

Symbiosis Institute of Telecom Management, Pune
Master of Business Administration (Telecom Management)
Programme Structure 2018-20

1.	OBJECTIVE	To develop Telecom Business Leaders who can handle the ever-changing telecom technology and business environment.			
2.	DURATION (IN MONTHS)	24 (Full Time)			
3.	INTAKE	150			
4.	RESERVATION	I. Within the sanctioned intake	a) SC (In Percentage)	b) ST (In Percentage)	c) Differently abled (In Percentage)
			15	7.5	3
		II. Over and above the sanctioned intake	a) Kashmiri Migrants (In Seats)	b) International Students (In Percentage)	
			2	15	
5.	ELIGIBILITY	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.	SELECTION PROCEDURE	Symbiosis National Aptitude Test score, Academic Profile Score, Personal Interaction and Writing Ability Test (PI-WAT)			
7.	MEDIUM OF INSTRUCTION	English			
8.	PROGRAMME PATTERN	Semester			
9.	COURSE & SPECIALIZATION	As per Annexure A Specialization: <ul style="list-style-type: none"> • Systems and Finance • Marketing and Finance • Analytics and Finance 			
10.	FEE		Academic Fee p.a	Institute Deposit	Total
		Indian Students	550000	20000	570000
		International Students (USD equivalent to INR)	825000	20000	845000
11.	ASSESSMENT	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.	STANDARD OF PASSING	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. AWARD OF DEGREE		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	0	24
2	17	3	0	4	0	0	24
3	25	5	0	4	0	0	34
4	16	0	0	2	0	0	18
Total	82	8	0	10	0	0	100

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

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

Head-Academics

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Annexure A

Catalog Course Code	Course Code	Course Title	Specialization	Credit	Internal Marks	External Marks	Total Marks
Semester : 1							
Generic Core Courses							
T2114	020541101	Essentials of Marketing Management		2	60	40	100
T2560	020541102	Principles and Practices of Management		2	60	40	100
T2239	020541103	Business Communication		2	60	40	100
T2216	020541104	Business Statistics		2	60	40	100
T2219	020541105	Operations Research		1	50	0	50
T2224	020541106	Research Methodology		1	50	0	50
T6075	020541107	Managerial Economics		2	60	40	100
T2004	020541108	Financial Accounting		1	50	0	50
T2007	020541109	Cost Accounting		1	50	0	50
T2015	020541110	Introduction to Financial Markets and Institutions		2	60	40	100
T2869	020541111	Introduction to Telecom Technologies		2	60	40	100
T3170	020541112	Information Systems for Telecom Business		2	60	40	100
T3174	020541113	Network Concepts and Components		2	60	40	100
T3353	020541114	Internet-of-Things		1	50	0	50
T3489	020541115	Spreadsheets for Managers		1	50	0	50
Total				24	840	360	1200
Semester : 2							
Generic Core Courses							
T2253	020541201	Strategic Management		2	60	40	100
T2227	020541202	Business Analytics		2	60	40	100
T2870	020541203	Wireless Technologies		3	90	60	150
T6074	020541204	Macroeconomics for Managers		2	60	40	100
T3035	020541205	Governance Risk and Compliance		2	60	40	100
T3167	020541206	Introduction to Business Intelligence		2	60	40	100
T2777	020541207	Management Accounting		2	60	40	100
T2778	020541208	Basics of Financial Management		2	60	40	100
Total				17	510	340	850
Specialization : Systems & Finance							
T3169	020541209	Information Storage Management	Systems & Finance	2	60	40	100
T2312	020541210	Telecom Networks Management	Systems & Finance	2	60	40	100
T2871	020541211	Convergence of Telecom Networks	Systems & Finance	2	60	40	100
Total Required Credits				4	120	80	200
Specialization : Marketing & Finance							
T2128	020541212	Product Management	Marketing & Finance	2	60	40	100
T2130	020541213	Brand Management	Marketing & Finance	2	60	40	100
T2139	020541214	Digital Marketing	Marketing & Finance	2	60	40	100
Total Required Credits				4	120	80	200

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Specialization : Analytics & Finance							
T3311	020541215	Data Mining for Decision Making	Analytics & Finance	2	60	40	100
T2766	020541216	Telecom Analytics	Analytics & Finance	2	60	40	100
T2850	020541217	Descriptive Business Analytics in Telecom	Analytics & Finance	2	60	40	100
Total Required Credits				4	120	80	200
Project							
Generic Elective Courses							
T2803	020541218	Project		3	150	0	150
T3018	020541219	R Programming		3	150	0	150
Total Required Credits				3	150	0	150
Semester : 3							
Generic Core Courses							
T2311	020541301	Operation Support Systems and Business Support Systems Framework (OSS/BSS)		2	60	40	100
T2770	020541302	Services and Technology Trends in Telecom		3	90	60	150
T2604	020541303	Legal and Taxation Aspect		2	60	40	100
T3085	020541304	Managing Pre-Sales		2	60	40	100
T3168	020541305	Cloud Management		2	60	40	100
T2810	020541306	Project		10	300	200	500
T2849	020541307	Management of Financial Technologies		2	60	40	100
T2087	020541308	Business Modeling and Planning		2	60	40	100
Total				25	750	500	1250
Specialization : Marketing & Finance							
T2136	020541309	Sales Force and Channel Management	Marketing & Finance	2	60	40	100
T2118	020541310	Consumer Behaviour	Marketing & Finance	2	60	40	100
T2143	020541311	Services Marketing	Marketing & Finance	2	60	40	100
Total Required Credits				4	120	80	200
Specialization : Analytics & Finance							
T2693	020541312	Visual Analytics	Analytics & Finance	2	60	40	100
T2692	020541313	Social Media Analytics	Analytics & Finance	2	60	40	100
T2851	020541314	Predictive Business Analytics in Telecom	Analytics & Finance	2	60	40	100
Total Required Credits				4	120	80	200
Specialization : Systems & Finance							
T3173	020541315	Mobile Operating Systems and Applications	Systems & Finance	2	60	40	100
T3175	020541316	Network Design	Systems & Finance	2	60	40	100
T2310	020541317	Regulatory Aspects of Telecom (RAT)	Systems & Finance	2	60	40	100
Total Required Credits				4	120	80	200
Generic Elective Courses Group							
T2845	020541318	Development Operations (DevOps)		1	50	0	50

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Catalog Course Code	Course Code	Course Title	Specialization	Credit	Internal Marks	External Marks	Total Marks
T2319	020541319	ITIL Foundation		1	50	0	50
T2831	020541320	Information Security Management		1	50	0	50
T2321	020541321	BPF - eTOM(L2)		1	50	0	50
T2848	020541322	Internal Audit		1	50	0	50
T2846	020541323	Ethical Hacking and Cyber Crime		1	50	0	50
Total Required Credits				5	250	0	250
Semester : 4							
Generic Core Courses							
T3395	020541401	Digital Transformation		2	100	0	100
T2810	020541402	Project		10	500	0	500
T2353	020541403	Entrepreneurship		2	100	0	100
T2059	020541404	Advanced Corporate Finance		2	100	0	100
Total				16	800	0	800
Specialization : Systems & Finance							
T3287	020541405	IT Strategy	Systems & Finance	2	60	40	100
Total Required Credits				2	60	40	100
Specialization : Marketing & Finance							
T2827	020541406	Supply Chain Management	Marketing & Finance	2	60	40	100
Total Required Credits				2	60	40	100
Specialization : Analytics & Finance							
T2762	020541407	Advanced Big Data Analytics Telecom	Analytics & Finance	2	60	40	100
Total Required Credits				2	60	40	100

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Semester	Internal Credits	External Credits	Total Credits	Total Marks
Analytics & Finance				
Semester 1	6	18	24	1200
Semester 2	3	21	24	1200
Semester 3	5	29	34	1700
Semester 4	16	2	18	900
Total	30	70	100	5000
Systems & Finance				
Semester 1	6	18	24	1200
Semester 2	3	21	24	1200
Semester 3	5	29	34	1700
Semester 4	16	2	18	900
Total	30	70	100	5000
Marketing & Finance				
Semester 1	6	18	24	1200
Semester 2	3	21	24	1200
Semester 3	5	29	34	1700
Semester 4	16	2	18	900
Total	30	70	100	5000