

# ADMISSION NOTIFICATION 2012

Unique Student friendly selection process

Vol. II



# SCMLD

## Sadhana Centre for Management & Leadership Development, Pune

A cost effective high value adding transformational learning centre for the strong willed and the hard working.

Employability and entrepreneurship building,

- Post Graduate Programme in Executive Leadership (PGPEL)
- Advanced Programme in Executive Leadership (APEL)

alongside **MBA** or Diploma Programmes as one is eligible

from  Indira Gandhi National Open University (IGNOU)

(Placement 98 - 100% since first batch passed out in 2006 - Details on outer cover)

We Educate, Enlighten, Embolden, Empower and Inspire through Intellectual and Experiential Processes to help one to realise, discover & develop oneself and be extraordinary.

No sophistry, hype or hoopla. SCMLDians are to be earthy and should learn to deliver. Most of the SCMLD alumni are receiving rewards for their extra ordinary performance at work.

SCMLD practices zero tolerance of dishonesty, indiscipline, casualness, postponements, grumbling, accusations & excuses as one has to be right and exemplary oneself first.

Sadhana.....a journey eternal through truth & excellence everyday...

Excellence...a lifelong Sadhana towards discovering the "true self" in action for greater actions...

**Programme commencement: 6<sup>th</sup> June 2012 with Induction Process on 6<sup>th</sup> & 7<sup>th</sup> June 2012. Students who score 65% or above in entrance to report on 5<sup>th</sup> June 2012**

Special 30 day pre - induction Bridge Programme for the students who score 50% or above but below 65%. Bridge Programme commences on 2<sup>nd</sup> May 2012

The Bridge Programme students will join the main programme on 6<sup>th</sup> June 2012 through the joint induction process

We groom for a disciplined and purposeful life, and as such coach for & measure behavioural Integrity, Authenticity, Analytical Skills, Action & Deadline Orientation, Scholastic Inquisitiveness, Networking & Social skills, Interpersonal & Team skills etc. additional to academics, for Leadership, Employability, Entrepreneurship and Extraordinariness.

*We want students to choose us. Not the other way round as the journey is tough but rewarding for a lifetime. Therefore SCMLD do not advertise to attract but inform. Please turn over to know more about a unique institution in the making, aimed at learning to happen rather than teaching for paper qualifications*



SCMLD in the Guinness Book

**Contact Numbers: 095525900 70 / 71 / 72 Email: admissions@scml.org or admissionsscml@gmail.com**

Incase of any difficulty / for clarifications / assistance : **Prof. M.S. Pillai**, Director, SCMLD. Mobile : 098500 77733. Email: msp.scml.pune@gmail.com  
Read carefully the whole bulletin and our website ([www.scml.org](http://www.scml.org)) to understand the essence of SCMLD for you to make an informed choice before applying.

**Registered Office & Campus:** 392 A, Mahale Plot, Deep Bungalow-Vetal Chowk Road, Model Colony P.O., Pune 411 016.

Tel: 020-2567 2026 / 7 Tele-fax: 020-6603 3796 Website : [www.scml.org](http://www.scml.org)



# SCMLD

## PUNE

# ADMISSIONS

## 2012

### NOTIFICATION

### EMPLOYABILITY & ENTREPRENEURSHIP BUILDING, RESIDENTIAL

- **Post Graduate Programme in Executive Leadership (PGPEL)**
- **Advanced Programme in Executive Leadership (APEL)**, alongside

# MBA

 / Diploma Programmes as one is eligiblefrom  **IGNOU** (Indira Gandhi National Open University)

## MOST STUDENT FRIENDLY SELECTION PROCESS

Simple Written Test to assess comprehension, aptitude and common sense / situational intelligence / general IQ and a small essay in English followed by a one to one personal discussion. No GD. Bonus marks in the entrance process for students with 60% and above in 10<sup>th</sup>, 12<sup>th</sup> and graduation. Additional bonus marks will be available to those who have high score in CAT, XAT, MAT, SNAP etc. This is to avoid unnecessary strain to applicants. Admission guaranteed to those who score 65% inclusive of bonus marks or above (aggregate) in the entrance, on first come first serve basis. For those who score between 50% and 64.9% admission is guaranteed on first come first serve basis, provided they undergo a 30 day residential pre-programme bridge course at SCMLD from 2<sup>nd</sup> May 2012. 26 centres across India for the entrance process commencing 26<sup>th</sup> February 2012 and ending by 10<sup>th</sup> April 2012. Admission and acceptance of fee only after the candidate and at least one of the parents visit the campus and are fully satisfied. Application forms (physical & online) are available from 1<sup>st</sup> February 2012. Course commencement on 6<sup>th</sup> June 2012. Bridge students also will join the main course after the 30 days of grooming and coaching, without any additional test.

• **Life Changing Transformational Processes** • Smoking & drinking prohibited • Addictive overuse / misuse of laptops, internet, mobile phones etc. are not allowed.

• **Honesty, Integrity, Hard work, Truth, Ethics, Values, Tolerance, Acceptance of Diversity and Team Work absolutely essential.**

• **Powerful Processes for good habits formation, discipline and to be healthy - physical, mental, emotional, intellectual, spiritual & social and to bring out the Emotional Quotient (intuitive wisdom) and the spiritual being of the students.**

All processes are designed to make the ordinary, extraordinary. Passion, tenacity, determination and hard work to change and emerge competent and win against all odds & difficulties, are a must. Winning is not against anyone but oneself from being to becoming.

• Practicing yoga, pranayama & meditation, and participation in Out-bounds, Fieldworks, Surveys, Organisational visits, Community work etc. and earning pocket money while learning, are mandatory. Accusation, excuses, postponements and shortcuts are not acceptable.

Those who are looking for opportunity to learn and evolve as excellent performers wanting to contribute to businesses and through that to

self, family, community and the country are only welcome.

**ELIGIBILITY:** Bachelor degree of any recognised university. Final year students also can apply. For IGNOU Management Programmes, 50% in graduation (SC/ST - 45%) and minimum 40 percent in CAT, MAT, CET of state governments or OPENMAT of IGNOU are essential. Graduates with less than 50% can take admission in Diploma in Management provided they have minimum 3 years of supervisory / managerial / professional experience and on successful completion of DIM can register for MBA / PG Diplomas, all subject to acceptance by IGNOU.

**PLACEMENT:** First three SCMLD batches (2004-06 - 08): 100%, next two batches (2007-09 - 10): 98%. The last batch passed out in April 2011: 100%. The batch passing out in April 2012, 126 students out of 181 are already placed with an average salary of Rs.4.25/- lac p.a.

**SCMLD is a serious learning & transformational centre for skills, positive attitudes & habits development towards conscious living for a contributing life.** Placement is only a means. It will happen if one applies commonsense and has communication skills, normal IQ & analytical skills, conceptual depth, application insights, right attitude, initiative, and is a sincere and

constant learner and doer. SCMLD can facilitate all these provided one sincerely participates, partakes and learn. **Those who think that once the fee is paid and placement is the responsibility of the institute and campus is an entertainment resort, are requested not to apply.** Work hard, change and emerge fit with basic competencies - placement will come calling. Employers recruit people with positive attitudes, skills, potential and the will to perform independently practicing interdependence & commitment to the purpose.

SCMLD Leadership Programmes are **self certifying ones** and as such not affiliated to, recognised or approved by, any Govt. or statutory bodies. IGNOU MBA is recognised by AICTE for which SCMLD gives only classroom coaching on behalf of IGNOU under the MOU (SCMLD & IGNOU under its convergence scheme). Employability / entrepreneurship grooming and skills & leadership development by SCMLD; parallelly academic degree / diploma by IGNOU - the national statutory open university by its own certification. Students benefit both ways especially those who are not competitive enough to be in the top 20-30 institutions in the country, by being at SCMLD. Most of it's alumni are performing great in the industry and are growing faster.

**Prof. M.S. Pillai**  
Founder Director

Formerly Faculty & Acting Director SIBM,  
Director SCMHRD from its inception in 1993 to April 2004

For details visit [www.scmlD.org](http://www.scmlD.org) or contact 095525900 70 / 71 / 72

Email: [admissions@scmlD.org](mailto:admissions@scmlD.org) or [admissionsscmlD@gmail.com](mailto:admissionsscmlD@gmail.com)

**Sadhana Centre for Management & Leadership Development**

REGISTERED OFFICE & MAIN CAMPUS: 392 A, Mahale Plot, Deep Bungalow-Vetal Chowk Road,  
Model Colony P.O., Pune 411 016. Tel: 020-2567 2026 / 7 Tele-fax: 020-6603 3796

SCMLD came into being by the financial contribution and emotional alignment of, and persuasion by, the former students of Prof. M.S. Pillai, who was the director of SCMHRD (of Symbiosis) from its concept & inception in 1993 to April 2004. The persistent urging of hundreds of his former students inspired him to continue the journey of People Development by starting Sadhana Centre for Management & Leadership Development (SCMLD). Thus SCMLD came into being in a matter of 40 days, with its first batch in July 2004.

SCMLD's approach is that of a learning gurukulam. Knowing is of no use unless acted upon / lived. Purposeful leadership of action with creativity, innovation & performance / execution /

implementation excellence is the need today. It is a function of the mind having the will first and then the knowledge & skills to do, execute and achieve. SCMLD strives to re-engineer such a mind and develop competencies that its students emerge extraordinary in seeing opportunities in adversities & problems and remaining balanced & thinking positive, to act prompt & right and produce great outcomes utilizing their emotional & intellectual endowments so that they will grow faster, stronger and higher day by day. Thus, they should become an inspiration for others by their contribution and success achieved without any shortcuts, being self inspired.

### SCMLD is for those who:

- Want to learn and are **steadfast in investing** minimum 14 hrs. a day for **self development** to emerge stronger, better, fuller and higher in life.
- Believe in Indian family values of trust, faith, relationship & respect for elders, being responsible, helpful, compassionate and contributing.
- Are gentle and generous but firm, purpose driven and professional when it comes to work, values, ethics, honesty, integrity and discipline.
- Aspire to grow economically and holistically being a contributor to the organizations, family, community and the country.
- Do not take institute as a **placement agency** but as a learning centre.... and thus pursue knowledge & skill acquisition by observation, listening, **reading**, discussing, doing, exploring, discovering and realizing to emerge better than before, improving and evolving continually.
- Are sincere, dedicated and serious in studies and learning to emerge more enlightened, empowered and competent to serve others through employment in business enterprises, being entrepreneurs or finding solutions to society's problems through social entrepreneurship.
- Who will maintain 100% attendance in all learning sessions / activities except in case of hospitalisation or severe illness requiring complete rest certified by institute / specialist doctors.

### SCMLD is NOT for those who:

- Want to be on the campus wasting time, money and resources of parents & others (including that of the institute) by indulging in smoking, drinking, drugs abuse or being in pursuit of biological & instinct driven pleasure trips.
- Can't live without laptops, mobile phones and i-pods thinking that these are substitutes for human brain, although these are wonderful tools for efficiency, productivity and speed of action.
- Can't read books for at least 30 hours a week for learning from the experienced and wise.
- Cannot get up at 5.00 am & read for at least 1 hour and spend at least an hour for health everyday and then utilise the time of the day to power oneself and go to sleep at 10.30 pm. (Early to rise & early to sleep keep vices away and make one healthy, wealthy & happy).
- Do not want to do yoga, meditation, pranayama, vipassana etc.
- Do not want to go out in the market and learn by factory visits, outbounds, trekking, household / consumer surveys, company visits, field research etc. (Learning is out there in the open while knowing can be in the classroom in a very very limited way)
- Are sick physically, mentally or emotionally and thereby seek excuses from participating in the learning processes at SCMLD.
- Do not want to be independent and strong willed by expecting spoon feeding and others (teachers, parents, friends, society, boss, organizations etc.) to do things for them according to their feelings/wishes/ desire etc.
- Are unwilling to work in teams.
- Are lazy and want to be served. Also who cannot participate 100% in all the learning sessions / activities.
- Do not want to change for the better.

In short SCMLD looks for youngsters with passion, fire and determination to breakout of the existing rote learning / rotten system all around, into a world of choices for themselves being right, ethical, values driven and better equipped with professional knowledge, healthy habits, positive attitude, functional skills, and an inspiring personality.

SCMLD does not accept any indiscipline or excuses for non performance and avoidance of responsibilities.

SCMLD facilitates **employability and entrepreneurship** building provided the students partake of all the processes

therein. **It does not guarantee placement as a placement agency.** However the placement data of the last year and the current batch is on the last page (outer cover). Its alumni are performing extraordinarily well for themselves earning out of turn promotions and rewards because of the seeding of leadership in them by the institute despite they being from small cities, semi urban / rural areas sans urban sophistications and pretenses. Because of their sheer performance, character, behavior and positive attitudes they are going faster and growing higher as compared to their peers. Starting salary may be as in the placement data. But once at work,

SCMLDians outperform most of their peers. However if one is not willing to change and put in honest & hard work, simply being at SCMLD does not work in getting employed / promoted.

SCMLD will get companies on campus. It will do every thing to coach the students to emerge employable. However, Employability or Entrepreneurship will happen only if the students are professionally competent and sparkling with energy, enthusiasm & knowledge and pick-up the skills, attitudes and habits SCMLD focuses on. Employers look for human assets and not liabilities.

# Unique offerings at SCMLD

**Employers look for and entrepreneurs need knowledge, skills, aptitude, right attitude, healthy habits and an enthusiastic personality. Mere knowing of jargons and papers certifying it as knowledge are of no use. (85% of Indian graduates including Engineering & Management students are unemployable today). Hence the unique process at SCMLD.**

**Yoga, pranayama, vipassana / meditation, workout, morning walk, afternoon relaxation etc. for being healthy, absorbing, balanced, and to get connected to the intuitive wisdom of the universe residing deep in each individual.**

**One day a week** to study in teams sharing efforts, for assimilation of concepts / theoretical inputs by reading, reflection and discussion. This is besides the daily 2½ - 3 hrs. compulsory reading every afternoon on all other days being on campus.

**One day a week for learning outside** campus by seeing, feeling, doing, planning, participating, partaking and applying concepts studied in class. (Many activities to do & learn this way. Also one must earn at least Rs.300/- on this day).

**One seminar a trimester** each, to learn organizing and managing high value events and to learn from practicing professionals from business & industry (30-35 practitioners address the gathering and interact with students in each seminar). In a year there are 4 such seminars. On an average Rs. 15 lakh is spent for each seminar. Students manage the show under the guidance of the director & faculty.

**Exams through continuous evaluation of understanding** (not jargons), team skills for execution etc. by fortnightly **team / shared learning assignments and viva-voce, surprise tests etc.** rather than one time 'End of the term' exams, testing memory.

**Healthy habit** formation through drill driven processes (see the daily routine on page no.5).

**Substitution of subjects** prescribed by the institute with subjects / topics in which **students are interested in / talented** to the extent of 3 credits out of 25 credits, per trimester. That is, students can take up to 3 credits per trimester any subject of their interest in place of subjects offered by the institute. This is to facilitate expression of students' talents/interest as against imposed subjects of no interest to / capacity of that student. However, plagiarism and cheating will attract expulsion from institute.

**Students can choose as to how one wants to be examined** for the End of the term Exam. The end of the term exam is by written method but students can choose to write thesis, essays, other field projects & viva etc. in place of written exams, subject to approval by the institute.

After PGPEL, students can take up projects / **work & earn and still study** for APEL at SCMLD by attending classes in the evenings & weekends and submissions of weekly assignments (work alongside study) or take APEL as full time students. Students who opt for projects can do it between 1pm & 4pm only and the stipend must be not less than Rs.5000/- pm. Those taking up full-time employment must have a salary of minimum Rs.10000/- pm. This is to help students **learn by doing and earn while learning.**

More hardworking **students can study subjects of their choice** of the **next trimester** in the current trimester and pass out early **and take up job / start working** without waiting for the entire duration of the course.

Alongside the PGPEL & APEL or otherwise one can pursue **MBA** or diploma programmes of **Indira Gandhi National University, a university created by an Act of the Parliament of India.** This MBA is recognized by AICTE (All India Council for Technical Education) and such students are eligible for Govt. and public sector jobs as well. SCMLD is a partner institution of IGNOU for class room coaching of IGNOU programmes. Students need to be eligible for IGNOU MBA / Diploma Programmes (ref. inside cover) and write IGNOU exams for which SCMLD coaches under their convergence scheme. In short, while SCMLD through its leadership programmes grooms its students to be employable / entrepreneurial with values, ethics, knowledge, skills etc. for Executive / Action Leadership, IGNOU programmes give the academic qualification to help students pursue higher studies and also to be eligible for public

sector / Govt. employment. (Please appreciate that more than 30 lakh students are undergoing various programmes of IGNOU and other open universities in India currently).

**A 10 day vipassana camp, a 3 day self discovery camp, another 3 day camp for bringing out one's best by removing inhibitions, fear, anxiety and past negativities, and a 2 / 4 day holistic health workshop and various career counselling and other workshops specific to sector / specialisations / personality development etc. are available in addition to academics, seminars, workshops, case studies and so on.** The whole effort is to help students discover themselves, become disciplined, inculcate good habits and community & environmental sensitivity etc. so that they become well-rounded and empowered to earn well by performing exceedingly well.

**Another three day "intellectual exploration" camp per trimester** has also been added w.e.f. February 2011. Special coaching as required are provided to weak students as well if they are willing.



When they came in... during the induction. (6<sup>th</sup> & 7<sup>th</sup> June 2011)



After 2 months at SCMLD



After 6 months at SCMLD

# A Day At SCMLD

## FOR 5 DAYS A WEEK

TIME	ACTIVITY
5:00am - 6:00am	Silent & reading time in hostel
6:30am - 7:15am	Aerobics / Work-out (alternate days)
7:15am - 8:00am	Yoga (alternate days)
8:00am - 8:40am	Breakfast
9:00am - 10:15am	Academic session - I
10:30am - 11:45am	Academic session - II
12:00pm - 1:00pm	Meditation
1:00pm - 1:25pm	Lunch break
1:30pm - 2:05pm	Relaxation (afternoon siesta)
2:15pm - 4:45pm	Silent & reading time (on campus)
4:45pm - 5:00pm	Tea break
5:00pm - 6:15pm	Academic session - III
6:30pm - 7:45pm	Academic session - IV
7:50pm - 8:30pm	Dinner
8:30pm - 9:00pm	Hostel reporting
9:00pm - 10:30pm	Free / Reading / Laptop time in the respective hostel rooms
10:30pm - 5:00am (Lights off)	Silent time only for sleep. No Laptops, mobiles, i-pods and no communication of any kind with anyone

One day other than these five days in a week is "students' day" for team & shared learning. Another day in a week is for "out of campus" action learning for earning at least Rs.300/- per week. Once a month there is an out bound to chill out. Half day in a week will be off and on that day hostel reporting will be at 10 p.m. with lights off at 11 p.m. All these are to develop healthy habits.

## Cost benefit

SCMLD's fees are cost based and not profit oriented. It is run by a "not for profit Society & Trust" - the Sadhana Educational & Empowerment Foundation.

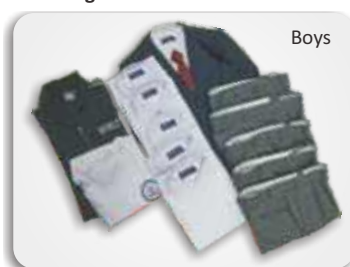
For students it is the lowest in cost and highest in inputs for holistic development. All transactions are through bank only. Anybody can check the SCMLD accounts. Students can audit accounts, exam dept., library & all processes implementation and all the promises in the prospectus and directly communicate to the Board of Governance with a copy to the director of the institute.

Any surplus left out of the tuition fee goes towards creating better amenities for students and infrastructure for the institute.

Please note that Service Tax goes to the government. IGNOU fee goes to IGNOU. Boarding & lodging you consume wherever you are. Students' Special Development Fund is also for certain things you will personally benefit by way of insurance, uniforms, doctors on campus, text books etc. Therefore all these should not be computed as fee. (see the table aside)



Books (personal copies) and researched study material supplied to each student with no additional charges.



Sets of clothing given to each student in a year as personal items with no additional charges.



With an underprivileged child during a community initiative.

## Cost & Expenses per annum / Programme

### a) Institute charges and Govt. taxes

Tuition Fees	Rs.1, 90,000/-
Service Tax@10.3%	Rs.19,570/-
IGNOU fees (likely to be revised by IGNOU)	Rs.11,025/-
Service Tax@5% (IGNOU Fee)	Rs.551/-

### b) Other expenses of students (personal consumption/essentials):

Hostel & Mess charges	Rs.85,000/- (p.a.)
Students Special Development Contribution Fund* (Any thing left unspent in this will be refunded)	Rs.20,000/-
Alumni membership contribution	Rs.2,500/-
Caution deposit refundable	Rs.2,500/-
<b>Total</b>	<b>Rs.3,31,146/-</b>

**Mess:** Wholesome vegetarian unlimited breakfast, lunch and dinner all 7 days a week throughout.

**Hostel:** It is compulsory to stay in hostel except those who stay with their parents within 5 kms radius of the campus. No change from hostel is permitted once admitted as the programmes are residential. Cot, bed, cupboard, table, chair, window curtains, hot water and 24 hrs security etc. are provided. Ones in three months there will be reshuffling of hostel accommodation.

**Students Special Development Contribution Fund\*** is meant for all unconventional inputs / expenses - seminars, uniform, books, out-bound, camps, insurance, doctors' service, outside trips, extra study materials, sarees, suits, T-shirts, track suits, trousers, shirts, placement service expenses, vipassana, yoga and so on. This fund is consumed by the student like hostel & mess charges. Unspent amount from this fund will be refunded to students, towards the end of the studentship.

**Bridge Programme cost:** For students with 50% to 64.99% score in SCMLD entrance: 30 days Rs.32,000/-. These fees includes boarding, lodging, service tax, rent, part of insurance, outbounds, workshop etc. This amount is additional to the above fee.

**Bank Loan:** HDFC Bank and Punjab National Bank have been granting educational loans to SCMLD students subject to meeting banks' lending norms and the professional discretion of the branch heads. They are being pursued for continuation of the same facility to forthcoming students as well. However this is subject to bank regulations / banks' discretion. SCMLD will not be responsible for organising bank loans for students. Students are to organise their own funds if banks refuse loan. Further, SCMLD is not in position to offer any free-ship or scholarship at this point of time.

# Unique and an extremely student friendly selection process

SCMLD selection process is most students friendly. First of all there is no GD because we do not like listening to noise. Also someone who is gentle, genuine or inhibited may not get a chance to speak. Furthermore, today GDs are of 'make believe' expressions and not real expressions. In our process we will have a one to one discussion (not interview) to ascertain one's clarity, background, aspiration, circumstances and learning desire etc. It will be friendly and we want to know the candidate personally so that money & time he / she spends and the effort he / she puts in should turn out to be useful for him/her and the family. As far as written part is concerned we will have simple psychometric test(s) to assess one's comprehension, aptitude & general IQ, a small one page essay (the topics will be on the website) to check the level of commonsense / situational intelligence. However we do not want to judge a student by the 1 or 2 hrs test. Therefore we have decided to give good bonus marks for those who have earned 60% or above in 10<sup>th</sup>, 12<sup>th</sup> and graduation. Similarly to not reject anyone who are low on our tests, bonus marks will be given to CAT, XAT, SNAP, MAT, CET etc tests if they have scored more than 75 percentile / percentage or above. We think, with all these together, the process is absolutely fair to a candidate.

All the above put together if one score 65% or above, admission is guaranteed on a first cum first serve basis. However those who score 50% or above but less than 65% are also given admission on first come first serve basis provided they come one month before the course starts to undergo a pre-programme bridge course wherein we put them through public speaking, confidence building, communication, personality development, basic maths, field assignments and so on. In fact they also organize the "induction" program for the whole lot of students joining in June 2012. For Bridge Programme there is a separate fee as indicated (Page 5).

Also admission is given only if the candidate and at least one of the parents visit the campus, interact with existing students, either during the test time, before that or while taking admission. This is due to our policy that no student should take admission unless he / she and the parents concerned are fully satisfied.

The placement data is already on the website [www.scml.org](http://www.scml.org) 126 out of 181 are already placed. We hope to place everyone before April 2012 when the course ends. Please look at the total cost you incur, the quality of grooming and the placement to understand the cost benefit of being at SCMLD. SCMLD grooms its students for life and not only for a job. Against this, one must assess the cost of getting into the top 10-20 institutes-preparation, time, effort, fee and so on. Then compare and contrast. We look for people who value universal human values, authenticity, truth, harmony, team/collaborative work and are socially & environmentally sensitive, determined not to deviate from ethical path, genuine and hardworking learners & doers and not talkers / gossip mongers.

For academic purposes we coach our students for MBA / other Diploma Programmes of Indira Gandhi National Open University (IGNOU) and our programmes Post Graduate Programme in Executive Leadership and Advance Programme in Executive Leadership are life changing development programs certified by us (not by any university or govt. body etc.)

For our uniqueness, our industry interactions through seminars, workshops, visits etc. please visit our website.



## Prof. M.S. Pillai,

formerly Faculty and Acting Director, SIBM and Director SCMHRD from its inception in 1993 to April 2004. Now Founder Director SCMLD.

**The founder director of SCMLD, Prof. M.S. Pillai was born in a small village, studied in a village school** (a thatched shed) during primary school days, then over to a high school there and for 12<sup>th</sup> in a college near a Taluk town - all in vernacular language. Then left home, wandered in Bangalore city, joined Air Force & left after 15 years' parallelly clearing BA, MA, MBA & LLB etc., joined private industry as an executive and then over to Symbiosis Institute of Business Management (SIBM) as a faculty and then to Training & consulting. Then came back to Symbiosis and created SCMHRD from its concept and was its director since inception 1993 to 2004 till his separation. SCMLD came into being by the contribution and effort of his former students of SIBM and SCMHRD. Hence, SCMLD's mission is to offer an opportunity for those among the youth who have the passion and fire and are prepared, to prove themselves that they are not less than anyone else. Being on the merit list of a national entrance examination is not all about life & destiny. Therefore if convinced, then only join SCMLD. It is for the most hard working and least grumbling ones. Therefore join SCMLD with a will to work hard. **If still anyone feels that placement will happen once joined and it is the duty of SCMLD to place its students - sorry we do not guarantee that.** We guarantee great learning processes if one is a learner. If so placement will happen. If the student does not exert by choice and become fit for employment, placement just does not happen. Such students constitute the 85% unemployable graduates in India. If each one is prepared to work hard this 85% can become great assets to themselves and the country. There is no point in grumbling about the quality of teaching, schools, colleges etc. There are brilliant people who came through the same system by their own merit. Therefore if one can't be in the relative merit to be in branded institutions one can find one's own merit. That is where SCMLD is a help to such students provided they want to discover their own merit which calls for hard and determined work.

## Awards Received by Prof. M. S. Pillai

- "Qimpro Gold Standard Award" in Education - 2011 (Qimpro Foundation - February 2012)
- "Achiever of Excellence Award" - 2011 (Bombay Management Association)
- "Grid Lifetime Achievement award" - 2011 (Dr. P.N. Singh Foundation)
- "Excellence in Education Award" - 2010 (at the 2<sup>nd</sup> Annual business & Social Awards of World Malayalee Council, Pune Province)
- "Project Management Excellence Award" for contribution in the field of Management Education - 2010 (at the 4<sup>th</sup> International Convention on Project Management - Target 2010)
- "Pride of Industry Award" - 2009 (Star Awards)
- "Best Social Entrepreneur" - 2009 (INDCOM)
- Dr. Sarvapalli Radhakrishnan Award for "Outstanding contribution to teaching" - 2009 (Dewang Mehta Business School Awards)
- "Making Par Excellence Contribution towards promotion of Value Based Management Education in India" - 2008 (The Rotary Club of Poona North)
- "Best teacher in HR" - 2008 (at the 16<sup>th</sup> Business School Affaire & Dewang Mehta Business School Awards)
- "Best teacher in Management Award" - 2002 (at the IndusInd Bank India Leadership Summit)
- "The Outstanding Contribution in the field of education" - 2001 (Rotary Club of Pune Kothrud)
- "Vocational Award" in appreciation of his contribution to the community - 1997 (Rotary Club of Pune)

# The infrastructure available at SCMLD

The campus of SCMLD is housed in two adjoining buildings, with an open space in the middle, which is used by students and faculty for informal interactions, having meals and other group activities. When the owner came to know, through an old student of Prof. Pillai that he is no more with the Symbiosis group, he offered the whole premises (Model Colony) to Prof. Pillai. The four storey twin buildings have six classrooms, a library, a computer lab, administrative, examination, accounts & director's offices and a basement hall for assemblies & gatherings. SCMLD has also arrangements for hostels separate for boys and girls. Separate apartment complexes have been taken on rent where all students stay. All hostels are in walking distance. SCMLD premises are taken on long lease.

**IT Infrastructure:** • All classrooms are equipped with LCD projectors. • Internet bandwidth of 2Mbps and wi-fi connectivity are available • 120 PCs are available for students' authorised use • Facility for Video Conferencing is also available • Biometric System for attendance is in operation.

**Library:** • Has a collection of more than 10,026 single title reference books. These are additional to the personal copies (30 - 40 Books per student) • 57 Indian & International Journals • 281 World Bank, UN and other manuals and reports and • 651 Audio / Video cassettes / CDs / DVDs. E-library by which students can access 2150 journals, over 1067 business publications & magazines, 10,151 global company profiles, 150 case studies, 94 market research reports, SWOT analysis of 2953 companies &

country economic reports of major countries etc. are also available. Additional to these, each student is provided with reading material sourced from across google, electronic libraries and other open sources for each subject. Qualified specialists / experts are engaged to locate these material relevant to subjects. This is to avoid students' wasting time in searching for these. In the year 2010 - 11/12 the Institute gave around 9,000 pages of such additional reading material per student. Also, institute is in the process of developing 500 questions each for each subject for students to answer in improvement exams and / or going through to find answers. During the last 6 ½ years more than 41,091 text books have been distributed to around 1000 students as personal copies (66 titles overall).

**SCMLD also provides free coaching for certificate programmes like Certified Financial Planner<sup>CM</sup> (CFP<sup>CM</sup>), Certified in Production & Inventory Management (CPIM), Certified Supply Chain Professional (CSCP) and System Thinking etc. which in the open market will cost around Rs.40,000/-. Registration for these programmes have to be done by the students. Students are to volunteer for these.**

**Additional Certificate Programmes:** (a) Innovation & Creativity (b) Economics of Wealth Creation (c) Dharmik Leadership (d) Real Estate Business (e) Real Estate Legal System (f) Project Implementation (g) Entertainment Business etc. are being planned. These will have separate fees as these are being developed, and will be delivered by experts from the field.



One of the yoga teachers in action



During a seminar



During an outbound

## ENTRANCE TEST CENTRES & DATES

Ahmedabad	11 <sup>th</sup> March 2012	Kanpur	11 <sup>th</sup> March 2012
Bengaluru	10 <sup>th</sup> March 2012	Kolkata	10 <sup>th</sup> March 2012
Bhilai	2 <sup>nd</sup> March 2012	Lucknow	10 <sup>th</sup> March 2012
Bhilwara	3 <sup>rd</sup> March 2012	Ludhiana	3 <sup>rd</sup> March 2012
Bhopal	4 <sup>th</sup> March 2012	Mumbai	10 <sup>th</sup> March 2012
Chandigarh	4 <sup>th</sup> March 2012	Moradabad	10 <sup>th</sup> March 2012
Dehradun	3 <sup>rd</sup> Mar 2012	Nagpur	4 <sup>th</sup> March 2012
Delhi	4 <sup>th</sup> March 2012	Patna	11 <sup>th</sup> March 2012
Gwalior	3 <sup>rd</sup> March 2012	Pune	26 <sup>th</sup> February 2012, 17 <sup>th</sup> & 18 <sup>th</sup> March 2012
Hyderabad	11 <sup>th</sup> March 2012	Raipur	3 <sup>rd</sup> March 2012
Indore	3 <sup>rd</sup> March 2012	Surat	10 <sup>th</sup> March 2012
Jabalpur	4 <sup>th</sup> March 2012	Varanasi	11 <sup>th</sup> Mar 2012
Jaipur	26 <sup>th</sup> February & 4 <sup>th</sup> March 2012	Vidyanagar	11 <sup>th</sup> March 2012

**PUNE : 1<sup>st</sup> - 10<sup>th</sup> April, 2012 for all those who missed SCMLD tests at the above centres during the scheduled dates.**

Venues are on the website [www.scml.org](http://www.scml.org)

## IMPORTANT NOTE

- Selection process across India **26<sup>th</sup> February to 10<sup>th</sup> April 2012.**
- Admission confirmation by paying the fee: As soon as admission is gained / offered.
- **Cancellation of Admission:** It is possible up to the **25<sup>th</sup> of April 2012** with a deduction of Rs.20,000/- from the fee paid. Any cancellation after this date will not receive any refund except the deposits.
- On selection, if a candidate is interested to take admission he / she can pay Rs.20,000/- and block the seat. However, if the admission is not confirmed by paying 50% of the tuition fee and all other fees in full, latest by 20<sup>th</sup> April 2012 this Rs.20,000/- will be forfeited and the candidate will have no right to claim admission.
- **Direct Admission to APEL** is only available for Post-Graduates and Graduates with work experience. Details on website / prospectus. But entrance test is a must and all other rules apply.

For detailed information please contact:  
09552590070 / 71 / 72 or visit [www.scml.org](http://www.scml.org)

## PLACEMENT DETAILS

Batches PGPEL: 2010-11 / APEL: 2011-12	
Salary Range (P.A.) In Rs.	No. of students placed
Above 6 lakhs	7
5.50 lakhs to 5.99 lakhs	11
5.00 lakhs to 5.49 lakhs	0
4.50 lakhs to 4.99 lakhs	28
4.00 lakhs to 4.49 lakhs	16
3.50 lakhs to 3.99 lakhs	20
3.00 lakhs to 3.49 lakhs	23
2.50 lakhs to 2.99 lakhs	4
2.00 lakhs to 2.49 lakhs	0
Package not confirmed	17
<b>Total Students</b>	<b>126</b>
Entrepreneurs	-
Opted out of Placements	-
<b>Total Students</b>	<b>181</b>
<b>Highest Package – Rs. 8.10 Lakh p.a.</b>	
<b>Lowest Package – Rs. 2.70 Lakh p.a.</b>	
<b>Average Package – Rs. 4.25 Lakh p.a. (109 Students)</b>	

As on 7<sup>th</sup> February 2012

Batches PGPEL: 2009-10 / APEL: 2010-11	
Salary Range (P.A.) In Rs.	No. of students placed
Above 6lac	12
5.50 lac to 5.99 lac	10
5.00 lac to 5.49 lac	6
4.50 lac to 4.99 lac	16
4.00 lac to 4.49 lac	34
3.50 lac to 3.99 lac	61
3.00 lac to 3.49 lac	75
2.50 lac to 2.99 lac	26
2.00 lac to 2.49 lac	32
<b>Total Students</b>	<b>272</b>
On Project	7
Entrepreneurs	4
Opted out of Placements	4
<b>Total Students</b>	<b>287</b>
<b>Highest Salary – Rs. 7 Lakh p.a.</b>	
<b>Lowest salary – Rs.2.04 Lakh p.a.</b>	
<b>Average Salary – Rs. 3.58 Lakh p.a.</b>	

The list of companies visited SCMLD and the details of the salary packages of the previous batches are there on the website.

## HOW TO APPLY

Download the formal application form from [www.scml.org](http://www.scml.org) or collect it across the counter (SCMLD, Pune) / from SCMLD representatives in select cities, fill it up and submit at / dispatch to SCMLD, Pune along with (i) an a/c payee D/D for Rs.1300/- in favour of "Director, SCMLD" payable at Pune; (ii) 5 latest passport size colour photographs of yours, (iii) attested photocopies of your 10<sup>th</sup>, 12<sup>th</sup> & graduation certificates & mark sheets and (iv) other testimonials including photocopies of your score card(s) of CAT, MAT, XAT, SNAP etc. The Rs.1300/- is towards the cost of prospectus and administrative charges for the entrance process. This is non refundable.

During an Outbound

