

**Prin.L.N.Welingkar Institute of Management Development & Research
Matunga, Mumbai 400019**

Mandatory Disclosure by Institutions running PGDBA / PGDM / MBA programmes (2009-10)

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- I. Name of the Institution** : PRIN. L. N. WELINGKAR INSTITUTE OF MANAGEMENT
DEVELOPMENT & RESEARCH
Lakhamsi Napoo Road,
Opp.Matunga Gymkhana,
Near Matunga Central Rly.Station,
Matunga, Mumbai - 400019
Tel.: 24178300 Fax : 24178300 ext 138 / 24105585 email : welingkar@vsnl.com
- II. Name & Address of the Director** : Prof. Dr. Uday N. Salunkhe
B-70 & 71, Madhugiri CHS Ltd.
V.N.Purav Marg, Chembur,
Mumbai – 400071
Tel.: 022-25201006 / 5201355 email : director@welingkar.org

III. Governance

- Members of the Board and their brief background.

Prin. L. N. Welingkar Institute of Management is a part of Shikshan Prasarak Mandali, Pune founded in 1888.

S.P. Mandali is the apex body. Following are the members of S.P. Mandali

Board of Trustee –

Seth. Sushil Kumar Ruia

Shri B.J. Pandit

Shri Anant Nilkanth Mate

Dr. G.K.Shirude

President

Vice President

Vice President

Chairman-Managing Council

Vice Chairman – Managing Council

Secretary, S.P.Mandali

Prin. L. N. Welingkar Institute of Management is managed by Local Managing Committee (LMC). Director of the Institute Prof. Dr. Uday Salunkhe is the member secretary of LMC.

Following are the members of the Local Management Committee –

Shri.Abhay Dadhe	- Chairman
Shri.S.G.Bhalerao	- Member
Shri.V.V.Joshi	- Member
Shri.P.W.Manolkar	- Member
Shri.V.R.Desai	- Member
Shri S.V. Sathe	- Member
Dr.G.K.Shirude	- Secretary
Prof. Dr. Uday Salunkhe	- Member

➤ **Members of Academic Advisory Body.**

Welingkar believes in excellence in quality of education that is imparted, knowledge which is relevant, keeping with time which is application oriented.

Towards this purpose, the Council for Academic Excellence was constituted to review and advice on all matters relating to the contents and educational process, keeping the global perspective in view. The focus of the "Council for Academic Excellence is :

To review, monitor and restructure the curriculum for the management Programs conducted by the Institute.

To ensure that the programs not only remain competitive and relevant in the present context but are also geared to address emerging needs. Continuously minimize the gap between corporate expectations and academia. Regularly introduce innovative and creative ways in imparting knowledge to promote academic excellence.

The council comprises of the Director and the core faculty of Welingkar Institute of Management along with honorary members from the corporate.

Mr Kalyan Chakravorty
Management Consultant
Executive Director
Cable Corporation of India

Mr A Balchandran
CEO, Infinite-e-solutions

Mr S Seshadri
Director, M Boda and Company

Peter Akers
CFO, Birla Sunlife Insurance

Mr Sudhir Patwardhan
Principal Consultant, Pat Consultants

Mr Ashok Sharma
COO, Pidilite Industries Ltd

Mr Deepak Ghaisas
CFO/ CEO - India
iFlex Solutions

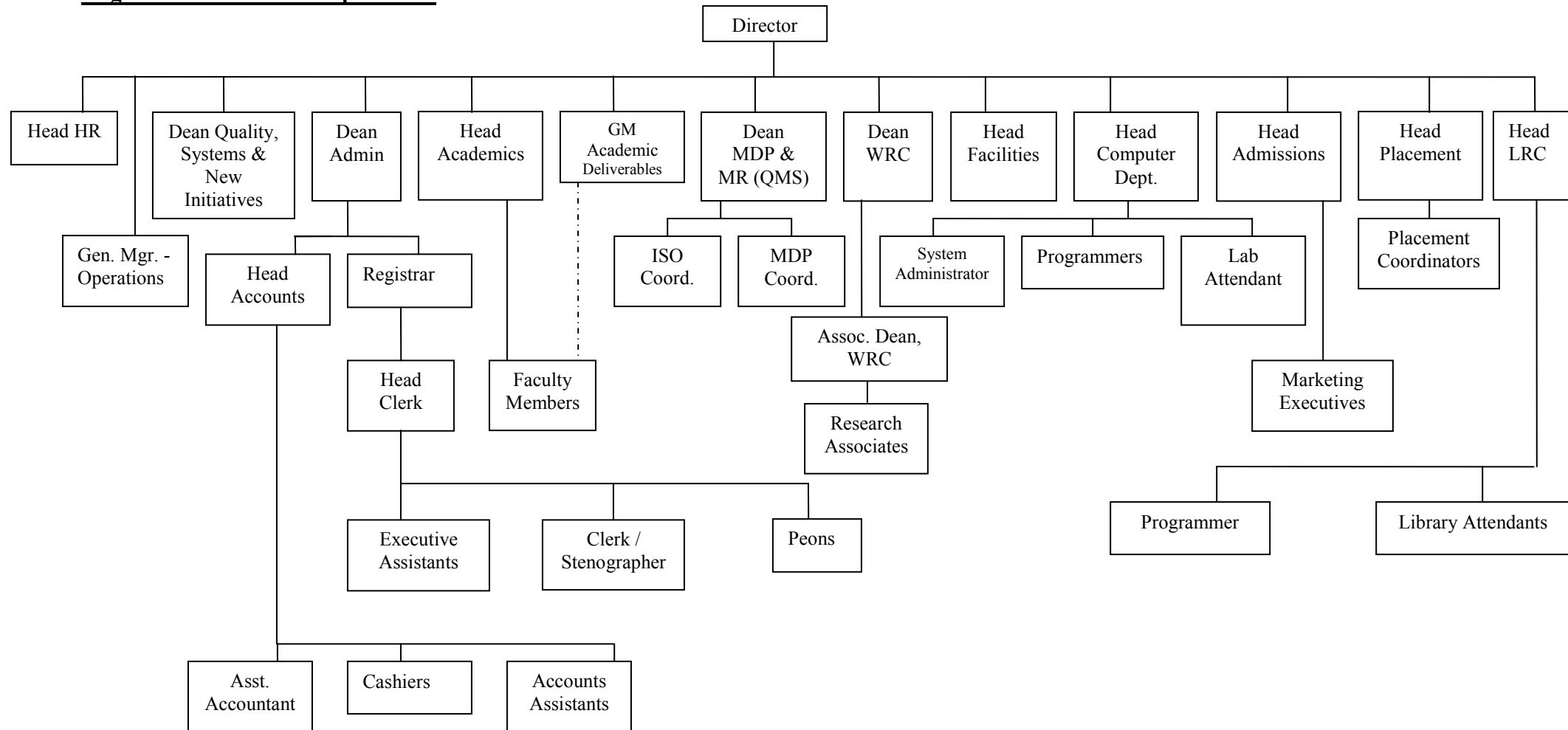
Mr Suresh Mhatre
Manager - Tata
Consultancy Services

Mr H K Press
M D - Godrej Kis Ltd.
Former director - Kalyani CORNELL Institute of
Management – Pune

➤ **Frequency of the Board Meetings and Academic Advisory Body.**

The meeting is held periodically, once in two months.

➤ **Organisational chart and processes**



Processes

1. Admission
2. Student Counselling
3. Course Design and Review
4. Scheduling and Delivery of the Course
5. Seminars and Events
6. Computer centre and Library Support
7. Evaluation and Examination
8. Placement Process
9. Measurement of Customer satisfaction
 - a. Feedback from Students
 - b. Feedback from Corporates
 - c. Feedback from Parents
10. Management Review of the Existing Processes

➤ **Nature and Extent of involvement of faculty and students in academic affairs / improvements.**

We involve faculty members and the students in the academic affairs / improvements during the course of their study period.

a) Mentoring :-

The process of mentoring has been introduced at Welingkar Institute, we may be the first B-School under the jurisdiction of Mumbai University to have mentoring. We have both Internal Mentors as well as External Mentors. Initially the information is collected from the students about their area of specialization. This information is then supplied by the Chief Mentor to the Deans of various faculties who with their respective departmental colleagues select and appoint suitable Mentors from Corporate world and pair them with Mentees. Most of the Mentors are experienced, well-balanced professionals and managers who are interested in guiding and directing the younger generation in the entire process of their Career and Personality development. The Mentees and the Mentors are informed about the Institute's expectation from them. The effect of mentoring is checked at mid-term appraisal form.

The process help the students to sharpen their skill and also to have inter-action with external faculty and management personnel in the corporate. This has resulted in final placement.

b) Guest Speaker :-

The students contact the concerned Management Experts and invite them for guest lectures in the selected topics in concern with the Director / Dean.

IV. Programmes

➤ **Name of the Programmes (Full Time) approved by the AICTE**

Master of Management Studies (MMS)
Post Graduate Diploma in Management (PGDM)
Post Graduate Diploma in Management (PGDM) - Ebiz
Post Graduate Diploma in Management (PGDM) –Business Design

➤ **Name of the Programmes (Part Time) approved by the AICTE**

Master of Marketing Management (MMM),
Master of Administrative Management (MAM / MHRDM)
Master of Financial Management (MFM),
Master of Information Management (MIM)
Post Graduate Diploma in Management (PGDM) - Retail
Post Graduate Diploma in Management (PGDM) – Family Managed Business

➤ **Name and duration of programme(s), if any, not approved by AICTE and being run in the same campus.- N.A.**

➤ **For each Programme the following details are to be given :**

Full time Programmes approved by the AICTE

Name	No. of Seats	Duration	Cut off Marks		Tuition & Development Fee (09-10)	Placement Facilities	Campus Placement					
			2008	2009			2008 Salary			2009 Salary		
			Min.	Avg.			Max.	Min.	Avg.	Max.		
MMS	120	2 Years	168 /240 (Open)	Admissions are in process by DTE	Rs. Rs.120400/- (fee sanctioned by SSS)	YES	4	5.43	10	4	4.7	8.76
PGDM	180	2 Years	204/300	207/300	Rs. 2,50,000	YES	4	6.42	25.05	4	4.9	7.75
PGDM-E-Biz *	60	2 Years	199/300	196/300	Rs. 2,50,000	YES	NA	NA	NA	4	5.1	9.5
PGDM – ** Business Design	60	2 Years	189/300	195/300	Rs. 2,50,000	YES	NA					

* Course started in the year 2007

**Course started in 2008

Part- time Programmes approved by the AICTE

Name	No. of Seats	Duration	Cut off Marks		Tuition & Development Fee (Per Year)	Placement Facilities	Campus Placement					
			2008	2009			2008 Salary			2009 Salary		
							Min.	Max.	Avg.	Min.	Max.	Avg.
MMM	120	3 Years	87/200	87/200	35,100	NA	These courses are meant for working Executives & no placement assistance is provided through campus.					
MHRDM(MAM)	120	3 Years	80/200	51/200	35,100	NA						
MFM	60	3 Years	107/200	118/200	35,100	NA						
MIM	60	3 Years	90/200	101/200	35,100	NA						
PGDM-Retail	30	2 Years	195/300	196/300	2,00,000	NA						
PGDM-FMB	30	2 Years	74/150	90/150	1,25,000	NA						

Programmes not approved by the AICTE -

NA

➤ Name and duration of programme(s) having affiliation/collaboration with Foreign University(s)/Institution(s) and being run in the same Campus alongwith status of AICTE approval. :
NA

➤ Whether the Collaborative Programme is approved by AICTE? NA

V. FACULTY

➤ **Number of faculty members :**

Permanent Faculty	Visiting Faculty	Adjunct Faculty	Guest Faculty
70	122	--	As per requirement

➤ Profile of each faculty with qualifications, total experience, age and duration of employment at the institute concerned. – [Encl.No. 1](#)

➤ **Number of faculty employed and left during the last two years**

Year	Discipline	Faculty Numbers			
		Available at start of year	Joined	Left	Promoted
2006-07	Basic Sciences including Humanities	--	--	--	
	Professional Discipline	66	05	03	-
2007-08	Basic Sciences including Humanities				
	Professional Discipline	67	06	05	-
2008-09	Basic Sciences including Humanities				
	Professional Discipline	68	07	05	-

- **Profile of Director / Principal with qualifications, total experience, age and duration of employment at the institute concerned.**
[Encl. No. 2](#)

- **Whether student assessment of faculty is in force – YES.**

VI. FEE

- Details of fee, as approved by State Fee Committee, for the Institution.
-
- Time schedule for payment of fee for the entire programme. –
- Fee waivers granted with amount and name of students.- [Encl.No.3](#)
- Number of scholarships offered by the institute with the name of students, duration and amount.(Refer [Encl.No.3](#))

Welingkar announces **Protsahan - Scholarships for bright minds**. A Scholarship designed to reward the crème de la crème of students applying to the two year full-time Indian management programs from all over the country. The scholarship selects the best minds through Welingkar's rigorous selection process (entrance test the CAT/CET/ATMA), group discussions, personal interview and psychometric test.

- Criteria for fee waivers/scholarships. - As mentioned above.
- Estimated cost of Boarding and Lodging in Hostels.
Rs.60,000/- per year for Lodging

VII. ADMISSION

➤ **Number of seats sanctioned with the year of approval**

Sr. No.	Program	Duration	No. of seats	Year of Approval	
				First Approval	Latest Approval
1.	MMS (FT)	2 yrs	120	1994	2009-10
2.	PGDM (PGDBA) (FT)	2 yrs	180	1995	2009-10
3.	PGDM – Ebiz (FT)	2 yrs	60	2007	2009-10
4.	PGDM-Business Design (FT)	2 yrs	60	2008	2009-10
5.	MMM (PT)	3 yrs	120	1994	2009-10
6.	MHRDM (MAM) (PT)	3 yrs	120	1994	2009-10
7.	MFM (PT)	3 yrs	60	2006	2009-10
8.	MIM (PT)	3 yrs	60	2006	2009-10
9.	PGDM – RM (PT)	2 yrs	30	2007	2009-10
10	PGDM – FMB (PT)	2 yrs	30	2007	2009-10

➤ **Number of students admitted under various categories each year in the last two years**

[Encl.No.4](#)

➤ **Number of applications received during last two years.**

2008-09	(13500)
2009-10	(12354)

VIII. ADMISSION PROCEDURE

- Mention the admission test being followed, name and address of the Test Agency and its URL (website).

We consider CAT, ATMA, XAT and MH-CET score. Score of all the tests are brought on par as per the formula of D.T.E., M.S. Mumbai and best out of these is taken as valid score for shortlisting the candidates for further course of Admission process.

Test Agency for CAT – Indian Institute of Management. Kozhikode IIMK Campus P. O., Kozhikode, Kerala, India, PIN - 673 570

PH: +91-495-2803001 Fax: +91-495-2803010-11 (URL – www.iimk.ac.in) The test is conducted jointly by six Indian Institutes of Management

Test Agency for ATMA- Association of Indian Management Schools, House No. 8-3-677/57 A, Plot No. 57, Sri Krishnadevarayanagar, Street No.6, Yellareddiguda, Hyderabad 500 016., India , Tel: 040-23750247, 23750248. (URL - www.atma-aims.org)

Test Agency for XAT – XLRI, Circuit House Area (East), Jamshedpur-831035, Jharkhand (India)

Ph. - +91 - 657 - 398 3333 email - xlwebmaster@xlri.ac.in (URL – www.xlri.ac.in)

Test Agency for CET – Directorate of Technical Education, Maharashtra State, 3, Mahapalika Marg, Post Box No. 1967, Mumbai-400001 Tel. 022-22620601 (URL – www.dte.org.in/mba)

- Number of seats allotted to different Test qualified candidates CAT, MAT, XAT, JMET, ATMA, CET, JEE (State conducted tests / University tests). – **Marks of all test brought on par with the given formula (Conversion table) by Directorate of Technical Education, Maharashtra State, Mumbai**

➤ Calendar :

- Last date for request for applications - 28th Feb 09
- Last date for submission of applications - 28th Feb 09
- Dates for Group Discussion (GD) / Interviews-

<u>Venue</u>	<u>Dates of GD/PI</u>
Kolkata	26 th April 09
Bangalore	18 th & 19 th April 09
Delhi	25 th & 26 th April 09
Mumbai	1 st , 2 nd , & 3 rd May 09

Dates for announcing final results –

- Release of admission list (main list and waiting list should be announced on the same day) – 19th May 09
- Date for acceptance by the candidate (time given should in no case be less than 15 days) – 20th May 2009 to 29th May 2009
- Last date for closing of admission – 16th June 2009
- Starting of the Academic session - 24th June 09
- The waiting list should be activated only on the expiry of date of main list – Yes
- The policy of refund of the fee, in case of withdrawal, should be clearly notified.

Rs.1000/- is deducted if the cancellation takes place up to the commencement of course. After the course is commenced the charges on monthly basis is deducted as per AICTE guidelines.

IX. CRITERIA AND WEIGHTAGES FOR ADMISSION

- Describe each criteria with its respective weightages i.e. Admission Test, GD, Interview etc.

1) 50% marks in aggregate at Graduate level

2) Weightage of marks

Admission Test	100
Academic Performance	10
Work Experience	20
Short-listing of students for GD/PI/PT will be done out of 130 Marks	
Weightage for extra curricular activities	05
Weightage for Essays written in the Application	15
Group Discussion	50
Personal Interview	50
Psychometric Test & Creativity Test	50
Total:	300

- Mention the minimum level of acceptance, if any, for any criteria. – **The candidates should secure 50% marks in aggregate at Graduate level and should go through the above process**
- Mention the cut-off levels of percentage & percentile scores (section-wise and/or total as case may be) of the candidates in the admission test who are called for GD/ Interview – Student is short listed if
2009- Final score (CAT/MH-CET/ATMA/XAT score + Work Experience Marks + Academic Performance marks) ≥ 61.5/130
- Mention last two years cut-off percentage & percentile (section-wise and/or total as the case may be) of the candidates called for GD / Interview.-
2007- Final score (CAT/CET/ATMA/XAT score + Work Experience Marks + Academic Performance marks) ≥ 52/130
2008- Final score (CAT/CET/ATMA/XAT score + Work Experience Marks + Academic Performance marks) ≥ 59/130

The written test score was taken into consideration using the score converting process offered by DTE since Welingkar accepted CAT/ CET / XAT and ATMA scores.

- Display marks scored in Test, GD, Interview etc. and in aggregate for all candidates who come for GD / Interview etc. –

Item No. I – IX must be given in information brochure and must be hosted as fixed content in the website of the Institution.

The Website must be dynamically updated with regard to X – XIII.

X. APPLICATION FORM

- Downloadable application form, with online submission possibilities.
- Yes, Student can download and submit the application form through online

XI. LIST OF APPLICANTS

- List of candidates whose application has been received along with percentile / percentage score for each of the qualifying examination in separate categories for open seats.
List of candidates who have applied along with percentage and percentile score for Management quota seats.

XII. CRITERIA FOR GD / PERSONAL INTERVIEW

- Norms adopted for calling the candidates for Group Discussion / Personal Interview. (It has to be strictly in order of merit.)
 - **Should have applied to Welingkar in the specified application form and submitted the same in time**
 - **Should take the test prescribed (i.e. CAT/CET/ATMA/XAT) and submitted the written test score as indicated in the application form**
 - **Should have score \geq cut-off as mentioned in point IX.**
- Attributes for evaluation in GD / Interview.-
 - Group Discussion (50 marks)**
 - Outline of competencies being assessed**

● Attribute	● Marks to indicate weightage
● Team Work	● 10
● Leadership	● 10
● Communication Skills	● 20
● General Awareness	● 10

While we do not give marks for separate attributes but assess the candidate keeping in mind the required attributes & weightages.

Definitions of competencies

A Team work: Shares ideas/thoughts and supports others in the group

Positive indicators	Negative Indicators
-Shares ideas with the group and builds on ideas given by others to ensure flow of thoughts	- Does not contribute ideas to the group and is not able to build on others'
-Lets others in the group to talk	-Interrupts
-Exhibits empathy	-Selfish attitude

B Leadership: Takes initiative whenever the opportunity shows up

Positive indicators	Negative Indicators
-Takes initiative to start/sum up the session	-Wait for others to take the initiative

C Communication Skills: Shares ideas/thoughts clearly and also listen to

Positive indicators	Negative Indicators
-Clearly and crisply articulates thoughts	- Cannot articulate and clear while communicating
-Listens to others point of view	- Overenthusiastic to talk
-Uses simple but correct language	- Language not clear/correct other group members other group members

D General Awareness: Is aware and knowledgeable about the environment

Positive indicators	Negative Indicators
-Aware of what is happening/ed around in the world	-Ignorant of key events
-Gives relevant examples to substantiate a point	-Falls short of illustrations

1. Personal Interview (50 marks)

Personal Interview
<ul style="list-style-type: none"> ● Thinking clearly and analytically ● Problem solver ● Communication & Presentation skills

Positive indicators	Negative Indicators
-Clearly interprets provided data/ information	- Is not articulate while communicating
-Follows a logical sequence whilst sharing analysis	- Presents a confused interpretation

Definitions of competencies

A. **Thinking clearly and analytically:** Examines given data/ information logically and interprets it correctly

B. **Problem Solving:** Understands the given problem quickly and proposes solutions(s)

Positive indicators	Negative Indicators
-Defines problem quickly and precisely	- Struggles with the given problem
- Identifies the root cause	- Unable to identify the root cause
- Can offer multiple solutions	- Struggles to find even a single solution to the problem

C. **Presentation Skills:** Presents views clearly and with conviction

Positive indicators	Negative Indicators
-Is clear in communicating thoughts	- Thoughts presented are unclear
- Is able to put across thoughts convincingly with data/ examples	- Is not able to support ideas with relevant information

2. Weightage for response to Essay Questions in the Application form : (15 Marks)

The quality of written communication used to convey thoughts effectively

3. Weightage for extracurricular activities : (05 Marks)

A) The relevance of the responses to Q.21 may be used and if the response truly reflects something valuable in the students profile.

B) Awards won at the State level/National Level merit full points while participation would deserve lesser.

XIII. RESULTS –

- Composition of evaluation team with the brief profiles of members (This information be made available in the public domain after the admission process is over) - **Panelist list is enclosed. (Encl.No. 5)**
- Score of the individual candidates called for Group Discussion and Interview in each of the components including the test and in total, arranged in order of merit.
- List of candidates who have been offered admission in each category. **(Encl.No. 6)**
- Waiting list of the candidates in order of merit to be operative from the last date of joining of the first list candidates, category wise. **(Encl.No. 7)**
- List of the candidates who joined within the date vacancy position in each category before operation of waiting list. **(Encl.No. 8)**

Date: 27.8.2009

Prof.Dr.Uday Salunkhe
Director

- Profile of each faculty with qualifications, total experience, age and duration of employment at the institute concerned. – [Encl.No. 1](#)
- **Profile of Director / Principal with qualifications, total experience, age and duration of employment at the institute concerned.**
[Encl. No. 2](#)
- Fee waivers granted with amount and name of students.- [Encl.No.3](#)
- **Number of students admitted under various categories each year in the last two years**
[Encl.No.4](#)
 - Composition of evaluation team with the brief profiles of members (This information be made available in the public domain after the admission process is over) - **Panelist list is enclosed.** ([Encl.No. 6](#))
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 - List of candidates who have been offered admission in each category. ([Encl.No. 7](#))
 - Waiting list of the candidates in order of merit to be operative from the last date of joining of the first list candidates, category wise. ([Encl.No. 8](#))
 - List of the candidates who joined within the date vacancy position in each category before operation of waiting list. ([Encl.No. 9](#))