



Department of Commerce
Faculty of Commerce and Business
Delhi School of Economics
University of Delhi
DELHI - 110007



25
YEARS
OF EXCELLENCE

COMMERCE

MBA
IB & HRD

ADMISSION
2022-24



ABOUT THE DEPARTMENT

VISION

To emerge as a centre of excellence and provide leadership in the field of commerce and business education and research.

MISSION

To develop knowledge, skills, attitudes and values through dynamic and interactive methods of learning and grooming students into highly competent professional managers capable of shaping management practices in future.

Department of Commerce, Faculty of Commerce and Business, Delhi School of Economics, University of Delhi, traces its origins back to December 1967, when it was established as a separate entity. Since its inception, the department has imbibed the DSE tradition of exploring new frontiers of knowledge and innovation in academics. In its history spanning over three decades, it has redefined commerce education in the country. The Department prides itself of being a premier education and research institute in the discipline of Business and Commerce in the country. The rapid growth of the Department of Commerce is reflected in its expansion as well as novelty in its academic programmes. In 1995, keeping up with the needs of the industry, the Department of Commerce introduced two postgraduate professional courses called, Master of Human Resource and Organisational Development (MHROD) and Master of International Business (MIB). In a very short span, these courses carved a niche for themselves in the market. Later, from 2014, both of these courses were rechristened as – Master of Business Administration – Human Resource Development and Master of Business Administration – International Business

MESSAGE FROM VICE CHANCELLOR



The Department of Commerce, through its MBA programs, strives to provide this understanding by exposing the students to the latest course curriculum as well as a variety of activities that makes them stay abreast of developments happening around them. In the ever-changing dynamics of the global economy and the increasing interdependence across countries, the key to driving business is knowledge, innovation and adaptability. In this scenario, a deeper understanding of various domains of business management becomes imperative to sustain and thrive in the market. The diversity of the students with varied backgrounds such as Engineering, Architecture, Commerce, and Sciences help the students to learn from each other. By developing an analytical approach towards problem solving, the students are equipped to become astute decision makers. Over the years, the students of the Department have achieved senior positions in many national and international organizations as business analysts, financial planners, economic policymakers, academicians, and management consultants. As a result, the Department has been able to create a niche for itself in the industry and is able to attract among the best students to the course. I extend my best wishes to the Department for their upcoming admission process and to the students for their endeavours.

Best Wishes
Professor Yogesh Singh
Vice Chancellor
University of Delhi

MESSAGE FROM HEAD & DEAN



I am delighted to introduce you the Department of Commerce which offers two professional courses MBA (HRD) and MBA (IB) along with its flagship course Master of Commerce, in addition to the research programs M.Phil. and Ph.D. With over 1100 postgraduate and research students, Department of Commerce is one of the most vibrant departments of the University of Delhi and is a premier centre of learning in the field of Business and Commerce in the country.

The two-master level professional courses MBA (Human Resource Development), and MBA (International Business) erstwhile known as Master of Human Resource and Organizational Development (MHROD), and Master of International Business (MIB) are catering to the needs of industry and society since approximately three decades. Both programs have been well received by prospective managers as well as by corporate recruiters. The two courses offer knowledge in the related areas of study and cater to changing demands of the business. The capable and competent faculty nourishes the students to make them good managers to face challenges of the globalized world.

Carrying the rich legacy of one of the oldest departments in India, I feel proud to mention that we have a strong alumni base across various sectors including corporate, education, government, etc. If you choose to come here, you will discover one of the most stimulating, intellectual and cultural environments in the Delhi School of Economics complex making it a vibrant place for learning.

I look forward to welcome you to the Department of Commerce at DSE to have a fruitful stay and a strong bonding and association.

I wish you all success in life.

Best Wishes
Prof. R.K. Singh
Head & Dean
Department of Commerce
Faculty of Commerce and Business

ADVISORY BOARD

Dean

Faculty of Commerce & Business – Ex Officio
University of Delhi

MBA HRD – Course Coordinator

Department of Commerce – Ex Officio
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MBA IB - Course Coordinator

Department of Commerce – Ex Officio
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Chief Human Resources Officer
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Partners

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Faculty
IIM Amritsar

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SELECTION PROCEDURE

The admission to MBA (HRD) and MBA (IB) courses is done through two layered process including:

1. Eligibility criteria
2. Final admission selection criteria

Weightages for the final admission selection criteria are as follows:

Selection Criteria	Weightage	Remarks
CAT Score	80%	CAT Score is to be computed using the following method: $\text{Overall Scaled Score Obtained} / \text{Maximum Score} * 100$
Marks obtained in Class X (All Subjects)	10%	If marks are optioned in CGPA/ SGPA, the same should be converted into equivalent percentage of marks. The onus of providing the documentary proof of conversion lies with the candidate.
Marks obtained in Class XII (All Subjects)	10%	If marks are optioned in CGPA/ SGPA, the same should be converted into equivalent percentage of marks. The onus of providing the documentary proof of conversion lies with the candidate.

The following grading system is used for the marks obtained in class X and XII.

GRADING SYSTEM ADOPTED FOR MARKS :

95% and More	10
90% and more but less than 95%	9
85% and more but less than 90%	8
80% and more but less than 85%	7
75% and more but less than 80%	6
70% and more but less than 75%	5
65% and more but less than 70%	4
60% and more but less than 65%	3
55% and more but less than 60%	2
50% and more but less than 55%	1
Less than 50%	0

The candidate has to apply separately to IIMs for CAT 2021 and to the Department for the above programmes.

SELECTION PROCEDURE

Applicants can register themselves online for admission to MBA programs (HRD and IB) through our website i.e. www.commerce.du.ac.in

The candidate would be required to provide preference towards the courses i.e. MBA (HRD) and MBA (IB) while filling up the online application form. **The course preference cannot be changed at subsequent stages.** The same shall be used at the time of declaring the merit list of candidates after incorporating the entire components i.e. CAT score and marks obtained in class X and class XII.

Based on merit and preference of candidates, merit list and waiting list shall be prepared course-wise for inviting candidates for calling in counseling, if any.

The application fee for MBA (HRD) and MBA (IB) courses is:-
INR 2000/- for General/CW/OBC
INR 1000/- for SC/ST/EWS/PwBD.

Online application begins: 22nd November, 2021
Last date for online application: 03rd January, 2022

SELECTION PROCEDURE

SEATS*

CATEGORY	MBA (IB)	MBA (HRD)
Unreserved	31	31
OBC	21	21
SC	12	12
ST	6	6
EWS	8	8
CW	4	4
PwBD	4	4
Foreign Students	4	4
Total	90	90

*As per University rules, the seats for PwBD, CW, and foreign students (FS) categories are supernumerary.

*The reservation rules shall be applicable as announced by University of Delhi from time to time.

*Number of seats may vary depending upon the rules and regulations of University of Delhi.

ELIGIBILITY FOR ADMISSION

INDIAN STUDENTS

Passed Bachelor's Degree examination of the University of Delhi or an examination recognized as equivalent thereto in any discipline, with minimum 50% marks in aggregate or equivalent thereto in the grading system. Relaxation in eligibility for students of reserved category would be as per university rules.

Appeared for CAT 2021 conducted by Indian Institute of Management(IIMs).

Note: Candidates appearing in the final year examination of Bachelor's Degree are eligible to apply. However, selected candidates will be eligible for admission only when they submit the result meeting the minimum eligibility criteria at the time of admission.

FOREIGN STUDENTS

All foreign applicants, including those who have completed their schooling from an Indian Board may be treated as Foreign Students for the purpose of their registration / admission in various Departments and Colleges of the University and they may be considered for admission under 5% quota prescribed for the foreign students. The foreign applicants seeking admission to Postgraduate Programmes should apply online through Foreign Students' Registry Portal <http://fsr.du.ac.in> and can contact the Deputy Dean (Foreign Students' Registry), Conference Centre, University of Delhi- 110007 for further details.

Email: fsradmissions@du.ac.in

Phone No. +91-11-27666756

Website: www.fsr.du.ac.in

Eligibility conditions for Foreign Nationals for admission to MBA(HRD/IB) course:

- Foreign Nationals needs to secure GMAT score of 650.
- Foreign Nationals with Indian or foreign degrees, but who are not currently staying in India, need to apply via the respective Consulate/Embassy with a mandatory minimum GMAT Score of 650.
- Such candidate should have fellowship from their country of origin and/or recognized international agencies.
- Foreign Nationals with foreign degrees are required to submit both GMAT as well as TOEFL scores.

RESERVATION

The reservation policy related to admissions will be followed as per the University of Delhi rules.

Reservation of Seats for Schedule Caste (SC) / Tribe (ST) Applicants

The minimum eligibility requirement for the SC / ST applicants shall be the minimum pass marks of the concerned qualifying examination of the University of Delhi. In the case of SC/ST applicants who have passed the last qualifying examination from other Universities, they should have secured at least the same percentage of pass marks at the qualifying examination as prescribed for the equivalent examination of the University of Delhi for the purpose of admission to the postgraduate programme of this University. The certificate for OBC / EWS / SC / ST issued by the following are accepted:-

- (a) District Magistrate / Additional District Magistrate / Collector / Deputy Commissioner / Additional Deputy Commissioner / Deputy Collector / 1st class Stipendiary Magistrate / City Magistrate / Sub-Divisional Magistrate / Taluka Magistrate / Executive Magistrate / Extra Assistant Commissioner.
- (b) Chief Presidency Magistrate / Additional Chief Presidency Magistrate / Presidency Magistrate.
- (c) Revenue Officer not below the rank of Tehsildar.
- (d) Sub-Divisional Officer of the area where the Applicant and/or his family normally resides.
- (e) Administrator / Secretary to the Administrator / Development Officer (Lakshadweep Islands).

The seats reserved for the SC / ST shall be filled by the SC / ST candidates only. However, in the case of non-availability of the eligible candidates the reserved seats may be interchanged between the SC & ST. If any seat still remains unfilled, the same shall be left vacant.

Change of category is not permissible at subsequent stages.

Candidates seeking admission under EWS / SC / ST / OBC category should have certificates in their own name only. University of Delhi rules will be applicable for ascertaining eligibility of category certificate.

RESERVATION

Reservation of Seats for Other Backward Classes (Non-Creamy layer, Central List)

As per communication received by the University from the UGC, the OBC status is to be determined on the basis of the Central list of OBC's notified by the Ministry of Social Justice & Empowerment on the recommendations of the National Commission for Backward Classes available at the website of the commission (<http://ncbc.nic.in/backwardclasses/index.html>).

The documents in evidence of the OBC Non-Creamy Layer status, issued by Competent Authority, are required to be submitted by the students at the time of admission.

The certificate must mention non-creamy layer status of the applicant (Non-creamy layer status issued by an authority mentioned in DOPT Office Memorandum no. 36012/22/93- Estd. (SCT) dated 15.11.1993). If the applicants do not have the OBC non-creamy layer certificate of the financial year 2021-22 at the time of upload, the applicant may upload old OBC non-creamy layer certificate/acknowledgement slip of OBC non-creamy layer certificate application. However, at the time of admission, the applicant will have to produce the OBC non-creamy layer certificate of the financial year 2021-22.

Note: The merit list for the unreserved (UR) category seats will comprise of all the applicants in the order of merit. No one will be excluded from the same. In other words, it will also include SC / ST / OBC / EWS applicants, if they come in unreserved merit. The applicant cannot be excluded from the unreserved category merit list just because the applicant belongs to SC /ST / OBC / EWS. Such an applicant is entitled to be considered under the unreserved category as well as under the reserved category. Admission to unreserved category seats will be strictly in the order of merit without excluding SC / ST / OBC / EWS applicants.

RESERVATION

Reservation for Economically Weaker Sections (EWSs) Applicants-The rules of University of Delhi would be applicable

Annexure III	
Government of _____ (Name & Address of the authority issuing the certificate)	
INCOME & ASSET CERTIFICATE TO BE PRODUCED BY ECONOMICALLY WEAKER SECTIONS (EWS)	
Certificate No. _____	Date: _____
VALID FOR THE YEAR _____	
This is to certify that Shri / Smt./ Kumari _____ son/daughter/wife of _____ permanent resident of _____, Village/Street _____ Post Office _____ District _____ _____ in the State/Union Territory _____ Pin Code _____ whose photograph is attested below belongs to Economically Weaker Sections, since the gross annual income* of his/her "family"*** is below Rs. 8 lakh (Rupees Eight Lakh only) for the financial year _____. His/her family does not own or possess any of the following assets***:	
I. 5 acres of agricultural land and above; II. Residential flat of 1000 sq. ft. and above; III. Residential plot of 100 sq. yards and above in notified municipalities; IV. Residential plot of 200 sq. yards and above in. areas other than the notified municipalities.	
2. Shri/Smt./Kumari _____ belongs to the caste which is not recognized as a Scheduled Caste, Scheduled Tribe and Other Backward Classes (Central List).	
Recent Passport size Attested Photograph of the Applicant	Signature with seal of Office _____ Name _____ Designation _____

RESERVATION

Supernumerary seats -

Persons with Benchmark Disabilities (PwBD)

As per the provisions of Rights of Persons with Disabilities Act, 2016, not less than 5% seats are reserved for Persons with Benchmark Disabilities. As per the said Act, a "person with benchmark disability means a person with not less than forty percent of a specified disability where specified disability has not been defined in measurable terms and includes a person with disability where specified disability has been defined in measurable terms, as certified by the certifying authority". It may be noted that the erstwhile Persons with Disabilities (Equal Opportunities, Protection of Rights and Full Participation) Act, 1995 (No.1 of 1996), under which reservation for Persons with Disabilities in admissions was provided earlier has now been repealed.

- The PwBD applicants shall be given a relaxation in the Minimum Eligibility in the Qualifying Examination to the extent of 5%.
- Relaxation in marks in Entrance Test (if applicable) will be provided till such point / level that all the seats earmarked as reserved / available as reserved in a particular course, are filled up or all the applicants with benchmark disabilities eligible for obtaining admission in a particular course, have been accommodated, whichever is earlier.
- The reservation for persons with benchmark disabilities upto PG level will be on Supernumerary seats.

Persons with benchmark disabilities falling within any of the following specified categories of disabilities as mentioned in the Schedule to the Rights of Persons with Disabilities Act, 2016 [See Clause (zc) of Section 2 of the said Act] are eligible to get the benefit of the said reservation:

I. Physical disability

A. Locomotor disability—

1. Locomotor disability (a person's inability to execute distinctive activities associated with movement of self and objects resulting from affliction of musculoskeletal or nervous system or both), including—

2. "leprosy cured person" means a person who has been cured of leprosy but is suffering from—

(i) loss of sensation in hands or feet as well as loss of sensation and paresis in the eye and eye-lid but with no manifestation of deformity;

RESERVATION

- (ii) manifest deformity and paresis but having sufficient mobility in their hands and feet to enable them to engage in normal economic activity;
- (iii) extreme physical deformity as well as advanced age which prevents him/her from undertaking any gainful occupation, and the expression "leprosy cured" shall construed accordingly;
- 3. "cerebral palsy" means a Group of non-progressive neurological condition affecting body movements and muscle coordination, caused by damage to one or more specific areas of the brain, usually occurring before, during or shortly after birth;
- 4. "dwarfism" means a medical or genetic condition resulting in an adult height of 4 feet 10 inches (147 centimeters) or less;
- 5. "muscular dystrophy" means a group of hereditary genetic muscle disease that weakens the muscles that move the human body and persons with multiple dystrophy have incorrect and missing information in their genes, which prevents them from making the proteins they need for healthy muscles. It is characterised by progressive skeletal muscle weakness, defects in muscle proteins, and the death of muscle cells and tissue;
- 6. "acid attack victims" means a person disfigured due to violent assaults by throwing of acid or similar corrosive substance.

B. Visual impairment—

- 7. "blindness" means a condition where a person has any of the following conditions, after best correction—
 - (i) total absence of sight; or
 - (ii) visual acuity less than 3/60 or less than 10/200 (Snellen) in the better eye with best possible correction; or
 - (iii) limitation of the field of vision subtending an angle of less than 10 degree.
- 8. "low-vision" means a condition where a person has any of the following conditions, namely:
 - (i) visual acuity not exceeding 6/18 or less than 20/60 upto 3/60 or upto 10/200 (Snellen) in the better eye with best possible corrections; or
 - (ii) limitation of the field of vision subtending an angle of less than 40 degree up to 10 degree.

C. Hearing impairment—

- 9. "deaf" means persons having 70 DB hearing loss in speech frequencies in both ears;
- 10. "hard of hearing" means person having 60 DB to 70 DB hearing loss in speech frequencies in both ears;
- 11. "Speech and language disability" means a permanent disability arising out of conditions such as laryngectomy or aphasia affecting one or more components of speech and language due to organic or neurological causes.

RESERVATION

II. Intellectual disability

A condition characterized by significant limitation both in intellectual functioning (reasoning, learning, problem solving) and in adaptive behaviour which covers a range of every day, social and practical skills, including—

1. "specific learning disabilities" means a heterogeneous group of conditions wherein there is a deficit in processing language, spoken or written, that may manifest itself as a difficulty to comprehend, speak, read, write, spell, or to do mathematical calculations and includes such conditions as perceptual disabilities, dyslexia, dysgraphia, dyscalculia, dyspraxia and developmental aphasia;
2. "autism spectrum disorder" means a neuro-developmental condition typically appearing in the first three years of life that significantly affects a person's ability to communicate, understand relationships and relate to others, and is frequently associated with unusual or stereotypical rituals or behaviours.

III. Mental behaviour:

"Mental illness" means a substantial disorder of thinking, mood, perception, orientation or memory that grossly impairs judgment, behaviour, capacity to recognize reality or ability to meet the ordinary demands of life, but does not include retardation which is a condition of arrested or incomplete development of mind of a person, specially characterized by subnormality of intelligence.

IV. Disability caused due to -

(a) Chronic neurological conditions, such as—

1. "multiple sclerosis" means an inflammatory, nervous system disease in which the myelin sheaths around the axons of nerve cells of the brain and spinal cord are damaged, leading to demyelination and affecting the ability of nerve cells in the brain and spinal cord to communicate with each other;
2. "Parkinson's disease" means a progressive disease of the nervous system marked by tremor, muscular rigidity, and slow, imprecise movement, chiefly affecting middle-aged and elderly people associated with degeneration of the basal ganglia of the brain and a deficiency of the neurotransmitter dopamine.

(b) Blood disorder—

1. "haemophilia" means an inheritable disease, usually affecting only male but transmitted by women to their male children, characterised by loss or impairment of the normal clotting ability of blood so that a minor wound may result in fatal bleeding;
2. "Thalassemia" means a group of inherited disorders characterised by reduced or absent amounts of haemoglobin.

RESERVATION

3. "Sickle cell disease" means a haemolytic disorder characterised by chronic anemia, painful events, and various complications due to associated tissue and organ damage; "haemolytic" refers to the destruction of the cell membrane of red blood cells resulting in the release of haemoglobin.

V. Multiple Disabilities (more than one of the above specified disabilities)

Multiple disabilities including deaf blindness which means a condition in which a person may have combination of hearing and visual impairments causing severe communication, developmental, and educational problems.

VI. Any other category:

Any other category as may be notified by the Central Government.

Applicants must furnish a valid disability certificate issued by a recognized Government hospital, bearing a photograph of the applicant.

Concession / Waiver of fees in respect of Persons with Benchmark Disabilities (PwBD): Consequent upon amendment to Ordinance X(4) of the University, the following provision has been added after Sub-Clause 2 of Ordinance X(4) of the said Ordinance: —Provided that the Persons with Physical Disabilities shall be waived off all the fees payable including the Examination fee and other University fees, except Admission fee, subscription towards Delhi University Students' Union and Identity Card fee for pursuing under-graduate, post-graduate or other Programmes in the University or its Colleges. This provision further also applies to all persons with benchmark disabilities.

A. In pursuance of the above, the students with benchmark disabilities pursuing various Programs of study in the Faculties, Departments, Centres, and Institutions / Colleges of the University shall be exempted from payment of fees, including examination fee and other University fees, except Admission fee, subscription towards Delhi University students' Union and Identity Card fee.

B. PwBD applicants who will meet the cut-off / Eligibility Criteria for the Unreserved Category(UR) and will take admission in the Unreserved Category will also pay the fee applicable for PwBD students.

RESERVATION

C. In pursuance of the Executive Council Resolution No. 50 dated 03.11.2012, it is notified that the students with physical disabilities residing in different Hostels /Halls of the University are exempted from payment of all hostel fees and charges except refundable caution fee and the mess fees. The persons with Physical Disabilities shall pay 50% of the Mess Fee and the remaining 50% of the Mess Fee, in respect of the PwBD students, will be met by the University of Delhi. Similar norms are to be adopted by the Colleges in respect of PwBD Students residing in various hostels of the Colleges. The above provisions, concessions/waivers are applicable in respect to all students with benchmark disabilities.

It is clarified further that the students with benchmark disabilities who are getting fellowships / financial assistance shall be exempted from payment of fees / charges / mess fees subject to the following conditions:

Value of Fellowship	Exemption of Fees waiver etc.
Upto Rs. 3000/- pm	Fees Waiver + 50% Mess Subsidy
Rs. 3001 to 8000 pm	Fees waiver but no Mess Subsidy
Rs. 8001 and above pm	No Fees waiver and no Hostel Subsidy

PROVISIONS FOR PwBD CANDIDATES:

(i) In case of candidates with benchmark disabilities in the category of blindness, locomotor disability (both arm affected-BA) and cerebral palsy, the facility of scribe/reader shall be given, if so desired by them.

(ii) In case of other category of persons with benchmark disabilities (the Schedule of the said Act may be referred to), the provision of scribe/reader can be allowed (if they so desire) on production of a certificate to the effect that the person concerned has physical limitation to write (use the mouse in case of CBT) and scribe is essential to write examination on his behalf, from the Chief Medical Officer/Civil Surgeon/Medical Superintendent of a Government health care institution as per pro-forma (For more details refer University of Delhi Bulletin of Information For Admission To Postgraduate Courses (2021-22)).

(iii) Such candidates will have the discretion of bringing his/her own scribe/reader or may opt to have Scribe/Reader from NTA or through any of its authorised Institute / Agency / Personnel involved in the examination.

RESERVATION

(iv) An eligible PwBD candidate, desirous of having facility of scribe/reader, shall have to mention his/her appropriate PwBD category in the relevant column of the application form and also have to record as to whether he/she will have his/her own arrangement of scribe / reader or it has to be arranged by NTA or through any of its authorised Institute / Agency / Personnel.

(v) The qualification of the scribe shall be one step below the qualification of the candidate taking the examination. The persons with benchmark disabilities opting for their own scribe / reader should submit details of their own scribe as per pro-forma (For more details refer University of Delhi Bulletin of Information For Admission To Postgraduate Courses (2021-22)).

(vi) In case a PwBD candidate has opted the scribe / reader from NTA or through any of its authorised Institute / Agency / Personnel, the Centre Superintendent shall arrange a meeting of the candidate with scribe / reader, a day before the examination, for giving him / her a chance to check / verify whether the scribe / reader is suitable or not.

(vii) Compensatory time of not less than 20 minutes per hour of examination shall be given to a candidate who is allowed to use scribe / reader. If the examination is 02 hours duration, the compensatory time shall be 40 minutes. In case the duration of the examination is more than 02 hours, the compensatory time shall be on a pro-rata basis.

(viii) As far as possible, the examination for Person(s) with Disabilities should be held at the ground floor.

Armed Forces (CW) Quota

The University reserves 5% (of the total number) seats, course wise in all Department / Centres / Colleges, under CW category. The applicants seeking admission under this category need to register online as per schedule notified by the University and have to upload the **Educational Concession Certificate** (Format of the Educational Concession Certificate is provided in Annexure IV), in the prescribed format only, issued by any of the following authorities:

- Secretary, Kendriya Sainik Board, Delhi
- Secretary, Rajya Zila Sainik Board
- Officer-in-Charge, Record Office
- 1st Class Stipendiary Magistrate

RESERVATION

Ministry of Home Affairs (For Police Personnel in receipt of Gallantry Awards) Admission may be offered to the Children Widows of Officers and Men of the Armed Forces including Para-Military Personnel, in the following order of preference:

- I. Widows / Wards of Defence personnel killed in action.
- II. Wards of Defence Personnel disabled in action and boarded out from service with disability attributable to military services.
- III. Widows / Wards of Defence personnel who died while in service with death attributable to military services.
- IV. Wards of Defence personnel disabled in service and boarded out with disability attributable to the military services.
- V. Wards of Serving / Ex-servicemen personnel including personnel of police forces who are in receipt of Gallantry Awards
 1. Param Vir Chakra
 2. Ashok Chakra
 3. Maha Vir Chakra
 4. Kirti Chakra
 5. Vir Chakra
 6. Shaurya Chakra
 7. President's Police Medal for Gallantry/President Gallantry Medal for the fire services personnel
 8. Sena, Nau Sena, Vayu Sena Medal
 9. Mention-in-Dispatches
 10. Police Medal for Gallantry/Gallantry Medal for fire services
- VI. Wards of Ex-Servicemen
- VII. Wives of:
 1. Defence Personnel disabled in action and boarded out from service
 2. Defence Personnel disabled in service and boarded out with disability attributable to military service
 3. Ex-Servicemen and Serving Personnel who are in receipt of Gallantry Awards

RESERVATION

VIII. Wards of Serving Personnel

IX. Wives of Serving Personnel

Note: Benefit under CW Category may be extended to the widows/ wards of the Personnel of Para Military Forces priority V only.

Admission in priority V is as per the inter-se-priority of the Gallantry Awards.

WARD QUOTA

Reservation under ward quota will be done as per University's rules.

Annexure — IV
FORMAT
EDUCATIONAL CONCESSION CERTIFICATE

(On the proper Letter Head with complete address, telephone number(s) and e-mail ID) OFFICE OF THE _____

This is to certify that Mr. / Miss. _____ is son / daughter of _____
(No. _____) resident of _____.

The above named officer / JCO / OR _____;

Priority – I

Widows / Wards of Defence personnel killed in action on _____ during _____;

Priority – II

Wards of disabled in action on _____ during _____ and boarded out from service with disability attributable to military service.

Priority – III

Widows / Wards of Defence Personnel who died while in service with death attributable to military service.

Priority – IV

Wards of Defence Personnel disabled in peace time and boarded out with disability attributable to the military service.

Priority – V

Wards of Serving / Ex-servicemen personnel including personnel of police forces who are in receipt of Gallantry Awards;

1. ParamVir Chakra
2. Ashok Chakra
3. MahaVir Chakra
4. Kirti Chakra
5. Vir Chakra
6. Shaurya Chakra
7. President's Police Medal for Gallantry
8. Sena, NauSena, VayuSena Medal
9. Mention-in-Despatches
10. Police Medal for Gallantry.

Priority – VI

Wards of Ex- Servicemen

Priority – VII

Wives of:

1. Defence Personnel disabled in action and boarded out from service.
Defence Personnel disabled in service and boarded out with disability attributable to military service.
Ex-Servicemen and Serving Personnel who are in receipt of Gallantry Awards.

Priority – VIII

Wards of Serving Personnel

Priority – IX

Wives of Serving Personnel

Mr. / Miss. / Mrs. _____ son / daughter / wife of _____ Officer / JCO / OR is eligible for educational concession for admission in University of Delhi against the Armed Forces Category under Priority No. _____.

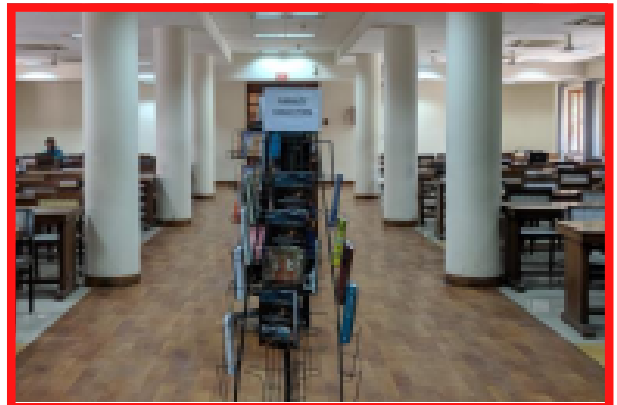
No.: _____ Date: _____

Seal <Rubber Stamp> with Name & Designation
(Signature)

CAMPUS FACILITIES & RESOURCES

RATAN TATA LIBRARY

Famously known as RTL, Ratan Tata Library is located inside the Delhi School of Economics campus. The library is home to more than 3 lakh volumes of books, periodicals, documents and journals. RTL has been designated as a repository of various Union and State Government Publications. It has a common reading hall with seating capacity of 120 students. Some of the best journals like the Accounting and Business Research, Business Ethics: A European Review, Review of Industrial Organization, Marketing News by American Marketing Association, USA, Journal of International Trade and Economic Development & many more are subscribed in the library to the benefit of students.



CAFETERIA

DSE campus is also home to one of the most well known canteens in the DU North Campus. The canteen is full of students, not just from DSE campus but also from other DU colleges for its delicious food at very affordable prices. Mutton Cutlet and Mutton Dosa are the most sought after delicacies here along with JP Tea Stall's famous Masala Coke.



HOSTEL FACILITY

Hostel facility can be availed by select number of students at the University hostels on merit basis. University Hostels are equipped with various facilities like Dining Hall for breakfast, lunch and dinner, common room for recreational activities, computer room, Cafeteria for snacks, Gym etc.



List of University Hostels For Men

- (i) P.G. Men's Hostel, University Road
- (ii) Gwyer Hall, University Road
- (iii) D.S. Kothari Hostel, University Road
- (iv) Jubilee Hall, Khyber Pass Road
- (v) International Students House, Mall Road
- (vi) Mansarovar Hostel, GTB Marg
- (vii) V.K.R.V. Rao Hall, University Road



***Students should directly contact the office of the hostels concerned and apply as per the stipulated procedure well in time.**



HOSTEL FACILITY For Women

- University Hostel for Women, Chhatra Marg
- Meghdoot Hostel, Chhatra Marg
- Rajiv Gandhi Girls Hostel, Mukherjee Nagar

Computer Lab

Department has a computer centre with requisite facility

Seminar Room

The seminar room is an ultra modern air conditioned room equipped with the latest multimedia projection system. It serves as the venue for holding guest lectures and corporate interaction programmes.

Convention Centre

The Convention Centre of the University of Delhi is a state-of-the-art centre for holding symposia, conferences and workshops. It is fully equipped and has a hall with a capacity of 500 people and three smaller halls which can accommodate around 50 people each.

Note

Covid protocol is being followed for hostel and other facilities.



FACULTY

HEAD AND DEAN

DEPARTMENT OF COMMERCE

FACULTY OF COMMERCE & BUSINESS

Prof. R.K. Singh

PROFESSORS

Prof. Ajay Kumar Singh (On Leave)

Prof. Kavita Sharma

Prof. Vijay Kumar Shrotryia

Prof. Madan Lal

Prof. Niti Bhasin

Prof. Shital Jhunjunwala

Prof. Sunaina Kanojia

Prof. H. K. Dangi

Prof. Ritu Sapra

Prof. Urvashi Sharma

Prof. Amit Kumar Singh

Prof. Ashish Chandra

Prof. Abha Shukla

ASSISTANT PROFESSORS (Ad-hoc)

Dr. Kiran Bala

Dr. Manisha

Dr. Rinku Mahindru

Dr. Shikha Sachdeva

Mr. Pradeep Kumar

Ms. Swati Khanna

Mr. Ranjan Gahlot

Ms. Priya Saha

Ms. Megha Rawat

Ms. Sarita Devi

Admission Coordinator

Prof. Niti Bhasin

Asst. Admission Coordinator

Ms. Swati Khanna

INDUSTRY LIAISON CELL ADMINISTRATION

Section Officer : Ms. Ashima Daniel

Telefax (011) 2766 - 7891 , 2766 - 7725

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FACULTY



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M.PHIL, PhD



AJAY K SINGH
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KAVITA SHARMA
PROFESSOR
M.COM, M.PHIL, PhD



VIJAY K SHROTRYIA
PROFESSOR
M.COM, LLB, PhD



MADAN LAL
PROFESSOR
M.A, MBA(IB), PhD, D.LITT



NITI BHASIN
PROFESSOR
M.COM, M.PHIL, PhD



SHITAL J.
PROFESSOR
C.A., PGDM



SUNAINA KANOJIA
PROFESSOR
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H K. DANGI
PROFESSOR
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RITU SAPRA
PROFESSOR
MBA, PhD



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AMIT K SINGH
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FACULTY



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SWATI KHANNA
ASST. PROFESSOR
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MEGHA RAWAT
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M.COM



PRADEEP KUMAR
ASST. PROFESSOR
MBA



PRIYA SAHA
ASST. PROFESSOR
CA, M.COM



SARITA DEVI
ASST. PROFESSOR
M.COM, MPhil

ABOUT THE COURSE

MBA (HUMAN RESOURCE DEVELOPMENT)

The success and sustenance of every organization traces back to its most core and prized asset: People! In today's world, every major corporation which wants to stay competitive and survive in a dynamic and unforgiving global economic environment realises the importance of elevating HR to a position of primacy and power. In the present schema of things, corporate experts in human resource development are among the key personnel needed for corporate strategic planning and control. The MBA program in Human Resource Development was started in the year 1995 (as MHROD) by the Department of Commerce, Faculty of Commerce & Business, Delhi School of Economics with the objective of providing quality education to highly motivated young men and women so that they can provide professional expertise to business and industry in the twin areas of Human Resource and Organizational Development. Identified by NHRD and NTPC, among others, as a premiere course in the field of Human Resource, MBA (HRD) is a two-year full time professional program spread over four semesters, which combines grueling academic schedules with proactive efforts to develop new perspectives and a higher level of knowledge and understanding. Going beyond books, theories and case studies to open new windows, it helps young HR and OD experts to enter the increasingly competitive and constantly changing global economy, equipped with the ability to face every challenge head on and emerge victorious.

Semester- I	Semester- II
MBHRCC101 – Management Principles and Practices MBHRCC102 – Accounting for Managers MBHRCC103 – Economics for Managers MBHRCC104 – Business Statistics MBHRCC105 – Legal Framework for Business MBHRCC106 – Human Resource Management MBHRCC107 – Marketing Management	MBHRCC201 – Human Resource Development MBHRCC202 – Organizational Behaviour MBHRCC203 – Human Resource Information System MBHRCC204 – Performance Management and Talent Management MBHRCC205 – Finance for Managers MBHRCC206 – Labour and Social Laws MBHRCC207 – Management of Human Capital
Semester- III	Semester- IV
MBHRCC301 – Organizational Change and Development MBHRCC302 – Learning and Development MBHRCC303 – Management of Industrial Relations MBHRCC304 – Compensation Management MBHRCC305 – Negotiations and Union Management Relations MBHRCC306 – Social Research Methods COMOE – Open Elective Course	MBHRCC401 – International Human Resource Management MBHRCC402 – Ethics, Corporate Governance and Sustainability MBHRCC403 – Strategic Human Resource Management MBHRCC404 – E-Business and Cyber Laws MBHRCC405 – HR Analytics MBHRCC406 – Managing Innovation and Transformation MBHREC – Elective course

MBA (HUMAN RESOURCE DEVELOPMENT)

List of Elective Course (Select Any One)

1. MBHREC01: Dissertation Project
2. MBHREC02: Knowledge Management
3. MBHREC03: E-Business and Digital Marketing
4. MBHREC04: Financial Planning

List of Open Elective Course (Select Any One)

1. COMOEO1: Entrepreneurship and New Venture Planning
2. COMOEO3: Skills and Techniques of Accounting
3. COMOEO4: Business Analysis using Financial Statements
4. COMOEO5: Life Skills and Communication
5. COMOEO6: Indian Ethos and Leadership
6. COMOEO7: Financial Modelling using Excel
7. COMOEO8: Financial Markets and Institutional Environment
8. COMOEO10: Investment Management

Selection of Elective Courses

1. Options for Elective Courses will be floated according to availability of faculty and minimum number of students opting for a particular course.
2. Students will be asked to select the option for an Elective Course at the beginning of Semester III.

Selection of Open Elective Courses

1. Options for Open Elective Courses will be floated according to availability of faculty and minimum number of students. The minimum number to be reviewed in the due course of time which may vary programme-wise.
2. Open Elective Courses as placed in semester III would be announced at the beginning of the Semester II and accordingly students will be asked to select any one option at that time.
3. At least 10% of the proposed seats in open elective courses should be open to students from outside the discipline subject to fulfilment of eligibility criteria.

ABOUT THE COURSE

MBA (INTERNATIONAL BUSINESS)

The MBA program in International Business, run by the Department of Commerce, located in the Delhi School of Economics plays a pivotal role in equipping its students with the requisite skills to sculpt the face of the future arena of business. In 1985, the Ministry of Commerce, Government of India, and the International Trade Centre (ITC/UNCTAD/GATT), Geneva identified the Faculty of Business and Commerce as a centre fit for conducting a specialized program in International Business and Trade, laying the foundation for MIB with recommendation from UGC, the University of Delhi rechristened the program to MBA (IB). The curriculum has been designed keeping in mind the necessities and requirements of the future business world. It is regularly updated based on feedback from corporate leaders and is contemporary in both its outlook and pedagogy. The course has been recognized as an institution with proven capability to continuously upgrade its knowledge base with a view to servicing the requirements of the government units, trade and industry. It is designed to enable students to bring success and add value to themselves as well as organizations in which they become stakeholders.

Semester- I	Semester- II
MBIBCC101-Management and Organizational Behaviour MBIBCC102- Marketing Management MBIBCC103 -Accounting for Managers MBIBCC104 -Economics for Managers MBIBCC105 - International Business Environment MBIBCC106 - International Trade, Investment and Policy Framework MBIBCC107- Business Statistics	MBIBCC201 - Legal Aspects of Business MBIBCC202 - International Trade Practices, Procedures and Documentation MBIBCC203 - International Marketing Research MBIBCC204 - International Marketing MBIBCC205 - Corporate Finance MBIBCC206 - International Financial System MBIBCC207 - Management Science
Semester- III	Semester- IV
MBIBCC301-Ethics, Corporate Governance and Sustainability MBIBCC302 - E-Business and Digital Marketing MBIBCC303 - Service Marketing and Customer Relationship Management MBIBCC304 - International Financial Management MBIBCC305-International Supply Chain Management and Logistics MBIBCC306 - Foreign Language for Business-I COMOE - Open Electives (Any one from list)	MBIBCC401 - Investment Analysis and Portfolio Management MBIBCC402 -Global Strategic Management MBIBCC403 - Cross-Cultural Consumer Behaviour and Industrial Buying Behaviour MBIBCC404 - International Advertising and Brand Management MBIBCC405 - International Human Resource Management MBIBCC406 - India's Foreign Trade and Investment MBIBEC - Elective Course

MBA (INTERNATIONAL BUSINESS)

List of Elective Course (Select any one)

1. MBIBEC01: Project Report
2. MBIBEC02: Cyber Laws and Business Decisions
3. MBIBEC03: IFRS and International Taxation
4. MBIBEC04: Business Analytics
5. MBIBEC05: Foreign Language for Business-II
6. MBIBEC06: Legal Dimensions of International Business

List of Open Elective Course (Select Any One)

1. COMOEO1: Entrepreneurship and New Venture Planning
2. COMOEO3: Skills and Techniques of Accounting
3. COMOEO4: Business Analysis using Financial Statements
4. COMOEO5: Life Skills and Communication
5. COMOEO6: Indian Ethos and Leadership
6. COMOEO7: Financial Modelling using Excel
7. COMOEO8: Financial Markets and Institutional Environment
8. COMOEO10: Investment Management

Selection of Elective Courses

1. Options for Elective Courses will be floated according to availability of faculty and minimum number of students opting for a particular course.
2. Students will be asked to select the option for an Elective Course at the beginning of Semester III.

Selection of Open Elective Courses

1. Options for Open Elective Courses will be floated according to availability of faculty and minimum number of students. The minimum number to be reviewed in the due course of time which may vary programme-wise.
2. Open Elective Courses as placed in semester III would be announced at the beginning of the Semester II and accordingly students will be asked to select any one option at that time.
3. At least 10% of the proposed seats in open elective courses should be open to students from outside the discipline subject to fulfilment of eligibility criteria.

STUDENT BODY & COMMITTEES

MBA HRD (Core Committees)

Corporate Relations Team

The Corporate Relations Team is the facilitator of all corporate engagements & Placement related activities on campus. They are the brand evangelists for MBA(HRD) and are responsible for pitching in new recruiters, maintaining and developing relations with the existing recruiters, strategizing and conducting campus recruitment activities, formulating and executing various activities for brand building of MBA(HRD). Entrusted with the responsibility to maintain meaningful relationships built with leading corporate houses over the years and to forge new ones, the Corporate Relations Team ensures that the legacy of MHROD as a premier management institute is preserved year after year.

Team Convention

Team Convention is one of the oldest committees of MBA (HRD/IB). With the principle of 'learning by doing' at its core, it organizes the Annual Business Convention of the MBA Program on a grand scale every year. Team Convention is responsible for organizing ERUDITION - The Annual Business Convention of the MBA Course at the department.

Team Convention aimed to broaden its horizons by organizing the inaugural TEDxDepartmentOfCommerce for the academic year 2020-21. Such an event which promotes learning through experiences is devised to become an annual event at the department. Team Convention, in collaboration with the office-bearers, hosts a formal farewell “valedictory” ceremony at the end of the academic year, for the graduating seniors to give them the best of regards on behalf of the department, faculty and the junior batch. The committee’s vision remains to facilitate the journey of students to the world of revolutionary ideas, to provide them with a platform shared by experienced professionals, knowledgeable scholars and future HR leaders and to create an outstanding opportunity for the branding of the department and developing learning of its students.

Team Alumni

The Alumni Committee serves as a catalyst for communications and engagement between alumni, the institute, and all the students for the development of lifelong camaraderie. Members of the committee participate in programme planning to promote alumni awareness, engagement, and commitment and support a strong relationship between the Alumni and current students. Some of the activities by the committees include Alumni Outreach Program, Bandhan: The mentor-mentee program, guest lectures, and Reminiscence: the annual alumni dinner.



Student Development Cell

We at MBA (HRD) believe that a student's industrial awareness and execution capability is an imperative in today's dynamic business environment. With this belief, the Student Development Cell of MBA (HRD) works towards the enrichment of the students by providing an interface to the students, where they can make the best of the Academic and Industrial Knowledge; and fueling an exchange of ideas among students, industry, academicians, and the government by organizing interactive sessions and industrial visits.

SDC is an all-inclusive center for promoting personal and professional development among the students. Around the year we organize a plethora of events like HR Symposia - The Annual HR Conference, Synergy - The Annual Management Fest, Parichay - The Induction and Orientation program, Guest Lectures, and Workshops, Webinars, Industrial and, Corporate Visits, Case-study Competitions Mock group discussions and personal interviews.

High Q

“Success is the sum of small efforts, repeated day in and day out.”

HighQ - The HR Club shares the vision of the development of 'knowledge' and 'personality' by creating a culture of academic rigorousness and a talent pool with a functional knowledge of HR theories and practices. It aims to make students industry-ready with the right academic and conceptual knowledge. It organises activities like guest lectures, workshops, certified training, academic sessions, assignment series, quizzes, and every other initiative contributing to the fulfilment of its vision. The committee also maintains a library of more than 300 novels and subject related books.

Media Outreach Cell

Sound communication practices are one of the basic ingredients in the process of establishment of an institution. At the same time, long term growth hinges on a visionary and a pragmatic branding and promotion strategy. Media Outreach Cell handles Communication, Branding & Promotion for the institution. This cell also manages the monthly newsletter - Harbinger and the annual journal - Jigyasa which carries various articles and inputs contributed by the students, faculty members & corporate leaders. Media Outreach Cell has expanded its sphere of activities by coordinating and working in tandem with all other cells and committees for communicating and promoting all the flagship events of respective committees happening throughout the year.



MBA HRD (Non-Core Committees)

Sankalp - Social Responsibility Cell

SANKALP, founded with the aim of building socially responsible managers, helps to sensitize students towards society and provide opportunities to apply their management skills to solve social problems. The committee has undertaken various activities like orphanage visits, education drives, annual cloth collection, movie screenings, and weekly meditation sessions. As budding managers, we will come across people from diverse backgrounds and such initiatives and activities prepare us to deal with differences with more sensitivity. The committee also aims to create awareness about issues such as mental health for the social and emotional well-being of the students.

Team ESAC

While it's crucial to keep students abreast of academic rigor, it's also important to ensure the holistic development of students through various activities. In this pursuit, ESAC aims to provide a platform for students to explore their horizons beyond academics. The committee is responsible for engagement activities and sports activities. They organize trips, fun activities, festival celebrations, and sporting events to aid this learning.

Discipline Committee

Discipline Committee serves as a moderator to ensure proper decorum by coordinating with core committees on-campus during various corporate lectures and events and ensure their successful resolution.

MBA IB COMMITTEES

Public Relations Committee

The Public Relations Committee is the most engaging committee of the institute. We help build and enhance the visibility and the connect of the Institute. The committee believes in continually adding value to the brand i.e., DSE. We are directly responsible for branding DSE on different platforms. The committee is actively involved in promoting and covering various events of DSE MBA-IB like guest lectures, TEDx, Erudition, Ecclesia etc. We act as an interface between the aspirants and the college. The committee helps the new MBA-IB batch to get through the admission process of the college and organise Personality Development Program for them. PR Committee also issues the monthly newsletter of MBA-IB - 'Sampark'. Recently, we launched the DSE MBA-IB's new website which is completely designed by the PR Committee for the convenience of the people who would like to know about the MBA-IB course offered by the department.

Team Convention

One of the oldest committees and work in unison with the HR Team Convention for organising formal events. Over the past year Team Convention has worked on numerous things that have required us to step up at each level. The Committee has interacted and been mentored by leaders from the industry and have been pushed beyond what the expected capabilities were. In the end it has brought the team closer and forged a strong bond.

Industry Interaction and Students Activity Cell (IISAC)

Team IISAC a committee that engages and connects students to the people who are at acme in the industry and help students in developing skills that make them industry ready. We know how important it is to learn and enjoy these two years and thus IISAC organizes fun and enthralling activities for the students to cherish for their whole life.

The team facilitates student involvement through their work via different activities like:

- Lecture Series
- IISAC IB Conferences/Symposium (ReThink – Annual IB Symposium) Case Studies
- Business Simulation games
- Industry and Port Visits
- Fresher/Farewell Party

Alumni Committee

Alumni are the backbone of every institute, an institute is recognised by the work of its students. The Alumni Committee is dedicated to maintaining a strong network of its alumni so that they always remain connected to their Alma Mater and also among each other. With the help of our alumni network, they also aim to bridge the gap between academia and industry for the current batches via initiatives like Short-term projects and Mentorship through which students gain hands-on industry experience and avail career guidance. Alumni Committee organises chapter meets, panel discussions, alumni dinner, guest lecture series and other engaging events all year round.



Corporate Relations Team

The Corporate Relations Team has complete ownership of all Corporate Relations & Placement related activities on campus. They are the brand evangelists for MBA(IB) and are responsible for pitching in new recruiters, maintaining and developing relations with the existing recruiters, strategizing and conducting campus recruitment activities, formulating and executing various activities for brand building of MBA(IB).

MBA-IB CELLS

Discipline Committee

“To create a safe and motivating environment in our institution and to bring professionalism among students by the inculcation of best practices”.

Discipline brings stability and structure into institutional conduct. It promotes harmony and peace for a better society and makes it a more enjoyable place for everyone to live. We, at the discipline committee, work relentlessly to make this prestigious institution a better place where everyone can live with dignity and hold its principles and decorum of this institute. Our members are committed to helping our new upcoming batch to work with coordination and mutual respect for each other's efforts. Discipline committee is an independent body whose work is to ensure the proper environment of discipline prevails within the campus in a non-partisan way. We coordinate with other cells and committees and help them in smooth execution of the events. We follow the rules and guidelines listed in the Discipline Committee rulebook. Just by following these guidelines we can appreciate the hard work put in by organizing committees for all such events. At last we would like to conclude with a few words of Mahatma Gandhi ‘Be the change you want to see’.

Finance Cell

Finance Cell is the oldest Cell at IB and it helps the students to understand the finer nuances of business finance through various events and activities organized by it while preparing them for the world to come. The cell spreads financial awareness through its weekly articles, knowledge series, and finance jargon all of which are a part of the going event 'FinBytes', 'Vitt Lekh'.

Along with this, Finance Cell works on other projects throughout the year. We have hosted multiple events, ranging from guest lectures, contests, and remedial sessions, lined up to keep enthusiasts at IB on their toes. 'Fintalk' a Guest Lectures Series by Industry Stalwarts from the BFSI Industry, 'MoneyBall' an Intra College Virtual Stock Trading competition, 'Blue Chippers' a three-stage event comprising of finance quiz, IPO Frenzy, and Nivesh Bazaar, and some other events. All of these events keep the finance enthusiast motivated and charged throughout the year.

International Business Cell

The International Business Cell (IB Cell) is a student-led cell that aims to facilitate students in attaining valuable knowledge about global business practices. As the importance and impact of international business has increased, there is a commensurate need to identify its emerging issues and assess their potential contributions. Keeping this in mind, the IB Cell tries to bridge the gap between students and information regarding the ever changing world of International Business by organising various workshops, conferences, forums, in house training. IB Cell also organizes various events like Vishavavyapar- National Article Writing Competition, Global Case Study Competition, Samvaad and many others. Also, the weekly newsletter “The Downtown” that IB Cell publishes provides in-depth information about the ongoing issues in International Business.

MARCOM

Marcom - The marketing cell of IB is a student initiative that aims at nurturing individuals with distinctive imagination and originality, making them indispensable for any team that they work in. It provides an opportunity to the students to explore their potential in the field of marketing outside the classroom. We use tools such as case study competitions, quizzes and presentations to provide an unadulterated flavour of marketing to students. Our widely acclaimed student magazine ‘Brand.i’, invites articles from leading B-schools across the country and is an exciting platform to keep up with the rapidly evolving arena of marketing. Our annual video shoot (Mannequin challenge last year) is highly acclaimed on the YouTube channel. We organize The Ultimate CMO Challenge case study for the annual management fest of the DSE.

Constrat (Consulting and Strategy) Club

We are a team focused on finding solutions to business problems, constant learning about different sectors and continuous growth of every team member in order to become a vibrant consultant. We apply our learnings in practical case-based scenarios.

Key Activities on Social Media:

- **ConShorts** – All the recent happenings in the country and around the world related to business and consulting are covered in ConShorts. This is shared on a weekly basis in a very sharp and crisp format.
- **ConBits** – In this series, we enhance knowledge of our readers on “consulting” jargons with examples of their usage. This is also shared on a weekly basis.
- **Quiz** – Through IG stories, quizzes related to consulting news are shared twice a week.

MBA-IB CLUBS

Training & Development Club

Training & Development Club shares the vision of the overall personality development of each and every student by providing them a platform to match their knowledge & skill sets with the corporate world. It organizes various activities like Guest Lectures, Workshops, Resumes Vetting, Mock GDPIs, Certified Training Sessions & every other initiative contributing towards the fulfillment of this vision.

Besides this, the club also offers dossiers related to the academic study material, industry & company's specifics, courses, previous year placement review and many more.

Sports Club

The Sports club has a clear purpose- To brighten the lives of the student community through sport and Cultural activities. We understand that sport is something that gives people the purest form of joy. All our work is directed towards enhancing and improving the ways of providing this joy. You can read about sport, you can talk about it and you can even write about it, but nothing beats the feeling of actually stepping onto the field and experiencing those sporting emotions for yourself.

EVENTS

Erudition

Constant change is a business reality and organizations must continually adapt to their environments to stay competitive or risk becoming obsolete. That is why the ability to incorporate big changes into the DNA of an enterprise while driving operating results is a much-sought-after competency. Through convention, we seek for answers to the challenges and complex problems by understanding the economic, social and technological aspects and how they affect the business environment and the organization. Erudition is the Annual Business Convention jointly organized by MBA (HRD) and MBA (IB). Erudition, being the flagship event of the MBA program of the Department of Commerce, held the 25th Business Convention in the year 2019. This student run initiative is organized each year with the focus of gaining insight into the thought process of corporate and policy makers at large. It is a common platform for industry leaders, financial and marketing gurus, entrepreneurs, scholars and students to come together and discuss topics of relevance.



HR Symposia - (HRD)

The SDC organizes its flagship event 'HR Symposia' once every year in the month of October. It involves a series of guest lectures over consecutive days, inviting people from the industry to come & share their experiences in the industry while at the same time focusing on the latest trends and conceptual & theoretical aspects of HR & OD. The lectures are delivered on such diverse topics as:

- Change Management
- Transforming HR through Technology
- Succession Planning
- HR and Social Media
- Performance Management System
- Employer Branding
- Managerial Ethics
- Redefining HR
- OD - The CEO's Mindset
- Employee Engagement
- HR Outsourcing – Benefits and Risks

IB Symposia - Rethink (IB)

IISAC organizes the annual IB Symposia – Rethink. There is a lot of learning shared by eminent personalities from their experience in different fields enthralling the students of MBA (IB) to acquire fruitful insights from different sessions of the day. The sessions are well curated based on the requirements of the industry and the event is graced by the presence of the leaders hailing from diverse fields.

Synergy (HRD & IB)

Synergy is the Annual Management Fest organized by students of MBA (IB) & MBA (HRD), Department of Commerce, Delhi School of Economics. It involves the sharpest management brains across the country participating in a plethora of events and competitions that encompass various domains of management education in the fields of International Business, HR, Marketing, Finance, Strategy and Consulting.

MUN

MUN is a simulation of the UN, following the same parliamentary procedure of the UN. Delegates act as representatives from member nations, learning their nation's history and policy in the process. Team Convention had the honour of hosting the first MUN in the history of DSE that witnessed enthusiastic participation from students of numerous colleges and provided an opportunity for an enriching discourse on topics of international importance.

TEDx

TEDx is a globally organized and recognized event. The inaugural edition of TEDxDepartmentOfCommerce, the independently organized TED event of Department of Commerce, Delhi School of Economics was successfully conducted in virtual mode on 24th October 2020. The event was the culmination of a dream long cherished by every member of the management fraternity of this prestigious institute. In particular, it was a moment of pride and joy for every current and past member of Team Convention, the committee honoured with the responsibility of organising the event.



MAJOR PUBLICATIONS

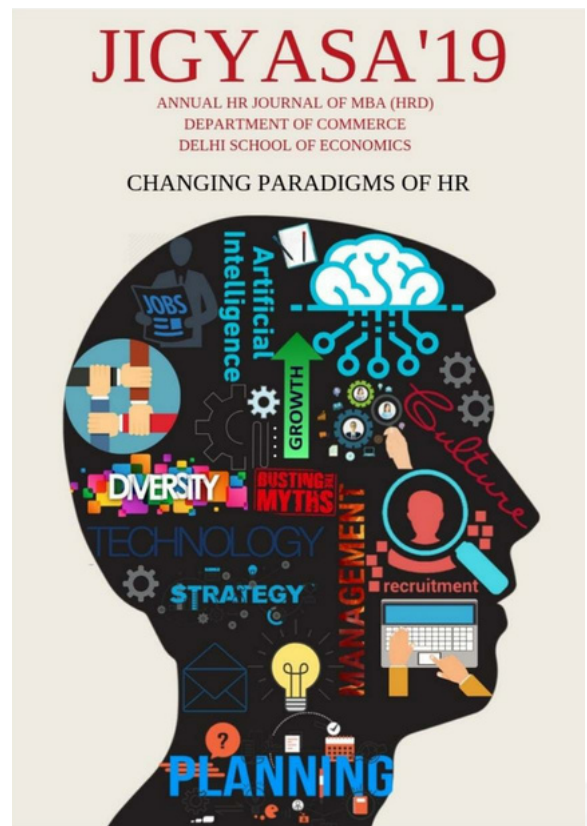
UDAY

'Uday' is the annual business journal of the IB Program. The journal, a venture by the faculty and students of the IB program of the department, is an attempt to provide a platform to students, academicians and professionals to express their insights on key issues concerning the current business and economic world. Over the years, the journal has been widely circulated and has received appreciation from both corporate and academia. It is a compilation of articles, research based papers, interviews and case studies by stalwarts in their respective fields. The last edition of Uday themed "Renaissance in Business" explored the new frontiers in the world of business that require management attention in the backdrop of highly competitive globalized business environment.

JIGYASA

HRD's annual journal endeavours to promote and disseminate knowledge in the complex multidisciplinary field of Human Resource Management and Organizational Development. Its objective is to disseminate concepts of professional management and contribute to a better understanding of the systems, resources, theory and performance of people in organizations. The following have been the eminent contributors over the years:

- Prof. Andre Laurent
- Prof. Dave Ulrich
- Ms. Debra J. Cohen
- Mr. Kumar Mangalam Birla
- Prof. Gary Dessler
- Mr. Michael A. Potter
- Ms. Nina E. Woodard
- Mr. William P. Schaefer



GUEST LECTURES

Guest Lectures are an integral part of the B-School experience at MBA(HRD) & MBA (IB), Department of Commerce, Delhi School of Economics, University of Delhi. Industry knowledge provided through these guest lectures make the classroom knowledge much more relevant for the students. Hence, guest lectures are organized on a regular basis. The lecturers include our own esteemed alumni as well as the industry experts and head honchos of various organizations.



Here is a list of some of the guest lecturers who visited the campus:

- Ms. Gargi Kalra, Senior Specialist- HR, Oppo
- Ms. Megha Thapar, Assistant Vice President, Asia Pacific Lead - Diversity and Inclusion Strategy, Moody's Corporation
- Mr. Ankit Gupta, Early Talent Manager - Asia Pacific, Avery Dennison
- Ms. Rennet Attri, Head- Youth for Expressive Arts, Youth for Mental Health
- Mr. Rohit Mani Tiwari, Deputy Director Ministry of Labour & Employment, Ministry of Labor and Employment, Govt of India
- Ms. Namrata Sharma, Director of Human Resources, Marriott Hotels
- Mr. Siddharth Gusain, Deputy Manager-HR, UCB
- Mr. Rajat Khatri, Head of Business Intelligence, Cactus Communications
- Mr. Kaushik Das, Learning and Development partner, Siemens
- Mr. Akash Tripathi, Assistant General Manager, Pristyn care
- Ms. Soumya Gupta, Strategy Analyst, Accenture
- Ms. Deeksha Jha, Manager, HDFC Life
- Sh. Arup Sinha, Executive Director (Regional Sales), Northern Region Division, IOCL, Indian Oil Corporation Limited



EVALUATION SCHEME

Assessment of Students' Performance and Scheme of Examinations:

1. English shall be the medium of instruction and examination.

2. Assessment of students performance shall consist of:

(i) Each paper shall carry 100 marks of which 30 marks shall be reserved for internal assessment based on classroom participation, seminar, term papers, study reports, tests, viva voce and attendance. The weightage given to each of these factors shall be decided and announced at the beginning of the Semester.

(ii) The remaining 70 marks in each paper shall be awarded on the basis of a written examination at the end of each semester. The duration of the written examination of each paper shall be three hours.

Pass Percentage & Promotion Criteria:

(i) The minimum marks for passing the examination shall be 45% in each paper and 50% in the aggregate of the semester. If a student fails to secure 45 percent marks in any of the papers, he/she can reappear in those paper/papers in the subsequent semesters.

If a candidate admitted to the examination in any semester secures the minimum marks to pass in each paper but fails to secure the minimum marks to pass in the aggregate, he/she may appear in any of the paper/s of the Semester concerned according to his/her choice in order to be able to secure the minimum marks prescribed to pass in the aggregate in each semester.

(ii) Only those candidates who have secured at least 45 per cent in each paper and 50 percent in aggregate in each of the semesters of the MBA (IB)/ MBA (HRD) programme shall be eligible for the award of the Degree. Successful candidates will be classified on the basis of the combined results of Part – I and Part – II examination as follows:

Candidates securing 60% and above: I Division

All others: II Division

EVALUATION SCHEME

(iii) The conditions of passing the program shall not be deemed to have been satisfied unless a student undergoes practical training under the supervision of the Department in approved organizations for at least two months. Summer training is not an evaluative course but will be mandatory for students to undergo summer training and a certificate of completion will be issued after submission of the training report.

(iv) A candidate must qualify for the award of the degree within four years of his/her admission to the MBA (IB)/ MBA (HRD) program.

Conversion of Marks into Grades: As per the University of Delhi Examination rule.

Grade Points: Grade point table as per University Examination rule.

CGPA Calculation: As per the University Examination rule.

SGPA Calculation: As per the University Examination rule.

Grand SGPA Calculation: As per the University Examination rule.

Conversion of Grand CGPA into Marks: As per University Examination rule.

Division of Degree into Classes: Post Graduate degree to be classified based on CGPA obtained into various classes as notified into Examination policy.

Span Period:

No student shall be admitted as a candidate for the examination for any of the Parts/Semesters after the lapse of **four** years from the date of admission to the Part- I/Semester-I of the MBA (HRD/IB) Programme.

EVALUATION SCHEME

Guidelines for the Award of Internal Assessment Marks MBA (HRD/IB) Programme (Semester Wise)

For each core and elective course, there are **30 marks** allocated for the internal examination and **70 marks** for the Semester-End Examination. Out of **30 marks** allocated for internal assessment for each course:

- a) **10 marks** are assigned for class test / written assignment or any other method and will be evaluated by the concerned faculty as part of their continuous evaluation.
- b) **10 marks** are assigned for class presentation/project work.
- c) **10 marks** are assigned for attendance in the class. The marks for attendance will be assigned as follows:

i) 75% or more but less than 77.5%	=1
ii) 77.5% or more but less than 80%	=2
iii) 80% or more but less than 82.5%	=3
iv) 82.5% or more but less than 85%	=4
v) 85% or more but less than 87.5%	=5
vi) 87.5% or more but less than 90%	=6
vii) 90% or more but less than 92.5%	=7
viii) 92.5% or more but less than 95%	=8
ix) 95% or more but less than 97.5%	=9
x) 97.5% and above	=10

For open elective courses, there are **30 marks** allocated for the internal examination and **70 marks** for the Semester-End Examination. Out of 30 marks allocated for internal assessment for each course:

- a) **10 marks** are assigned for the project.
- b) **20 marks** are assigned for class tests.

COURSE FEE

All categories of students (except foreign students) joining the MBA(HRD) or MBA(IB) course shall pay the following fees per annum:

Program Fee	INR 9000/-
Enrolment, Admission, Examination Library Development, etc. (as per University rules).	INR 6696/-
Total:	*INR 15696/-

*The Foreign Students would have to pay an annual fee of **US\$ 3,500**.

*The fee is under revision by the University. Selected candidates will have to pay the revised fee, from this academic year only, as decided by the University of Delhi.

SUMMER INTERNSHIP PLACEMENTS

The Summer Internship is an essential part of the MBA curriculum at the Department. It is a two-month full-time engagement with the organization, giving the students an opportunity to gain invaluable exposure, experience, and insights into the corporate world. Department's regular recruiters continued their constant support in being partners in progress and reinstating their faith in the Department. A major highlight of the placement season was the number of first-time recruiters with whom the Department looks forward to establishing a long and symbiotic relationship. The recruiters on campus offered a wide range of profiles across all the domains: BFSI, Consulting, Organizational Transformation, Sales and Marketing, Operations, HR & Analytics.

SUMMER PLACEMENTS (MBA HRD)

For the Batch of 2020-22, the average and median stipend stood at **INR 60,000** and **INR 45,000** respectively with the Highest stipend going up to **INR 1,60,000** (Stipend for 2 months).

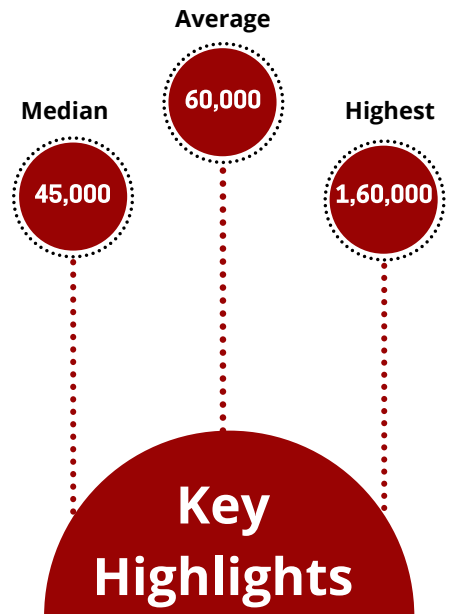
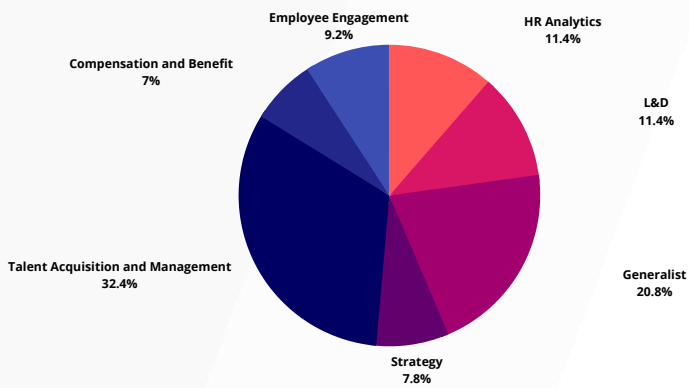
SUMMER PLACEMENTS (MBA IB)

For the Batch of 2020-22, the average and median stipend stood at **INR 45,500** and **INR 30,000** respectively with the Highest stipend going up to **INR 3,20,000**.

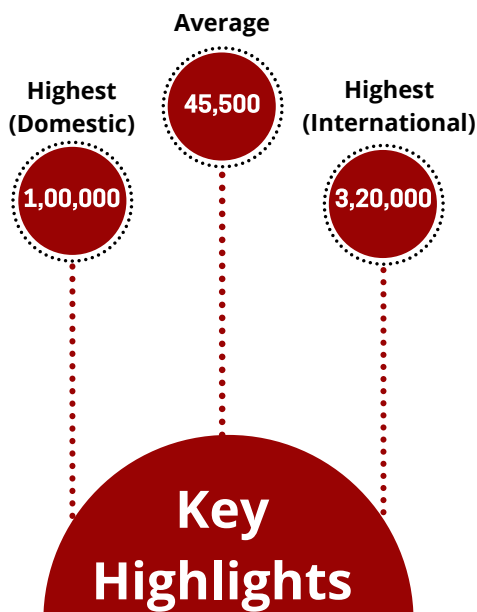
SUMMER INTERNSHIP PLACEMENTS

MBA (HRD)

Profiles Offered



MBA (IB)



FINAL PLACEMENTS

Department fortified its position as one of the most sought-after institutes and concluded the Final Placements and Summer Placements on a high note. Our past recruiters, with whom we maintained our legacy of mutually beneficial relations continued to show faith, demonstrating the ascent of the brand of MBA, Delhi School of Economics. The placement season 2019-21 saw an overwhelming response not just from our regular recruiters but from first-time recruiters as well.

MBA–IB PROGRAM

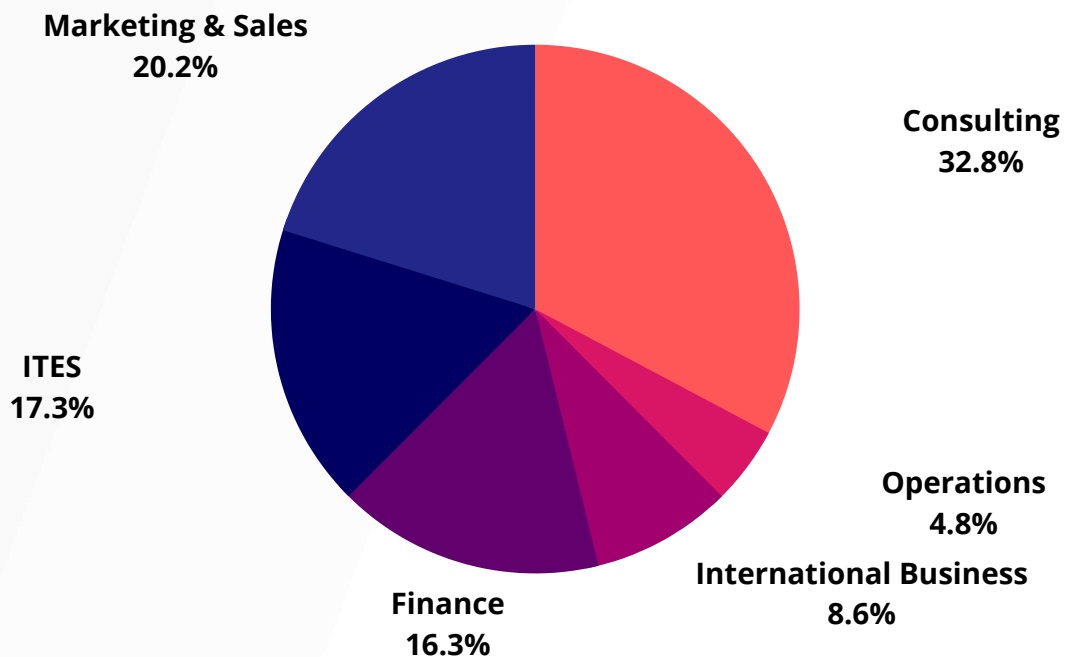
Highest CTC	INR 27.31 LPA
Median CTC	INR 09.75 LPA
Average CTC	INR 10.64 LPA

MBA–HRD PROGRAM

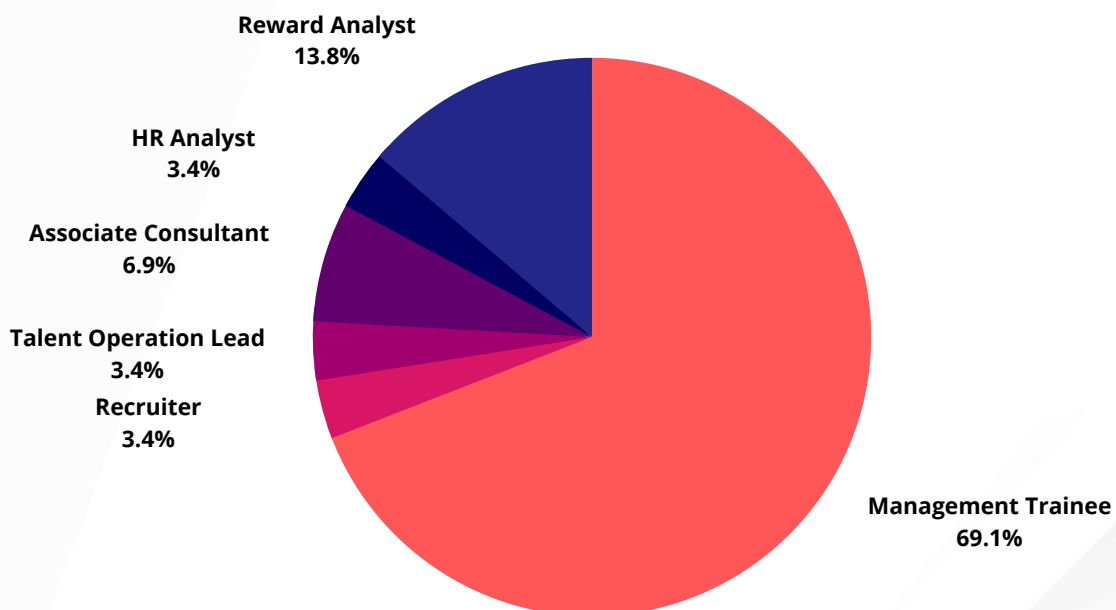
Highest CTC	INR 27 LPA
Median CTC	INR 11.25 LPA
Average CTC	INR 11.20 LPA

FINAL PLACEMENTS

Profiles offered - MBA (IB)



Profiles offered - MBA (HRD)



Recruiters



Recruiters



Alumni

In a span of nearly 25 years, MBA (HRD) & MBA (IB) have successfully established themselves in the industry. Their rich alumni base expands across geographies, sectors and industries. The institute promotes a cohesive culture and believes in engaging all its alumni. Team Alumni aspires to capture the essence of experience of the rich alumni base and direct it towards the intellectual enrichment of the blossoming minds of the attending batches.



Ankur Gupta
Director- Strategy & Business
Development,
South Asia
Airbus



Manasvi Vedhera
General Manager,
Samsung India



Karan Raj Gulshan
Investment
Specialist,
Asian Development
Bank



Shilpa Pentel
Research
Director,
Gartner



Piyush Prasad
National
Business Head,
Hero Electric



Sandeep Rao
General Manager,
Carlsberg



Nitin Khanna
Vice President,
ICICI Securities



Sameer Gupta
Vice President,
HCL Technologies



Paula Ghosh
Director,
KPMG



Vivek Dubey
Sales and
Account Director,
Tech Mahindra



Anindya Datta
Director – Marketing &
Corporate Affairs,
Barclays



Sandeep Khanna
General Manager-Coated steel
Sales & Marketing,
JSW STEEL LTD.

Alumni



Gaurav Ahluwalia
Managing Director, HR
JP Morgan Chase



Panchali Das Head
HR
Zenoti



Sameer Madan
Vice President
People Success Mindtickle



Abhijit Bhattacharya
Joint General Manager
ICICI Bank



Ambrish Rastogi
Head, India
BTS



Ashish Kumar
Topno
Director HR - supply
chain Flipkart



Santhosh Mathew
Senior
Director, HR Cognizant
Technology Solutions



Pragya Kumar
Chief People
Officer
GirnarSoft



Rishabh Nagpal
Director HR
Samsung India &
South West Asia
HQ



Avdhesh Dixit
CHRO Acuity
Knowledge
Partners



Alok Vatsa HR Head
Adient India



Vivek
Mukherjee
Director & Head HR
Benetton Group



Prateek Prashar VP-HR
Startek



Avinash Kohli
ED - Leadership, Learning and
Organizational Capability
Boeing India



Shruti Ambegaokar
Partner Core
Creators



Udit Mittal
Founder & MD Unison
International Consulting
Pvt. Ltd.



Ruchira Garg
Senior Director, HR
Services
Vmware



Shruti Jana
VP People Partners,
North America
Workday



Omar Farooq
CEO
AceProHR

Maintenance of Discipline and Prohibition of and Punishment for Ragging

The students of all the courses are required to maintain strict discipline and ragging in any form is prohibited as per Ordinance XV-B and XV-C of University of Delhi.

FAQs

Q: I would like to change my “Applicant’s details”, which I filled in during the “New User Registration”. Can I do that?

A: No, you cannot change that information later on. Be careful in filling the registration form.

Q: Can I submit the fee through any other method, like demand draft, etc?

A: No, the registration fee is accepted only through the online payment options available in the registration portal.

Q. Can I change my preference of course at the time of admission?

Ans. No, Preference of course once filled in the application form cannot be changed at the subsequent stage.

Q. Can I transfer my admission from HR to IB or IB to HR?

Ans. Yes if your name comes in the merit list of the other course.

Q: How can I correct my mistake in the registration form? I have uploaded the wrong Photo/ID Proof/ Signature.

A: No modifications in the form are allowed once fee payment is made. Before making the online payment, you can edit your registration form.

Q: How can I upload a self-attested ID Proof?

- A: 1. Take a photocopy of your ID proof.
2. Self-attest it.
3. Scan it and upload.

FAQs

Q: Will the registration fee be refunded or adjusted?

A: The registration fee is mandatory for all categories and will not be refunded or adjusted in any circumstances.

Q. How do I convert CGPA into Percentage?

Ans. As per your Board/University

Q: Which are the mandatory fields in the application?

A: Mandatory fields are indicated by a red star (*) adjacent to the name of the fields. The applicant must fill in the relevant information in these fields to complete the registration.

Q: My internet got disconnected while filling the form. What should I do?

A: When you get the internet connection, log in again with your credentials and fill in the information again.

Q. There is some discrepancy in my marks in the form I have submitted and my documents. What should I do?

Ans. No changes can be done to the form once it has been submitted. In case of such discrepancies, your candidature shall be cancelled.

Q. Is it okay to submit/upload a photocopy of the documents?

Ans. No. Original documents have to be submitted for verification.

Q. Is hostel facility available on campus?

Ans. Students can apply for Delhi University Hostels. List is available on University Website

FAQs

Q. How do we apply for Hostels?

Ans. Visit the respective Hostel's website for information.

Q. What would be the mode of payment for the fee? Can I pay it in cash?

Ans. The fee has to be paid Online only.

Q. Can I provide an Old category certificate?

Ans. No.

Q. What if I have not received my undergraduate degree yet but I have a provisional certificate, would it be sufficient?

Ans. Yes

Q. Is it following the trimester system or semester system?

Ans. The Course follows 2 Semester system.

Q. What is the process of withdrawing admission?

Ans. You need to write an application and fill a withdrawal form and refund form before the specified date.

FAQs

FOR FOREIGN NATIONALS

Q: Where should I contact for details regarding admission?

A: FOREIGN STUDENTS' REGISTRY OFFICE

Room No. 11, First Floor, Conference Centre, University of Delhi, Delhi-110007

Ph no.: 011-27666756

Email ID: fsr@du.ac.in, fsradmissions@du.ac.in

Website Link: www.fsr.du.ac.in

Q: Who is a Foreign National?

A: A candidate is considered as a “Foreign National” who

- Holds a passport/ Citizenship of a country other than India. **OR**
- Has an OCI/ PIO card and also holds a Passport of a country other than India.

Note:

- An applicant having an OCI card and studying throughout India will be considered as a “Foreign National”.
- Non-Resident Indian (NRI) / Indian Citizen whose qualifying examination is from an International Board/ Foreign University will NOT BE CONSIDERED as Foreign National.

Q: What are the eligibility conditions for foreign nationals for admission to MBA(IHRD/IB) Courses?

A: i) 10+2+3 years of education.

ii) Medium of instruction should have been English/ should have English Proficiency certificate of TOEFL (minimum 70) or IELTS (minimum 6 bands)/English Language Proficiency test (ELPC).

iii) The candidate should have studied Mathematics at school/ graduation level.

iv) Good Academic Record (II Division, i.e., 50 percent or equivalent CGP Score).

v) Appeared in GMAT/CAT/XAT/MAT.

Online application begins: 22nd November, 2021
Last date for online application: 03rd January, 2022



Department of Commerce
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Delhi- 110007
011-27667891
mbadmission@commerce.du.ac.in



**ADMISSION
2022-24**

**MBA
IB & HRD**



Department Of Commerce
Faculty of Commerce and Business
Delhi School of Economics
University of Delhi

**Masters in Business Administration
International Business (IB)
& Human Resource Development (HRD)**