

**Prin.L.N.Welingkar Institute of Management Development & Research
Bangalore
Mandatory Disclosure by Institutions running PGDM Programme (2009-10)**

Page 1

- I. Name of the Institution** : PRIN. L. N. WELINGKAR INSTITUTE OF MANAGEMENT
DEVELOPMENT & RESEARCH
No .102 & 103
Electronicity City-Phase 1

BANGALORE-560100
Tel-080-28521067
- II. Name & Address of the Director** : Prof. Dr.Anil Rao Paila
NO. 102 & 103, Electronics City- Phase. I
BANGALORE-560 0100
Tel.: 080-28521067
Email: anil.rao@welingkar.org
Website: www.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.
Following are the members of S.P. Mandali Board of Trustee –

-----	President
Shri Balasaheb Jagannathamaharaj Pandit	Vice President
Seth. Shri. Sushil Kumar Ruia	Vice President
-----	Chairman-Managing Council
Shri.Anant Nilkanth Mate	Vice Chairman – Managing Council
Dr. Gangadhar Kashinath Shirude	Secretary, S.P.Mandali

**Prin.L.N.Welingkar Institute of Management Development & Research
Bangalore
Mandatory Disclosure by Institutions running PGDM Programme (2009-10)**

Page 2

Prin. L. N. Welingkar Institute of Management is managed by Local Managing Committee. Institute's Group Director Prof. Dr. Uday Salunkhe is the Member Secretary of LMC.

Following are the members of the Local Management Committee –

Shri Abhay Dadhe	-	Chairman, LMC
Shri S.G.Bhalerao	-	Member
Shri V.V.Joshi	-	Member
Shri P.W.Manolkar	-	Member
Shri V.R.Desai	-	Member
Shri S.V. Dhate	-	Member
Dr. G.K. Shirude	-	Member
Prof. Dr.Uday Salunke-		Member
Prof.S.R.Tendulkar	-	Faculty Representative
Shri K.A. Tamhankar	-	Staff Representative

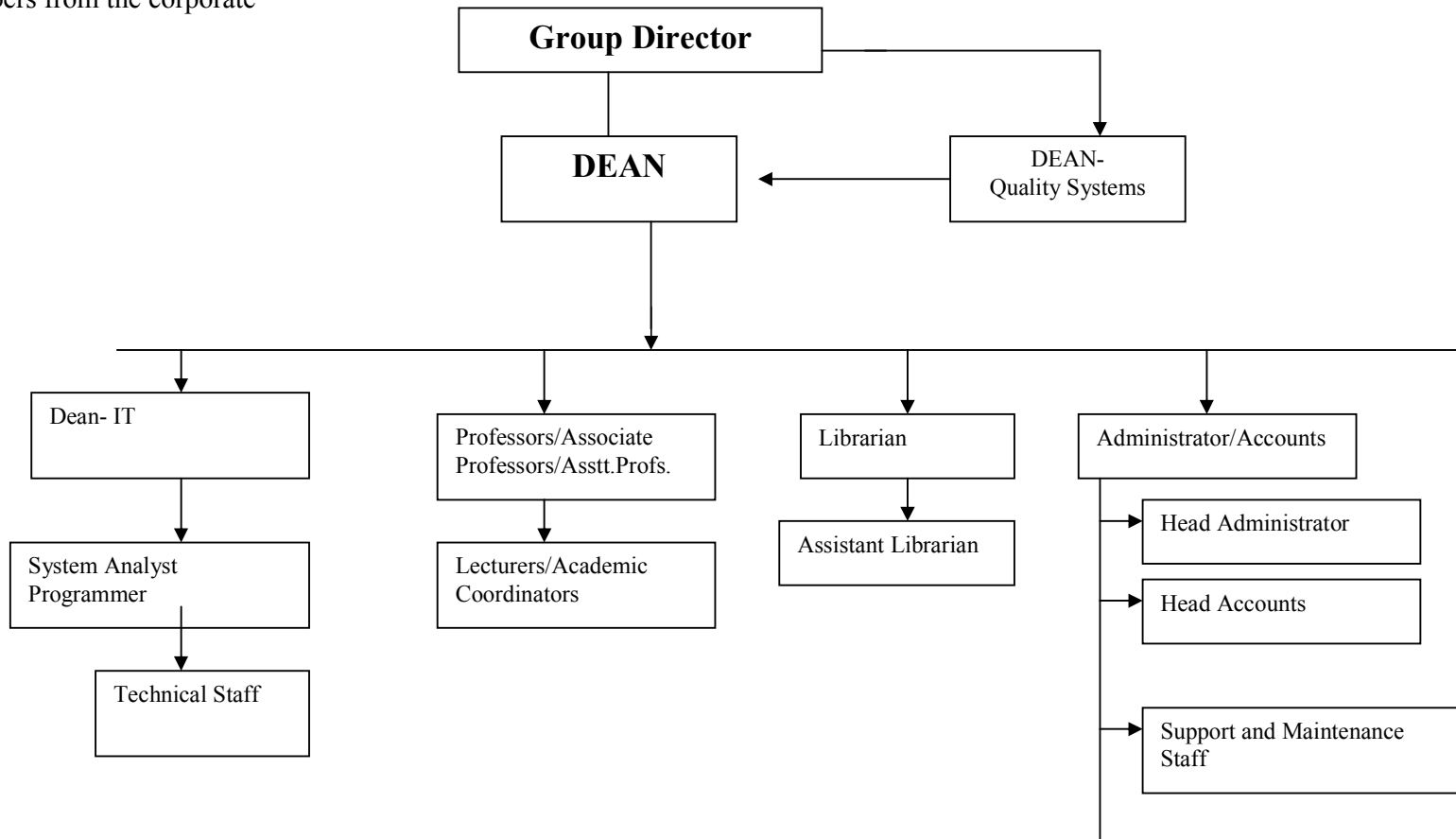
➤ **Members of Academic Advisory Body.**

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 Group Director and the core faculty of Welingkar Institute of Management along with honorary members from the corporate



**Prin.L.N.Welingkar Institute of Management Development & Research
Bangalore
Mandatory Disclosure by Institutions running PGDM Programme (2009-10)**

Page 4

Proposed Composition of the Academic Council

Status	Name	Position
Chairman	Prof. Dr Uday Salunkhe	Group Director – Welingkar Institute
Members(3)	Dr. Anand Joshi	Dean Quality Systems, Bangalore
	Dr. Anil Rao	Dean – Welingkar Institute, Bangalore
	Prof. Pradeep Pendse	Dean E-business, Mumbai
Member	Mr. V.V. Joshi	Member, Managing Council - S.P. Mandali, Pune
	Mr. Abhay Dadhe	
	Mr. Anant Mate	
	Mr. S.G. Bhalerao	
Member	Mr. Jitendra Sandu	Director- i2 Technologies (P) Ltd
Member	Mr. Raj Datta	Sr. Vice President – Mindtree

**Prin.L.N.Welingkar Institute of Management Development & Research
Bangalore
Mandatory Disclosure by Institutions running PGDM Programme (2009-10)**

Page 5

Member	Mr. Raju Bhatnagar	Former COO ICICI One Source
Member	Mr. Rajeev Thorat	Vice President - Accenture
Member	Dr. D.Y. Patil	Director , Bharati Vidyapeeth Insitute of Management Studies and Research
Member	Prof. Masood Ahmed Deccan School Of Management	Principal, Deccan School Of Management
Member Secretary	Dr. Anil Rao	Dean, Welingkar Institute- Bangalore

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

The meeting is held periodically, once in a six months.

Processes

1. Admission
2. Student Counseling
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 helps 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**
Post Graduate Diploma in Management (PGDM-E.Business)- 2008-09
Post Graduate Diploma in Management (PGDM) - 2009-10
- **Name of the Programmes (Part Time) approved by the AICTE**
NIL
- **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	Placement Facilities	Campus Placement						
			2008	2009			2008 Salary			2009 Salary			
							Min.	Avg.	Max.	Min.	Avg.	Max.	
PGDM(E-Business)	60	2 Years	Consolidated score of Written Test, work experience and pass academic record –61.5%		2,50,000 PA	Yes	NA	NA	NA	NA	NA	NA	NA
PGDM	60	2 Years			2,50,000 PA	Yes	NA	NA	NA	NA	NA	NA	

Part- time Programmes approved by the AICTE

Name	No. of Seats	Duration	Cut off Marks		Tuition & Development Fee	Placement Facilities	Campus Placement							
			2006	2007			2006 Salary			2007 Salary				
							Min.	Max.	Avg.	Min.	Max.	Avg.		
NIL														

V. FACULTY

➤ **Number of faculty members :**

Permanent Faculty	Visiting Faculty	Adjunct Faculty	Guest Faculty
12	19	--	On specific issues

**Prin.L.N.Welingkar Institute of Management Development & Research
Bangalore
Mandatory Disclosure by Institutions running PGDM Programme (2009-10)**

Page 10

➤ Profile of each faculty with qualifications, total experience, age and duration of employment at the institute concern

Name of the course	Sl. No	Name (s) of the Teaching Faculty	Designation (Lecturer/ Asst. Professor/ Professor)	Qualifications with field of specialization with class / division of passing			Date of Birth	Experience a) Teaching b) Industry c) Research	Date of Joining the Insti			Gross total salary as on date with scale & Basic pay	Pan NO	P.F A/C NO
				UG	PG	Doctorate			a	b	c			
PG LEVEL	1	Dr. Anil Rao Paila	Prof & Dean	B.Com	MCM M.Com ACA MPhil	Ph.D	20.09.1966	20	20.09.2007			55,059	ABFPP 6864P	MH/33840/ 1209
	2.	Dr Anand K Joshi	Prof	B.Com	MBA M.Com LLB	Ph.D	07.02.1960	20	01.06.2007			51,332	AAMPJ 2750J	MH/33840/ 1152
	3.	.Madhavi Lokhande	AP	B.Com	MCom AICWAI	(Ph.D)	18.07.1971	13	01.04.2006			43,494	AAHPL 4167G	MH/33840/ 870
	4.	Dr. Githa Heggde	Prof	B.Sc	MBA	Ph.D	09.02.1966	20	31.03.2008			47,607	ABUPH 6151J	MH/33840/
	5	Anuradha Mahesh	AP	B.Com	MMS	(Ph.D)	15.03.1968	19	01.07.2003			45,812	ABDPA 2636C	MH/33840/ 690
	6.	T.V.P. Chowdry	Prof	B.E	MBA MDes PGACS	(Ph.D)	18.05.1963	21	15.06.2008			53,816	AAIPC 4452A	MH/33840/
	7.	Mrs.Louiza Maria Mathias	Lect	MA	PG Diploma	Ph.D	26.03.1947	38	31.07.2008			26,216	AFAPM 8468D	Not eligible Age above 60
	8	Savitha G.R	AP	B.Com	MBA MPhil	(Ph.D)	10.08.1978	6	04.11.2007			35,379	AMCPR 5667G	MH/33840/ 1210

**Prin.L.N.Welingkar Institute of Management Development & Research
Bangalore
Mandatory Disclosure by Institutions running PGDM Programme (2009-10)**

Page 12

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

Year	Discipline	Faculty Numbers			
		Available at start of year	Joined	Left	Promoted
2007-08	Basic Sciences including Humanities	--	--	--	-
	Professional Discipline	NA	NA	NA	NA
2008-09	Basic Sciences including Humanities	01	01	--	--
	Professional Discipline	09	03	Nil	Nil
2009-10	Basic Sciences including Humanities	01	--	--	01
	Professional Discipline	12	--	--	--

➤ **Profile of Director / Principal with qualifications, total experience, age and duration of employment at the institute concerned.**

Name : DR.ANIL RAO PAILA

Date of Birth : 20.09.1966

Academic qualifications (with field of specialization)

MCM, - Computers Management

M.Com, - Finance and Accounting

ACA, - Chartered Accountancy

M.Phil - Finance

**Prin.L.N.Welingkar Institute of Management Development & Research
Bangalore
Mandatory Disclosure by Institutions running PGDM Programme (2009-10)**

Page 13

Ph.D – Design and Development of Management Information

Systems in selected Industries. From Shivaji University, Kolhapur

Details of Experience (Academic / Industrial)

13 years – Industry 7 Years - Teaching

Date of the appointment in the present institution : 20.09.2007

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

VI. FEE

- Details of fee, as approved by State Fee Committee, for the Institution. – Not applicable
- Time schedule for payment of fee for the entire programme. – 15 days
- Fee waivers granted with amount and name of students.- Yes
- Number of scholarships offered by the institute with the name of students, duration and amount.
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

**Prin.L.N.Welingkar Institute of Management Development & Research
Bangalore
Mandatory Disclosure by Institutions running PGDM Programme (2009-10)**

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	PGDM(E-Business)	2 yrs	60	2008	2009
2	PGDM	2 yrs	60	2009	--

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

PGDM- (E-Business)- 2008-09 -- 53
 PGDM- (E-Business) - 2009-10 -- 60
 PGDM - 2009-10 -- 60

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

2008-09 -- 13500
 2009-10 -- 7145

VIII. ADMISSION PROCEDURE

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

We consider CAT, ATMA. Score of all the tests are brought on par and best out of these is taken as valid score for shortlisting the candidates for further course of Admission process.

**Prin.L.N.Welingkar Institute of Management Development & Research
Bangalore
Mandatory Disclosure by Institutions running PGDM Programme (2009-10)**

Page 15

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)

➤ Calendar :

- Last date for request for applications - JUNE 10, 2009
- Last date for submission of applications - JUNE 10, 2009
- Dates for Group Discussion (GD) / Interviews-

Venue - Bangalore, Mumbai, Calcutta, New Delhi Dates of GD/PI April & May 2009

- Dates for announcing final results – 14 July 2009
- Release of admission list (main list and waiting list should be announced on the same day) – Yes
- Date for acceptance by the candidate (time given should in no case be less than 15 days) – 24 July 2009
- Last date for closing of admission – 14 Aug. 2009
- Starting of the Academic session - 19 Aug. 2009
- 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 weight ages i.e. Admission Test, GD, Interview etc.
- 1) 50% marks in aggregate at Graduate level
 - 2) Weightage of marks

Admission Test	
Academic Performance	100

**Prin.L.N.Welingkar Institute of Management Development & Research
Bangalore
Mandatory Disclosure by Institutions running PGDM Programme (2009-10)**

Page 16

WE	20
Extra curricular activities	05
Essay written in application	15
GD	50
PI	50
PT	50
Creative Ability	50
Total:	350

- 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
Final score (CAT/CET score + WE Marks + Academic Performance marks) ≥ 59/130
- 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.-
2008-09 –59%
2009-10- 61.5%

- Display marks scored in Test, GD, Interview etc. and in aggregate for all candidates who come for GD / Interview etc. –
No of candidates called for GD/PI for PGDM EBiz : 2323 out of 7145
No of candidates appeared for GD/PI for PGDM EBiz : 1825 out of 7145
All 769 candidates who registered for PGDM had appeared for the GDPI.

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. www.welingkar.org

XI. LIST OF APPLICANTS

- List of candidates whose applications have 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) 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

**Prin.L.N.Welingkar Institute of Management Development & Research
Bangalore
Mandatory Disclosure by Institutions running PGDM Programme (2009-10)**

● 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 & weight ages.

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 other group members

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

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

Definitions of competencies

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

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

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.13 & Q.14 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) -
- 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.
- 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.
- List of the candidates who joined within the date vacancy position in each category before operation of waiting list.

Date: 27.8.2009

**Prof.Dr.ANIL RAO PAILA
Dean & Director**