



**SOMAIYA**  
VIDYAVIHAR UNIVERSITY

K J Somaiya Institute of Management



# K J Somaiya Institute of Management

MBA Admission Brochure 2024 - 2026



Transforming, Together



## Somaiya Vidyavihar University

**Somaiya Vidyavihar University, Mumbai**, established in 1919, is a self-financed university recognized by the University Grants Commission (UGC).

With over 6 decades of rich experience in building and managing educational institutes, SVU is reputed as a University that provides everyone the space to embark on a transformational journey where an individual can explore new possibilities, pursue their passion and discover one's true potential.





# K J Somaiya Institute of Management



K J Somaiya Institute of Management was established in 1981 as part of Somaiya Vidyavihar (now a constituent institute of the Somaiya Vidyavihar University since August 2019) with the objective of providing state-of-the-art education in management and allied areas. The institute is consistently ranked among the top 25 Management Institutes and Top 10 private sector B-schools in India.

Over the past four decades, the Institute has evolved into a leading B-school offering sector-specific and employment-oriented management programmes. Apart from the regular programmes, the Institute offers customized and industry-specific certificate and executive development programmes for government bodies, companies, defense personnel, and NGOs.





## Director's Message

At K J Somaiya Institute of Management (KJSIM), a constituent institute of Somaiya Vidyavihar University, we believe that joining our business school is the beginning of a transformation journey for every student. Our purpose as a Business School is "Together we enable transformation journeys of individuals to value-based & purpose-driven leaders for building a better world".

In this transformational journey, we provide our students with holistic education that combines academic learning, practical industry exposure, and a strong emphasis on personal and professional development.

Our carefully crafted curriculum, is developed and delivered by experienced faculty members and industry experts. Various initiatives like deep reflective learning, experiential learning through capstone projects comprising of rural immersion, research thesis, working with SMEs, real-world live projects & industry internships, international immersions, along with mapping every student's competencies, makes them 'Day 1 ready' graduates. In addition, every student will have a progression plan based on their potential and performance. These initiatives coupled with our beautifully landscaped campus help students to develop their intellectual, emotional, physical, and spiritual quotients as they

work on individual and team assignments.

We have 80 full-time faculty members with exceptional academic excellence, complemented by more than 40 visiting faculty from industry to discuss practical implications of concepts and theories. In addition, we have 10% of our faculty as Professor of Practice with decades of industry experience. Along with classroom teaching, they help us leverage our Mumbai presence to collaborate with industry in multiple ways. Our faculty members act as mentors and partners in students' transformational journey.

I encourage aspirants to connect with our admissions team, current students, faculty and alumni to learn more about how they can be a part of this transformative journey together.



### **Raman Ramachandran, Ph.D**

Director - K J Somaiya Institute of Management  
Dean - Faculty of Management Studies,  
Somaiya Vidyavihar University



# K J Somaiya Institute of Management (KJSIM) Highlights



## The Legacy



Legacy of producing value based and purpose driven professionals for 40+ years

## Student Progression Plan



Student metamorphosis through self reflection, competency mapping and self discovery of true potential.

## Day 1 Ready Graduate



Facilitated through various initiatives like Ken & Economist, Careers & Conversations etc. the students will be facilitated to become day 1 ready graduates

## Locational Advantage



Mumbai paves the way to network with stalwarts from the corporate world.

## Lush Green Campus



Encourages hopes to bloom through a well balanced mind and spirit.

## Experienced Faculty



Enhance the learning spirit in the students.

## Global Alumni Base



14000+ Alums spread across 60+ countries.

## Merit Based Scholarships & Financial Aid



Merit Based Scholarships & Financial Aid is provided to deserving students.

## Active Student Life



A vibrant campus buzzing with several student activities, outstanding placement record over the years has been consistent.

## International Linkages



Through student exchange and immersion programmes with 17 countries.

## World-Class Sports Infrastructure



20+ Sports facilities available on campus for students



# Programmes In Focus



## MBA Programme

The MBA programme offers industry-relevant courses, interactive learning, case competitions, and corporate internships under expert faculty guidance and peer learning opportunities.

Using a collaborative, integrative, reflective and inquiry based learning approach several effective pedagogical tools are used to engage the students and to prepare them for a successful corporate career. The case study method, role playing exercises, simulations, numerical problem solving, technology integration, experiential learning and team-based activities are some of the teaching learning mechanisms used to achieve holistic learning and thus develop future leaders.

### MAJORS

Data Science and Analytics

Finance

Human Resources

Marketing

Operations Management

### DIFFERENTIATORS

Experiential learning -  
Capstone project, rural  
immersion, master thesis

Freedom to choose  
amongst a wide range of  
majors and minors.

Industry linkages

MasterClass by industry  
experts

Strong Alumni Base

TO KNOW MORE: [CLICK HERE](#)

\* The Institute reserves the rights to modify the list of Majors and Minors based on inputs from various stakeholders.



## Career Opportunities

The Career Opportunities at KJSIM are diverse and varied.

Information Technology

Management Consulting

Retail Banking

Insights and Solutions

Research & Consulting

Analytics

Enterprise Sales

Healthcare

Banking and Financial Services

Financial Analysis

FMCG

## Student Testimonials

### Sakshi Jain (MBA Batch 2022-2024)

Being a student at K J Somaiya Institute of Management, specializing in marketing, has been a transformative journey. It has not only broadened my horizons but also finely tuned my ability to thrive in the constantly changing marketing landscape. The faculty here brings a wealth of experience and expertise to the classroom. The MBA programme provided me with a solid foundation in marketing principles and exposed me to real-world applications through case study competitions, internships, and live projects. This nurturing environment, complemented by an innovative curriculum, has furnished me with essential skills and invaluable insights.



### Vatsal Sachde (MBA Batch 2022-2024)

As a Finance major student, I couldn't be more grateful to be a part of K J Somaiya Institute of Management. The plethora of knowledge we are exposed to in class by our world-class faculty, coupled with live projects that provide experiential learning provides boundless opportunities for growth. Attending workshops arranged by the college and visiting top corporates and banks to get the lay of the land has been truly invaluable. I would highly recommend K J Somaiya Institute of Management to anyone aspiring to become a successful finance professional.



## Few Recruiters





# Programmes In Focus



K J Somaiya Institute of Management offers an MBA in Healthcare Management, meeting the growing demand for skilled professionals in the healthcare sector. The program, in collaboration with K J Somaiya Hospital and Research Centre, combines technology, management, and hands-on experience. It's a two-year program with a unique pedagogy based on Harvard Business Case Studies, simulations, design thinking, experiential learning at healthcare facilities, and internships in healthcare organizations.

## MAJORS

- Fundamentals of Health Economics
- Health Insurance and Financing
- Pharma and Biotech Management
- Hospital Administration
- Healthcare in Rural Markets
- Digital Marketing in Healthcare
- Demographics Analysis & Policy for Healthcare
- Medical Tourism
- Advanced Analytics in Healthcare Using R and Python
- New Product and Business Development in Healthcare
- Epidemiology
- Medico-legal Environment

## DIFFERENTIATORS

- Holistic Coverage Of Healthcare Sector by balancing social science, medical science, management and technology.
- Collaboration With K J Somaiya Hospital and Research Centre strengthens the learning through capstone projects
- Opportunity For International Immersion Programs-The students will have a very good opportunity to do a two week immersion programme in association with NAPC, UK
- Emphasis On Experiential Learning - The students get opportunity to do research and analysis with social and public health organisations in association with Hospital, Technology Startups, Social and Public Health Organizations



## Career Opportunities

Financial Management in Healthcare

Hospital Administration

Medical Devices Marketing

Health Information System

Banking and Financial Services

Patient Care & Support Management

HR in Healthcare Sector

Health Insurance

Digital Marketing of Healthcare

Consultancy in Healthcare

Diagnostics Management

Data Analytics in Healthcare

New Business Development  
in Healthcare

## Student Testimonials

**Prerana Shivaprasad** (MBA - HCM - Batch 2022-2024)

"My time at K J Somaiya Institute of Management has been nothing short of impactful. The MBA in Healthcare Management course provided ample opportunities for networking, enabling me to connect with professionals and alumni who were instrumental in shaping my career path. Various workshops, seminars, and guest lectures by industry leaders allowed me to stay updated with the latest trends in healthcare management, ultimately culminating in a fulfilling career opportunity as a Core Research and Insights Analyst at Deloitte."



**Arpita Sharma** (MBA - HCM - Batch 2022-2024)

"My transformational journey from being a dentist to becoming a Human Capital Analyst at Deloitte while pursuing an MBA in Healthcare Management is nothing short of incredible. I started with little knowledge and now I am well-versed in management jargon and practices. This achievement is a testament to the program's exceptional curriculum, which not only provides valuable live exposure through industry visits but also features engaging courses led by experienced faculty members and industry experts, making this experience truly exceptional."



## Few Recruiters





# Programmes In Focus



K J Somaiya Institute of Management and Somaiya Sports Academy jointly offer the MBA Sports Management program in Mumbai. Our campus, equipped with world-class sports facilities managed by SSA, provides a unique experiential learning environment. Our pedagogical motto- "Learn Act Strike," integrates classroom lectures, case studies, and project work with hands-on experience through internships, volunteering, and live projects. This comprehensive approach equips students for successful placements in the sports industry.

## MAJORS

- Sports Development and Governance
- Sports Project Management
- Sports Media Management
- Sports Operations and Supply Chain Management
- Sports Marketing and Sponsorship
- Public Relations and Sports Journalism
- Sports Analytics Management
- Sports Events and Facilities Management

## DIFFERENTIATORS

**Tutorial Based Learning:** through simulation, industry visits, volunteering at mega events, online and offline live projects, and research assignments.

**Industry Tie-ups:** strategic MOUs with sporting companies

**Visiting Faculty:** International and Indian faculty members having extensive experience in the sporting industry.

**Master class series:** involves sessions from renowned personalities of the sporting industry.



## Career Opportunities

Sports Journalism & Broadcasting

Marketing & Communications

Sports Management

Retail & Merchandising

Technology & Innovation

Event Management

Legal & Compliance

Sports Analytics

## Student Testimonials

**Scott Moraes** (MBA - SM - Batch 2023-2025)

The Management of K J Somaiya is super passionate and ever willing to support athletes to follow their dreams and a quality education in the form of MBA - Sports Management programme. The adaptability and uniqueness are second to none.



**Megha Jain** (MBA - SM - Batch 2023-2025)

Excellent faculty expertise. They know well about their subject and the curriculum relevance is at the highest peak. Everything that is being thought of is very precise and informative, everything related to the sports industry.



## Few Recruiters



# International Immersion & Tie-ups

K J Somaiya Institute of Management has collaboration agreements with Top International Universities and B School in 17 Countries for opportunities like

- Semester Exchange
- Immersion Programmes
- International Research

## USA



New Jersey City University



New York University



Saint Martin's University



University of San Diego



Harrisburg University of Science and Technology



## Belgium

University College Leuven Limburg



## UK

Aston University



Coventry University



## Germany

Daule Hochschule Baden-Württemberg



THI Business School, Ingolstadt



Osnabruck University



## Austria

IMC University of Applied Sciences Krens



## France

University of Technology of Troyes



## Kenya

United States International University



## Australia

Curtin University



## China

Renmin University of China



Yunnan University



Beijing Foreign Studies University



# Fee Structure

## MBA / MBA Healthcare Management Fees for Batch 2024-26



Particulars	MBA I Year	MBA II Year
Tuition Fees	₹ 8,31,168/-	₹ 8,97,661/-
Development Fees	₹ 1,66,234/-	₹ 1,79,533/-
Caution Money Deposit (Refundable)	₹ 10,000/-	-
Alumni Association Fees	-	₹ 2,500/-
<b>Total</b>	<b>₹ 10,07,402/-</b>	<b>₹ 10,79,694/-</b>

## MBA Sports Management Fees for Batch 2024-26



Particulars	MBA I Year	MBA II Year
Tuition Fees	₹ 5,25,000/-	₹ 5,67,000/-
Development Fees	₹ 1,05,000/-	₹ 1,13,400/-
Caution Money Deposit (Refundable)	₹ 10,000/-	-
Alumni Association Fees	-	₹ 2,500/-
<b>Total</b>	<b>₹ 6,40,000/-</b>	<b>₹ 6,82,900/-</b>



# Admission Process



## CAT/XAT/GMAT/NMAT/CMAT

Candidates can appear for CAT 2023/  
XAT 2024/GMAT\* /NMAT\*\* & CMAT 2024.

\* GMAT scores valid from 1<sup>st</sup> January  
2021 to 18<sup>th</sup> January 2024

\*\* NMAT (Only 1<sup>st</sup> attempt will be considered)



## SHORTLISTING FOR GD-PI

Candidates will be shortlisted on the  
basis of the entrance test score.

(MBA -Healthcare Management and Sports  
Management – Students also require filling  
the Statement of Purpose (SOP) if shortlisted)



## FINAL ADMISSION \*\*

Candidates can login to the  
admission portal to view the status  
of their application.

Candidates will be offered the  
programme based on their result,  
preference, and the availability of seats.

Step  
1



## APPLICATION FORM FILLING

Candidate needs to visit the KJSIM  
website and fill the application  
form before the deadline to be  
eligible for the further process.

[\(https://apply.somaiya.edu/\)](https://apply.somaiya.edu/)

Step  
3



## GD-PI PROCESS

Group Discussion and Personal  
in-depth interview will be  
conducted in different cities  
across India.

Step  
4

Step  
5

Note:

\*Candidates applying through NMAT & GMAT are required to select K J Somaiya Institute of Management as one of the institutes for sending their scores in NMAT & GMAT application forms/portal respectively.

For NMAT, the scores of only the first attempt of the students will be considered.

GMAT scores are valid for 3 years (from 1st January 2021 to 18th January 2024)

# Eligibility Criteria



## MBA / MBA Healthcare Management

The eligibility to apply to apply for the MBA programme at K J Somaiya Institute of Management is as follows:

- Minimum 50% aggregate in your graduation from recognized university
- Qualifying scores of CAT / XAT / GMAT\* / NMAT (Only 1st attempt will be considered) / CMAT.

\* GMAT scores valid from 1st January 2021 to 18th January 2024



## MBA Sports Management

The eligibility to apply to apply for the MBA programme at K J Somaiya Institute of Management is as follows:

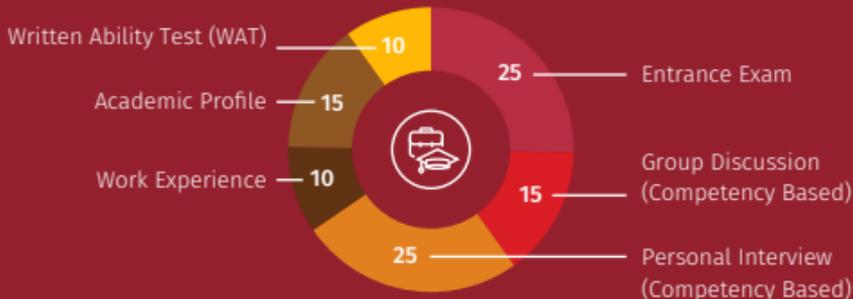
- Minimum 50% aggregate in your graduation from recognized university
- Qualifying scores of CAT / XAT / GMAT\* / NMAT (Only 1st attempt will be considered) / CMAT / MAT / ATMA / PERA CET / CUET

\* GMAT scores valid from 1st January 2021 to 18th January 2024

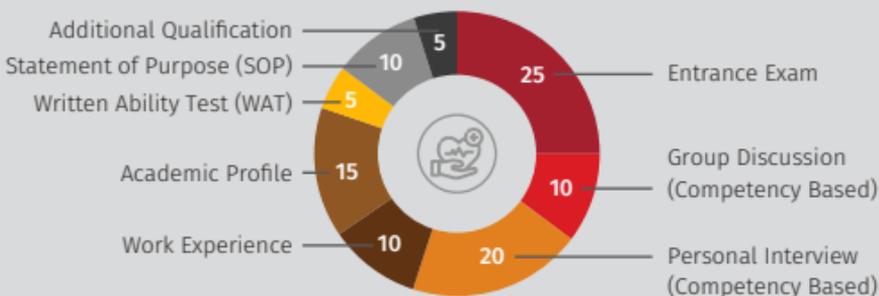


# Selection Process

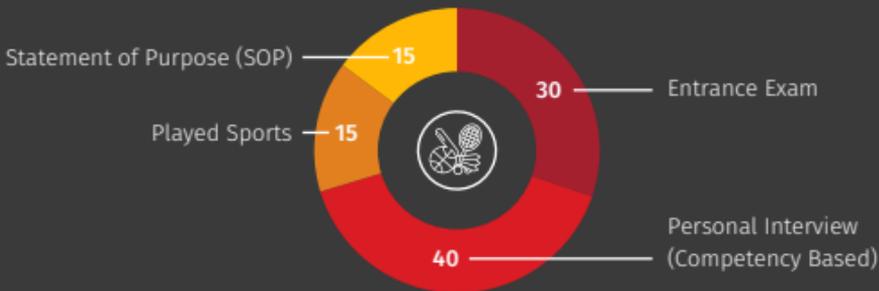
## MBA



## MBA HEALTHCARE MANAGEMENT



## MBA SPORTS MANAGEMENT

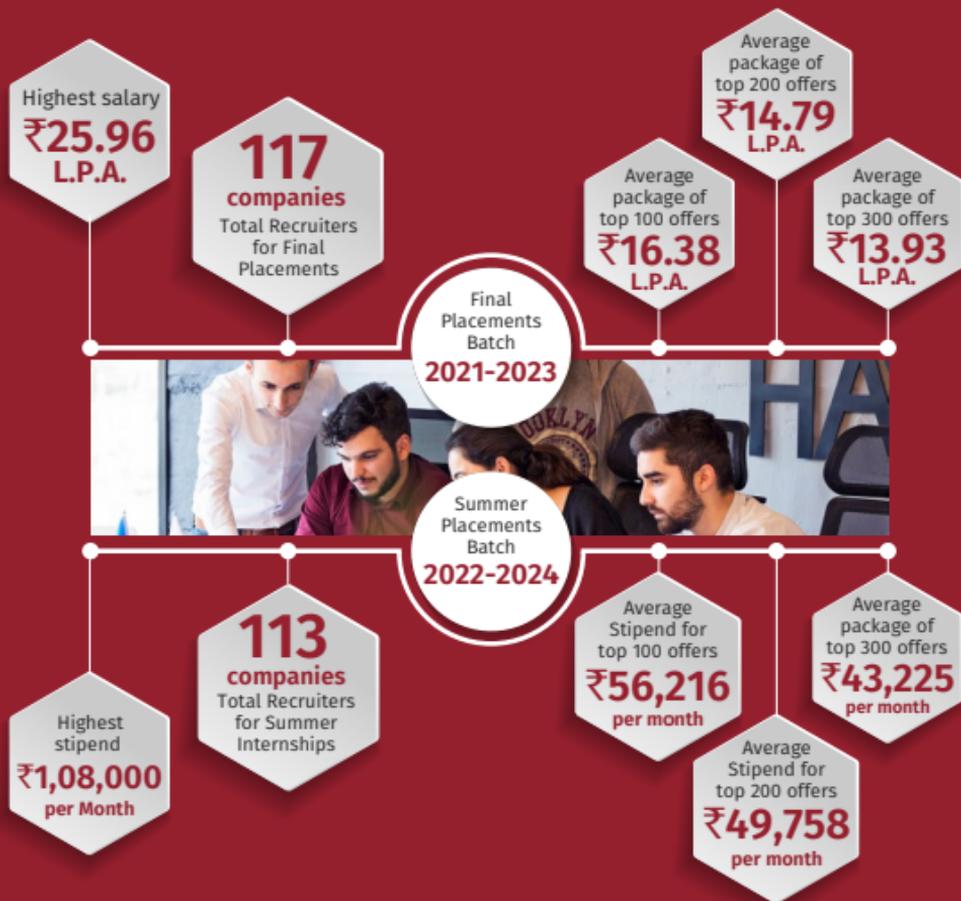


- Profile based selection for MBA-HCM and MBA-SM programmes
- \*The Institute reserves the right to change the selection parameter

### APPLICATION FEES:

- MBA and MBA - Healthcare Management Programme Application form fee is ₹3000 + Applicable charges (Non-Refundable)
- For MBA – Sports Management Programme Application form fee is ₹1,000 + Applicable charges (Non-Refundable)
- To Apply Online: <https://apply.somaiya.edu/>

# Placements & Internship



## Some of our Regular Recruiters



## Illustrious Alumni

**Sunil Kumar**

1985

Founder - Assyst, USA

**Harsh Bhosale**

1986

Chief People Officer - Nayara Energy

**Shyam Motwani**

1986

EVP & Business Head (Locking Solutions & Systems) - Godrej & Boyce

**Vivek Nayer**

1987

Former CMO - Group Corporate Brand Mahindra & Mahindra

**Ashutosh Khanna**

1988

Partner - Heidrick & Struggles

**Lloyd Mathias**

1988

Business Strategist and Angel Investor

**Lata Pillai**

1988

MD & Head - Capital Markets - JLL

**Jamnadas Majethia**

1989

Founder, Actor, Director & Producer HatsOff Productions

**Hiten Ghelani**

1990

CEO - Mahindra Marine

**Ajay Kapur**

1991

CEO - Cement Business - Adani Group

**Aslam Karmali**

1991

Vertical Head - Retail & Service Eureka Forbes

**Madhusudan Kela**

1991

Proprietor - MK Ventures

**Sanjay Shah**

1992

Former Country Head - India & MD Morgan Stanley

**Shankarnarayanan Sethuraman**

1992

Senior Managing Director Accenture

**Puneet Gupta**

1993

Managing Director - Franke Faber India

**Anupam Dikshit**

1993

Chief Marketing Officer Aditya Birla Yarn, Indonesia

## Illustrious Alumni

**Apoorva Mehrotra**

1994

Regional CEO - Airtel Africa

**Jaishankar Srinivasan**

1994

MD & Group COO  
Deutsche Bank, Singapore

**Kamlesh Dangi**

1995

Group Head - HR  
InCred Financial Services

**Prakash Nair**

1996

President & Head of Office  
Ogilvy North

**Shreeram Sethuraman**

1996

Managing Director - BNP Paribas

**Ritu Gupta**

1996

Global Marketing Director - Dell India

**Kulvinder Ahluwalia**

1996

CEO - FCB Ulka

**Gaurang Desai**

1996

MD - Strategy - Equiti, UAE

**Praveen Jaipuria**

1997

CEO - Continental Coffee

**Vikram Bhatt**

1997

Founder & Director  
Enrich Salons & Academy

**Sony Nichani**

1997

CEO - Publicis Groupe Indonesia

**Rishi Srivastava**

1997

CEO - AIA, Hong Kong

**Sajiv Nath**

1998

CEO - South Asia - Yokogawa

**Shailendra Shukla**

1999

MD - Vehicle Group  
Eaton Industrial Systems

**Sanjay Podder**

2000

MD & Global Lead - Technology  
Sustainability Innovation - Accenture

**Sudhir Shenoy**

2000

Senior Vice President  
Equate Petrochemical, Kuwait



## Merit Based Scholarship

Merit Based scholarships are offered to the candidates who have demonstrated academic excellence with other significant achievements in either sports, arts, community service or any other achievement as evidence of the students outstanding capability.

**Number of scholarships: 5 (100% Tuition fee waiver)**

### Eligibility:

- Students must be a resident of India and below 30 years of age.
- Students must have an excellent academic record (10th, 12th & Graduation) and good score in qualifying examinations.
- Achievements at the State, National level or International level in Sports, Arts and Community service or other significant achievements.

Apart from Financial Aid & Merit Based scholarship, the university also provides other scholarships.

**TO KNOW MORE:** [CLICK HERE](#)

## Financial Aid

Financial Aid will be awarded to the selected applicants in the range of 10% to 80% of the tuition fees based on the evaluation process. Financial Aid awarded will be applicable for the entire duration of the programme.

The decision of the Financial Aid Selection Committee will be final and cannot be challenged under any circumstance.

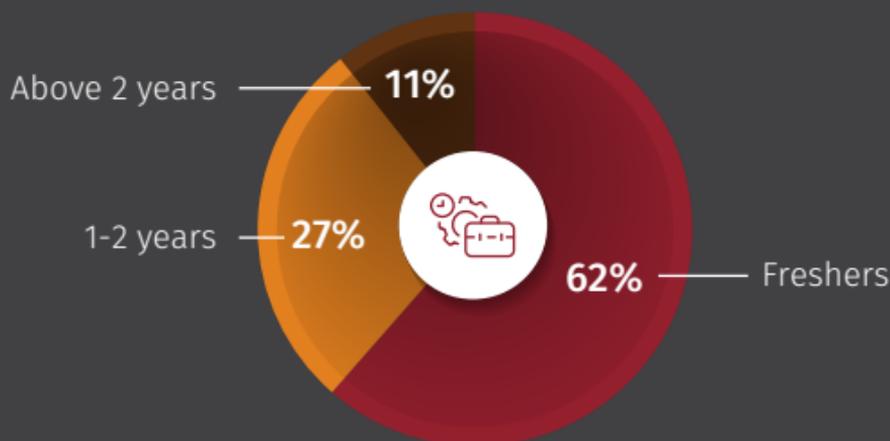
### Eligibility Criteria (Anyone)

- Family income of less than ₹8,00,000.00 per annum.
- People with Disabilities (PwD)
- Wards of defense personnel disabled or deceased in the line of duty.

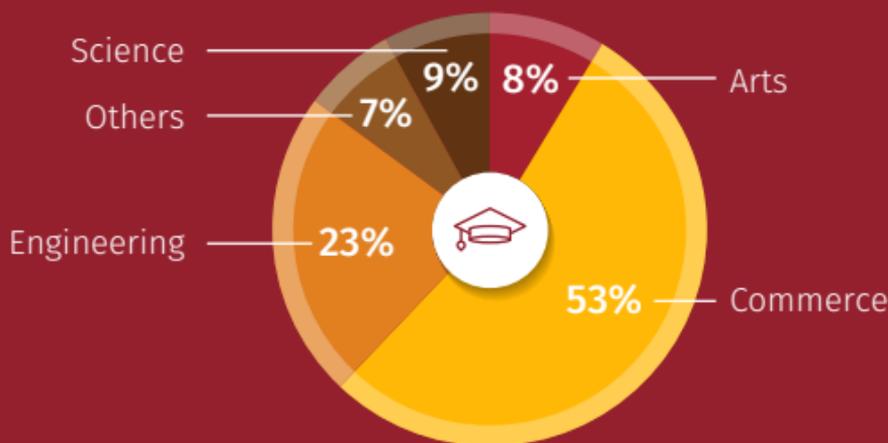
**TO KNOW MORE:** [CLICK HERE](#)

# Class Profile of MBA 2022-2024

## Work Experience



## Discipline Diversity



## Gender Ratio



**61.41%**  
Male



**38.59%**  
Female

# LIFE @ CAMPUS

Academics at K J Somaiya Institute of Management has always been supplemented by student activities. The students join various committees and undergo experiential learning through extra-curricular activities.



AUDITORIUM



CANTEEN



LIBRARY



GYMNASIUM



CLASSROOM



MEDICAL FACILITY



READING ROOM



HOSTEL



SPORTS FACILITY



TAGORE AMPHITHEATRE

# Important Dates

Last date of submission of application form

**18<sup>th</sup>**  
**January**  
**2024**

Uploading of Document (online)

Slot Selection for Group Discussion and Personal Interview

Uploading of Candidate Profile

**5<sup>th</sup> To 12<sup>th</sup>**  
**February**  
**2024**

Offer Letters

**1<sup>st</sup>**  
**April 2024**  
**onwards**

Commencement of Induction Programme

**20<sup>th</sup> To 28<sup>th</sup>**  
**June 2024**

Shortlisting of candidates for GD-PI

**5<sup>th</sup>**  
**February**  
**2024**

Profile based shortlisting (For MBA-HCM and MBA-SM)

**23<sup>rd</sup>**  
**February**  
**To**  
**10<sup>th</sup>**  
**March**  
**2024**

Group Discussion (GD) and Personal Interview (PI).

**19<sup>th</sup>**  
**June**  
**2024**

Inauguration of programme (Tentative)

**1<sup>st</sup>**  
**July**  
**2024**

Programme Commencement

**Note:** This schedule is indicative in nature for all stakeholders (including aspirants) to plan their activities. The institute reserves the right to change or modify the schedule.



## Contact Us:

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