ASM's MBA/MMS

AICTE APPROVED



Two years full time, affiliated to Savitribai Phule Pune University / University of Mumbai

IBMR 30th Batch (DTE Code: 6102) IMCOST 15th Batch (DTE Code: 3125)

IPS (DTE Code: 6166)





ABOUT ASM

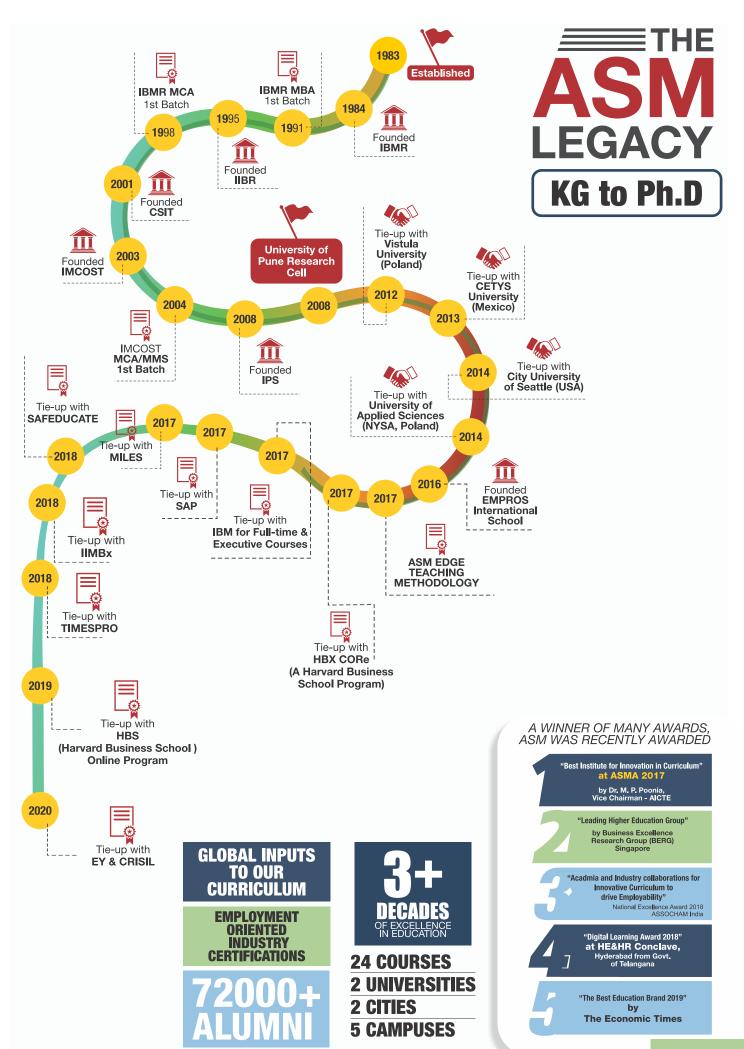
Established in 1983, the Audyogik Shikshan Mandal (ASM) Group of Institutes has completed 36 years in the field of education. Through this period, ASM has persistently provided the corporate world with well prepared professionals. This history of excellence has been validated by the fact that ASM has consistently been ranked amongst the top B-Schools in India.

The faculty of ASM comprises of the best in industry and academia The faculty members for the course are a rich blend of academicians, industry practitioners teaching faculty and mentors from industry. ASM has excellent industry-institute interaction for more than 3 decades and tie-ups with leading organisations for cutting edge certifications for enhanced skills leading to employability.

ASM boasts of a strong alumni base of 72000+ graduates in leading corporates, who are very closely associated with the institute for placements & industry interfacing.

INTERNATIONAL COLLABORATIONS / PARTNERSHIPS





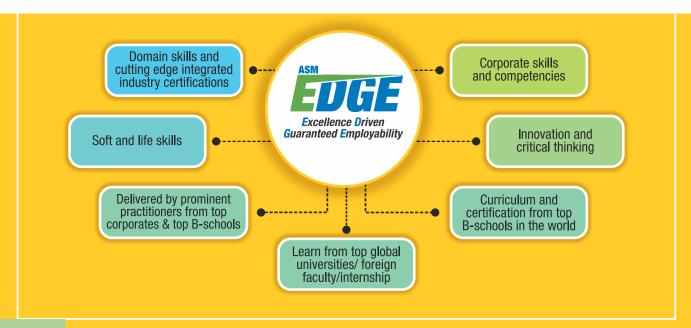
2 YRS FULL-TIME AICTE APPROVED MBA / MMS

Affiliated to Savitribai Phule Pune University/University of Mumbai

ASM's EDGE: Excellence Driven Guaranteed Employability

ntensive research has led ASM to initiate a unique focused program designed to enhance employability of ASM Students by providing them holistic cutting edge certification of the latest in demand skills in association with the leading corporates and top business schools in the world. ASM's EDGE is driven towards bridging the gap between the fresh management graduate and the skills required by industries world wide. The program modules are co-designed, co-developed, co-delivered and certified by leading organisations like IBM, SAP, leading US-CPA training institute-MILES, delivered in the state-of-the-art IBM analytics and SAP labs on campus. The curriculum is framed and delivered through an innovative experiential, personalised and highly effective pedagogy using HBS case studies/simulations & online courses / course materials from Harvard Business Publishing. These programs are delivered by globally acclaimed industry practitioners, faculty from top schools, industry mentors, & business leaders. The program is intensive, holistic and ensures employability through various industry certifications for domain & technical skills, industry visits, internships, soft skills, industry mentoring, interaction with global leaders & global interaction with international internships. Students undergoing EDGE are trained to be global business leaders and will definitely be a cut above the rest.

ASM EDGE aims to empower and enhance career path by offering credible and beneficial cutting EDGE industry certifications which complements traditional education curriculum.



GLOBAL OUTLOOK: Students have opportunities to study from faculty from across the globe from universities like CityU, Seattle-USA, CETYS University-Mexico, VSFS-Prague, University of Nysa, Poland, and various other universities. Its international internships varying from 1 week to 2 months are also available for students to develop to a global level. Foreign students exchange program, international conference, joint case study activities make the program universally relevant and instill a global outlook in students.

DOMAIN SKILLS AND CUTTING EDGE INTEGRATED INDUSTRY CERTIFICATIONS: ASM's students are trained and certified in latest cutting edge technologies like Business Analytics by IBM, user modules by SAP. Domain skills are delivered by leading practitioners and trainers like MILES for US-CPA.

INNOVATION AND CRITICAL THINKING: ASM's innovation lab provides programs like SAP I360, Innovation Next and Effective Manager modules to enhance innovative and critical thinking skills.

CURRICULUM AND CERTIFICATIONS FROM TOP B-SCHOOLS IN THE WORLD:

ASM brings cutting edge curriculum and learning management systems from top B-schools in the world. The HBX CORe from Harvard Business School Program, the online courses and simulation from Harvard Business Publishing. Harvard Business Publishing's association with the ASM will allow access to the entire range of global and India centric content, including Participant Centered Learning tools such as case studies, simulations, online courses, videos, articles, etc. This will enable learning to be highly application oriented - it will develop the students with the critical thinking, analytical, decision making and communication skills required to succeed in the workplace.

CORPORATE SKILLS AND COMPETENCIES: Getting students industry-ready begins from the first day at ASM. Interview techniques, industry mentoring, aptitude classes, skill identification test from aspiring minds, industry visits, interaction with global business leader form an integral part of this training to ensure employability in new age careers.

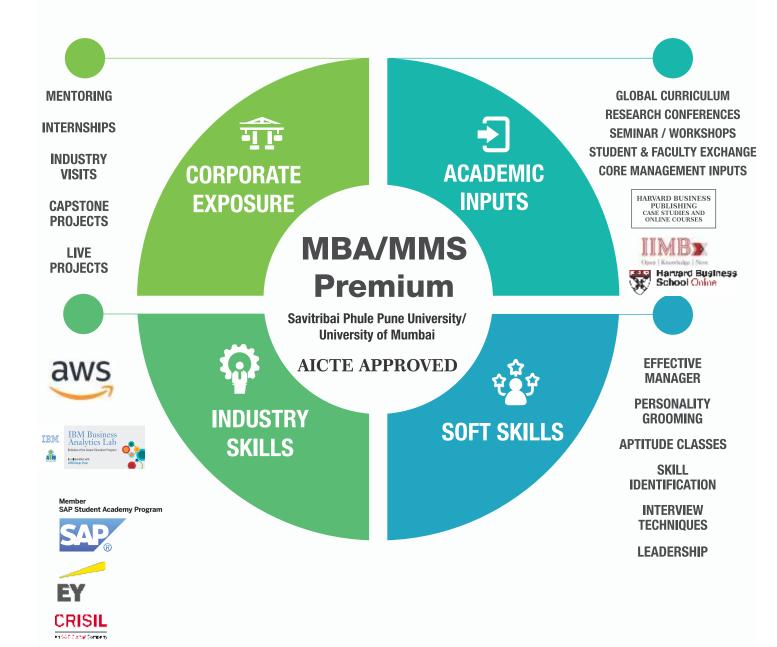
SOFT AND LIFE SKILLS: Psychometric tests, etiquettes, language skills, team building activities are conducted on a regular basis along with presentations, book reviews, management events.

PROGRAM DELIVERED BY PROMINENT PRACTITIONERS FROM TOP CORPORATES AND TOP B-SCHOOLS: Eminent faculty members from institutions like IITs, IIMs, Harvard Business School Alumni, international faculty members from various universities of USA, Mexico, Europe along with prominent practitioners from top industries like IBM, SAP, Deloitte, Accenture, Syntel, HCL, Tata Motors are involved with delivering the program using innovative and experiential pedagogy and state-of-the-art learning management systems.

MBA/MMS

PREMIUM

ASM Gives You MBA Premium Additional
Program Required By The Industry Provided By Top Academic Universities



A Course That Prepares You With Skills For The Jobs Of The Future

COURSE DELIVERY PARTNERS















Member SAP Student Academy Program











HARVARD BUSINESS
PUBLISHING
CASE STUDIES AND
ONLINE COURSES





MBA PREMIUM 2 YEARS FULL-TIME AICTE APPROVED MBA

2 YEARS FULL-TIME AICTE APPROVED MBA FROM SAVITRIBAI PHULE PUNE UNIVERSITY IBMR 30th Batch (DTE Code: 6102)

PROGRAM OBJECTIVE

The MBA curriculum of the university caters to the growing demand of skilled employees in the global business houses. The curriculum has been effectively supplemented by additional program from the best in the world to create leaders in all sectors of Business World.

ELIGIBILITY

Eligibility: students having 50% in graduation(45%, for reserved category having Maharashtra domicile) from a recognised university, with a valid CAT/MAT/ATMA/CMAT/MH-MBA-CET/XAT can apply for admissions. Students appearing for their final year graduation are also eligible to apply.

ADMISSION PROCEDURE

Admission to the course is centralized conducted by the Directorate of Technical Education (DTE), however students may also apply for the institute level seats. Candidates applying to the institute directly will have to send their 10th, 12th, Graduation marksheet, entrance exam score card, & photo ID proof either by email, by post or in person. Once the documents are verified the students will have to appear for the personal interview. On being selected, the candidate may take admission within the stipulated date by paying the tuition fees and submitting the relevant documents in original.

MBA PREMIUM

Two years full time, AICTE approved, Affiliated to Savitribai Phule Pune University

PROGRAM STRUCTURE

1st Semester

Generic Core Courses

- 101 Managerial Accounting
- 102 Organizational Behaviour
- 103 Economic Analysis for Business Decisions
- 104 Business Research Methods
- 105 Basics of Marketing
- 106 Digital Business

2nd Semester

Generic Core Courses

- 201 Marketing Management II
- 202 Financial Management II
- 203 Human Resources Management II
- 204 Operations & Supply Chain Management II

3^{ed} Semester

Generic Core Courses

- 301 Strategic Management III
- 302 Decision Science III
- 303 Summer Internship Project* III

4th Semester

Generic Core Courses

401 Enterprise Performance Management IV402 Indian Ethos & Business Ethics IV

Major or Minor Specialization

Marketing Management Human Resource Management (HRM) Financial Management (FIN) Operations & Supply Chain Management (OSCM) Business Analytics (BA)

Minor Specialization

Rural & Agri -Business Management (RABM) Pharma & Health Care Management (PHCM) Tourism & Hospitality Management (THM)



MMS PREMIUM

2 YEARS FULL-TIME AICTE APPROVED MMS
FROM UNIVERSITY OF MUMBAI
IMCOST 15th Batch (DTE Code: 3125)

PROGRAM OBJECTIVE

Specifically, the MMS program is designed to provide the opportunity to develop:

- 1. The analytical tools for decision making in a business world of complex business issues and problems.
- 2. The organisational skills for the effective implementation of policy in the context of the organisation.
- 3. An understanding of the body of knowledge in the functional areas of business.
- 4. To develop leadership skills and teamwork. Skills of effective oral and written communication, presentation, and critical thinking.
- 5. An understanding of and ability to use technology as a tool of effective management.
- 6. Abilities for ethical decision making.
- 7. The ability to function effectively in a diverse and global business environment.

ELIGIBILITY

Eligibility: students having 50% in graduation(45%, for reserved category having Maharashtra domicile) from a recognised university, with a valid CAT/MAT/ATMA/CMAT/MH-MBA-CET/XAT can apply for admissions. Students appearing for their final year graduation are also eligible to apply.

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MMS PREMIUM Two years full time, AICTE approved Affiliated to University of Mumbai

PROGRAM STRUCTURE

1st Semester

- 1 Perspective Management
- 2 Business Communication & Management Information System
- 3 Organisational Behaviour
- 4 Financial Accounting

- 5 Operations Management
- 6 Marketing Management
- 7 Managerial Economics
- 8 Business Statistics

2nd Semester

- 1 Cost & Management Accounting
- 2 Financial Management
- 3 Operations Management
- 4 Human Resources Management

- 5 Legal Aspects of Business & Taxation
- 6 Business Research Methods
- 7 Specialisation Elective I
- 8 Specialisation Elective II
- Human Resource Specialisation Electives (Any Two)
- 1 Indian Ethos in Management
- 2 Human Resource Planning

- 3 Human Resource Information System
- 4 Compensation & Benefits

Finance Specialisation Electives (Any Two)

- 1 Financial Markets, Products & Institutions
- 2 Analysis of Financial Statements

- 3 International Finance
- 4 Banking & Insurance

Marketing Specialisation Electives (Any Two)

- 1 Rural Marketing
- 2 Event Management

- 3 Retail Management
- 4 Export Documentation & Procedures

Operations Specialization Electives (Any Two)

- 1 Total Quality Management
- 2 Supply Chain Risk &
 - Performance Measurement

- 3 Designing Operations System
- 4 Technology Management & Manufacturing Strategy

Information Technology Specialisation Electives (Any Two)

- 1 E-Commerce
- 2 Networking & Communication

- 3 Enterprise Application
- 4 Software Quality Assurance & Marketing

3rd Semester

- 1 International Business
- 2 Strategic Management

3 Summer Internship

4th Semester

- 1 International Business
- 2 Strategic Management

3 Summer Internship

Specialisations

- 1 HR
- 2 Finance
- 3 Marketing

- 4 Operation
- 5 IT

^{*(}Program Structure subject to change as per University of Mumbai notification)



MMS PREMIUM

2 YEARS FULL-TIME AICTE APPROVED MMS FROM UNIVERSITY OF MUMBAI

In addition to the subjects covered in MMS (Regular) course, MMS (Premium) will offer the following two Tracks (Track 1 or Track 2)

Students can opt for either Track 1 or Track 2

MMS Premium Track 1

Includes Following Add-on Certification courses

- IBM Analytics (introductory)
- SAP (user training)
- Amazon (Addl Program)
- Harvard Business Publishing Online (Addl Program)
- IIMBx (as per specialization)

MMS Premium Track 2

MBA Premium with a Digital Marketing Certification in Association with TimesPro Digital Marketing offers the most demanding job roles of the marketing mix nowadays. It has grown rapidly in the past few years as more and more businesses are realizing the importance of a good online presence. ASM's IMCOST gives complete digital marketing training to the candidates and develops the strategy in their mind so they can add more value to the company. On completion, ASM will award Digital Marketing Certifications.

FEATURES OF COURSE

- A premium course to boost your employability by 3X
- Designed, developed, and delivered in association with TimesPro
- An industry-oriented curriculum with advanced certifications in Digital Marketing
- 200+ leading companies for campus placement
- A blend of academics and extracurricular activities to ensure your holistic development
- Online courses and case studies from Amazon AWS
- Get complete digital marketing training from TimesPro so you are ready to perform from Day 1.
- Free access to tools worth Rs. 1,00,000.
- Live Project with prepaid credit of Rs. 4500.
- Get career opportunities such as Social Media Manager, Digital Marketer, Online Reputation Manager, etc upon completion of this course.

COURSE OBJECTIVES

- Understand the conceptual framework of Digital Marketing
- Understand How Customers behave in digital space
- Understand the concepts of Value Creation, delivery and communication in digital space
- Legal and Ethical Issues in Internet Marketina
- Understand the workings of paid advertisement and search engine optimized advertisements on popular search
- Understand how to use web analytics and the concept of ROI in Digital space
- Understand the usage of Social Media
- This course helps the companies to Increase brand awareness, drive sales and/or leads

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- Today, no marketing plan or strategy is complete without digital strategy. Almost all industries have been using digital marketing to build brand, generate leads or sell.
- As the world is getting more and more digitized in every respect, Digital Marketing is a booming career option today. With striking features like cost-effectiveness, instant response, flexibility, convenience, effectiveness, Digital Marketing is making a strong impact in the world of Marketing and Advertising.

CAREER OPPORTUNITIES

- Course Leaning Outcomes/Job Role
- Digital Marketing Expert Digital Marketing Manager
- Lead Generator
- Digital Content Writer
- SEO Specialist
- Digital Sales Executive
- Digital Marketing Specialist
- Social Media Specialist
- Web analytics

- Entrepreneur
- Digital Marketing Trainer
- Digital Marketing Consultant
- Freelancer

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PROGRAM STRUCTURE

In addition to the courses mentioned under semester tabs (SEM I, SEM II, SEM III and SEM IV) students has to undergo the training of the following subjects of Digital Marketing:

1st Semester

Code Course Name

DM1:1 Fundamentals of Digital Marketing

DM1:2 Website Development DM1:3 Content Marketing

DM1:4 Social Media Marketing

2nd Semester

Course Name Code

DM2:1 Google Analytics

DM2:2 Search Engine Marketing

DM2:3 Affiliate Marketing and Adsense

DM2:4 Online Reputation Management

DM2:5 Influencer Marketing

DM2:6 Search Engine Optimization

3rd Semester

Code Course Name

DM3:1 E-mail Marketing

DM3:2 Overview of Mobile Marketing

DM3:3 Dashboard and Reporting

DM3:4 How to Make a Digital Marketing Plan

4th Semester

Code Course Name

DM4:1 Digital Marketing Internship

Organizations that Recruit Digital Marketing Students

- Brandwizz Communications
- Cereseo Solutions
- DAN iProspect
- GOMO Group
- I Medita
- Internet Mogules
- I Prospect
- Isobar
- Just Dial

- Netscribes
- PMV Nutrient
- Rudri Pictures & Performing Arts
- Shree ji Steel Corporation
- Socio Squares
- Vanilla Skills
- vPhrase Analytics
- Webchutney
- Webguru Infosystems

Life at **ASM**

LEARNING FROM LEADERS

INDUSTRY VISITS

FOREIGN TOUR

SEMINARS

INTERNSHIP

BUSINESS SIMULATION GAMES

INTERNATIONAL STUDENT EXCHANGE

CONCERTS

INDUCTION PROGRAM

CONFERENCES

SOCIAL GATHERINGS

OUTDOOR TEAM BUILDING TRIPS

CREATING WINNERS

SPECIAL CELEBRATIONS

BLOOD DONATION CAMP

MINDSCAPE

A CASE STUDY COMPETITION



A unique case study competition, which brings together faculty, industry professionals and students, where industry professionals compete against each other to resolve case studies.

INCON

International Conference on Ongoing

Research in Management and Information Technology.



An International Conference that provide student firsthand experience of the latest trends in business. INCON is an International Conference on Ongoing Research in Management and Information Technology. The academic partners for the event includes University of Pune, CETYS University (Mexico), City University of Seattle (USA), Indo European Education Foundation Center, Vistula University (Poland) and many others over the years.

LEARNING THROUGH FUN























pportunities for learning, growing and achieving exist everywhere at ASM. Life at ASM is a blend of academics, extra-curricular and co-curricular activities. Strong student clubs and cell activities give students opportunity to pursue hobbies of their interest. In

addition, activities such as cultural programs, student fests, festival, national celebrations and inter-college events make life at ASM truly colorful, enriching and enjoyable.

WHY MBA/MMS at ASM

- The program equips students with strong conceptual skills to manage businesses in an integrated manner
- The course is focused towards giving students actual industry experience ensuring skill developing hands-on training
- 103 Industry relevant courses with rich business process knowledge leading to highly rewarding career
- Industry visits, certification, training programs and opportunity to learn from the best in academia and industry

- O5 Students gets chance to do Harvard Business School's online program
- The course also offers you opportunity to do specialized courses by IIMBX IIM

 Bangalore along with interactive virtual classrooms and Live sessions by highly reputed IIM Bangalore faculties
- 07 Internships leading to 100% assured placements at global organizations
- Assured employability oriented certification programs
- 09 360° grooming to meet industry needs & demands

ASM STUDENTS HAVE CONSISTENTLY PROVEN TO BE INDUSTRY- READY PROFESSIONAL WITH WELL-ROUNDED ABILITIES



Co-curicular Activities | Interactive Business | Inter-collegiate Competition Extracurricular Activities | Mentoring & Counselling | Case Studies | Seminars Industry-interfacing | Study Tours | Presentations | Workshops Outdoor Team Building Exercise | Inter-collegiate Competitions | Industry Visits

POTENTIAL CAREER OPPORTUNITIES



PROGRAM OUTCOMES MBA/MMS

At the end of the MBA programme the learner will possess the

- 1. Generic and Domain Knowledge Ability to articulate, illustrate, analyze, synthesize and apply the knowledge of principles and frameworks of management and allied domains to the solutions of real-world complex business issues.
- Problem Solving & Innovation Ability to Identify, formulate and provide innovative solution frameworks to real world
 complex business and social problems by systematically applying modern quantitative and qualitative problem solving
 tools and techniques.
- 3. Critical Thinking Ability to conduct investigation of multidimensional business problems using research based knowledge and research methods to arrive at data driven decisions
- 4. Effective Communication Ability to effectively communicate in cross-cultural settings, in technology mediated environments, especially in the business context and with society at large
- 5. Leadership and Team Work Ability to collaborate in an organizational context and across organizational boundaries and lead themselves and others in the achievement of organizational goals and optimize outcomes for all stakeholders.
- 6. Global Orientation and Cross-Cultural Appreciation: Ability to approach any relevant business issues from a global perspective and exhibit an appreciation of Cross Cultural aspects of business and management.
- 7. Entrepreneurship Ability to identify entrepreneurial opportunities and leverage managerial & leadership skills for founding, leading & managing startups as well as professionalizing and growing family businesses.
- 8. Environment and Sustainability Ability to demonstrate knowledge of and need for sustainable development and assess the impact of managerial decisions and business priorities on the societal, economic and environmental aspects.
- Social Responsiveness and Ethics Ability to exhibit a broad appreciation of the ethical and value underpinnings of managerial choices in a political, cross-cultural, globalized, digitized, socio-economic environment and distinguish between ethical and unethical behaviors & act with integrity.
- LifeLong Learning Ability to operate independently in new environment, acquire new knowledge and skills and assimilate them into the internalized knowledge and skills.



an intensive induction schedule, by the end of which a student has designed a road map for the following years with the institute. Our Industry-Academia-Interface & activities are designed with a lot of consideration to make a student desirable to the industries, and they act as milestones on their journey towards their placements.

Students develop a firm level of understanding of the key functions of business - accounting, finance, management, marketing, management information systems, the global economy, entrepreneurship development, operations management & others.

100% students get engage with the industry to learn about the practical industrial work environment in companies.

WITH A LEGACY OF 36 YEARS AND A STRONG 72,000+ ALUMNI NETWORK, ASM ENJOYS A GREAT PLACEMENT RECORD































































Every year, the ASM Group conducts a one-day Job Fair at its campus, as an initiative to provide candidates seeking jobs with a platform to connect with recruiters. Each event receives an applauding response in terms of number of applicants, 150+participating companies, as well as jobs offered.

TESTIMONIALS



Roopa Nagaraju

Volvo India Pvt. Ltd. (Assistant Manager -**Marketing Communications)**

"The delivery of the course at IBMR allowed me to acquire a lot of practical knowledge, which I now use on an everyday basis."



Prachee Sonchal

TATA Services Ltd. (Manager, Human Resources)

"I enjoyed the rich and open-minded interaction between my classmates and professors during my course at IBMR."



Afshin Sherkat

Zarin Tile Industry (Commercial Manager)

"Participating in various activities & planning enough time for studies enabled to get this job and be the topper!!"



Veeraiah Chowdary

The Orange One (CEO)

"The mentoring program at ASM's IBMR has been a life changing experience for me and I owe my success to my mentors."





Anup Mittal

Hindustan Unilever Ltd. (TSO)

"We are happy to get the overseas opportunity and exposure and got selected because of special grooming program and interaction with professionals from the industry provided by institute."



Nidhi Sarkar

Mindtree (HR Executive)

"IBMR's wonderful and serene environment provided the perfect platform for an enlightening and fun education."

TESTIMONIALS



Sourabh Bhangaonkar

Cognizant Technology Solutions US Corp (Sr. Associate)

"IBMR provided the right blend of academics, research and industry interface activities to cater to every student's need."



Punit Chitra

Rediff.com India Ltd. (Senior Database Administrator (RDBMS Specialist)

"The global exposure I had during my study at ASM's IBMR was one of the key reasons for me being selected in the interview."



CEB (Project Manager)

"ASM's IBMR provided the best preparation for my career, the industry visits were a great way of explaining the actual functions in the corporate world."

Ravi Bisht



Ankur Bhasin

Cisco India (Manager Engineering)

"ASM provided us with an array of wonderful curricular and extracurricular activities that enhanced our capabilities as team players as well as leaders."



IBM (Project Lead)

"Our learning experiences at ASM's IBMR have been very enriching thanks to our fantastic teachers."

Sabyasachi Jha



Nikhil Talgeri

ThinkPets Inc.
(Director of Software
Engineering),
VCA Antech (Director of
Applications)

"I am proud to be an alumnus of ASM's IBMR; I owe my success to them"

MBA @ IBMR MBA @ IMCOST MBA @ IPS

FOR ADMISSIONS CONTACT

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