

Siva Sivani Institute of Management was set up in 1992. SSIM started its PGDM programme with a differentiator of a Triple Specialisation, where two functional and one sectoral specialisation can be selected. This was offered earlier as a non-residential programme but is now a fully residential programme. SSIM also offers PGDM residential programmes in single specialisations in Marketing, HR and Banking, Insurance, Finance and Allied Services (BIFAAS). SSIM has also started a second-shift or non-residential PGDM programme in 2010 which are now offering specialisations in Global Business, Banking, Insurance, Finance and Allied Services as well as Triple Specialisation.

**Best Practices Followed**

- High number of executive training programmes offered by the Training and Consultancy cell of SSIM which offers good industry interaction to the faculty involved
- The Triple Specialisation option allows students to specialise in a sector (Pharma, Banking and Infrastructure) and provides them knowledge through sector-specific electives.

| Areas of Excellence  | Areas of Strong Performance   | Areas of Good Performance  | Areas of Improvement  |
|--|---|--|---|
| <ul style="list-style-type: none"> <li>• Good number of executive training and consultancy projects through the Training and Consultancy cell</li> <li>• Strong emphasis on research activities</li> </ul> | <ul style="list-style-type: none"> <li>• Strong local brand awareness among recruiters</li> <li>• Good academic and geographic diversity of student batch</li> <li>• Focus on well-rounded development of students through value added modules in the curriculum</li> </ul> | <ul style="list-style-type: none"> <li>• Fairly consistent placement track record</li> <li>• Sound curriculum development and review process</li> <li>• Qualified and stable set of faculty members</li> </ul> | <ul style="list-style-type: none"> <li>• Better work experience profile of batch</li> <li>• Better dissemination of the vision behind the institute's agenda</li> </ul> |

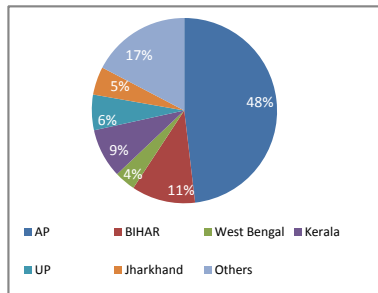
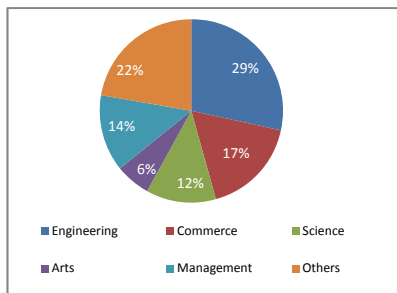
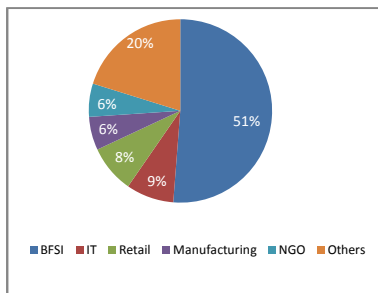
| Graded Program Details    | Students - Key Statistics                                | Permanent Faculty                  | Student Outcome (Batch of 2009-11)          |
|---------------------------|--|------------------------------------|---|
| Program PGDM              | Student strength 82                                      | Faculty strength 52                | Placements 100%                             |
| Offered since 1992        | Average age 22 years                                     | Median teaching experience 8 years | Median salary Rs. 3.5 lakh                  |
| Status Autonomous         | Average work experience 12 months                        | Median Industry experience 9 years | Maximum salary Rs.8.0 lakh                  |
| Recognition AICTE         | Percentage of female students 15%                        | Retention rate >90%                | Pre-placement offers NIL                    |
| Program Fee Rs. 6.25 lakh | Percentage of students with work experience > 2 years 2% | Student-Faculty ratio 11:1         | No. of student clubs 7                      |
|                           | MAT, CAT, XAT, State entrance test                       | Visiting faculty > 10              | Predominant placement region Andhra Pradesh |
| Total Seats 120           | Entrance Exam  |                                    |   |

| Admission statistics : Cut offs    |                          | Prominent recruiters  |  |
|------------------------------------|--------------------------|---|--|
| General category seats             | Industry sponsored seats | Axis Bank Ltd, HDFC Bank Ltd, ICICI Securities Ltd, ICICI Bank Ltd, Deutsche Bank, UBS, Deloitte Consulting, Wipro Ltd, Water Health India Pvt Ltd, Hackett Group |  |
| Cut off Score MAT: 54th percentile | Cut off 50th percentile  |   |  |
| Highest MAT: 97th percentile       | Highest NA               |   |  |

**Placement Diversity (Batch of 2009-11)**

**Academic diversity (Batch of 2011-13)**

**Geographic diversity (Batch of 2011-13)**



**Curriculum**

The two-year curriculum follows a trimester system with elective courses being offered in the second year across functions. Students can opt for a triple specialisation including a sectoral specialisation from a choice of Pharma, Infrastructure, Banking and Insurance

Students have the options of personality development programmes and English language lab to enhance their communication skills.

A tie-up with Oracle for the Oracle suite of applications under ERP has been implemented where apart from finance applications, students are exposed to applications such as Siebel and business analytics.

A book review and article review is included in each trimester where students present opinions and critiques on selected books and articles.

An outbound training programme is conducted in the first trimester to expose the students to self development and team building games.

**Industry Interaction**

SSIM has had over 90 guest lectures in 2009-11 from senior industry representatives.

The institute has a special cell dedicated to Training and Consultancy which reports to the Executive Vice President. It has conducted over 90 executive training and management development programmes in 2009-11.

SSIM conducted consultancy projects for Orient Cements and Tupperware in 2010-11. Three HR projects for companies including Goa Shipyard and NTPC are scheduled for the coming year.

Alumni have been contributing through guest lectures and guidance to students for placements. A database of about 800 alumni has been maintained.

**Infrastructure**

SSIM is housed on a 9-acre campus shared with the school and degree college. The SSIM building has 16 classrooms, 2 conference rooms and a 200-seater convention centre. Separate hostels for boys and girls with recreation facilities are also provided on campus for the students.

The 100-seater library has over 17,000 books and 89 journals. A learning management system for courseware and learning administration is used. The classrooms are "paperless" with electronic boards and courseware available digitally.

*Disclaimer: A CRISIL Business School Grading reflects CRISIL's opinion on the relative ability of the graded institute to impart quality education and achieve the desired outcomes for the Programme. It does not constitute an audit/credit rating of the institute by CRISIL. CRISIL's Business School Grading is based on the information provided by the institute, or obtained by CRISIL from sources it considers reliable. CRISIL does not guarantee the completeness or accuracy of the information on which the Grading is based. CRISIL Business School Grading is not a recommendation to enroll in any program conducted by the institute or to avail any services offered by the institute.*