MITSOT

MIT Group of Institutes

Established by Prof. Dr. Vishwanath D. Karad in 1983, with an aim to bridge the gap between industry and academia. MIT group of institutes now covers more than 54 institutions delivering education from KG to PG to more than 63,000 students. This multi-campus, multi-disciplinary institution has been contributing to the academic development of our Society and Country for the last 30 years and is poised to grow along with the times.

MIT School of Telecom Management

An AICTE approved Management institute, MITSOT was established in the year 2007.

MITSOT has proven to be a premier B-School in the country and attracts the best and brightest students from India and abroad. MITSOT, strives to mould students into business leaders with Techno-Managerial skills. MITSOT is ably backed, guided and supported by the industry, we blend the best of Technical and Managerial skills in our curriculum design and course delivery mechanism, to develop students into the most sought after business leaders and entrepreneurs.

Vision

To be the B-School of choice for both students and corporates. Developing Global Business Professionals capable of taking strategic integrated business decisions.

Mission

To provide our students the best business skills through an advanced management program structure focused on enhancing corporate skills, developing competencies and domain expertise in respective management spheres.

Accolades

MITSOT has bagged the following awards for its quality education

Best Telecom Management Institute
in West India by Brands Academy 2011

Best Educational Institute in Telecom
by World Education Congress

B-School with Excellent Industry
Interface by World Education Congress

National Award "Education
Development in Rural India of the Year
2011-12 by CONCERN-2012

Business School Leadership Award to
Dr. Milind Pande, Project Director

Business School with Best Industry Interface
by Dewang Mehta Business School Awards

SAARC award for
Best CISCO Local Academy

Best Telecom Management Institute in
West India by Brands Academy 2012

Asia Leadership Award
Brands Academy Award 2012

Programs Offered

- **Post Graduate Diploma in Management**
  (Approved by AICTE, Ministry of HRD)
  Specializations: Telecom Systems, Marketing, Finance

- **Masters of Business Administration**
  Specializations: Systems, Marketing and Finance
  Pursuing MBA along with PGDM is Optional.

- **M. Sc. in International Business**
  University of Dundee, UK,
  University of Abertay Dundee, UK and
  Robert Gordon university, Aberdeen, UK
  Specializations: Finance, Marketing and Systems

Program Structure

At MITSOT, a culture of student involvement and participation is encouraged in order to facilitate self disciplined conduct of Academics and Co-curricular activities.

Students are encouraged to participate in all activities related to Placement, Event Management and Technical Support and in arrangement of Value Adding sessions related to Academic Delivery. That gives them an opportunity to plan execute and learn management by practice.

The curriculum is designed to focus on telecom as a business, and not just a set of technologies, this makes our program unique and distinct. The program focuses on subjects that provide conceptual framework required for Telecom Management, Finance and Marketing Management discipline. Our teaching methodology ensures that students understand business in its true sense and not just subjects. It includes focus on telecom domain, general management, managerial skills, business decision analysis, fundamentals of various streams and problem analysis methods.

Students get good exposure to real life business practices through seminars, guest lectures and industry visits. The Program Structure consists of a combination of Core and Specialization (Elective) Courses, spread across four semesters in two years duration. Each course has 40 contact hours and is evaluated for 100 marks of continuous assessment, comprising of pre-defined units, delivered in the form of Class Room Discussions and laboratory sessions. Assessment through globally accepted CGPA system.

Post Graduate Diploma in Management (PGDM) Systems Specialization

Semester I
Courses
- Telecom Business Environment (TBE)
- Essentials of Telecommunications Services (ETS)
- Java Technologies (JT)
- Marketing Management (MM)
- Financial Management -I (FM)
- Business Accounting (BA)
- Business Economics (BE)
- Information Systems for Telecom Management (ISTM)
- Statistical & Quantitative Methods (SQM) & SPSS
- Basics of Networking (BoN)
- Business Communication -I (BC-I)
- Principles & Practices of Management (PPM) & Organizational behavior (OB)

Semester II
Courses
- Telecom Technologies (TT)
- Database Technologies (DT)
- B2B, S & D in Telecom
- Mobile Application Development (MAD) & Advanced Java Technologies (AJT)
- Services Marketing (SM)
- Integrated Marketing (IM)
- Financial Management - II (FM)
- Management Science (MS)
- Advanced Networking (AN)
- Business Communication -II (BC-II)
- Value Added Services (VAS)

Semester III
Courses
- Telecom Business Management (TBM)
- Operation Support Systems & Business Support Systems (OSS & BSS)
- Convergence of Telecom Networks (COTN)
- Global Trends in Telecom (GTT)
- Enterprise Resource Planning & Supply Chain Management (ERP & SCM)
- Project Management (PM) & IT Infrastructure Management (ITIM)
- Strategic Management (STM)
- Legal & Tax Aspects of Corporate (LTAC)
- Business Decision Analysis (BDA)
- Outsourcing & Vendor Management (OVM)
- Corporate Communication (CC)
- Cyber Securities (CS)

Semester IV
Courses
- Quality of Services in Telecom & Telecom Regulations (QoST&TR)
- Entrepreneurship Development & Innovation Management (EDIM)
- International Business Management (IBM) & Indian Economy & Global Trends (IEGT)
- Software Engineering (SE)
- Business Ethics & Corporate Governance (BECG)

Disclaimer: Courses may change in relation to demands of the industry.

MITSOT

Post Graduate Diploma in Management (PGDM) Marketing Specialization

Semester I
Courses
- Marketing Management (MM)
- Human Resource Management (HRM)
- Research Methodology (RM)
- Financial Management -I (FM)
- Business Accounting (BA)
- Business Economics (BE)
- Information Systems for Telecom Management (ISTM)
- Statistical Quality Management (SQM) & SPSS
- Principles & Practices of Management (PPM) & Organizational behavior (OB)
- Telecom Business Environment (TBE)
- Business Communication -I (BC-I)

Semester II
Courses
- Product and Brand Management
- Marketing Research
- B2B, S & D in Telecom
- Strategic Marketing
- Services Marketing (SM)
- Financial Management - II (FM)
- Commercial Banking & Financial Institutions (CBFI)
- Management Science (MS)
- Rural & Agriculture Marketing
- Business Communication -II (BC-II)
- Value Added Services (VAS)

Semester III
Courses
- Investment Analysis and Portfolio Management (IAPM)
- Management Control Systems (MCS)
- Global Trends in Telecom (GTT)
- Enterprise Resource Planning & Supply Chain Management (ERP & SCM)
- Project Management (PM) & IT Infrastructure Management (ITIM)
- Strategic Management (STM)
- Legal & Tax Aspects of Corporate (LTAC)
- Business Decision Analysis (BDA)
- Integrated Marketing Communications (IMC)
- Outsourcing & Vendor Management (OVM)
- Corporate Communication (CC)
- Virtual Marketing

Semester IV
Courses
- International Marketing
- Entrepreneurship Development & Innovation Management (EDIM)
- International Business Management (IBM) & Indian Economy & Global Trends (IEGT)
- Retail and Distribution Management
- Business Ethics & Corporate Governance (BECG)

Disclaimer: Courses may change in relation to demands of the industry.

Post Graduate Diploma in Management (PGDM) Finance Specialization

Semester I
Courses
- Financial Management -I (FM)
- Human Resource Management (HRM)
- Research Methodology (RM)
- Marketing Management (MM)
- Business Accounting (BA)
- Business Economics (BE)
- Information Systems for Telecom Management (ISTM)
- Statistical Quality Management (SQM) & SPSS
- Principles & Practices of Management (PPM) & Organizational behavior (OB)
- Telecom Business Environment (TBE)
- Business Communication -I (BC-I)

Semester II
Courses
- Integrated Marketing (IM)
- Direct Taxes (DTX)
- B2B, S & D in Telecom
- International Finance (IF)
- Services Marketing (SM)
- Financial Management - II (FM)
- Commercial Banking & Financial Institutions (CBFI)
- Management Science (MS)
- Risk & Insurance Management (RIM)
- Business Communication -II (BC-II)
- Value Added Services (VAS)

Semester III
Courses
- Investment Analysis and Portfolio Management (IAPM)
- Management Control Systems (MCS)
- Global Trends in Telecom (GTT)
- Enterprise Resource Planning & Supply Chain Management (ERP & SCM)
- Project Management (PM) & IT Infrastructure Management (ITIM)
- Strategic Management (STM)
- Legal & Tax Aspects of Corporate (LTAC)
- Business Decision Analysis (BDA)
- Indirect Taxes (ITX)
- Outsourcing & Vendor Management (OVM)
- Corporate Communication (CC)
- Wealth Management (WM)

Semester IV
Courses
- Financial Markets (FMS)
- Entrepreneurship Development & Innovation Management (EDIM)
- International Business Management (IBM) & Indian Economy & Global Trends (IEGT)
- Strategic Financial Management (SFM)
- Business Ethics & Corporate Governance (BECG)

Disclaimer: Courses may change in relation to demands of the industry.

Faculty, Research &
Industry- Institute Interaction

The faculty for the program comprises of a group of scholars who represent a broad range of academic achievement and professional experience. MITSOT partners with experts from around the globe to research the challenges that business and society face worldwide and to explore new applications of technology and management for economic, scientific and social purpose, through its tie-ups and collaborations with industry and International universities.

MITSOT courses are known for their rigor and relevance. It has achieved a high reputation among recruiters for the quality of MITSOT post graduates who possess a combination of skills in Telecom Technology and Business Management.

As part of up skilling, students involved with CISCO Networking Academy, are taught packages like SPSS, and SAS besides usage of databases like Prowess, J-gate for business decision analysis.

The students and the faculty members are actively involved in the various research projects (SIP, RPT) in association with Industry across various disciplines. This gives an opportunity for the students to develop and seek viable and valuable solutions to the contemporary and relevant issues of real world.

Industry Academia Tie-up

amdocs

Amdocs India has setup "AMDOCS Innovation Lab" on campus exclusively for students to work towards making their innovative ideas a reality.

CISCO ™

Member of CISCO Networking Academy. Received Best Local Academy Award in CISCO - SAARC Conference at Bengaluru in June 2008 CISCO Certified Network Associate (CCNA). Program contains CCNA Exploration Version 4.0.

ORACLE ®

ORACLE Work Force Development Program Academic tie-up with Oracle University Oracle Certified Associate (OCA) Program.

IBM

IBM has setup "Centre of Excellence" and Business Transformation Program on Campus.

SIEMENS

Siemens has setup "Unified Communication Lab" for research in Communication Business.

MITSOT Advantages

- Constituent of Prestigious MIT Group of Institutions, with 30 years of academic excellence in imparting professional education, MIT is a multi - disciplinary and multi - campus Organization.

- MITSOT has signed a Memorandum of Agreement with University of Dundee, UK, University of Abertay Dundee, for a twinning program offering faculty and student exchange.

- International mentors from National University of Singapore (NUS), Singapore Management University (SMU), Kellogg School of Business, Illinois Institute of Technology Chicago, and University of Dundee, UK, University of Abertay Dundee, UK and London School of Economics, UK.

- A Unique Pedagogy - MITSOT is a catalyst for change in the tertiary education landscape and is the pioneer in interactive pedagogical learning that has gained wide acceptance by students, parents and employers.

- Interactive & Innovative Curriculum - our curriculum equips the students with a total skill-set comprising core knowledge-based skills i.e. - analytical thinking and problem solving skills - and people oriented skills i.e. - communication and presentation, leadership and team-building skills.

- Industry Interface - MITSOT has got a symbiotic relationship. With its strong industry collaborations MITSOT provides a healthy platform to its students which gives a competitive edge over others.

What difference MITSOT will make?

MITSOT students make valuable contributions to the organizations and communities they join. The courses they study with us are designed to make sure that their knowledge is current, and that they are able to take a lead in applying it to develop their own personal futures as well as those of others.

What's important, of course, is not just knowing, but also having the skills to make the best possible use of knowledge and MITSOT specializes in creating learning opportunities that will help you to develop your personal and professional skills to an advanced level.

What are these higher-level skills? They're ways of working with knowledge and with other people that employers and our graduates tell us are most important to their success:

• Being able to analyze and solve a problem that may need you to work with what you already know, and to find new information from a range of areas and sources.

• Understanding when you need to call other specialists in, and understanding how to work with them in ways that make the best of everybody's contribution.

• Spotting new opportunities and knowing how to assess these, and to present them in ways that will allow others to understand them and their benefits.

• Taking your own ideas forward, through research and through networking and contributing to the development of ideas that others have.

The MITSOT Edge

Our roadmap is to expose our students to the entire spectrum of relevant managerial and technical domains so that our students can contribute highly to the telecom revolution and other management domains they choose.

Our courses reflect our philosophy of providing global expertise while delivering our courses. We also provide an eco-system for advanced learning through our industry partnerships and MOUs.

MOUs

• University of Dundee, UK
• University of Abertay

Mentoring by Faculty from
• National University of Singapore (NUS)
• Singapore Management University (SMU)
• Illinois Institute of Technology Chicago
• University of Dundee, UK
• University of Abertay UK
• London School of Economics, UK

Board of Studies (BOS)
Comprising of
1. International advisory council
2. Corporate council
3. Academic coucil

The International Relations Office

Through these partnerships we are able to extend our reach to various globally acclaimed Universities. We are working towards bringing the best minds in Academics from all over the world to foster international partnerships for transformative global opportunities and programs.

Employability – Training and Placement

When you come to MITSOT it is time to start looking at the future. Although self motivation is the key - Team work, Communication skills and most importantly, a winning attitude are a must for any B-School pass out.

While you are at MITSOT you will learn many essential skills like

• Problem definition skills, Brainstorming skills
• Technology selection skills, Data analysis skills
• Team management skills, People handling skills
• Decision making skills, Efficiency and Optimization of resources
• Technical and domain skills, Project implementation skills
• Psychometric tests, Aptitude tests

UNIVERSITY OF DUNDEE

Abertay University

ROBERT GORDON UNIVERSITY·ABERDEEN

The Training and Placement Cell

The success of our course is reflected in the placements. MITSOT is able to place all its eligible students. The Training and Placement cell is active in attracting the industry to the institute for placement and pre-placement interactions. The placement setup in the institute has been one of the best in comparison with many colleges in India with an excellent infrastructure. The cell helps all students in securing their SIP (Summer Internship Project) as well.

Internship Highlights

Summer Placement at MITSOT is spread over 8 weeks, with almost 100% placements every year. It mainly includes project offers from Telecom, IT and non-IT companies (Banking/ Finance, Marketing and Research Groups). This trend is poised to continue through the Final Placement, establishing "MITSOT" as one of the upcoming Premier B-School in India.

The Placement Cell helps the students in the process of deciding on their next move after completing the present course. It also helps them on how to get a clear view of what they can offer in a job, what they want from a job and how to make a rational choice between options. All major companies located in India and abroad regularly conduct SIP and final recruitments at the MITSOT Campus.

We act as an interface between the students and industries and are dedicated to help the students towards their campus placement and industrial exposure.

Placement Highlights

- 750 offers to 680 students in 310 companies
- International and national offers
- Highest CTC offered 8.5 lacs
- Average pay package 3.85 lacs

Profiles Offered

- Business Analyst
- Research Analyst
- Sales Manager
- Marketing Executive
- Management Trainee
- R&D Manager
- Network Manager
- Sr. Engineer Design
- Business Development Manager
- Business Development Executive

MITSOT

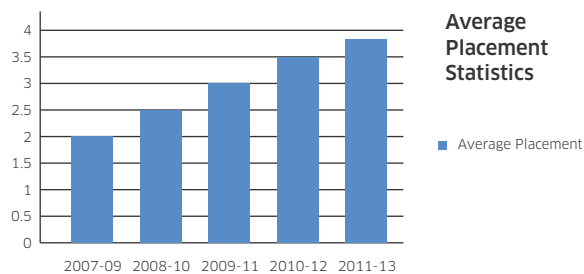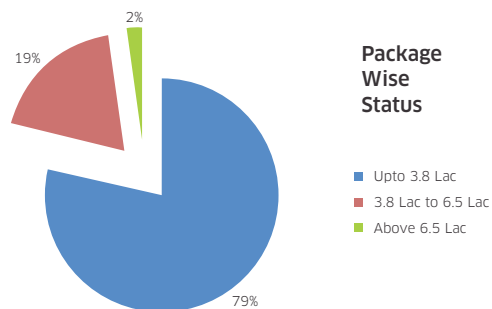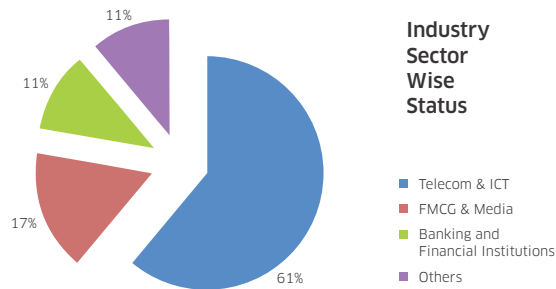## We are grateful to them: Corporate Recruiters

- Aircel Ltd.
- Axis Bank
- Bajaj Capital
- Bharti Airtel
- Café Coffee Day
- Cybage Software Pvt. Ltd.
- Deolitte
- Deutsche Bank
- Elite Core
- HCL Infosystems Ltd.
- HDFC Bank
- Hungama
- IBM
- Idea Cellular
- Indus Towers
- Infosys
- Jupiter Infomedia
- Kosan Crisplant India
- KPMG
- Kuehne+Nagel Pvt. Ltd.
- L&T Infotech
- Mahindra Hinoday Industries Ltd.
- Manikaran Power Limited
- Matrix Cellular Ltd.
- Mphasis
- MTS Telecom
- Network 18
- Nihilent Technologies Pvt. Ltd.
- Nokia
- On Mobile
- Persistent Systems Ltd.
- Redington India Ltd.
- Redknee
- Reliance Communications
- Reliance Industries Ltd.
- Siemens
- Speak Wireless
- Sterlite
- Tally India Ltd.
- Tata Technologies
- Tata Tele Services
- TCS
- Tech Mahindra
- UFO Moviez
- Videocon
- Virtusa Corporation
- Vodafone
- Wipro

Companies that provided Summer Internship Projects

- AC Neilsen
- Fast Track Software Services Pvt. Ltd.
- Philips
- Adlabs
- Forbes Marshall
- PRAJ Industry
- Aircel
- Future Group
- Punjab National Bank
- Airtel
- Godrej
- Reliance Capital
- Amul
- GTL
- Reliance communication
- Axis Bank
- HCL Infosystems Ltd.
- Sai Infosystems
- Bajaj Allianz
- HUL
- Spanco Telecom
- Bank of India
- HDFC Bank
- SBI Bank
- Big Bazzar
- Hindalco Industries Ltd.
- Siemens Enterprise Communications Pvt. Ltd.
- BSNL
- HSBC Bank
- Sony
- BDB
- Uninor
- Tata Communication
- Nokia
- Kingfisher
- TATA Motors
- Cipla
- Vodafone
- Tata Teleservices (M) Ltd.
- Coca Cola
- L & T Ltd.
- Tata Technologies Ltd.
- Cosmos Bank
- Mahindra & Mahindra
- Tech Mahindra
- MTS Telecom
- Tulip Telecom

Placement Statistics

Industry Sector Wise Status

- Telecom & ICT
- FMCG & Media
- Banking and Financial Institutions
- Others

Telecom & ICT: 61%, FMCG & Media: 17%, Banking and Financial Institutions: 11%, Others: 11%

Package Wise Status

- Upto 3.8 Lac
- 3.8 Lac to 6.5 Lac
- Above 6.5 Lac

Upto 3.8 Lac: 79%, 3.8 Lac to 6.5 Lac: 19%, Above 6.5 Lac: 2%

Average Placement Statistics

- Average Placement

2007-09, 2008-10, 2009-11, 2010-12, 2011-13

Our Student Services Include

- World class library and e-resources
- Reading Room
- Conference Room
- IT infrastructure
- Tutorial Rooms
- Auditorium
- Corporate Cell (Placement and Training)
- International Relations Cell
- R&D Cell
- Student affairs office
- Canteen
- Hostel
- Wi-Fi facility

Events Like

- Teletech @ MITSOT, CII, Deloitte
- World Telecom Day @ MITSOT
- Connect @ MITSOT
- HR Meet @ MITSOT

MITSOT

Admissions and Support

Eligibility Criteria

1. A Bachelor or equivalent degree with a minimum of 50% passing marks from a University recognized by University Grants Commission, Govt. of India.

2. Final year students are also eligible to apply, such students if selected will be given provisional admission.

Selection Procedure

Phase I - Written Examination MITSOT accepts CAT / XAT / MAT / GMAT / CMAT /ATMA scores. Student appearing for these examinations can apply for our programs with the respective valid scores. However, the XAT / MAT/ GMAT scores will be equalized and validated to the CAT score value and will be considered for the merit list.

Phase II - Situation Reaction Test (SRT) and Essay Writing are an Integral part of Admission Process. The applicants are required to appear for the Situation Reaction Test (SRT) and an essay writing exercise based on situations and general topics given on the spot, in the selection centers.

Phase III - Group Discussion (GD) and Personal Interview (PI) for Candidates who fulfill the qualitative requirements are called by MITSOT-Admission Cell. This may include role plays, case studies and extempore speech. PI will be conducted; first for the opted Specialization and the second round would assess the overall suitability of the candidate for the program.

Financial Assistance

We provide education loan assistance to the candidates by providing loan letter, selection letter and tie-up document. We also have a tie-up with Syndicate Bank, Bank of India, HDFC Bank, Cosmos Bank and Credila Financial Services. Since this program is AICTE approved all the nationalized banks provide educational loan facility to candidates.

Hostel Facility

A well equipped hostel facility is available on campus for girls. For boys, we have tie-ups with some private hostels in and around the campus.

Contact Us
The Admission In-charge,
MIT School of Telecom Management
S2 Block, MIT College Campus, Paud Road, Kothrud, Pune - 411038
Tel: +91-20-30273446/3021 Fax: +91-20-25452585
Mob: +91 9850811405/ 9850065924 Email: admission@mitsot.com,
malhar@mitsot.com. Feel free to visit our campus or the website **www.mitsot.com**
You can also call us on the above listed contact numbers with your queries.

Disclaimer
a) Program structure subject to Director/Board of Studies suggested changes.
b) Eligibility criteria and selection based on Director's recommendation.
c) Legal disputes, if any, will be settled only in Pune jurisdiction.

MIT Group of Institutions

Management Institutes

- MIT School of Telecom Management (MITSOT), Pune
- MIT School of Management (MITSOM) - Management College, Pune
- MIT School of Government (MITSOG), Pune
- MIT School of Business (MITSOB), Pune
- MIT College of Management (MITCOM), Pune
- MIT College of Commerce & Management Studies, Latur
- MIT School of Distance Education (MITSDE), Pune
- MIT Lighting Research Academy (MITLRA), Pune
- MIT International School of Broadcasting and Journalism (MIT-ISBJ), Pune

Art & Design

- MIT Institute of Design, Pune

Open Learning Online Education

- MIT School of Distance Education, Pune

Engineering

- Maharashtra Institute of Technology (MIT) Engineering College, Pune
- MIT Academy of Engineering (MAE) Engineering College Alandi, Pune
- MIT College of Engineering (MITCOE) Engineering College Pune
- Sri. Savitribai Phule Polytechnic (SSPP) Polytechnic College, Pune
- Maharashtra Academy of Naval Education and Training (MANET), Marine Engineering College, Pune
- MIT CAD CAM CAE Training and Design Center Engineering Training, Pune
- MIT College of Food Technology (MITCFT), Pune

Medical Institutes

- Maharashtra Institute of Medical Sciences and Research (MIMSR), Latur
- Maharashtra Institute of Medical Education and Research (MIMER), Pune
- Maharashtra Institute of Physiotherapy, Latur
- Maharashtra Institute of Dental Science and Research (MIDSR), Latur
- Maharashtra Institute of Physiotherapy, Pune
- MIMER-CPS (PGD Courses), Pune
- Maharashtra Institute of Pharmacy (MIP), Pune

Social Sciences

- Vishwashanti Sangeet Kala Academy, Rajbaug, Pune
- MAEER's College of Arts, Commerce & Science, Pune
- MAEER's College of Arts, Commerce & Science, Alandi
- MIT College of Science and Computer Studies, Latur
- MIT School of Foreign Languages (MITSFL), Pune
- MIT School of Education, Pune
- MIT Career Guidance Center (MIT CGC), Pune
- World Peace Centre (UNESCO CHAIR)

MIT School Division

- MIT Vishwashanti Gurukul, Pune
- MAEER's Vishwashanti Gurukul (CBSE School) Wakhari, Pandharpur

Teacher's Training Institute

- MIT School of Education

MIT Pune's

MIT SCHOOL OF TELECOM MANAGEMENT (MITSOT)

MIT College Campus, Paud Road, Kothrud, Pune - 411 038
Tel.: +91-20-30273021/3446 | Mob.: +91 9850811405, 9850065924
Email: admission@mitsot.com, malhar@mitsot.com | www.mitsot.com
Follow us on: facebook.com/MITSOT | twitter.com/MIT_SOT | youtube.com/mitsotpune

MITSOT

"An MIT, Pune Initiative"