



MITSOT

MAEER's

MIT SCHOOL OF TELECOM & MANAGEMENT STUDIES (MITSOT)

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" An MIT, Pune Initiative"

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MITSOT

S E N S I N G T H E F U T U R E

POST GRADUATE PROGRAMME IN
TELECOM MANAGEMENT (PGPTM)
Year 2009 - 2011

MITSOT into the realms of future

Planning in unison with the best brains of the telecommunications industry, our academic council and our faculty, we sense the big changes of tomorrow in the tiny innovations of today. We then work towards incorporating the telecommunications industry of tomorrow in today's courses.

Using innovative and latest teaching methodologies, well-equipped with all the infrastructure needed for efficient transfer of knowledge and skill-sets, MITSOT is working towards generating confidence among young students to take on tomorrow's challenges in the highly dynamic world of telecommunications.

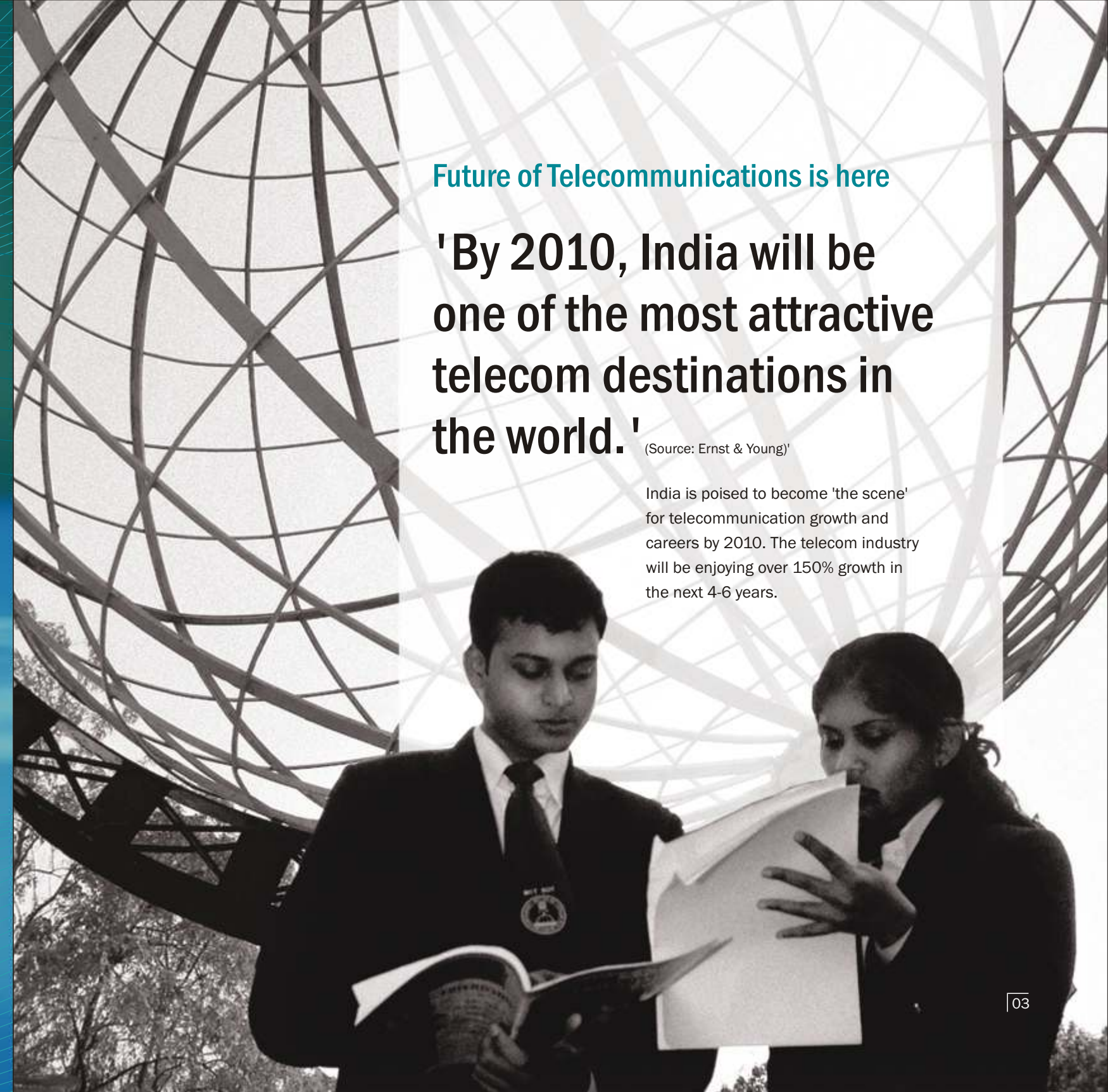
That is why we stand out from a clutter of several telecommunication institutes in the country, and take our students straight to the realms of their future careers.

Future of Telecommunications is here

'By 2010, India will be one of the most attractive telecom destinations in the world.'

(Source: Ernst & Young)

India is poised to become 'the scene' for telecommunication growth and careers by 2010. The telecom industry will be enjoying over 150% growth in the next 4-6 years.



Telecommunication sector in India is recognized as one of the prospective recruiters in the Indian jobs market. More than 2 million jobs are expected to be created in this sector by 2010.

Indian telecom sector is one of the fastest growing sectors which is plagued with uncertainties regarding policies which are tweaked every now and then by the Department of Telecommunications (DoT). This sector has also witnessed numerous tussles amongst various Government and nodal agencies such as DoT, TRAI, Telecom Commission and Ministry of Finance as well as telecom operators and their bodies etc. It is obvious when huge interests are at the stake. Of late we witnessed many developments which we have analysed in following paragraphs.

3G Spectrum Policy announced

GSM

In the first week of August, the DoT announced 3G policies enabling faster rollouts. It reversed many of TRAI's recommendations made in September 2006. The key feature was allowing foreign players to participate in the auction, increased base price of Rs 20.2 billion and hoarding cess of 2.5% in per quarter in case telcos fail to rollout.

CDMA

Though in the policy, CDMA players holding UASL were to be allotted spectrum in 800 MHz band on the basis of maximum subscriber base of the operator in case of a tie but later on the DoT tweaked this to facilitate auction amongst CDMA players. The Telecom Commission has also specified the base price for CDMA players.

WiMAX

Changing the track again DoT has now proposed to allow operators using wireless broadband technologies such as WiMax to offer both data and voice services. The base price for them too has been raised from 25% to 50% of the reserve price for 3G mobile services.

TRAI's green signal to MVNO, internet telephony and MNP

Of late TRAI recommended allowing MVNO with a minimum entry fee of Rs 75 crore for a pan India license. It also has removed all restrictions on internet telephony which if accepted by the DoT will have huge impact on the bottom lines of the telcos across as it will lead to STD tariffs fall as low as 10-40 paise while local calls almost free. Furthermore, it recommended MNP which the government has already accepted.

3G winners may get to buy 2G companies

It is reported that DoT is set to facilitate the entry of foreign telcos in the 3G space by allowing winners of 3G licences to acquire or merge with existing or new 2G operators without waiting for the mandatory three-year time period to lapse. This proposal is likely to revive the interests of foreign players in Indian telecom sector.

No automatic allocation of spectrum to CDMA players

Earlier the policy had stipulated that CDMA players would bid for spectrum in 450MHz, 800 MHz and 1900 MHz when it became available adding that CDMA players holding UASL might be allotted 2x1.25MHz in 800MHz band (subject to availability) at a price equivalent to the highest winning bid in 2.1GHz auction prorated for 2x1.25MHz price. In case of a tie, the subscriber market share would determine the final winner. Considering the fact that RCom was the leading CDMA player and holds a UASL, it was almost certain that the said slot was secured for the company on CDMA platform.

But in a recent development, the Telecom Commission has modified its policy on allocation of spectrum for 3G mobile communications using the CDMA technology platform. The Telecom Commission has decided to auction 3G radio frequencies for CDMA players in the 800 MHz band. This would deny RCom automatic entry into CDMA 3G on the strength of its subscriber base, as envisaged in the policy earlier. Thus other CDMA players like Tata Teleservices, Shyam, BSNL and MTNL as well as new players who want to enter India on the CDMA platform now stand a chance to get spectrum in the coveted 800 MHz band.

TRAI frees Internet Telephony

TRAI has removed all restrictions on internet telephony in the country, allowing internet service providers (ISPs) to terminate internet telephony calls on phones, including mobile phones. Hitherto, a call from a computer could legally be made only to another computer within the country and not to a phone. Interestingly domestic users were allowed to make international calls to a phone from their computer. Thus a consumer can make calls from PC to fixed line and mobile phones in India. Subscribers can also make a call to PCs from their handsets. It will bolster the broadband growth further particularly in rural areas. It will however, put immense pressure on the bottom lines of telcos as STD tariffs are expected to fall to as low as 10-40 paise while local calls almost free from PCs.

Mobile Number Portability (MNP) to be implemented by mid 2009

Mobile number portability empowers consumers to

retain their number but change their operator. As per MNP Policy the government would select two centralized agencies, which would be given 11 circles each to implement number portability. These agencies would be chosen through a techno-economic evaluation (beauty parade). TRAI has however warned the DoT that if MNP policy is implemented under the current format, the consumers may be forced to pay higher tariffs and quality of services too may fall. It has also advised that only one centralized operator should be given the task of implementing MNP. It is reported that Telcordia, NeuStar, Syniverse and IBC, and CDoT are in the fray to become centralized operators.

DoT to ink deal with BSNL to cover 50,000 villages

DoT is to sign an agreement with BSNL to provide telephones to the newly-identified 50,000 villages according to census 2001. These include villages with population below 100 and those that were left out earlier due to various reasons. Additionally, the DoT will soon launch another scheme to provide public telephone facility to the remaining villages in an attempt to provide public telephones to all villages in India. These telephones are subsidized from Universal Service Obligation Fund (USOF) toward which all telcos pay a part of their revenues.

Future and Growth of Telecom Sector

Indian Telecom sector, like any other industrial sector in the country, has gone through many phases of growth and diversification. Starting from telegraphic and telephonic systems in the 19th century, the field of telephonic communication has now expanded to make use of advanced technologies like GSM, CDMA, and WLL to the great 3G Technology in mobile phones. Day by day, both the public players and the private players are putting in their resources and efforts to improve the telecommunication technology so as to give the maximum to their customers.

Future of employment in the sector

The emergence of advance technologies and the high growth rate of the industry hold a lot of promise to the jobseekers. In the future (2010-2015), communication sector is going to employ more people than electronics, computer science, IT or common basic sciences.

The 3-G technology, that will take us from the e-experience to an m-active era, has already arrived at our door-step, and plans are on for the 4G arrival. The pace of change in telecommunications is becoming a driving force for the Indian economy.



The role of telecom management

Managing this fast paced industry and steering it in the right direction is very critical job. Future telecom managers will need to be confident leaders and entrepreneurs along with being very good managers.

What the top players are doing

Nokia:

Nokia has dominated the Indian mobile handset market for a very long period, with 70% share. Olli-Pekka Kallasvuo, Chairman of Group Executive Board, Chief Executive Officer, Director and President of Mobile Phones, Nokia Corp. has recently announced that India is now Nokia's second-largest market, displacing the U.S. and behind only China. He revealed that Nokia has chosen India to be the global hub for Nokia Siemens Networks, the two companies' telecom infrastructure joint venture.

Reliance:

The telecommunications arm of the Reliance ADA group has established a presence in over 4,500 towns and 300,000 villages in India as well as operations in all major countries. It is now investing rapidly into companies where technology is a key differentiator.

Vodafone:

Vodafone, the world's largest mobile phone operator by revenue, has unveiled an India-focused, high-growth strategy for the next five years that will include bringing ultra-low-cost handsets and wireless connectivity in the vast hinterland of India.

Annual investment of major private players in Indian telecom sector (updated)

Exciting Developments

- VODAFONE: Has already taken over India's 4th largest mobile operator Hutchison Essar
- ELCOTEQ, NOKIA, LG and ERICSSON: Have set up manufacturing facilities in India.
- NOKIA: Has set up a telecom SEZ.
- FLEXTRONICS: Is in the process of setting up a telecom SEZ.
- MOTOROLA, FOXCONN and ASPOCOMN: Are in the process of setting up manufacturing bases with a total investment of US\$ 650 million.
- India is to be made a hub for telecom manufacturing by facilitating telecom specific SEZs.
- Telecom Export Promotion Council: To be set up shortly.
- FDI of US \$2 billion in telecom manufacturing in 2007.
- A Centre of Excellence in Telecom Technology set up in 'Public -Private Partnership' (PPP) mode in 2007.



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The 3G technology is here, already bringing in the 4G technology as the next step. This brings in the clear message that the next generation technology after 4G is not far behind. In such a fast changing scenario, managers have to walk a tight rope between rapid changes and steady business planning.

That is where training at a place like MAEER can make the difference. At MAEER we blend education in technology with deep rooted values of the Indian ethos that have helped generations of Indians remain steady and undeterred in the face of all odds. The world has seen the strength of these values in Gandhiji's Ahimsa and India's steady economic rise in recent times.

MAEER was started to fulfill the need for higher engineering education in the State of Maharashtra. Today it draws its students not only from all over India, but also from different parts of the world and has expanded to more than 22 disciplines that include medicine and pharmacy at one end of the spectrum and lighting technology management at the other end. All these institutes are well-supported by a very highly qualified and capable faculty and well-equipped modern facilities. MAEER has also started IB School and degree colleges to offer comprehensive education.

For 25 years, we, at MAEER traversed a blazing trail by giving our students nothing but the best. Our students have given us great satisfaction by reaching great heights in all walks of life all over the globe.

For those taking their first step into this rich tradition of education and culture, I wish best of luck for a successful and interesting future.

Prof. Dr. Vishwanath D. Karad

Founder, Executive President and Director General,
Maharashtra Academy of Engineering and
Educational Research (MAEER), Pune, India





We envision MITSOT to be a world class centre imparting education in Management field in a state-of-the-art campus which will make it a World class centre of Learning.

It has been a successful, though arduous journey for MAEER for 25 years. The starting and successful running of 58 institutions in diverse fields in such a short span, speaks for itself. The MIT college of Engineering, the first of these 55 institutes is ranked 13th among the engineering colleges in India.

During the entrance exam of any institution of MAEER, we have the difficult task of choosing but a few students from a larger group of motivated and hardworking youngsters. For those who manage it, it is an exciting starting point of what challenges lay ahead in life.

It is our privilege to be able to guide such motivated and hardworking youngsters and prepare them thoroughly for stimulating and glorious careers that are waiting for them. To this task, every institute in MAEER is completely dedicated. We have divided this task into three segments to define the achievables:

1. To train our students using the best techniques in education and equip them with thorough and latest knowledge on their subjects.
2. To ensure that our education is linked to realities of the world by maintaining very strong links with the industry.
3. To inculcate in every student a deep sense of belonging and duty towards the society that is continuously contributing in his/her progress, we never loose sight of our joint obligation to our society and the nation.

Our journey into the future is based on these strong foundations. Such foundations prepare our students well in advance for the future developments and train them not only in terms of knowledge, but also in terms of discipline and planning that is needed to make the most of the opportunities that future will throw up on a continuous basis.

Dr. Sunil Karad

Executive Director,
MIT School of Telecom & Management Studies (MITSOT)





Dr. Milind Pande
Project Director, MITSOT

Dear Students,

I would like to extend a very warm welcome to this hallowed learning centre, on behalf of MIT School of Telecom & Management Studies. The two years that you will spend here will be a vital landmark in your development process & we hope to see you fulfill your leadership potential.

India has seen exponential growth in business and industry in last few years. It has been a period of transition, continuous learning and adaptation for most companies across all industries in India. It is only the beginning, as there has been fierce competition from both within the country and outside. We Indians have some of the best talent to meet the requirements of today's corporate world & we at MIT School of Telecom & Management Studies would like to take the lead in imparting the necessary skills & knowledge essential to excel in this environment.

We have been in close touch with the corporate sector to know the competencies and skills required by them in different areas. We are proud to bring to you a curriculum that will fulfill the need of an increased focus on functional knowledge, in accordance with the demands of the corporate sector. I believe that the institute will produce technocrats & managers who will make significant contributions to the field of technology & management & serve as good global citizens as well.

MAEER's MIT



MITSOT is a part of MAEER'S MIT, a pioneer of quality private higher education in Maharashtra. MAEER was established in 1983 to meet the need for a centre for scientific and educational research and engineering training. It now covers 58 institutions delivering KG to PG education to 55,000 students. This multi-campus, multi-disciplinary institute has been contributing to the industrial and economic development of our society and country for the last 25 years and is poised to grow along with the times.

In a world where 'self-interest' and violence have become factors to reckon with, MAEER strictly follows the ethos of value-based education. MAEER nurtures the scientific spirit of mutual co-operation and blends it with professional careers of its learners.

For its thousands of students, MAEER is a gateway to professional life. For 25 years, we have led the development of education in emerging technologies and modern professional practices to meet the needs of our country's economy and of its many employers. In this demanding environment, quality is paramount. MAEER aims to provide the finest environment for teaching, learning, research, innovation and character building.

MAEER especially values its intellectual and academic relationship with local as well as national industrial community that forms its base and provides the foundation from which it will continue to look to the widest international horizons, enriching both itself and the society of which it is an inseparable part.

Why study at MAEER's MIT ?

- 25 years of academic excellence in imparting professional education
- Well experienced, full time in-house faculties to develop cutting edge knowledge.
- Excellent infrastructure, e-campus, e-library & digital university concept.
- State-of-the-art laboratories for wireless communication, telecom system, optical fibre communication etc.
- Academia corporate Interface council members as an integral part of board of studies.
- Customized curriculum designed as per the needs of telecom industry.

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MIT School of Telecom and Management Studies (MITSOT)

The Mumbai-Pune Metroplex region is one of the leading areas of the nation in the development, production, and application of telecommunications. Most of the major global corporations active in the field have large facilities in this area. MIT campus, located in Pune, has been a key resource to Metroplex corporations and has provided undergraduate and graduate education of engineers in the telecommunications and now offers management education in telecommunications.

The MIT School of Telecom Management (MITSOT), backed by the industry, blends the technical & managerial skills of professionals to create future managers and entrepreneurs in telecommunications. As in case of many other institutes of MAEER, MITSOT, established in 2006, is a pioneering institution in the country in the area of telecommunications. It attracts the brightest students in the country and also caters to international students.

Vision

MIT School of Telecom and Management Studies (MITSOT) strives for the betterment of society by working towards creating a global identity through innovative methods and strenuous efforts. We envision creating global leaders who have the yearning to contribute to the larger cause of humanity by their vision dexterity.

Mission

To be a vibrant, model institution that imparts quality education in telecom management and enables the students to effectively adopt the needs of the corporate world and accept the global challenges. It is our mission to enhance the efficient transfer of the latest knowledge and skill-sets in telecom management with the help of an infrastructure of international standards.

MITSOT DIFFERENTIATORS

Three important aspects are critical in the MITSOT approach to management education and differentiates MITSOT from the crowd.

- Critical thinking
- Industry Association at every stage
- Total involvement of students

We emphasize on critical thinking – the skill to dig beneath the surface of issues and evaluate problems more rigorously.

Management of telecommunications needs a good understanding of the science of telecommunications along with imbibing the management aspects in training. Only thorough training and emphasis on understanding all the complexities of management and other problems can give students the confidence to take on the challenges in telecommunications. Our emphasis on critical thinking helps the students to see beyond the obvious and understand the root causes of real life management problems.

Rapid application of theory into practice is through work based assignments.

MITSOT involves the industry right from the designing of courses. Industry association is critical for live projects that give students hands-on experience and exposure to industry working. This associating goes on to campus placements and is strengthened further through well-placed ex-students.

The interactive nature of the course on account of projects, and emphasis on student participation in a variety of ways, ensures complete student involvement in the course.



INFRASTRUCTURE AND FACILITIES

MITSOT has world-class facilities that help students to learn in an environment that is on par with the best institutes in the world.



Library

Perhaps one of the most extensive and valuable collection of knowledge is the library located in MIT, Pune Campus which has more than 5000 books and subscriptions to more than 20 serials from all over the world. It is well stacked to meet students' research and project requirement, ensuring enough material for self study. The Library has resources like on-line access to internet and on-line library access and multimedia terminals. The Library is computerized to facilitate easier access. Printing and photocopying facility and a quiet reading room are available on all the days.

Laboratories

The Department of Electronics and Telecommunication in MIT campus, Pune has fully equipped laboratories and well-qualified, experienced as well as skilled staff. Bearing in mind the fast rate of obsolescence in the field of telecom, computers and electronics, every effort is being made by the Department to train the students in the latest developments by giving them additional courses in their respective subjects and by upgrading laboratory facilities.

The Department is equipped with the "State-of-the-art"

infrastructure, laboratories and softwares like SPSS, ORACLE and NMS. All PCs in each and every lab of the department are networked. The network infrastructure underpins all IT services (including email, access to the web, research, teaching and administrative applications), telecommunications, library services and systems. A dedicated 2 Mbps Lease Line/ISDN Line ensures 24 hours fast connectivity to the world. To look after these requirements, a separate department is active on campus called "Corporate Information and Computing Services" (CICS) which takes care of in-house maintenance of all computer systems, printers, designing and implementation of new networks.

The Department of Electronics and Telecommunication is the only department selected under the Motorola University Grants programme conducted for the first time in India. Under the aegis of this programme, Motorola provides components and technical data to the students and staff so as to enable research activities. This naturally exposes students to the latest technologies. The grant includes a rolling Gold Medal for the best overall project for the academic year. Another big achievement for the Department of Electronics and Telecommunication is in receiving a grant of Rs. 4 lacs from AICTE, New Delhi towards MODROB (Modernization & Removal of Obsolescence) entitled "DEVELOPMENT OF HARDWARE & SOFTWARE LAB"

Internet Center

MIT invests substantially in computer equipments and latest software to ensure that students have ready access to up to date technology. There is a dedicated Internet Center with a reasonable number of computers available to the students for web browsing. A centralized Internet browsing facility is made available for students and staff members. It is connected with a lease line, to facilitate high speed Internet surfing. State-of-the-art IBM servers are connected through a structured network. Printing facility is also made available for students and staff in the laboratory. To provide optimum browsing services to the students, the Internet Center remains open on all seven days of the week.

Sports and Recreation Facilities

With a view to develop all round personality of students, the institute gives equal importance to curricular and extra curricular activities. It is the constant endeavor of the institute to

see that the students grow intellectually as well as physically. To facilitate this, MIT has developed its own cricket, football and volleyball grounds. It also has 1500 sq. ft. modern well equipped Gymnasium, Table Tennis, Carom and Wrestling facilities along with a jogging ground within the campus.

We take every effort to encourage our students to participate in various social, cultural and sports activities. MIT devotes a full week for various sports activities during the Annual Social Gathering. Our students have participated and won number of prizes at Inter-Collegiate, University, State and National levels. MIT has successfully organized several sports tournaments including 'Inter-Engineering Athletic Meet', Cricket, Basketball, Volleyball, Table Tennis tournaments, zonal level Boxing, Badminton, Chess tournaments and Inter-Professional College Volley ball and Basketball tournaments, etc.

MITSOT ADVANTAGES

- The programme is equivalent to an MBA degree in Telecom Management.
- Academic partnership with major global players like Microsoft, IBM, Intel, Cisco, Infosys, TCS etc.
- Collaboration with leading foreign universities from USA, UK, Germany and Australia.
- Working on live projects issued from both domestic / international market.
- Industrial visits enables students to interact with the industry experts to understand the practical applications.
- Training and placement department is active in inviting major corporates, top scientists and domain experts from industry and research organisations for guest lectures and seminars.

CISCO Local Academy:

Right from the first year of its inception in 2007, MITSOT has a formal academic tie up with CISCO in the form of "CISCO Local Academy" Agreement. MITSOT has initiated to offer CISCO Certification programme as a part of its Post Graduation programme in Management.

Oracle Work Force Development programme:

MITSOT has a formal academic tie-up with Oracle University in the form of "Oracle Workforce Development programme (WDP) Agreement" since 2007. MITSOT has initiated to offer Oracle Certification programme as a part of its Post Graduate programme in Management under the WDP Membership. The courses presently being offered lead to an Oracle Certified Associate (OCA) Certification from Oracle under the WDP Membership programme.

MITSOT-BSNL Tie-up

It has been mutually agreed by BSNL to train our PG Students of Telecom Management on telecom awareness. This interface will definitely be helpful for the society in general and Telecom Industry in particular.

MITSOT-Motorola Tie-up (Pipe Line)

To have a tie up with Motorola for MCNE certification for system specialization for PGPTM students. MCNE-Motorola Certified Network Engineer is an unbiased and professional certificate programme aimed at the public knowledge sharing market and which leverages upon Motorola's decades of experience in wireless communication technology.

We recently conducted 2 days overview workshop on MCNE and the same was well appreciated by the students. Participation certificates were given to the students for the same.

Post Graduate programme in Telecom Management (PGPTM)

The PGPTM is a two-year full time post-graduate programme designed for experienced telecommunication technical professionals, seasoned managers as well as fresh graduates. The curriculum is designed to provide specific career success with focus on telecom as a business, not just a set of technologies, which makes it a unique resource.

Course Details:

Area of specialization: Systems or Marketing (Students will have to select either Systems or Marketing)

Duration: 2 years (6 Trimesters)

Intake: 120 students

programme overview:

The programme's goal is to provide students with advanced technical knowledge of telecommunications management integrated with solid grounding in financial and marketing management techniques.

The programme brings together students from diverse academic backgrounds who receive a thorough foundation in management before they are introduced to all aspects of telecommunication management.

Importance is given to 'personality development' and 'spiritual development' to enhance confidence and develop an appetite 'to learn'.

programme structure

The programme is conducted in 6 Trimesters spread over a period of two years.

The programme focuses on subjects that provide conceptual framework that is required for Telecom Management training. It is drawn from different areas to cater for heterogeneous intake from various streams like engineering, commerce, science, computers, etc.

It includes soft skills, fundamentals of various streams, quantitative skills and problem analysis methods. Students also get good exposure in real life business practices through seminars and guest lectures.

Students who complete all the six terms successfully are certified with

"Post Graduate programme in Telecom Management".



FACULTY

'When one ventures into something as dynamic as telecommunications, it is essential to ensure thoroughness; for even a simple understanding of the intricacies of telecom management is a complex process. A very good faculty is the backbone of MITSOT.'

The programme contents include the following courses:

Core Management Courses

- Principles and practices of Management
- Organizational Behavior
- Managerial Economics
- Statistics and Quantitative Methods
- Introduction to Information Technology
- Business Communications
- Fundamentals of Telecommunications Technology
- Marketing Management
- Research Methodology
- Strategic Management
- Project Management
- Management Accounting
- Human Resource Management
- Operations Management
- Banking and Financial Institutions
- Merchant Banking and Financial Services
- Managerial Competencies and Effectiveness
- Financial Management
- Entrepreneurship Development
- Management Information System
- Telecom Business Management
- Operations Research
- Business Law

- Business Informatics
- International Finance
- Security Analysis and Portfolio Management
- Telecom Policies and Regulations
- Risk Management
- Direct and Indirect Taxation

Systems Management Courses:

- Wireless Technologies
- Telecom services and Convergence
- Telecom Network Technologies
- Mobile Computing
- Telecom Standards and Protocols
- Quality of Services and Telecom
- Customer care and Business Support System
- Enterprise Support System

Marketing Management Courses:

- International Business Management
- Market Research
- Integrated Marketing Communication
- Product and Brand Management
- Industrial Marketing
- Services Marketing
- Retail and Distribution Management
- Consumer Behavior

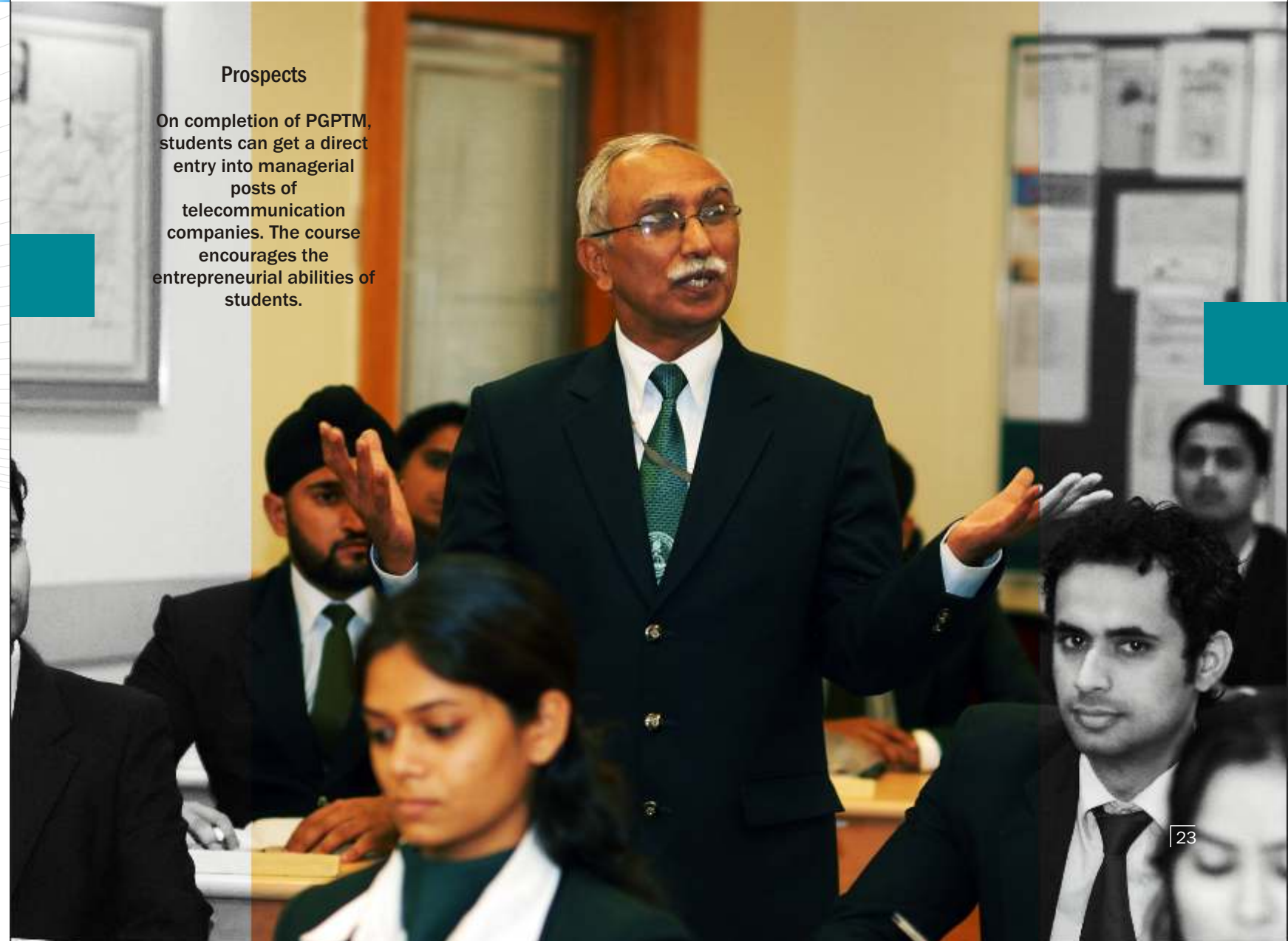
Note: Please Note that courses may be changed at the discretion of the Management based on Industry requirement.

Attendance: 100 percent attendance is compulsory for all class sessions, tutorials, guest lectures, institute seminars and events.

Evaluation: The school follows a continuous evaluation process. Presence, participation and passing in each parameter of evaluation process such as attendance, class participation, case study analysis and discussion, mid-term examinations, assignments, projects, presentations and end term examinations is compulsory for students.

Prospects

On completion of PGPTM, students can get a direct entry into managerial posts of telecommunication companies. The course encourages the entrepreneurial abilities of students.



MITSOT - INDUSTRY TIE-UPS

ICICI Bank	Bajaj Tempo Ltd.	Sulzer (I) Ltd.
Kirloskar Oil Engines Ltd.	Supreme Petrochem Ltd.	TATA Technologies Ltd.
KPIT Cummins Info systems Ltd.	Whirlpool (I) Ltd.	Godrej Infotech Ltd.
Motor Industries Co. Ltd.	Forbes Marshall Ltd.	Essar Construction Ltd.
TATA Motors Ltd.	TATA Auto Plastics Ltd.	HSBC
Indian Seamless Metal Tubes Ltd	Videocon Exports Ltd.	Indus Software Ltd.
Larsen & Toubro Ltd.	Synergy (I) Ltd.	I-Flex Solutions Ltd.
Mahindra & Mahindra Ltd.	TATA Honeywell Ltd.	TVS Suzuki Ltd.
TATA Infotech Ltd.	Tech Mahindra Ltd.	AT&T Ltd.
Reliance Industries Ltd.	Vcustomer Services (I) Pvt. Ltd.	Paxonet Communications(I) Ltd.
Bharat Forge Ltd.	Cairn Energy (I) Ltd	HCL Infosystems Ltd.
Cummins (I) Ltd.	TATA Technologies Ltd.	National Stock Exchange
National Stock Exchange	LPS Bossard (I)Pvt. Ltd.	Syntel (I) Ltd.
Hexaware Technologies Ltd		



INTERNATIONAL COLLABORATION AND TIE-UP INITIATIVES OF MIT GROUP OF INSTITUTIONS

Sector	Organization	Nature Of Tie-up	Tie-up Name
Industry	1 Cisco	Long Term Partnership	Curriculum Development, Lab Setup, Training, Projects, Internships.
	2 Oracle	Long Term Partnership	Curriculum Development, Lab Setup, Training, Projects, Internships.
	3 Intel	Long Term Partnership	Curriculum Development, Lab Setup, Training, Projects, Internships.
	4 IBM	Long Term Partnership	Competitions, Projects, Sponsorships
	5 Microsoft	MOU (Alliance Program)	Microsoft Technical Higher Education Alliance Program
	6 Infosys	MOU	Campus Connect
	7 Wipro Technologies	Long Term Partnership	General : Soft Skills Workshops, Competitions, Projects
	8 Tata Consultancy Services	MOU	TCS - Sangam
	9 L & T Infotech	Long Term Partnership	General : Guest Lectures
	10 Patni Computers	Long Term Partnership	General : Soft Skills Workshops, Competitions, Projects
	11 Accenture	Long Term Partnership	General : Soft Skills Workshops, Competitions, Projects
	12 Cognizant Technology Solutions	Long Term Partnership	General : Soft Skills Workshops, Competitions, Projects
	13 Zensar Technologies	MOU	Campus X- Tend Program
	14 Motorola	MOU (Under Process)	Training and Lab Set-up
International Affiliations	1 Griffith College, Dublin (GCD)	MOU	Student and Faculty Exchange Program
	2 University of Western Australia	MOU (Under Process)	Student and Faculty Exchange Program
	3 University of Aachen (RWTH)	Association	Academic & Research tie-up
	4 Gerhard Mercator Universitat (GMU), Duisburg, Germany	Association	Academic & Research tie-up
Entrepreneurship	National Entrepreneurship Network	MOU	General : Faculty Training, Workshops For Students, Networking of All The Concerned
General	Precision Technologies	Association	To gradually make all the placement activities 'On-line'

PLACEMENT

With the coming of more and more projects, the telecom industry is going for high scale recruitments. There is a huge demand for Telecom Managers, software engineers, mobile analysts and hardware engineers for mobile handsets. Besides, there are ample opportunities for marketing people whose services are required to capture more and more customer base. The new projects, setting up of new service bases, expansion of coverage areas, network installations, maintenance, etc are providing more and more employment opportunities in the telecom sector.

The 'Placement and Training Cell' of MIT is active in attracting the Industry to the Institute. The placement setup in the institute has been one of the best in comparison with many colleges in India with an excellent infrastructure.

The placement cell helps students in the process of deciding on their next move after completing the present course. It also helps them on how to get a clearer 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 Mumbai-Pune Metroplex and other parts of India regularly conduct campus recruitments at the MIT Campus.

Career Prospects in Telecom Sector

With telecom sector booming, career in the industry is very lucrative. The career path to the leading companies goes via telecom engineering. The telecom sector offers a variety of career options. There is room for everyone- a degree holder or a diploma holder, a candidate with a part-time certification course or one with any full-time degree.

Major recruiters

Redington	Influx	Dee Motors Pvt. Ltd.
L&T Infotech	Shriram Finance	HJ Arochem (P) Ltd.
IRIS Business	HDFC Bank	K.J. Engineering Works
Bajaj Allianz	Mafoi	IndiaMart.com
PCS Technology Ltd	Tata Tele Services	Hindustan Unilever Ltd.
HCL	Nihilent Technology	Network 18
ICICI bank	Aptech	Karvy Commodities
Kuehne+Nagel Pvt Ltd	ICICI Prudential	Reliance Communication
MCCIA	Antech Microsystems	Jai Hind Press, Patna
Deutsche Bank	Calapult Info Solutions Ltd.	Indiabulls
Team Lease	HDFC Life Insurance	

ELIGIBILITY AND ADMISSION PROCEDURE

Eligibility Criteria

- B.E. (Electrical/ Electronics/ Electronics & Telecommunication/ Instrumentation/ Information Technology/ Computer Sciences or equivalent subject of minimum 4 yrs. duration).
- M.Sc. (Physics / Electronics) / Others
- B.E. / B.Tech. Students scoring more than 50% marks need not to give entrance Exam.
- B.Sc. (Physics / Electronics) / Others (or equivalent qualifications)
- B.Com., B.A., B.B.A., B.C.A., B.F.T. or equivalent of minimum 3yrs duration, with minimum 50% & above marks.

How to Apply ?

To apply for admission into MITSOT the candidate is required to:

- Procure an Application Form of MITSOT from the office by paying Rs. 1000/- towards the Application Form fees. OR

Application form can also be downloaded from the website:

www.mitsot.ac.in or www.mitsot.com

- Duly filled Application form should be sent along with the Demand Draft (DD) of Rs.1000/- in favour of Executive Director, MITSOT (in case the Application Form is downloaded from the website mentioned) to the following address:

MIT SCHOOL OF TELECOM & MANAGEMENT STUDIES

1st Floor, Off. Internet Center, WPC Library Building, MIT College Campus, Paud Road, Kothrud, Pune-411 038, India.

The amount paid towards the Application form is non refundable.

The selection of an applicant for the course is based on the following:

- Scrutiny of the Application Form - Application forms shall be scrutinized for academic profile in line with the eligibility criteria Scores received at the Graduation level like BE / B Tech / B. Sc. / B.Com. etc.
- Performance in the Entrance Test conducted by MIT School of Telecom Management and Scores received at the "Accepted Qualifying Examinations" Like GRE / GMAT / XAT / CAT (if appeared in any test).
- BE B Tech Students scoring more than 50% marks need not to give entrance Exam. Extempore and Personal Interview.
- Selection Process will be held in the MIT campus in Pune.

Based on the Test / Accepted Qualifying Examination scores, basic qualifying examination scores at graduation level and the interview a national merit list will be prepared.

Selected candidates must be prepared to take admission by sending a DD worth Rs. 75,000 (Rupees Seventy Five Thousand only) in favour of the "Executive Director, MITSOT", payable at Pune, India as advance fees towards admissions.

Document Checklist:

Following documents will be required to be submitted at the time of admission:

- Degree transcripts / marklists / certificate(s)
- Honor / merit certificates (if any)
- Valid examination scores of test(s) mentioned in the schedule of recognized examinations.
- 2 passport size color photographs.
- Experience Letter (If any)



**@ MITSOT we stretch you
beyond the study of functional
issues and encourage a holistic
and integrated perspective.**



MIT Group of Institutions, Pune, India

Engineering Institutes

- Maharashtra Institute of Technology (MIT), Pune
- Maharashtra Academy of Engineering (MAE), Alandi, Pune
- MIT College of Engineering (MITCOE), Pune
- Sri Savitribai Phule Polytechnic (SSPP), Pune
- Maharashtra Academy of Naval Education & Training (MANET), Loni Kalbhor, Pune

Management Institutes & Senior Colleges

- MIT School of Management (MITSOM), Pune
- Shree Saraswati Institute of Computer Sciences (BCA), Ambajogai, Dist. Beed
- MITSOM College (BBA, BCA, BFT), Pune
- MIT Arts, Commerce & Science College, Pune
- MIT School of Business (MITSOB), Pune
- MIT College of Management (MITCOM), Pune
- MIT School of Telecom and Management Studies (MITSOT), Pune

Medical & Pharmacy Institutes

- Maharashtra Institute of Pharmacy (MIP), Pune
- Maharashtra Institute of Medical Sciences & Research (MIMSR - Medical College) Latur
- MIT College of Nursing (MIT CON), Latur
- Shree Yeshwantrao Chavan Rural Hospital, Latur
- Maharashtra Institute of Medical Education & Research, (MIMER - Medical College), Talegaon Dabhade, Dist. Pune

- MIT College of Physiotherapy (MITCOP), Talegaon Dabhade, Dist. Pune
- Dr. Bhausaheb Sardesai Talegaon Rural Hospital, Talegaon Dabhade, Dist. Pune

MIT School of Government, Pune

(Asia's first institute for a career in politics.)

Schools & Colleges

- MIT Pre-Primary School (English Medium), Pune
- MIT Pre-Primary School (Marathi Medium), Pune
- Shree Swami Vivekanand Primary School (English Medium), Pune
- Shree Sharada Prathamik Vidyalaya (Marathi Medium), Pune
- Shree Saraswati New English School (English Medium), Pune
- Shree Sant Dnyaneshwar Madhyamik Vidyalaya (Marathi Medium), Pune
- Vishwashanti Gurukul, Rajbaug, Loni Kalbhor, Dist. Pune
- Shree Eknathrao Avhad Vidyanagari (English Medium), Chichondi-Shiral, Pathardi, Ahmednagar
- Swami Vivekanand Academy (English Medium School), Aurangabad
- Swami Vivekanand Academy (Marathi Medium School), Aurangabad
- MIT Primary School (English Medium), Latur
- Shree Mukundraj Madhyamik Vidyalaya & Higher Secondary School, (Marathi Medium) Nandgaon, Tal. & Dist. Latur
- Shree Sarswati Secondary & Higher Secondary School, Rameshwar, Latur

- New English School, Guruwar Peth, Ambajogai, Beed
- Shree Saraswati New English School (Public School), Nagzari, Ambajogai, Dist. Beed

- Late Dadarao Karad Prathamik Vidyalaya (Marathi Medium), Ambajogai, Dist. Beed

- Late Dadarao Karad Madhyamik Vidyalaya (Marathi Medium), Ambajogai, Dist. Beed

- Smt. Prayag Karad World Peace English Medium School, A&P Barshi, Dist. Solapur

- MIT Secondary School, Umarage, Tal. Barshi, Dist. Solapur

- Shree Mata Ratneshwari Devi Vidyaniketan, At.Post. Vadeपुरi, Tal.Loha, Dist. Nanded

- MIT College of Food Technology, Pune

Mass Communication

- MIT International School of Broadcasting & Journalism, Pune

World Peace Centre

- UNESCO CHAIR for Human Rights, Democracy, Peace & Tolerance
- Environmental Protection & Pollution Prevention programme, Alandi & Dehu
- MIT World Peace Eco-Park, Pune

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