

**Symbiosis Institute of Telecom Management, Pune**  
**Master of Business Administration (Telecom Management)**  
**Programme Structure 2019-21**

1.	<b>OBJECTIVE</b>	To develop Telecom Business Leaders who can handle the ever-changing telecom technology and business environment.			
2.	<b>DURATION MONTHS)</b>	(IN	24 (Full Time)		
3.	<b>INTAKE</b>	150			
4.	<b>RESERVATION</b>	<b>I. Within the sanctioned intake</b>	<b>a) SC (In Percentage)</b>	<b>b) ST (In Percentage)</b>	<b>c) Differently abled (In Percentage)</b>
			15	7.5	3
		<b>II. Over and above the sanctioned intake</b>	<b>a) Kashmiri Migrants (In Seats)</b>	<b>b) International Students (In Percentage)</b>	
			2	15	
5.	<b>ELIGIBILITY</b>	Graduate from any recognised University/ Institution of National Importance with a minimum of 50% marks or equivalent grade (45% marks or equivalent grade for Scheduled Caste / Scheduled Tribes).			
6.	<b>SELECTION PROCEDURE</b>	Symbiosis National Aptitude Test score, Academic Profile Score, Personal Interaction and Writing Ability Test (PI-WAT)			
7.	<b>MEDIUM OF INSTRUCTION</b>	OF	English		
8.	<b>PROGRAMME PATTERN</b>	Semester			
9.	<b>COURSE SPECIALIZATION</b>	&	As per Annexure A Specialization: <ul style="list-style-type: none"> <li>• Systems and Finance</li> <li>• Marketing and Finance</li> <li>• Analytics and Finance</li> </ul>		
10.	<b>FEE</b>		<b>Academic Fee p.a</b>	<b>Institute Deposit</b>	<b>Total</b>
		<b>Indian Students</b>	570000	20000	590000
		<b>International Students (USD equivalent to INR)</b>	855000	20000	875000
11.	<b>ASSESSMENT</b>	All Internal Courses will have 100% component as internal evaluation at the Institute level. All External Courses will have 60% internal component and 40% component as external [University] examination.			
12.	<b>STANDARD PASSING</b>	OF	The assessment of the student for each examination is done, based on relative performance. Maximum Grade Point (GP) is 10 corresponding to O (Outstanding). For all courses, a student is required to pass both internal and external examination separately with a minimum Grade Point of 4 corresponding to Grade P. Students securing less than 40% absolute marks in each head of passing will be declared		



		FAIL. The University awards a degree to the student who has achieved a minimum CGPA of 4 out of maximum of 10 CGPA for the programme.
13.	<b>AWARD OF DEGREE</b>	Master of Business Administration (Telecom Management) will be awarded at the end of IV semester examination by taking into consideration the performance of all 4 semesters examinations after obtaining minimum 4 CGPA out of 10 CGPA.

**14. NATURE WISE DISTRIBUTION OF CREDITS**

Semester	Generic Core	Generic Elective	Specialization Core	Specialization Elective	Open Elective	Audit	Total
1	24	0	0	0	0	1*	24
2	24	0	0	4	0	0	28
3	21	5	0	4	0	0	30
4	16	0	2	0	0	0	18
<b>Total</b>	<b>85</b>	<b>5</b>	<b>2</b>	<b>8</b>	<b>0</b>	<b>0</b>	<b>100</b>

\* Satisfactory completion of the letter grade course 'Integrated Disaster Management' is mandatory for award of degree.

Programme Structure is approved by Academic Council subject to its own conditions. Any provision in the Programme Structure which violates the basic regulations is deemed to be termed "Null & Void"

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**Annexure A**

Catalog Course Code	Course Code	Course Title	Specialization	Credit	Internal Credits	External Credits	Total Marks
<b>Semester : 1</b>							
<b>Generic Core Courses</b>							
T2239	020541101	Business Communication		2	60	40	100
T2216	020541102	Business Statistics		2	60	40	100
T2114	020541103	Essentials of Marketing Management		2	60	40	100
T3170	020541104	Information Systems for Telecom Business		2	60	40	100
T2015	020541105	Introduction to Financial Markets and Institutions		2	60	40	100
T3174	020541106	Network Concepts and Components		2	60	40	100
T2560	020541107	Principles and Practices of Management		2	60	40	100
T6075	020541108	Managerial Economics		2	60	40	100
T2869	020541109	Introduction to Telecom Technologies		2	60	40	100
T2007	020541110	Cost Accounting		1	50	0	50
T2004	020541111	Financial Accounting		1	50	0	50
T3353	020541112	Internet-of-Things		1	50	0	50
T2219	020541113	Operations Research		1	50	0	50
T2224	020541114	Research Methodology		1	50	0	50
T3489	020541115	Spreadsheets for Managers		1	50	0	50
T4005	020541116	Integrated Disaster Management *		0	0	0	Letter Grade
<b>Total</b>				<b>24</b>	<b>840</b>	<b>360</b>	<b>1200</b>
<b>Semester : 2</b>							
<b>Generic Core Courses</b>							
T2803	020541201	Project		3	150	0	150
T2870	020541202	Wireless Technologies		3	90	60	150
T2778	020541203	Basics of Financial Management		2	60	40	100
T2227	020541204	Business Analytics		2	60	40	100
T3035	020541205	Governance Risk and Compliance		2	60	40	100
T3167	020541206	Introduction to Business Intelligence		2	60	40	100
T2604	020541207	Legal and Taxation Aspect		2	60	40	100
T2777	020541208	Management Accounting		2	60	40	100
T3085	020541209	Managing Pre-Sales		2	60	40	100
T2253	020541210	Strategic Management		2	60	40	100
T6074	020541211	Macroeconomics for Managers		2	60	40	100
<b>Total</b>				<b>24</b>	<b>780</b>	<b>420</b>	<b>1200</b>
<b>Specialization : Analytics &amp; Finance</b>							
T3206	020541212	Advanced Programming in Python	Analytics & Finance	2	60	40	100
T3311	020541213	Data Mining for Decision Making	Analytics & Finance	2	60	40	100
T3531	020541214	R Programming	Analytics & Finance	2	60	40	100

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T2894	020541219	Cloud-based Solution Architecture	Systems & Finance	2	60	40	100
T2312	020541220	Telecom Management Networks	Systems & Finance	2	60	40	100
<b>Total Required Credits</b>				<b>4</b>	<b>120</b>	<b>80</b>	<b>200</b>
<b>Specialization : Marketing &amp; Finance</b>							
T2130	020541215	Brand Management	Marketing & Finance	2	60	40	100
T2513	020541216	Marketing Research	Marketing & Finance	2	60	40	100
T2128	020541217	Product Management	Marketing & Finance	2	60	40	100
<b>Total Required Credits</b>				<b>4</b>	<b>120</b>	<b>80</b>	<b>200</b>
<b>Semester : 3</b>							
<b>Generic Core Courses</b>							
T2806	020541301	Project		6	300	0	300
T2770	020541302	Services and Technology Trends in Telecom		3	90	60	150
T2087	020541303	Business Modeling and Planning		2	60	40	100
T3168	020541304	Cloud Management		2	60	40	100
T3395	020541305	Digital Transformation		2	60	40	100
T2311	020541306	Operation Support Systems and Business Support Systems Framework (OSS/BSS)		2	60	40	100
T2849	020541307	Management of Financial Technologies		2	60	40	100
F0002	020541308	Flexi-Credit Course		2	100	0	100
<b>Total</b>				<b>21</b>	<b>790</b>	<b>260</b>	<b>1050</b>
<b>Specialization : Analytics &amp; Finance</b>							
T2766	020541318	Telecom Analytics	Analytics & Finance	2	60	40	100
T2692	020541319	Social Media Analytics	Analytics & Finance	2	60	40	100
T2693	020541320	Visual Analytics	Analytics & Finance	2	60	40	100
<b>Total Required Credits</b>				<b>4</b>	<b>120</b>	<b>80</b>	<b>200</b>
<b>Specialization : Systems &amp; Finance</b>							
T2895	020541324	Advanced Cloud-Based Solution Architecture	Systems & Finance	2	60	40	100
T3342	020541325	Network Security	Systems & Finance	2	60	40	100
T2310	020541326	Regulatory Aspects of Telecom (RAT)	Systems & Finance	2	60	40	100
<b>Total Required Credits</b>				<b>4</b>	<b>120</b>	<b>80</b>	<b>200</b>
<b>Specialization : Marketing &amp; Finance</b>							
T2143	020541321	Services Marketing	Marketing & Finance	2	60	40	100
T2136	020541322	Sales Force and Channel Management	Marketing & Finance	2	60	40	100
T2686	020541323	Marketing Analytics	Marketing & Finance	2	60	40	100
<b>Total Required Credits</b>				<b>4</b>	<b>120</b>	<b>80</b>	<b>200</b>
<b>Generic Elective Courses Group</b>							

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Catalog Course Code	Course Code	Course Title	Specialization	Credit	Internal Credits	External Credits	Total Marks
T2319	020541312	ITIL Foundation		1	50	0	50
T2323	020541313	Predictive Business Analytics in Telecom		1	50	0	50
T2846	020541314	Ethical Hacking and Cyber Crime		1	50	0	50
T2848	020541315	Internal Audit		1	50	0	50
T2865	020541316	General Data Protection Regulation (GDPR)		1	50	0	50
T2893	020541317	Digital Business Ecosystems Fundamentals		1	50	0	50
<b>Total Required Credits</b>				<b>5</b>	<b>250</b>	<b>0</b>	<b>250</b>
<b>Semester : 4</b>							
<b>Generic Core Courses</b>							
T2810	020541401	Project		10	300	200	500
T2059	020541402	Advanced Corporate Finance		2	100	0	100
T2353	020541403	Entrepreneurship		2	100	0	100
T4666	020541404	Well for Life		2	100	0	100
<b>Total</b>				<b>16</b>	<b>600</b>	<b>200</b>	<b>800</b>
<b>Specialization Core Courses : Analytics &amp; Finance</b>							
T2762	020541405	Advanced Big Data Analytics Telecom	Analytics & Finance	2	60	40	100
<b>Total</b>				<b>2</b>	<b>60</b>	<b>40</b>	<b>100</b>
<b>Specialization Core Courses : Marketing &amp; Finance</b>							
T2827	020541406	Supply Chain Management	Marketing & Finance	2	60	40	100
<b>Total</b>				<b>2</b>	<b>60</b>	<b>40</b>	<b>100</b>
<b>Specialization Core Courses : Systems &amp; Finance</b>							
T3287	020541407	IT Strategy	Systems & Finance	2	60	40	100
<b>Total</b>				<b>2</b>	<b>60</b>	<b>40</b>	<b>100</b>

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Semester	Internal Credits	External Credits	Total Credits	Total Marks
<b>Analytics &amp; Finance</b>				
Semester1	6	18	24	1200
Semester2	3	25	28	1400
Semester3	13	17	30	1500
Semester4	6	12	18	900
<b>Total</b>	<b>28</b>	<b>72</b>	<b>100</b>	<b>5000</b>
<b>Marketing &amp; Finance</b>				
Semester1	6	18	24	1200
Semester2	3	25	28	1400
Semester3	13	17	30	1500
Semester4	6	12	18	900
<b>Total</b>	<b>28</b>	<b>72</b>	<b>100</b>	<b>5000</b>
<b>Systems &amp; Finance</b>				
Semester1	6	18	24	1200
Semester2	3	25	28	1400
Semester3	13	17	30	1500
Semester4	6	12	18	900
<b>Total</b>	<b>28</b>	<b>72</b>	<b>100</b>	<b>5000</b>

