

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

Mandatory Disclosure by Institutions running PGDBA / PGDM / MBA programmes (2007-08)

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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 and presided over by Justice Y.V. Chandrachud, former Chief Justice of India. Following are the members of S.P. Mandali Board of Trustee –

Hon. Shri Y.V. Chandrachud	President
Seth. Sushil Kumar Ruia	Vice President
Shri B.J. Pandit	Vice President
Prof.V.D.Sarlashkar	Chairman-Managing Council
Shri B.V. Radkar	Vice Chairman – Managing Council
Dr. G.K.Shirude	Secretary, S.P.Mandali

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

Following are the members of the Local Management Committee –

Shri B.V. Radkar	Chairman, LMC
Shri V.V. Joshi	Member, LMC
Shri V.R. Desai	Member, LMC
Shri P.W. Manolkar	Member, LMC
Shri S.G. Bhalerao	Member, LMC
Shri Abhay Dadhe	Member, LMC
Shri Anant Rao Patil	Member, LMC
Dr. G. K. Shirude	Member, LMC
Prof. Dr. Uday Salunkhe	Member Secretary, LMC

➤ **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

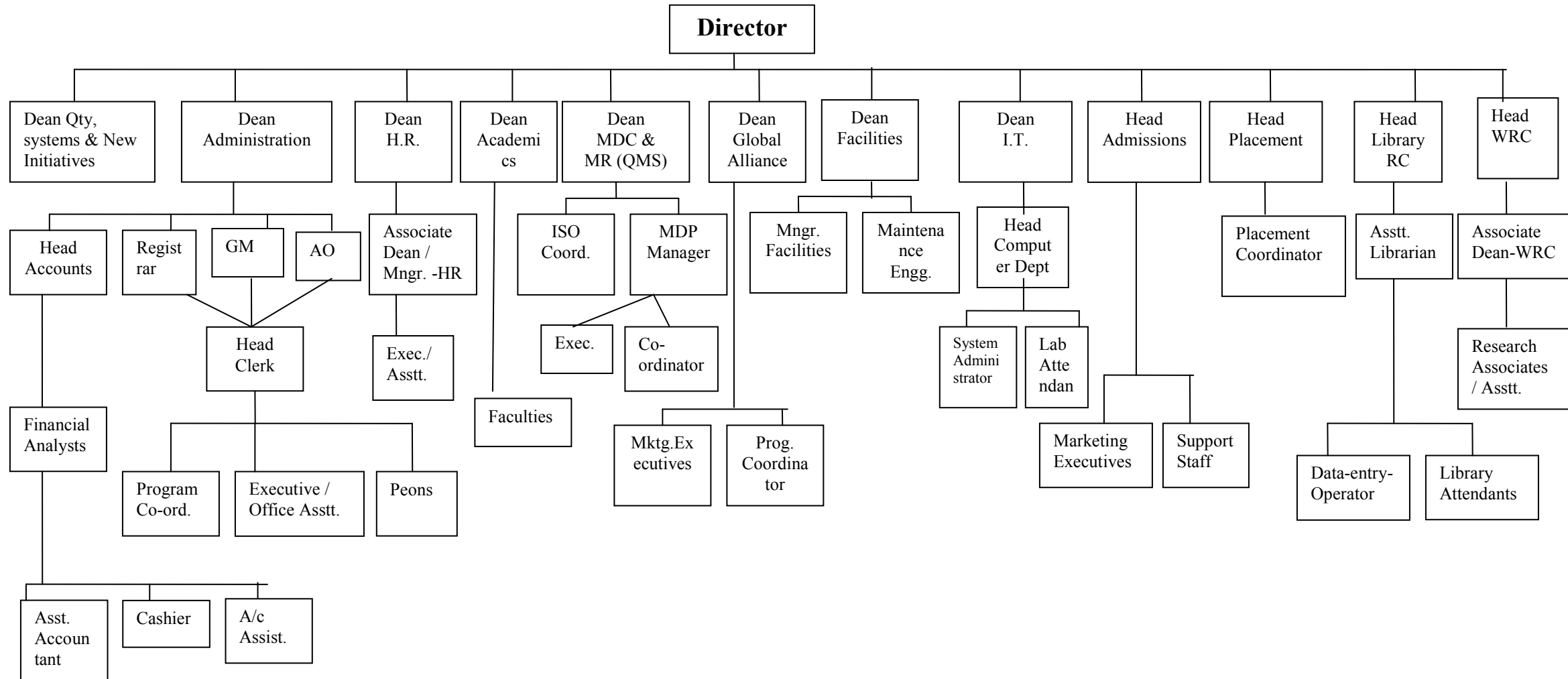
Mr Suresh Mhatre
Manager - Tata
Consultancy Services

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 a six 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)

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

Master of Marketing Management (MMM), Master of Administrative Management (MAM)

Master of Financial Management (MFM), Master of Information Management (MIM)

➤ **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					
			2006	2007			2006 Salary			2007 Salary		
							Min.	Avg.	Max.	Min.	Avg.	Max.
MMS	120	2 Years	79/240	156/240 (Open) 79/240 (Reserved)	110295/-	YES	3	5.5	7.5	3.5	5.25	7
PGDM	180	2 Years	181/300	232/350	108683/-	YES	2	5	6.5	3.51	6.41	9.3

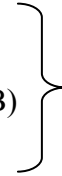
Part- time Programmes approved by the AICTE

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.
MMM	90	3 Years	104/200	90/200	35,100/-	NA	These courses are meant for working Executives & no placement assistance is provided through campus.					
MHRDM(MAM)	90	3 Years	103/200	49/200	35,100/-	NA						
MFM	60	3 Years	109/200	103/200	35,100/-	NA						
MIM	60	3 Years	89/200	55/200	35,100/-	NA						

Programmes not approved by the AICTE

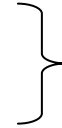
Autonomous Courses submitted for approval under Mandatory Disclosure for the academic year 2007-08 :

1. Post Graduate Program in e-Business (PGPeBiz)
2. Post Graduate Program in Retail Management (PGPRM)
3. Professional Program in Family Managed Business (PPFMB)
4. Post Graduate Program in Business Design (PGPBD)



The Expert Committee from AICTE, New Delhi
has audited the programs on 14.8.2007

5. International MBA (IMBA)
6. M.Sc. Bioinformatics



The Expert Committee from AICTE, New Delhi
has audited the programs on 11.8.2007

Note: We have not admitted any student for 2007-09 batch as AICTE approval is awaited.

- 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. :

Not applicable, since application is pending with AICTE for approval. We have not admitted any student for below mentioned International Programs in the year 2007-08 as AICTE approval is awaited.

1. International MBA (IMBA) in collaboration with Temple University, USA
2. M.Sc. Bio-informatics in collaboration with Nottingham University, UK

- Whether the Collaborative Programme is approved by AICTE? If not whether the Domestic / Foreign Institution has applied to AICTE for approval as required under notification no. 37-3/Legal/2005 dated 16th May, 2005. – **As mentioned above.**

V. **FACULTY**

- **Number of faculty members :**

Permanent Faculty	Visiting Faculty	Adjunct Faculty	Guest Faculty
68	85	--	As per requirement

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

MMS:

Name	Designation	Qualifications & specialisation	Date of Birth	Experience (in yrs)		Date of joining the Institution (FT/PT)	Gross total salary as on date with scale & Basic pay Jul 07
				a) Teaching	b) Industry		
1. Prof.Dr.U.N.Salunkhe	Director	Ph.D., MMS (Operations Management)	19.01.1966	11	12	01/07/1995 (FT)	Rs.58,278/- 16400-22400 Basic Rs.22,400/-
2. Prof.V.H.Iyer	Professor	M.Com., DAM, CMM, M/c.Shop Engg. (Operations)	15.1.1939	37	35	01/01/2001 (FT)	Rs.48,373/- 16400-22400 Basic Rs.19,100/-
3. Prof.Mrs.Minal K.Gupte	Professor	M.Com., FICWA (Finance)	3.3.1951	19	07	01/08/1995 (FT)	Rs.51,714/- 16400-22400 Basic Rs.20,000/-
4. Prof.Kanu Doshi	Professor	A.C.A., B.Com. (Finance)	13.4.1939	10	15	18.03.2002 (FT)	Rs.47,259/- 16400-22400 Basic Rs.18,200/-
5. Prof.Dr.Ms.Bernadette D'Silva	Professor	Ph.D., MMS (Mktg), B.Com.,DAM, DCM (Marketing)	12.1.1962	11	9	07/10/1996 (FT)	Rs.51,714/- 16400-22400 Basic Rs.20,000/-
6. Prof.R.Venkatesh	Professor	M.M.M., B.E.(Mech) (International Business & International Marketing)	21.1.1962	10	15	01.06.2001 (FT)	Rs.48,373/- 16400-2400 Basic Rs. 18650/-
7. Prof.Ms.Ketna L. Mehta	Reader	M.M.M., B.Com., DBM, CMC (Marketing)	12.12.1962	10	05	01.07.2003 (FT) Pay Scale w.e.f 13-01-2007	Rs.31,840/- 12000-18300 Basic Rs.12420/-

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MMS :

Name	Designation	Qualifications & specialisation	Date of Birth	Experience (in yrs)		Date of joining the Institution (FT/PT)	Gross total salary as on date with scale & Basic pay Jul 07
				a) Teaching	b)Industry		
8. Prof.R.R.Sahuraja	Reader	M.A. (Entire Economics) (Economics)	6.9.1940	36	--	06.06.2003 (FT) Pay Scale w.e.f 13-01-2007	Rs.30,800/- 12000-18300 Basic Rs.12000/-
9. Prof.Rimmi Joneja	Professor	MAM, M.Sc., (HR.)	04.06.1963	13	12	10.12.2005 (FT)	Rs.45,032/- 16400--22400 Basic Rs.17,300/-
10. Prof. Bijoy Bhushan Bhattacharyya	Reader	M.A. (Eco.), L.L.B.	18.09.1946	03	31	16.10.2006 (FT)	Rs.38,077/- 12000-18300 Basic Rs.14,940/-
11. Prof.Ms.Mahalakshmi Mudliar	Lecturer	MMM, C.A., B.Com. (Finance)	11.09.1964	02	10	12.08.2005 (FT)	Rs.29,872/- 10000-15200 Basic Rs.10,975/-
12. Prof.Mrs.Kalpana Hans	Lecturer	M.Sc.,M.Phil., Dip. in Computer Science (Computer)	19.5.1957	10	04	01/10/1996 (FT)	Rs.29,068/- 10000-15200 Basic Rs.11300/-

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MMS :

Name	Designation	Qualifications & specialisation	Date of Birth	Experience (in yrs)		Date of joining the Institution (FT/PT)	Gross total salary as on date with scale & Basic pay Jul 07
				a) Teaching	b)Industry		
13. Prof.Mahesh Borase	Professor	MMS(Finance), B.Text. (Finance)	26.12.1965	02	17	1.04.2005 (FT)	Rs.43,918/- 16400-22400 Basic Rs.16850/-
14. Prof.Savitri Kulkarni	Professor	M.A.(HRD), M.A.(Social Science) (HR Management)	14.11.1955	09	07	5.5.2004 (FT)	Rs.45,032/- 16400-22400 Basic Rs.17300/-
15. Prof.Mrs.Sumedha Sabharwal	Lecturer	M.Sc.,Dip.in Computer Software (Computer)	10.3.1957	11	---	01/03/1995 (FT)	Rs.28,387/- 8000-13500 Basic Rs.10,750/-
16. Prof.Sandeep M.Kelkar	Lecturer	M.C.A., PGDCA, PGDCM, B.Sc. (Information Technology)	13.3.1975	08	01	15.12.2003 (FT)	Rs.25,459/- 10000-15200 Basic Rs.10,325/-

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PGDM :

Name	Designation	Qualifications & specialisation	Date of Birth	Experience (in yrs)		Date of joining the Institution (FT/PT)	Gross total salary as on date with scale & Basic pay
				a) Teaching	b) Industry		
							Jul 07
1. Prof.S.R.Tendulkar	Professor	ACA, ACS, B.Com. (Finance)	7.8.1943	31	28	12/10/1994 (FT)	Rs. 51,039/- 16400-22400 Basic Rs.21,400/-
2. Prof.Dr.P.S.Rao	Professor	Ph.D., MEP, M.Com (PMIR)	5.7.1940	41	40	1.7.2004 (FT)	Rs. 49,487/- 16400-22400 Basic Rs.19,100/-
3. Prof.S.Rajagopalan	Professor	M.M.M., B.Sc.(Tech) (Marketing & General Mgmt.)	1.9.1942	30	28	01/06/2001 (FT)	Rs.48,373/- 16400-22400 Basic Rs.18,650/-
4 Prof.Dr.Anil M. Naik	Professor	Ph.D., M.Com. PGDM (IIM, Calcutta) (Turnaround Strategy for Sick Unit & Strategic Management)	22.5.1942	15	35	01/06/2001 (FT)	Rs. 50,600/- 16400-22400 Basic Rs.19,550/-
5. Dr.Anita Bandyopadhyay	Professor	Ph.D., MBA, M.A. (H.R.Management)	05.11.1968	07	--	15.06.2005 (FT)	Rs.38,984/- 16400-22400 Basic Rs.16400/-
6. Prof.Anil Mendhi	Professor	MMS(OR), B.E.(Electrical)	26.07.1951	02	30	03.05.2005 (FT)	Rs.46,145/- 16400-22400 Basic Rs.17,300/-

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PGDM :

Name	Designation	Qualifications & specialisation	Date of Birth	Experience (in yrs)		Date of joining the Institution (FT/PT)	Gross total salary as on date with scale & Basic pay Jul 07
				a) Teaching	b)Industry		
7. Prof.Ms. Smeeta Bhatkal	Professor	P.G.D.M. (IIM-A), B.Com (Finance)	6.11.1962	06	16	01.07.2002 (FT)	Rs.50,600/- 16400-22400 Basic Rs.19,550/-
8. Prof.Ms.Deepa Dixit	Reader	MBA(Marketing), B.Sc. (Marketing)	1.11.1972	06	4	11.05.2000 (FT)	Rs.32,879/- 12000-18300 Basic Rs.12840/-
9. Prof. Zubin Mulla	Lecturer	B.E.(Mech.), PGDBM (HR)	18.10.1972	1	8	01.11.2006 (FT) Pay Scale w.e.f 13-01-2007	Rs.26,655/- 10000-15200 Basic Rs.10325/-
10. Prof.Ms.Swar Kranti	Lecturer	MMS (Personnel), B.Com (HR)	24.12.1979	02	02	25.05.2005	Rs.27,459/- 10000-15200 Basic Rs.10,325/-
11. Sameer Karkhanis	Lecturer	PGDBA(Mktg.), M.Com (Marketing)	23.8.1975	02	06	07.02.2005 (FT)	Rs.27,459/- 10000-15200 Basic Rs.10325/-
12. Prof. Amarkant Jain	Reader	PGDBA (Finance), B.E.(Chem)	10.02.1971	02	13	01.11.2003 (FT)	Rs.33,919/- 12000-18300 Basic Rs.12840/-
13. Prof.Sydney M .Prabhu	Reader	MMS (Mktg), B.A., LLB (Marketing)	18.06.1944	30	35	13.01.2006 (FT)	Rs.33,919/- 12000-18300 Basic Rs.13,260/-

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PGDM :

Name	Designation	Qualifications & specialisation	Date of Birth	Experience (in yrs)		Date of joining the Institution (FT/PT)	Gross total salary as on date with scale & Basic pay Jul 07
				a) Teaching	b)Industry		
14. Prof.A.K.Bidkar	Professor	P.G.T.T.T.C., B.E. (Civil) (General Management)	1.11.1941	25	--	10.01.2002 (FT)	Rs.47,259/- 16400-22400 Basic Rs.18650/-
15. Prof.Narsinha Sawaikar	Lecturer	M.A. (Eco. & Banking)	08.04.1975	05	07	13.01.2007 (FT)	Rs.20,900/- 8000-13500 Basic Rs.8000/-
16. Prof.Roop Narian Sharma	Reader	ICAI	05.04.1946	--	28	18.12.2006 (FT)	Rs.34,439/- 12000-18300 Basic Rs.10325/-
17. Dr Shalini Sinha	Lecturer	PhD., M.Phil, MA (Micro, Macro, Money & Banking, Statistics)	14.10.1966	14 Research Exp 8 yrs	----	02.04.2007 (appt letter issued & accepted on 23.03.2007)	Rs.28,264/- 10000-18300 Basic Rs.14225/-
18. Prof.B.N.Chatterjee	Reader	MMM, M.Com., Inter ICWA (Marketing)	20.11.1943	30	35	09.01.2006	Rs.40,156/- 12000-18300 Basic Rs.15780/-
19. Prof.Dr. Madathilpat Raman Menon	Professor – Associate Dean	M.A. (Eco.), Ph.D. (Eco.), D’Ltt.(Eco.), DMM	15.9.1942	02	42	15.09.2006 (FT)	Rs.42,804/- 16400-22400 Basic Rs.16,850/-

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PGDM :

Name	Designation	Qualifications & specialisation	Date of Birth	Experience (in yrs)		Date of joining the Institution (FT/PT)	Gross total salary as on date with scale & Basic pay Jul 07
				a) Teaching	b)Industry		
20. Prof.Mohana Raje	Lecturer	LLM (Law)	03.11.1960	--	20	01.07.2006 (FT)	Rs.27,459/- 10000-15200 Basic Rs.10,325/-
21. Prof.Vijayalakshmi R.	Lecturer	M.Ed., MFM, B.Com (Finance)	22.02.1971	07	--	10.07.2006 (FT)	Rs.27,459/- 10000-15200 Basic Rs.10,325/-
22. Prof.Conrad Goveas	Lecturer	MLS, LLB, B.Sc. (HR Management)	10.5.1961	05	22	13.01.2007 (FT)	Rs.20,900/- 8000-13500 Basic Rs.8000/-
23. Prof. Pradipta Chatterjee	Lecturer	B.Sc., M.M.S.	05.06.1966	4	3	23.09.2006 (FT) Pay Scale w.e.f 13-01-2007	Rs.26,655/- 10000-15200 Basic Rs.10,325/-
24. Prof. G.V.V. Sarma	Professor	B.Sc, M.A., DMM (JBIMS)	17.10.1946	--	30	15.01.2007 (FT)	Rs.46,145/- 16,400-22,400 Basic Rs.18,200/-
25. Prof. Summet Manerikar	Assoc. Professor	MBA York University, (North York), Ontario, Canada)	25.10.1968	02	10	01.07.2007 (FT)	Rs. 35,998/- 12,000 – 18,300 Basic Rs. 14,100

Part-time Course Faculty coordinator:

Name of the Program	Name & Designation	Designation	Qualifications & specialisation	Date of Birth	Experience (in yrs)		Date of joining the Institution (FT/PT)	Gross total salary as on date with scale & Basic pay
MMM	Prof. Victor T. Manickam	Lecturer	MMM, B.E. (Chemical)	26.03.1970	3	14	01.04.2007 (FT)	Rs.26,655/- 10000-15200 Basic Rs.10,325/-
MFM	Prof. Raghu Palat	Professor	ICAI	02.10.1948	--	33	15.07.2006 (FT)	Rs.46,145/- 16400-22400 Basic Rs.18,200/-
MHRDM (MAM)	Prof. Madhuri Lele	Lecturer	PGD in Human Rights	10.03.1952	07	10	12.09.2006 (FT) Pay Scale w.e.f 13-01-2007	Rs.20,900/- 8000-13500 Basic Rs.8000/-
MIM	Prof. T. Satyanarayanan	Lecturer	B.E.(Mech.), PGDBA	15.09.1945	---	36	01.08.2006 (FT) Pay Scale w.e.f 13-01-2007	Rs.26,655/- 10000-15200 Basic Rs.10,325/-

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PGPBD :

Name	Designation	Qualifications & specialisation	Date of Birth	Experience (in yrs)		Date of joining the Institution (FT/PT)	Gross total salary as on date with scale & Basic pay Jul 07
				a) Teaching	b) Industry		
1. Prof..P.H.Pendse	Professor	MMS (Operations), B.E. (Systems & E-Commerce)	13.9.1960	14	17	01/09/1994 (FT)	Rs.52,828/- 16400-22400 Basic Rs. 20,900/-
2. Prof.Dr.S.T.Gondhalekar	Professor	Ph.D., M.Tech., (Operations)	11.9.1955	17	19	01/07/1995 (FT)	Rs.57,778/- 16400-22400 Basic Rs.22,400/-
3. Prof.Mangesh Borse	Professor	MMS (Mktg.), B.Text (Marketing)	30.1.1962	18	18	13.01.2007 (FT)	Rs.45,032/- 16400-22400 Basic Rs.17,750/-
4. Prof.Anuja A. Agarwal	Lecturer	MCA, B.Sc., (I.T.)	17.12.1969	08	03	01.12.2005	Rs.28,264/- 10000-15200 Basic Rs.10,650/-
5. Prof.Kaustubh Dhargalkar	Reader	B.Tech.(Elect.), MMS(Mktg.) (Marketing)	06.07.1967	01	16	13.01.2007 (FT)	Rs.38,677/- 12000-18300 Basic Rs.14940/-
6. Prof.Shirin Popat	Lecturer	MMS (Mktg), B.A. (Marketing)	14.12.1980	--	01	13.01.2007 (FT)	Rs.20900/- 8000-13500 Basic Rs.8000/-
7. Prof. Deepti Pant	Lecturer	B.Sc., MBA (Mktg.), FDP (Design Mgmt.)	09.06.1970	7	8	01.11.2006 (FT) Pay Scale w.e.f 13-01-2007	Rs.27,459/- 10000-15200 Basic Rs.10,650/-
8. Prof.Sujata Natarajan	Lecturer	PGDBA(Finance), B.Sc. (Finance)	05.06.1971	--	04	25.07.2005 (FT) Pay Scale w.e.f 13-01-2007	Rs.26,655/- 10000-15200 Basic Rs.10,325/-

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PGPE-biz :

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				a) Teaching	b)Industry		
1. Prof. Kiran Patwardhan	Professor	PGDM(IIM)	14.12.1953	--	25	23.01.2007 (FT)	Rs.50,600/- 16,400-22,400 Basic Rs.20,000/-
2. Prof.Sagar Narsian	Lecturer	MMS (Mktg.), B.E.(Elect.), Post Graduate Dip. in Import Export Mgmt (Marketing)	3.7.1961	07	13	13.01.2007 (FT)	Rs.20,900/- 8000-13500 Basic Rs.8000/-
3. Prof.(Ms.) Malvika Nagarkar	Lecturer	M.A.(English Literature) M.A.(Applied Linguistics) (General Mgmt & Communication Skills)	8.6.1952	09	--	13.01.2007 (FT)	Rs.20,900/- 8000-13500 Basic Rs.8000/-
4. Prof.V.K.Kamath	Lecturer	PGDM.,B.E.(Mech.) (Systems)	7.10.1948	12	12	13.01.2007 (FT)	Rs.20,900/- 8000-13500 Basic Rs.8000/-
5. Prof.Jyoti M.Kulkarni	Lecturer	MMS(Mktg), B.Com (IT & E.Biz)	20.01.1972	08	01	06.12.2005	Rs.28,264/- 10000-15200 Basic Rs.10650

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PGPE-biz :

Name	Designation	Qualifications & specialisation	Date of Birth	Experience (in yrs)		Date of joining the Institution (FT/PT)	Gross total salary as on date with scale & Basic pay
				a) Teaching	b)Industry		
							Jul 07
6. Prof.Meenakshi A. Agrawal	Lecturer	MCA, B.Sc. (I.T.)	12.08.1980	01	01	13.01.2007 (FT)	Rs.20,900/- 8000-13500 Basic Rs.8000/-
7. Prof. Abhishek Kumar	Lecturer	B.Com, MMS (Mktg)	02.04.1983	--	02	06.02.2007 (FT)	Rs.24,984/- 8000-13500 Basic Rs.9,650/-
8. Prof. Aditya Mhatre	Lecturer	B.Com, Master of Information Systems Management (E-Commerce)	10.05.1981	--	02	06.02.2007 (FT)	Rs.24,984/- 8000-13500 Basic Rs.9,650/-

Part-time Course Faculty coordinator:

Name of the Program	Name	Designation	Qualifications & specialisation	Date of Birth	Experience (in yrs)		Date of joining the Institution (FT/PT)	Gross total salary as on date with scale & Basic pay Jul 07
					a) Teaching	b) Industry		
PGP Retail Management in association with Pantaloon	Prof.Ramaswamy Iyengar	Associate Professor	M.Com (M.Phil) (Retail Mgmt.)	02.01.1947	16	34	01.04.2006 (FT)	Rs.39,116/- 12000-18300 Basic Rs.14,940/-
	Prof.Swapna Pradhan	Reader	MMS(Marketing), B.Com	20.10.1967	05	09	01.12.2004 (FT)	Rs.37,037/- 12000-18300 Basic Rs.14,100/-
	Prof.Natarajan Chandrashekhar	Professor	PGDM, M.Phil, MMM, B.Sc. (Mktg. & Retail)	16.12.1955	02	24	03.04.2006 (FT)	Rs.42,804/- 16400-22400 Basic Rs.16,400/-
	Prof.Shobha Rajakarne	Reader	PGDBA (Marketing), M.Sc. (Chem) (Marketing)	11.1.1970	03	06	01.07.2003 (FT)	Rs.33,919/- 12000-18300 Basic Rs.12,840/-
PGP Family Managed Business	Prof.(Ms.)Vanita Patel	Professor	MMS, B.Com. (Finance)	5.6.1964	09	06	01.01.2003 (FT)	Rs.46,145/- 16400-22400 Basic Rs. 18,200/-
MSc Bioinformatics	23. Dr.Mamta Jaiswal	Reader	MBBS, Masters Prog. in Bio- informatics	14.09.1968	01	08	14.03.2005	Rs.30,760/- 12000-18300 Basic Rs.12840/-
MSc Bioinformatics	Prof. Gouri A. Patil	Lecturer	M.Sc.	07.02.1975	2	3	13.01.2007 (FT)	Rs.22,942/- 8000-13500 Basic Rs.8825/-

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

Year	Discipline	Faculty Numbers			
		Available at start of year	Joined	Left	Promoted
2004-05	Basic Sciences including Humanities	--	--	--	-
	Professional Discipline	39	09	02	-
2005-06	Basic Sciences including Humanities	--	--	--	
	Professional Discipline	46	22	02	-
2006-07	Basic Sciences including Humanities	--	--	--	
	Professional Discipline	66	05	03	-

➤ **Profile of Director / Principal with qualifications, total experience, age and duration of employment at the institute concerned.**
[Encl. No. 1](#)

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

VI. FEE

- Details of fee, as approved by State Fee Committee, for the Institution. – **We have submitted our proposal to the Shikshan Shulka Samiti for fixation of fees and regularization of interim fee granted by Shikshan Shulka Samiti for the year 2006-07.**
- Time schedule for payment of fee for the entire programme. – **15 days**
- Fee waivers granted with amount and name of students.- [Encl.No.2](#)

- Number of scholarships offered by the institute with the name of students, duration and amount. **(Refer Encl.No.2)**
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	2007-08
2	PGDM (PGDBA) (FT)	2 yrs	180	1995	2007-08
3	PGDM – Ebiz (FT)	2 yrs	60	2007	2007-08
4	PGDM – RM (PT)	2 yrs	30	2007	2007-08
5	PGDM – FMB (PT)	2 yrs	30	2007	2007-08
6	MMM (PT)	3 yrs	90	1994	2007-08
7	MHRDM (MAM) (PT)	3 yrs	90	1994	2007-08
8	MFIM (PT)	3 yrs	60	2006	2007-08
9	MIM (PT)	3 yrs	60	2006	2007-08

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

[Encl.No.3](#)

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

2006-07 (7828)

2007-08 (9400)

VIII. ADMISSION PROCEDURE

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

We consider CAT, ATMA 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 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 - **Feb 28, 2007**
- Last date for submission of applications - **Feb 28, 2007**
- Dates for Group Discussion (GD) / Interviews-

<u>Venue</u>	<u>Dates of GD/PI</u>
Kolkata	17 June 2007
Banglore	17 June 2007
Delhi	8,9,10 June 2007
Mumbai	15,16,17 June 2007

- Dates for announcing final results – **14 July 2007**
- 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 then 15 days) – **24 July 2007**
- Last date for closing of admission – **July 2007**
- Starting of the Academic session - **31 July 2007**
- 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 upto 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	
Academic Performance	100
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 shortlisted 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.-
2006 - Final score (CAT/CET score + WE Marks + Academic Performance marks) ≥ 52/130
2007 - Final score (CAT/CET score + WE 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 and ATMA scores.

- Display marks scored in Test, GD, Interview etc. and in aggregate for all candidates who come for GD / Interview etc. – **No. of students - 4635**

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. [Encl.No.4](#)

XI. LIST OF APPLICANTS

- List of candidates whose application have been received alongwith percentile / percentage score for each of the qualifying examination in separate categories for open seats. List of candidates who have applied alongwith 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

<u>●</u> Attribute	<u>●</u> Marks to indicate weightage
<u>●</u> Team Work	<u>●</u> 10
<u>●</u> Leadership	<u>●</u> 10
<u>●</u> Communication Skills	<u>●</u> 20
<u>●</u> General Awareness	<u>●</u> 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 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) - **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. [\(Encl.No. 6\)](#)
- 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, categorywise. [\(Encl.No.8\)](#)
- List of the candidates who joined within the date vacancy position in each category before operation of waiting list. [\(Encl.No. 9\)](#)

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

Mandatory Disclosure by Institutions running PGDBA / PGDM / MBA programmes (2007-08)

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Date: 31.8.2007

**Prof.Dr.Uday Salunkhe
Director**