: Coeus Advisors Private Ltd.

Project title: Project finance considerations for setting up a 100MW Solar

facility in Andhra Pradesh

Work Experience: Fresher



Surya Raju I Age: 24 I MMS

Graduation: BAF

Summer Internship: Aditya Birla Capital (Life and Health Insurance)

Project title: Dematerialization of Insurance Policy Better for Today's

∕larket.

Work Experience: Fresher



# Taniya Seetaram Kalrani I Age: 22 I MMS

Graduation: B.Com

Summer Internship: CA Sham Sadaria & Associates

Project title: Fundamentals of Income Tax & GST compliances for MSMEs

Work Experience: Fresher



# Tirth Rajesh Gandhi I Age: 23 I MMS

Graduation: B.Com

Summer Internship: Lifecare Diagnostic & Research Centre

Project title: Financial management and cost optimization in diagnostics

centres

Work Experience: Fresher



# Vaibhav Bhagwan Sonawane I Age: 22 I MMS

Graduation: BBA(Computer Application)

Summer Internship: HDFC BANK

Project title: Financial image classification for enhanced operational

efficiency

Work Experience: Fresher



# Vanshika Prabhat Pardeshi I Age: 22 I MMS

Graduation: BCB

Summer Internship: Aditya Birla Capital (Life and Health Insurance)

Project title: Comparative analysis of claim settlement ratios of Aditya

Birla Sunlife Insurance and other major competitors.

Work Experience: 12 months – Motilal Oswal Financial Services Ltd.



Vardhan Deepak Gharat I Age: 23 I MMS

Graduation: B.Com

Summer Internship: TJSB Sahakari Bank Ltd.

Project title: Assessment of Credit Risk Management Practices in TJSB

Co-operative Bank.

Work Experience: 26 months - A.R.S. Energy Auditors



# Vinit Arvind Behere I Age: 25 I MMS

Graduation: BAF

Summer Internship: Aditya Birla Capital (Life and Health Insurance)

Project title: Analysis of regulatory challenges in life insurance industry

Work Experience: 12 months - Accenture Private Limited



# Vinita Vinodkumar Tiwari I Age: 23 I MMS

Graduation: B.Com

Summer Internship: TJSB Sahakari Bank Ltd.

Project title: Home Loan and Commercial Loan

Work Experience: Fresher



# Vishaka Rajendra Kurhade I Age: 24 I MMS

Graduation: B.E

Summer Internship: Trust Fintech Ltd.

Project title: A study on the aspects of loan underwriting process with

special reference to Loan Origination System for improving

the loan processing time.

Work Experience: 16 months – LTI Mindtree Ltd (L&T group company)



# Vishakha Surendra Khengle I Age: 23 I MMS

Graduation: B.Com

Summer Internship: Aditya Birla Capital (Life and Health Insurance)

Project title: Optimising investment strategies for insurance companies.



# Amani Najeeb Marouf I Age: 23 I MMS

Graduation: BIM (Investment Management)

Summer Internship: Symphoni HR

Project title: Understanding job seekers insights for effective recruitment

marketing

Work Experience: Fresher



# Anant Vijay Shinde I Age: 24 I MMS

Graduation: BBA

Summer Internship: Reliance Retail

Project title: Analysing Customer Experience and Competition in an

Organised Grocery Retail: A Marketing Study

Work Experience: 12 months - Sproute Media



#### Arsalan Arshraf Aga I Age: 24 I MMS

Graduation: B.Com Summer Internship: Flex Gym

Project title: A study on creating leads for GYM Membership
Work Experience: 21 months – Marsh and MacLennan, Tele performance

[AIRBNB]



# Bhakti Bhumanarayan Mishra I Age: 24 I MMS

Graduation: BMS

Summer Internship: Comfort Securities Ltd.

Project title: A Marketing Study on the Acceptability and Adaptability of

Mobile Stock Trading Applications among Young Investors

Work Experience: Fresher



# Bhavika Manoj Manek I Age: 23 I MMS

Graduation: BMS

Summer Internship: BTW Visa Services (India) Pvt Ltd

Project title: Study the marketing strategies used by travel agencies for

business professionals

Work Experience: 06 months – Searce Logistics



Gopal Dilip Mali | Age: 24 | MMS

Graduation: BAF Summer Internship: Amul

Project title: Comparative study on increasing retail placements for

packed panner

Work Experience: 24 months – Super Market



Harsh Motiram Kadam I Age: 22 I MMS

Graduation: BMS

Summer Internship: Think eBikeGo Pvt. Ltd.

Project title: Retail network expansion strategy for eBikeGo

Work Experience: 08 months - McDonald's



Karthik Satyam Palle I Age: 21 I MMS

Graduation: B.Com Summer Internship: Amul

Project title: A comparative study of retail placement of Amul bread

Work Experience: 12 months - Narayana Dry Cleaners



Manay Anand Jha I Age: 21 I MMS

Graduation: B.A Summer Internship: Amul

Project title: A study on consumer perception of benefits of milk and milk

based products

Work Experience: Fresher



# Mohit Prakashchandra Jain I Age: 23 I MMS

Graduation: BMS

Summer Internship: Texzone Information Services Pvt. Ltd.

Project title: Impact of Trade Exhibitions on B2B Marketing Strategies

Work Experience: 14 months - SWM & Associates



### Namrata Mahendra Vaishnav I Age: 24 I MMS

Graduation: B.Com Summer Internship: Amul

Project title: Understanding the key factors influencing the consumer

buying decision of Amul bread

Work Experience: 42 months - Hindustan Unilever Limited, Teleperformance,

Oxford International Education Services



# Omkar Deepak Chavan I Age: 23 I MMS

Graduation: BBI Summer Internship: Flex Gym

Project title: Role of social media in enhancing brand awareness for fitness

centers

Work Experience: 06 months – Teleperformance



Pratik Santosh Singh I Age: 22 I MMS

Graduation: BMS

Summer Internship: Fame of Name

Project title: To understand the impact of activations and BTL promotions

in terms of buying decisions of consumer at the point of sales.

Work Experience: Fresher



#### Priyanka Ramlala Singh I Age: 26 I MMS

Graduation: BMS Summer Internship: Amul

Project title: Market Analysis/Research on Amul Fresh Paneer and its

competitors

Work Experience: 22 months – Ernst and Young Services Pvt. Ltd.



# Rutuja Sanjay Sanap I Age: 23 I MMS

Graduation: B.Pharm

Summer Internship: Happequity Investments & Finance

Project title: To study the consumer psychology before buying investment

related courses online. Study the factors affecting their decision. (Eg: Price, Brand, Content, Competitors)

Work Experience: Fresher



#### Sahil Rajesh Patil I Age: 21 I MMS

Graduation: BMS

Summer Internship: Bluescope AV Technologies Pvt Ltd

Project title: Potential of the product (Fire Rid) in the Indian market.

Work Experience: Fresher



#### Samridhi Sunil Goyal I Age: 23 I MMS

Graduation: BMM

Summer Internship: Rathod Toyota

Project title: The Power of Place: How Culture Shapes Brand Identity Across

Maharashtra and Gujarat

Work Experience: 18 months - Crest Furniture



# Shashank Ramesh Shetty I Age: 22 I MMS

Graduation: BMS

Summer Internship: Bluescope AV Technologies Pvt Ltd

Project title: Customer Perception and Awareness of Automatic Fire

Extinguishers among the Architectural and Interior Design

Industry



Sonal Parasnath Goswami I Age: 24 I MMS

Graduation: BMS

Summer Internship: Think eBikeGo Pvt Itd

Project title: Factor influencing selection of new location for EV two

wheelers and three wheelers.

Work Experience: 29 months - National Fragrance Orient



Sonesh Mahesh Jeswani I Age: 22 I MMS

Graduation: BBA

Summer Internship: Play Technologies

Project title: Transform your company's efficiency and save \$500,000

annually with advanced AV solutions.

Work Experience: Fresher



#### Sumeet Rajkumar Sharma I Age: 25 I MMS

Graduation: B.com Summer Internship: Amul

Project title: Strategies for creating penetration of Amul bread in Vasai

road retail market

Work Experience: 74 months - Shree Balaji Garments



#### Surbhi Sushil Kumar Rathor I Age: 23 I MMS

Graduation: BMS Summer Internship: Amul

Project title: Marketing strategy adopted to understand customer

preference of Amul over it's competitors

Work Experience: 12 months - Art of Working Outsourcing Pvt. ltd.



# Vedant Vinod Sabe I Age: 23 I MMS

Graduation: B.E. (Electrical Engineering)

Summer Internship: Reliance Retail

Project title: Enhancing CRM Strategies in jewellery industry.

Work Experience: Fresher



Viren Mohan Bariya I Age: 22 I MMS

Graduation: BMS

Summer Internship: Play Technologies

Project title: Transform Your Company's Efficiency and Save \$500,000

Annually with Advanced AV solutions

#### HR - MMS



Anushka Kedia I Age: 22 I MMS

Graduation: BAMMC Summer Internship: Symphoni HR

Project title: Study of Industry Trends in Terms of hiring

Work Experience: Fresher



# Harshita Rajesh Kushwaha I Age: 22 I MMS

Graduation: B.Com

Summer Internship: Sharp Consulting Group India
Project title: The Use of Social Media in Recruiting

Work Experience: Fresher



# Renuka Ravindra Shetye I Age: 23 I MMS

Graduation: B.Com

Summer Internship: BTW Financial Services & IMF Ltd.

Project title: A study on recruitment and selection process of BTW Financial

Services & IMF Ltd.

Work Experience: 16 months – Tata Consultancy Services



#### **OPERATIONS - MMS**



Adarsh Rajesh Sonkar I Age: 23 I MMS

Graduation: B.Com

Summer Internship: Skites Pharma Pvt. Ltd.

Project title: A study on demand aware rack system and inventory

management

Work Experience: Fresher



# Gunjan Subhash Mahant I Age: 22 I MMS

Graduation: BBA

Summer Internship: Skites Pharma Pvt. Ltd.

Project title: Enhancing Efficiency in Product Picking through Demand-

Aware Rack Optimization at Skites Pharma Private Limited

Work Experience: Fresher



#### Harshada Pramod Gharate I Age: 23 I MMS

Graduation: B. Pharmacy

Summer Internship: Khimji Poonja Freight Forwarders Pvt. Ltd.

Project title: Study of operations of Khimji Poonja Freight Forwarders for

transportation of goods by air and ocean.

Work Experience: Fresher



# Kavya Ravindra Upadhyay I Age: 23 I MMS

Graduation: BBI Summer Internship: Amul

Project title: A Study on the Supply Chain & Cost Analysis of Amul Milk &

**ROI of Distributor** 

Work Experience: 13 months – Shortlistedyou; Edu board



#### Mandar Sanjeev Mahadik I Age: 22 I MMS

Graduation: BMS Summer Internship: Raymond

Project title: Inventory management and lead time

Work Experience: Fresher



# Nikhil Jagannath Dalvi I Age: 23 I MMS

Graduation: BAF

Summer Internship: Khimji Poonja Freight Forwarders Pvt. Ltd.
Project title: Study of import procedures and role of CHA

Work Experience: 06 months - Avenue Supermart

#### **OPERATIONS - MMS**



# Om Deepak Parmar I Age: 22 I MMS

Graduation: B.Com Summer Internship: Amul

Project title: Understanding of Distribution & Quality of Amul Fresh Dairy

**Products** 

Work Experience: 30 months – Sai Raj International



#### Shreyas Vinod Mhatre I Age: 23 I MMS

Graduation: BBI

Summer Internship: Skites Pharma Pvt. Ltd.

Project title: Building a molecular database for strategic product

substitution

Work Experience: Fresher



#### Shwetank Ranjeet Jadhav I Age: 22 I MMS

Graduation: BMS

Summer Internship: Lifecare Diagnostic & Research Centre

Project title: A comprehensive review of department processes and

potential improvements at Lifecare Diagnostic & Research

Centre

Work Experience: Fresher



# Smita Jayprakash Mishra I Age: 23 I MMS

Graduation: B.Sc Mathematics

Summer Internship: Khimji Poonja Freight Forwarders Pvt. Ltd.

Study Of Import and Export Operations Of Khimji Poonja

Freight Forwarders Pvt. Ltd.

Work Experience: Fresher

Project title:



#### Suraj Shrikant Sharma I Age: 24 I MMS

Graduation: B.Com

Summer Internship: S.K. Logistics
Project title: SCM in Vadape of S.K. logistics
Work Experience: 07 months – HDFC Bank Ltd.



# Urmil Prahlad Panchal I Age: 24 I MMS

Graduation: B.Com Summer Internship: S.K. Logistics

Project title: Supply Chain Management in Pharma

Work Experience: Fresher



# Yash Suresh Thote I Age: 24 I MMS

Graduation: B.E Mechanical

Summer Internship: Skites Pharma Pvt. Ltd.

Project title: Rack arrangement according to the market demand and SKU

identification

# COMPANIES' FEEDBACK



Mandar Mahadik is a brilliant student, and he has shown great attitude towards learning during the entire internship period.

- Mr. Prashant Kaware (Suppy Chain Manager)



Subhashree Sahoo is studious, honest and hard working. I wish her all good wishes in her future career.

- Mr. Bushan Gaikwad (Deputy General Manager)



Saloni Sawant has worked on the project with dedication and commitment. Overall during the internship, she has completed her project with the best of her knowledge and mentor inputs.

- Mr. Chandrakant Chavan (Branch Manager)



Overall good performance in internship and met expectations on assigned project with enthusiasm by Vaibhav Sonawane

- Mr. Mahesh Valanju (Assistant Vice President)



Anant Shinde is a very hardworking and sincere person. He has displayed commitment and eagerness to learn during the project. He has been willing to go that extra mile to achieve the organizational objectives which is a desirable trait to work in the corporate. He has adapted well to the work culture and I wish him all the best.

- Mr. Arvind Sharma (Branch Head)





Name : Shreya Kotian
Course Completed : MMS Finance

Year of Passing : 2022

Designation : Tax Consultant

Organization : Deloitte

I learned how to improve professionally and personally at DSIMS. Our professors provided us with motivation and support, which has enriched us. Our institute has always been by our side during the pandemic, assisting us with our academics and sharpening our management abilities. DSIMS' non-teaching staff has been really helpful, from handling our questions to assisting us with our placements. It was a valuable experience.



Name : **Dhruvi Rami**Course Completed : **MMS Finance** 

Year of Passing : 2024

Designation : Junior Data Analyst

Organization : Institutional Shareholders Services India Pvt. Ltd. (ISS)

I am Dhruvi Rami, and have been placed at ISS during current placement drive of batch 2022-24 & want to thank DSIMS. I found the academics revolving around finance is extremely valuable in developing my career in this domain. Taking up MMS course helped me conquer my weaknesses and added a whole new dimension to my life, setting me up for a successful career ahead. The course had a good setup with different ways to test us, like writing assignments and presentations. It was challenging but interesting. Working together in tutorials was great for discussing ideas, and making connections with others helped balance academic work and other activities.

My decision to take Finance as Specialization was the right one. Being part of FINANCIA Conclave has provided me with a myriad of new & lifetime experiences. Sabrang, Versus, cultural days/ events & placement activities are among other events which changed the outlook towards life. Also, through participating in CSR activities and social events helped me develop my personality widely. The support from my classmates and dedicated faculty members at DSIMS made my experience unforgettable and valuable. I'm proud to be associated with DSIMS, which provides excellent preparation for the journey ahead. Always a DSIMS enthusiast! I am very grateful to this prestigious institute for giving me an opportunity to become a successful professional.

# **CORPORATE ENGAGEMENT TEAM**

#### **Core Committee**

Prof. Vivek Sharma - Assistant Professor

#### **Members**

\*Dr. C. Babu | \*Prof. Anthony Colaco

#### Team Members:

Mr. Maximiano Almeida

Manager – Placement Mob: 9892985257

Email: maximiano.almeida@dsims.org.in

#### Ms. Veronica Gonsalves

Assistant Manager - Placements

Ph: 022-45207785 Extn: 2315 / MO: 9137199450 Email: veronica.gonsalves@dsims.org.in

# **PLACEMENT AMBASSADORS 2023-25**



Krishna Madani Finance



Bhavika Manek Marketing



Anushka Kedia HR



Mandar Mahadik
Operations



Sarthak Gharpure Finance



Sumeet Sharma Marketing



Harshita Kushwaha



Yash Thote
Operations



Current issue date: Expiry date: Certificate identity number: 31 January 2023 30 January 2026 10498666 Original approval(s): ISO 9001 - 31 January 2014 .RQA

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# **Certificate of Approval**

This is to certify that the Management System of:

# Durgadevi Saraf Institute of Management Studies

Rajasthani Sammelan's Educational Complex, SV Road, Malad (W), Mumbai, 400064, India

has been approved by LRQA to the following standards:

ISO 9001:2015

Approval number(s): ISO 9001 - 0052657

#### The scope of this approval is applicable to:

The Provision of Management education covering Two years Full time education program leading to Masters in Management Studies (MMS) affiliated to the University of Mumbai.

Juis Burka

Luis Cunha

Area Operations Manager - North Asia & SAMEA

Issued by: LRQA Limited

UKAS MANAGEMENT SYSTEMS

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# राष्ट्रीय मूल्यांकन एवं प्रत्यायन परिषद

विश्वविद्यालय अनुदान आयोग का स्वायत्त संस्थान

#### NATIONAL ASSESSMENT AND ACCREDITATION COUNCIL

An Autonomous Institution of the University Grants Commission

# Certificate of Accreditation

The Executive Committee of the National Assessment and Accreditation Council is pleased to declare the Durgadevi Saraf Institute of Management Studies

RSET Campus, Malad (W), Mumbai, affiliated to University of Mumbai,
Maharashtra as

Accredited

with CSPA of 2.60 on four point scale

at B<sup>+</sup> grade

valid up to February 27, 2027

Date: February 28, 2022



S.C.Gom. Director





EC(SC)/95/1\* Cycle/MHCOGN109571

Note:			



#### Institutions



Kudilal Govindram Seksaria sarvodaya school



Durgadevi Saraf junior college IN PURSUIT OF EXCELLENCE



Durgadevi Saraf global business school



Kunjbihari S. Goyal online academy



Mainadevi Bajaj International playschool YOUNG EVOLVING MINDS



Kudilal Govindram Seksaria english school



Ghanshyamdas Saraf college of arts & commerce



Deviprasad Goenka management college of media studies INDIA'S PREMIER MEDIA SCHOOL



Draupadidevi Sanwarmal women's hostel



Jankidevi Bilasrai Bubna boys hostel



Ramniwas Bajai english high school UNLEASH YOUR POTENTIAL



Kirandevi Saraf institute of complete learning



Ladhidevi Ramdhar Maheshwari night college of commerce ENLIGHTENING FUTURE



Pravinchandra D. Shah sports academy



Nalini Shah music academy MUSICAL HARMONY



Mainadevi Bajai international school



Durgadevi Saraf institute of management studies WE CREATE LEADERS



Ramdhar Maheshwari career counseling centre



Vishwanath Podar study centre INTELLECTION HUB



Rajasthani Sammelan skill development centre SCULPTING SKILLS

#### **Endowment Funds & Research Chair**



Remsons Group management research centre MANAGEMENT RESEARCH



IRB scholarship endowment fund HONOURING EXCELLENCE



BKTendowment freeship fund FOSTERING KNOWLEDGE



Jankidevi Bilasrai Bubna endowment freeship fund EMBOLDENING STRENGTHS

#### **Facilities**











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