



PDPU

PANDIT DEENDAYAL PETROLEUM UNIVERSITY

SPM
SCHOOL OF
PETROLEUM
MANAGEMENT

VISION

To be an internationally renowned and respected institution imparting excellent education and training based upon the foundation of futuristic research and innovations in the broad context of business and specific to energy & infrastructure sector.



MISSION

To prepare management graduates for continuous learning and inspiring them to contribute to the growth of an increasingly knowledge and technology driven global business including energy & infrastructure sector.



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Pandit Deendayal Petroleum University

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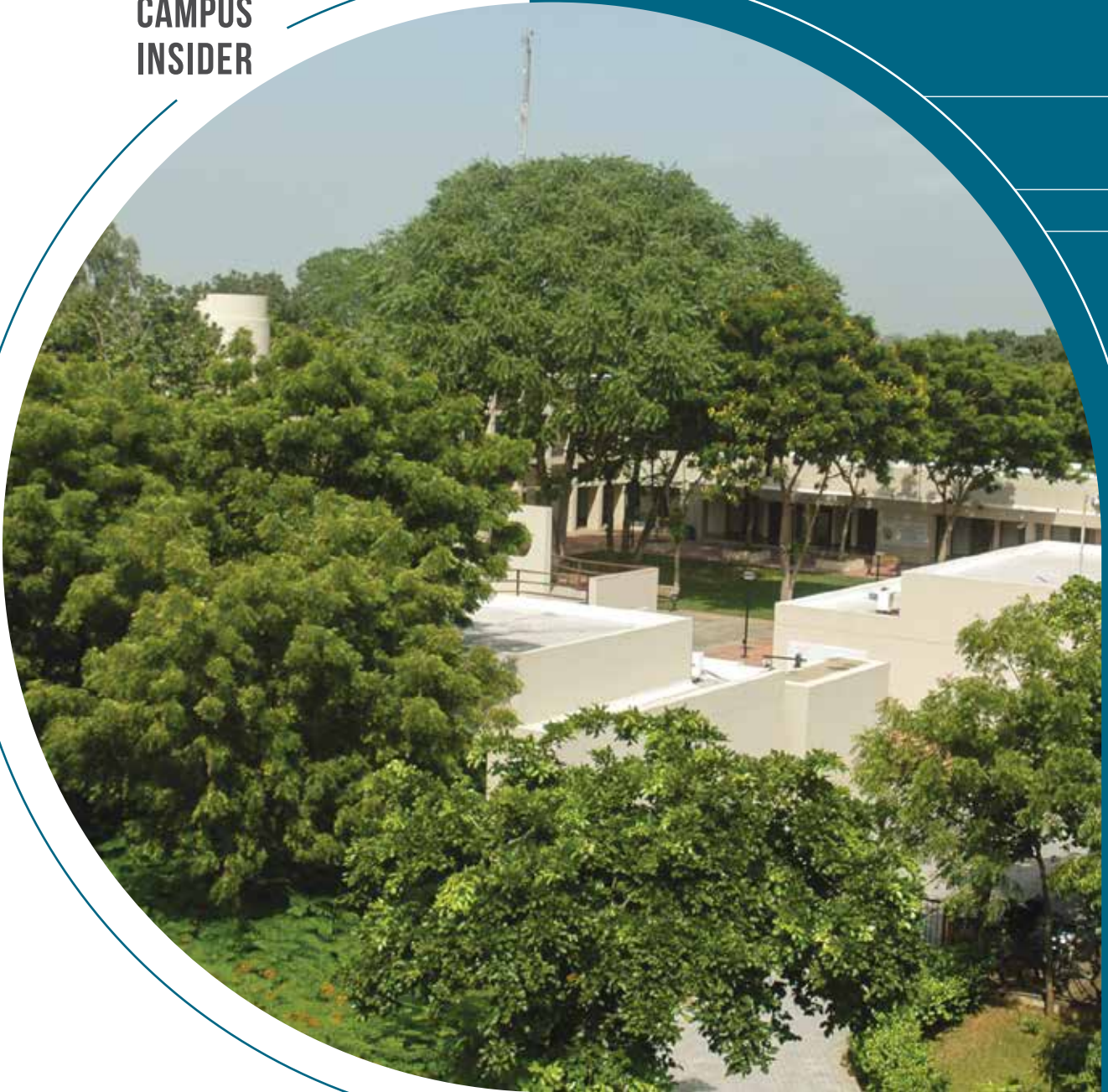


DIRECTOR

Dr. C Gopalkrishnan

*Director (In charge),
School of Petroleum Management,
Pandit Deendayal Petroleum University*

**CAMPUS
INSIDER**



4
Workshops

34
Lecture Halls

26
Laboratories

3
Executive
Classrooms

1
Server Room

3
Board Rooms

3
Libraries with
compliant software

14
Hostels
(2300 Capacity)

4
Network Rooms

Auditorium/ Seminar Halls

1 (463 capacity)

1 (250 capacity)

1 (180 capacity)

1 (150 capacity)

Amenities

- Medical Shop
- Gym
- Stationery Shop
- SBI Branch
- Travel Desk

Sports & Athletics

- Football Ground
- Volleyball Court
- Badminton Court
- Cricket Ground
- Basketball Court

4
Food Courts

1
Cafeteria
(2300 Capacity)

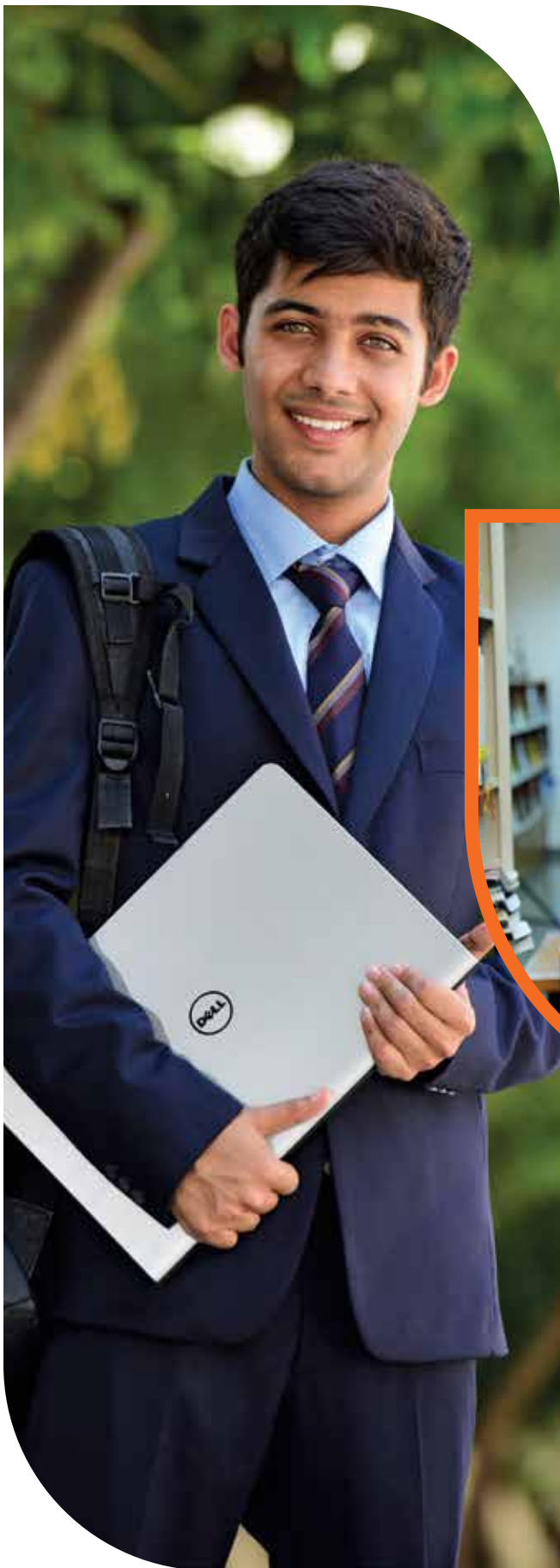
1MW
Captive Solar
Power Plant

3
Doctors

**Wi-Fi
Campus**

PANDIT DEENDAYAL PETROLEUM UNIVERSITY

Pandit Deendayal Petroleum University (Recognised by UGC), Gandhinagar promoted by Gujarat State Petroleum Corporation Limited (GSPC), is a university primarily focusing in the field of energy education and research. While addressing the need for trained and specialized human resource for energy sector worldwide, PDPU offers other programmes as well.



PDPU helps to expand the opportunities for students and professionals to develop intellectual knowledge base with leadership skills to compete in the global arena. All these are accomplished through a number of specialized and well planned undergraduate, post graduate and doctoral education programmes.

The Four Schools of PDPU are listed below:

- SCHOOL OF PETROLEUM MANAGEMENT (SPM)**
- SCHOOL OF PETROLEUM TECHNOLOGY (SPT)**
- SCHOOL OF LIBERAL STUDIES (SLS)**
- SCHOOL OF TECHNOLOGY (SOT)**

SCHOOL OF PETROLEUM MANAGEMENT

The Management School was first established as the Institute of Petroleum Management, Gandhinagar (IPMG) in 2006 by GERMI (Gujarat Energy Research and Management Institute), established as a trust and a society by GSPC (Gujarat State Petroleum Corporation), a Government of Gujarat undertaking. Subsequently in 2007, when GERMI established Pandit Deendayal Petroleum University, IPMG became the constituent of PDPU and changed the name to School of Petroleum Management (SPM).

School of Petroleum Management (SPM) offers MBA programme in

- (a) Energy and Infrastructure Management,
- (b) General Management with specialization in Marketing, Finance, Operations and Human Resource Management.

SPM, as a premier institution, offers state-of-the-art facilities, provides world class education, training, and research, consultancy and outreach services in various sector of the industry.

SPM on its part has formed a strong faculty team with relevant expertise and global perspective. It has developed a rigorous curriculum for the following programmes currently offered:

- (a) Masters of Business Administration (MBA - General Management) a two-year full-time residential programme
- (b) Masters of Business Administration (MBA - Energy & Infrastructure); a two-year full-time residential programme
- (c) Doctoral Programme (Ph.D.) in Management; full time and part time programme
- (d) Post Graduate Diploma in Petroleum Management for Executives (PGDPM-X) & Post Graduate Diploma in General Management for Executives (PGDGM-X): Two-year part-time modular programmes with one-week campus stay requirement every trimester for eight trimesters

The MBA (Energy & Infrastructure) programme focuses on energy and infrastructure sector and accordingly the entire curriculum is designed to meet the requirements of the particular sector. The MBA (General Management) programme curriculum allows students to opt for a concentrated study on functional areas of management, like finance, marketing, operations, human resource management. It allows students to acquire MBA degree with concentration in any of the functional areas of management.

Both the two year residential MBA programmes are delivered on trimester (quarter) basis, with three quarters every year and an eight week of summer training.

The first year courses in both the programmes lay foundation of management with courses like communication skills, organisational behaviour, economics and statistics, and also equip students with conceptual knowledge of various functional areas of management like accounting, finance, marketing, operations, human resource management etc.

The MBA (Energy & Infrastructure) programme shall allow students during second year of the programme to undergo energy and infrastructure management related core as well as elective courses, where as the second year students of MBA (General Management) programme are required to concentrate/ specialize in any of the functional areas of management, viz. marketing, finance, operations and HRM.

Apart from the academic programmes, SPM offers short-term executive programmes and certificate programmes for working executives and professionals to keep them abreast with the latest managerial issues and challenges.



GANDHINAGAR

An Ideal Setting for Learning & Knowledge, Gandhinagar, a capital city of Gujarat and a well-planned city, established along the river of Sabarmati giving the city a lush green garden-city atmosphere, has a generous provision for extensive plantations, a well developed infrastructure and large recreation opportunities. Located in Gandhinagar, PDPU is spread over an impressive campus of about 100 acres and offers necessary infrastructure for a world class institute.

SPM ADVANTAGES

The students, faculty and learning resources at SPM endeavour to produce some of the best minds in the country that are focused on the management of Energy & Infrastructure sector, functional areas of management like Marketing, Finance, Operations, HRM and allied subjects.



OBJECTIVES

- To operate as an educational and research hub that networks with national and international practitioners from varied sectors.
- To offer business educational programmes leading to Master's and Doctoral Degrees.
- To manage the content, design, delivery, learning outcomes and continuous innovation of the academic programmes in a manner that earns accreditation of international stature.
- To offer customized training programmes with relevant conceptual inputs and skills to address the demand of increasingly competitive business and industry.
- To create knowledge to research in the areas of techno-managerial challenges, and also disseminate it for the benefit of students, practicing managers and policy makers.
- To promote a strong, effective and mutually beneficial Industry-Institute interaction.



STUDENTS

Students of SPM come from diverse backgrounds, which help them to examine managerial issues of business and industry from multiple perspectives. In addition, an environment conducive to new ideas and sharing of knowledge helps in the development of a spirit of cooperation and teamwork among students. Some of the unique characteristics of our students include academic excellence, leadership potential, willingness to change and also make change, and a deep rooted respect for all cultures and values.

Every year a good number of students come with prior work- experience. These students bring tremendous value to the school in the form of a rich mix of learning of the applicability of their knowledge in a functional domain and its relevance in the larger business context. As a result all students develop better appreciation of theory and grow as more mature and complete managers at the end of the academic process.

FACULTY

The essential catalyst in the process of transformation is our accomplished and erudite faculty. Our faculty members are involved in teaching and consultancy, as well as leading-edge

research in key management areas. Many of them have taken up teaching assignments at SPM after years of corporate experience. They have reputed publications to their credit. As a consequence, they bring a rich combination of academic rigour as well as practical and industrial experience to the class room. For these reasons, SPM students are known to have significantly higher domain exposure.

SUPPORT FACILITIES

Faculty and students of SPM derive the best campus experience due to the effective support physical and non-physical facilities that SPM is able to build from the beginning. State of the art buildings for stay and study, computational facilities with Wi-Fi connectivity, rich library facility, along with dedicated well-trained staff collectively enrich the learning experience of students on campus.

ALUMNI

SPM alumni are an integral part of SPM ecosystem and given their diverse range of activities in industry and enterprises, add a huge value to their alma mater. SPM recognizes their attachment and contribution and thus have a structured mechanism to strengthen this relationship. For more details please visit the alumni section of SPM website.



THE PROGRAMME

The two-year full time residential programme leading to MBA in (a) Energy & Infrastructure or (b) General Management (Marketing/ Finance/ Operations/ Human Resources) is delivered through a trimester system over a period of two years while integrating a summer internship with an industry at the end of the first year.



MBA CURRICULUM

The MBA (Energy & Infrastructure) curriculum is designed for those seeking to be domain experts in Energy, Infrastructure and allied sectors. The programme allows students to study core subjects in energy and infrastructure management and follows through with elective courses in the area of concentration in the second year.

The MBA (General Management) programme curriculum is designed to help acquiring competencies in the chosen functional areas of management, such as finance, marketing, operations, human resource management etc.

To complete the credit essentials of the entire programme, students take about 47 - 50 courses together in the first and the second year. While the first year courses are generic in nature, the second year courses (most of which are elective courses) have been specially designed to cater to the areas of specialization. Since the sectors are global in nature, all the courses offer an international business perspective.



A GLIMPSE OF COURSES TAUGHT IN MBA PROGRAMME @ SPM

1ST YEAR

TRIMESTER - 1

- Energy & Infrastructure Sector - Technology and Management Perspective I
- Accounting for Managers
- Financial Statement Analysis and Reporting
- Managerial Economics I
- Marketing Management I
- Business Communication I
- Organizational Theory & Design
- Operations Management I
- Quantitative Methods I
- Managerial Computing

TRIMESTER - 2

- Energy and Infrastructure Sector - Technology and Management Perspective II
- Marketing Management II
- Cost & Management Accounting
- Financial Investigation and Forensic Accounting
- Financial Management I
- Human Resource Management
- Information System in Energy Value Chain
- Excel Based Business Modeling
- Managerial Economics II
- Operations Research
- Business, Government and Society
- Group Project on Industry – Technology Aspect

TRIMESTER - 3

- An Introduction to E & I Sector – a Business Perspective
- Business Communication II
- Business Research Methods
- Financial Management II
- Macroeconomics
- Operations Management II
- Organizational Behaviour
- Quantitative Methods II
- Competition and Strategy
- Group Project on Industry – Commercial Aspect

SUMMER INTERNSHIP



2ND YEAR

CORE COURSES

TRIMESTER 4

- Business Consulting
- Corporate Strategy
- Project Management

TRIMESTER 5

- Business Analytics
- Legal Aspects of Business
- International Business Management

TRIMESTER 6

- Management Control System
- Entrepreneurship
- Business Dissertation (Functional Area)

ENERGY & INFRASTRUCTURE

(ELECTIVES)

TRIMESTER 4

- Brand Management in E&I Sector
- Business of LNG
- Energy Trade & Risk Management
- International Maritime Affairs in E&I Sector
- Managing Oil & Gas Contracts
- Managing Refineries
- Managing Renewable Energy Business
- Power Sector Management
- Pricing of Energy Products

TRIMESTER 5

- CGD Business
- Energy Financing
- Managing Oil & Gas Business Operations
- Marketing of Petroleum Oil Lubricants
- Oil & Gas Accounting & Taxation
- Supply Chain and Logistics Management in E&I Sector

TRIMESTER 6

- Energy Economics
- Energy Laws
- Enterprise Asset Management
- Health, Safety & Environment Management
- Renewable Energy Project Management

MARKETING

(ELECTIVES)

TRIMESTER 4

- Business to Business Marketing
- Consumer Behaviour
- Digital Marketing
- Electronic Business
- Marketing Research and Information Systems
- Retail Management

TRIMESTER 5

- Integrated Marketing Communications
- International Marketing
- Managing Services Business
- Strategic Brand Management

TRIMESTER 6

- Strategic Marketing in Practice
- Sales and Distribution Management

FINANCE

(ELECTIVES)

TRIMESTER 4

- Management of Banking Operations
- Investment Analysis and Portfolio Management
- Management of Financial Services
- Project Financing

TRIMESTER 5

- Corporate Restructuring and Business Valuations
- Derivatives & Risk Management
- Corporate Taxation and Financial Planning

TRIMESTER 6

- FinTech and Block Chain
- International Finance

PRODUCTIONS & OPERATIONS MANAGEMENT

(ELECTIVES)

TRIMESTER 5

- Business Process Re-engineering
- Managing Services Business

TRIMESTER 6

- Enterprise Systems and IT Strategy
- Advanced Supply Chain and Logistics Management
- Technology and Innovations Management

HUMAN RESOURCES & ORGANIZATIONAL BEHAVIOUR

(ELECTIVES)

TRIMESTER 4

- Industrial Relations & Labour Law
- Training & Development

TRIMESTER 5

- Creativity and Innovation Management
- Managing Cross-Cultural Issues
- Recruitment & Selection

TRIMESTER 6

- Compensation & Benefits Management
- HR Analytics
- Leadership Skills

GENERAL

(ELECTIVES)

- Management Simulation
- Market Structure & Game Theory
- Course on Independent Study (CIS)

PEDAGOGY

Teaching methods at SPM include lectures, case studies, seminars, group discussions, business games, role plays, simulation exercises, structured and unstructured group work as may be needed by a specific topic. The emphasis is on involving the students in learning and helping them to relate concepts and theories to business requirements of different industries. As an added advantage, the learning provided at SPM is not only restricted to the classroom but also through field visits, summer internship, independent study courses and constant interaction with industry personnel.



• CASE STUDIES

Teaching-learning process at SPM mostly focuses on Case Study method that includes dynamic process of exchanging perspectives, countering and defending points and building ideas that improve students' understanding and exposure to decision-making process in the complex business environment. The case studies are chosen from different industries to start with and then gradually focused on business aspects of all relevant sectors, as the programme progresses.

• GROUP PROJECTS

Working with talented and accomplished peers provides a unique opportunity for accelerated professional and personal growth. Group projects, a major component of most courses, help students to not only learn the intended concepts and skills but also to develop and refine skills in working in diverse groups. The groups are formed from pools of varied disciplines, backgrounds, corporate experience and career orientations to leverage on the enormous diversity in perspectives. The projects are designed in such a manner that the entire class benefits with coverage of multifarious aspects of all the sectors with no overlapping and duplication.

• SUMMER INTERNSHIP

Summer Internship is a major component of the learning process at SPM. At the end of third trimester, all students are required to undergo summer internship of 8 weeks with manufacturing companies, financial institutions, IT and infrastructure majors, management consultancies, FMCG companies, media organizations and others. On successful completion of the training, a student is required to make a presentation and submit a written report for evaluation. The formal assessment and feedback of the industry guides are also taken into consideration for overall evaluation of summer projects.

• HUMAN RESOURCES

Competent and dedicated professionals are the most vital resource for any educational institution. SPM has invested considerable efforts and resources to attract an excellent group of human resources to further its objectives.

• INDUSTRIAL VISITS

As John Ruskin had once said "The entire object of true education, is to make people not merely do the right thing, but to enjoy right things; not merely industrious, but to love industry; not merely learned, but to love knowledge."

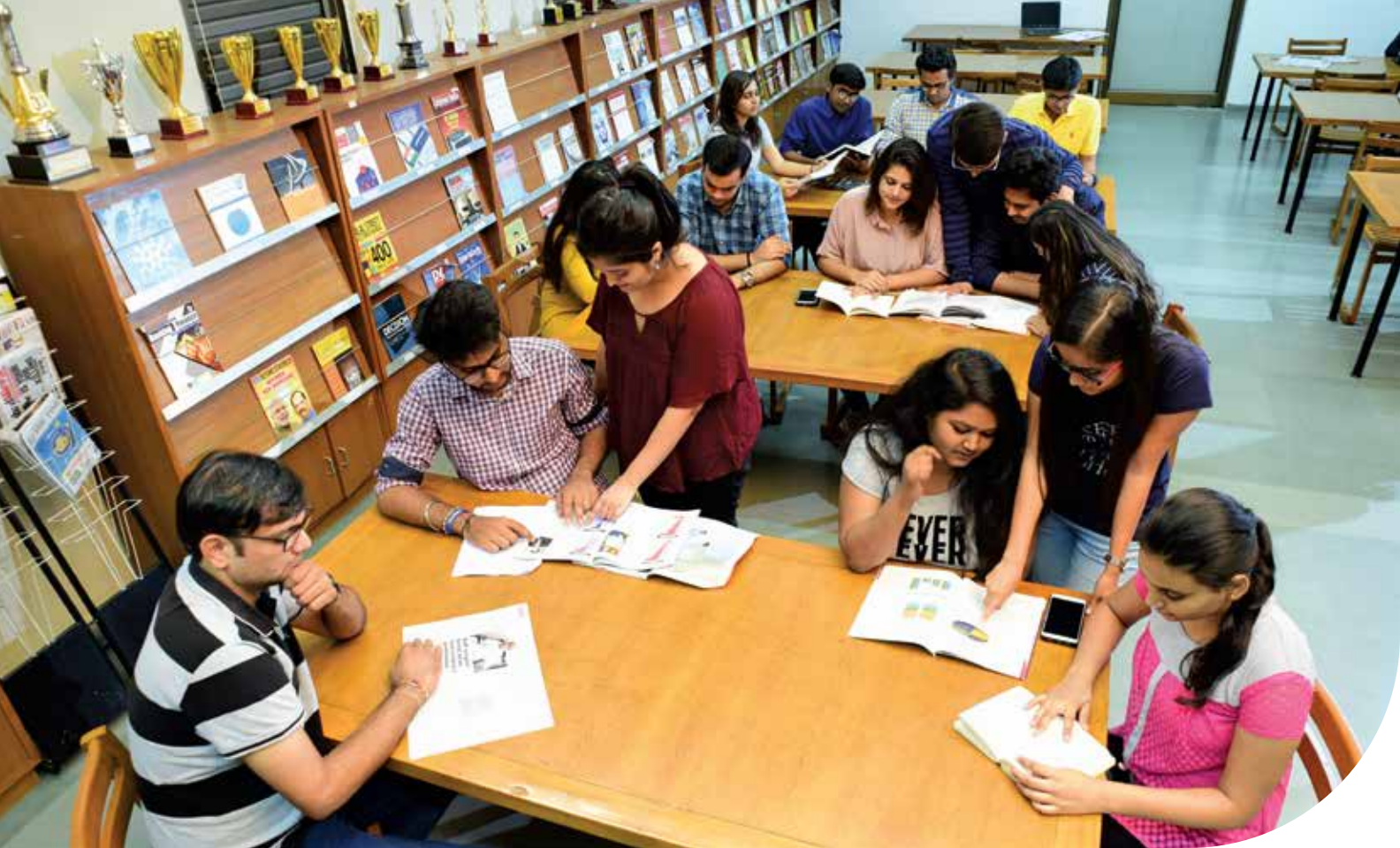
We at SPM believe that knowledge is incomplete without the practical dimensions of the industry. To impart an exposure of the challenges that are faced in the industry, Industrial visit is used as a pedagogy wherein the students tour the industries pan varied sectors. It broadens their perspective across all the fields of operations, marketing, finance and HR. This enhances their knowledge by discussion and brainstorming with the industry fraternity.

• BEYOND THE CLASSROOM

SPM offers a dynamic campus with outstanding study, research and computer facilities. It also offers students extraordinary opportunities for professional growth through participation in various cultural and academic clubs that organize field trips, academic seminars, cultural programs, debates, discussions and other public services like blood donation etc. Domain specific workshops are also organized periodically to strengthen teaching learning process.

• COURSES OF INDEPENDENT STUDIES (CIS)

CIS offers an opportunity to students to undertake an in-depth study on a relevant managerial aspect of one's choice. Spread over 2 terms, CIS also encourages students to make use of emerging digital pedagogical platforms like MOOCs.



INFRASTRUCTURE

SPM believes that creating a serene environment blended with modern technology enhances the spirit and energy level of all learners and inspires them to optimize their learning efforts.

In this direction SPM provides an intellectual ambience in a stimulating campus.

CAMPUS FACILITIES

- Impressive and Aesthetically Built Academic Areas
- IT Systems with latest Hardware & Software, and seamless Internet Connectivity
- Automated Library & Latest Communication Facilities
- Sports & Recreational Facilities
- Residential Accommodation for Students



BUSINESS ANALYTICS TEACHING LAB @ SPM

The Business Analytics Teaching Lab @ SPM has been created to provide the SPM students with an environment for learning Business Analytics and Decision Making. Managers in organizations make informed business decisions using information from varied sources for effective analytical outcomes. Accessing, processing and analyzing the data pose several challenges for the users in managerial roles, primarily because of the nature of the data and complexities involved in processing them for required outcomes. Additional challenge is to be able to interpret the outcomes appropriately. In an attempt to encourage the SPM students to develop and appreciate techno-managerial perspective, the lab will acquaint them with developments that happen in the realm of analyzing business data for decision making. Big data concepts that include business problems/ opportunities involving Artificial Intelligence, Data Mining, IoT based sensor mechanisms, machine learning concepts, cloud computing, data warehousing, data analytics models are being leveraged by managers in organizations. The methodology will include training students with software skills in R & Python and other programming languages along with working on live data sources and projects and partnering with industries for apt exposure. A core team of students from both E&I and General Management MBA Program under the guidance of senior SPM faculty oversee the activities of the lab.

LIBRARY & INFORMATION CENTRE (LIC)

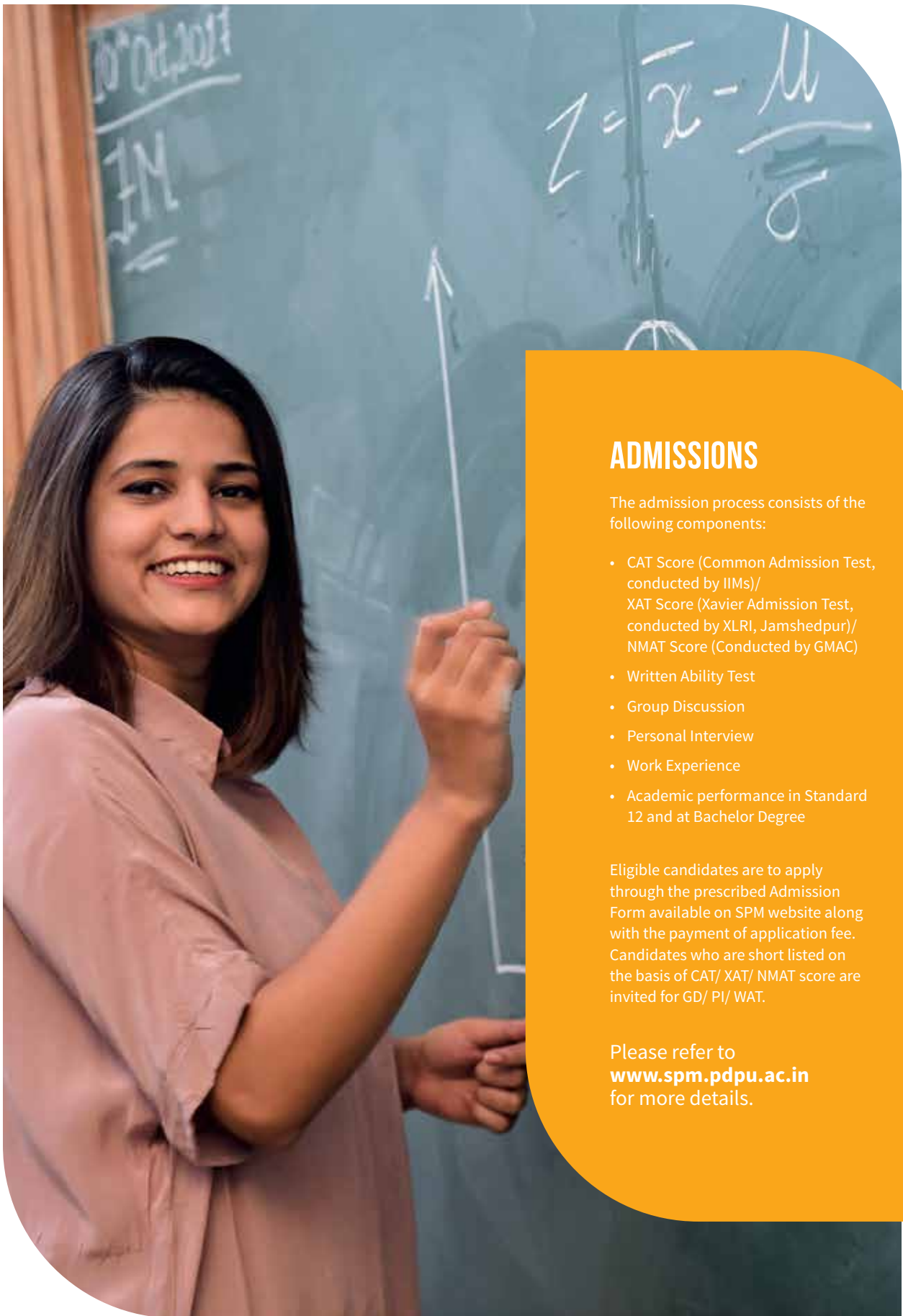
Library and Information Centre (LIC) is the heart of the Institute with an aim of providing production & dissemination of knowledge, information, insights & intellect. The centre has utilized Information Technology extensively to ensure that resources are accessible from anywhere at any time. Services such as OPAC for checking online availability and reserving online, bio-metric reader, remote access to e-resources and database make the LIC user friendly. LIC holds collection of printed as well electronic resources which include books, journals, databases, CDs/DVDs, e-journals, reports, case studies, conference proceedings, training manuals, etc.

The library has been automated using Alice for Windows (AFW) - an international user-friendly library package. The software facilitates automated circulation (issue - return) of books and speedy access to bibliographic, location and availability information of the books in the library. The catalogue is available on the Internet for inquiring about books.

SPM library also subscribes Online Databases viz. EBSCO: Business Source Premier, Infraline: Energy and Infrastructure sector, and CMIE: Industry Analysis Service, CapEx and Business Beacon, Capitaline Plus database and Indiatat.com.

HOSTEL

The on-campus fully furnished residential facility extends the flexibility of conducting all types of academic and extra-curricular activities at time suiting to the requirements for the students. The learning has been extended to a 24x7 time-frame instead of standard class timing. There is a separate hostel facility for girls.



ADMISSIONS

The admission process consists of the following components:

- CAT Score (Common Admission Test, conducted by IIMs)/ XAT Score (Xavier Admission Test, conducted by XLRI, Jamshedpur)/ NMAT Score (Conducted by GMAC)
- Written Ability Test
- Group Discussion
- Personal Interview
- Work Experience
- Academic performance in Standard 12 and at Bachelor Degree

Eligible candidates are to apply through the prescribed Admission Form available on SPM website along with the payment of application fee. Candidates who are short listed on the basis of CAT/ XAT/ NMAT score are invited for GD/ PI/ WAT.

Please refer to www.spm.pdpu.ac.in for more details.

ELIGIBILITY

School of Petroleum Management uses CAT/ XAT/ NMAT score as an input for the admission process. The minimum eligibility criterion for admission to the programme is a Bachelor's Degree with at least 50% marks (45% marks for SC-ST candidates) or equivalent CGPA of any of recognised university in India or abroad.

The Bachelor's Degree or equivalent qualification obtained by the candidate must entail a minimum of three years of education after completing higher secondary schooling (10+2) or equivalent. The basis of computing the percentage obtained by the candidate in bachelor's degree would be as per the practice followed by the university/ institution from where the candidate has obtained the degree. In case of the candidate being awarded grades / CGPA instead of marks, the equivalence of percentage will be considered.

For details you are advised to visit our website www.spm.pdpu.ac.in and read the MBA Admission Policy.



SCHOLARSHIPS

SPM awards few scholarships for the duration of the programme, subject to availability of funds, as per the PDPU rules and regulations.





2-YEAR PG DIPLOMA PROGRAMMES FOR EXECUTIVES

EXECUTIVE PETROLEUM MANAGEMENT PROGRAMME (PGDPM-X)

PGDPM-X (Post Graduate Diploma in Petroleum Management - Executive) is a two-year Programme, as a part of continuing education programme, at School of Petroleum Management, Pandit Deendayal Petroleum University, Gandhinagar leading to a P. G. Diploma in Petroleum Management. The curriculum is designed to meet the requirement of energy industry and more specifically the Oil & Gas sector. The PGDPM-X will be conducted on quarterly contact hour basis. The two years' programme is divided into eight modules of seven days each. One module will be conducted every quarter. Classes will be held from Monday to Sunday once in a quarter. Module-I to Module-III will be dealing with general aspects of Management and Module-IV to Module-VI will be sector specific modules focusing on Oil & Gas / Energy / Allied Sector Management. Modules-VII & VIII will offer elective courses.

The programme offerings pertain to General Management, Economics, Supply Chain in Oil & Gas/ Energy Sector Management, International Geo-Political affairs, Project Management, Oil & Gas Accounting, Finance, International Maritime Affairs, Oil & Gas Information Systems, Natural Gas Distribution, Marketing of Petroleum, Oil & Lubricants, Market Structures & Game Theory and Oil & Gas Law – to mention a few.

Rationale: Professionals working in the oil & gas/ allied sectors, not having any formal exposure to management education would seek to add value to their profile by undergoing an oil & gas management course that also provides them a mix of campus plus off-campus learning experience. Organizations therefore, encourage their professionals to short-term periodic breaks and go for further studies in the field of oil & gas/ energy sector management. School of Petroleum Management, being an oil & gas/ energy domain specific institution, and having an experience of offering such domain specific programmes in management for over 10 academic sessions now, caters to these needs of industry professionals.



COURSE CONTENTS

FIRST YEAR COURSES

QUARTER 1 (MODULE 1):

- Organizational Behaviour
- Quantitative Techniques
- Financial Accounting
- Managerial Economics

QUARTER 2 (MODULE 2):

- Operations Research
- Managerial Communication
- Management Accounting/ Cost Accounting
- Business Environment

QUARTER 3 (MODULE 3):

- Operations Management I
- Financial Management I
- Marketing Management I
- Human Resources Management

QUARTER 4 (MODULE 4):

- Management Information Systems
- Operations Management II
- Marketing Management II
- Financial Management II

SECOND YEAR COURSES

QUARTER 5 (MODULE 5):

- Legal Aspect of Business
- Project Management
- Strategy Formulation & Implementation
- Excel Based Business Modeling

QUARTER 6 (MODULE 6):

- International Business Management
- Business Consulting
- Investment and Portfolio Management
- B-2-B Marketing

QUARTER 7 (MODULE 7) &

QUARTER 8 (MODULE 8):

(Any Six Courses)

- Energy Derivatives and Risk Management
- Managing CGD Business
- Geopolitics and Energy Business
- Carbon Finance
- Marketing of Petroleum Oil & Lubricants
- Forex Management
- Contracts in Oil and Gas
- Business of LNG
- Economics of Natural Resources
- Petroleum Economics
- International Maritime Affairs & Oil and Gas Business
- Business Analytics
- Business Valuation
- Management of Power Sector
- Two ISPs - Independent Study Projects (Compulsory, one ISP each in Module 7 and Module 8)



EXECUTIVE GENERAL MANAGEMENT PROGRAMME (PGDGM-X)

Executive General Management Programme leading to PGDGM-X (Post Graduate Diploma in General Management - Executive) is a two year Programme, as a part of continuing education programme, at School of Petroleum Management, Pandit Deendayal Petroleum University, Gandhinagar leading to a P.G. Diploma in General Management. The curriculum is designed to meet the requirement of various sectors of industry. The PGDGM-X will be conducted on quarterly contact hour basis. The two years' programme is divided into eight class-contact modules of seven days each. One module will be conducted every quarter. Classes will be held from Monday to Sunday once in a quarter. Candidates are expected to complete the assignments, go through readings and consult the prescribed books/ material when they are away from campus.

The programme offerings pertain to General Management, Economics, Supply Chain Management, Business Communication Project Management, Accounting, Finance, Operations Research, Information Systems, Marketing/ Finance/ Operations/ Human Resources Management, Corporate Governance and Legal Aspects of Business to mention a few.

Rationale: Professionals working in various industry sectors, not having any formal exposure to management education would seek to add value to their profile by undergoing a management course that also provides them a mix of campus plus off-campus learning experience. Organizations therefore, encourage their professionals to short-term periodic breaks and go for further studies in the field of management. School of Petroleum Management, being an institution that apart from Energy Sector Management, also since 2013, offers General Management programmes including Full Time MBA (General Management), caters to these needs of such industry professionals. Moreover our legacy of addressing executive learning needs since 2006 is our leading edge.

COURSE CONTENTS

The module wise courses to be offered are as below:

MODULE 1:

- Organization Behavior
- Quantitative Techniques
- Financial Accounting
- Managerial Economics

MODULE 2:

- Operations Research
- Managerial Communication
- Management Accounting/ Cost Accounting
- Business Environment

MODULE 3:

- Operations Management I
- Finance Management I
- Marketing Management I
- Human Resources Management

MODULE 4:

- Management Information Systems
- Operations Management II
- Marketing Management II
- Financial Management II

MODULE 5:

- Legal Aspect of Business
- Project Management
- Strategy Formulation & Implementation
- Excel Based Business Modeling

MODULE 6:

- International Business Management
- Business Consulting
- Investment & Portfolio Management
- B-2-B Marketing

QUARTER 7 (MODULE 7) & QUARTER 8 (MODULE 8): (Any Six Courses)

- Brand Management
- Product Management
- E-Business and Digital Marketing
- International Finance/ Forex Management
- Integrated Marketing Communication
- Supply Chain & Logistics Management
- Creativity & Innovations Management
- Stress Management
- Derivatives and Risk Management
- Business Analytics
- Business Valuation
- Project Financing
- Management Control System
- Two ISPs - Independent Study Projects (Compulsory, one ISP each in Module 7 and Module 8)

Note: Depending upon the contemporary learning needs some tweaking in the scheduling as well as courses may be possible.

ADVANTAGES TO COMPANIES & PARTICIPANTS

PGDPM-X & PGDGM-X programmes will offer significant advantages to the participants; companies/sponsoring companies. Some of the advantages are:

- Flexible part-time on-campus & off-campus learning model.
- Enriched learning from the interaction among the executives from various companies and from different points in the Oil & Gas/ Energy Value Chain/ other industry sectors wherever applicable.
- Full access to the library and other facilities available while on campus.
- Benefits of co-curricular activities and participation in other programmes as per mutual convenience.
- Periodic Campus experience of interaction with young students.
- PDPU offers a complete academic eco-system wherein along with faculty of management, faculty of technology also present on the same campus.
- The participants will become alumni of School of Petroleum Management and can avail benefit of school's rich library resources in the future also.
- Programme Duration: 2 Years; 8 weekly campus-contact modules and all other applicable academic/ extension activities are spread over these two years.



ELIGIBILITY

A candidate must hold a Bachelor's Degree, or an equivalent qualification recognized by the Ministry of HRD, Government of India, with at least 50% marks (45% for SC/ST candidates) or equivalent CGPA, of any University incorporated by an act of the central or state legislature in India or other educational institutions established by an act of Parliament or declared to be deemed as a University under section 3 of UGC Act, 1956.

- **Experience Criteria for PGDPM-X Candidates:**
Candidates with minimum 3 years of relevant work-experience in Energy/ Infrastructure/ Oil & Gas Service Providers/ Related Sectors/ Energy Consulting etc. after acquiring the bachelors' degree are eligible to apply.
- **Experience Criteria for PGDGM-X Candidates:**
Candidates with minimum 3 years of work-experience in any sector of the industry after acquiring the bachelors' degree are eligible to apply.

The Bachelor's degree or equivalent qualification obtained by the candidate must entail a minimum of three years of education after completing higher secondary schooling (10+2) or equivalent. In case of the candidates being awarded grades/ CGPA instead of marks, the equivalence would be based on the equivalence certified by the university/ institution from where they have obtained bachelor's degree.

In case the university/ institution does not have any scheme for converting CGPA into equivalent marks, the equivalence would be established by the SPM by dividing earned CGPA with the maximum possible CGPA and multiplying the quotient with 100.





FACULTY AND HUMAN RESOURCES

The School is in the continuous process of building an intellectual community of distinguished and dedicated faculty to promote learning and knowledge creation of highest order. The institute endeavours to create an environment of academic freedom overlaid by meticulous, self-imposed standards of excellence and socially responsive practices. The fundamental strength of the faculty is in the rich experience they bring to SPM, enhanced by enthusiasm at participating in the early days of a budding domain specific institution.

SPM encourages and cultivates an environment of collaborative learning amongst the faculty team. The institute also recognizes that research provides a major interface with wider academia and industry. Pioneering interdisciplinary research by the faculty feeds directly into a better learning environment at the Institute and indirectly to a wider audience of practicing managers and teachers of management. The model for the Faculty has a portfolio mix of competent permanent and visiting faculty from Academia and professionals from energy sector. This model ensures that students are exposed to the most recent insights and thinking.

CORE FACULTY

- Akash Patel, Ph.D.**
Accounting & Finance
- Ashutosh Muduli, Ph.D.**
Human Resource Management
- Asit Acharya, Ph.D.**
Finance
- C. Gopalkrishnan, Ph.D.**
Strategic Management
- D M Pestonjee, Ph.D., D.Litt**
GSPL - Chair Professor
Organizational Behaviour
- Kaushal Kishore, Ph.D.**
Marketing
- Lalit Khurana, Ph.D.**
Finance
- Narayan Baser, Ph.D.**
Finance
- Pramod Paliwal, Ph.D.**
Marketing
- Satish Pandey, Ph.D.**
Organizational Behaviour
- Somdeb Lahiri, Ph.D.**
Economics
- Sudhir Yadav, Ph.D.**
Production & Operations
Management
- Tanushri Banerjee, Ph.D.**
Information Systems

VISITING FACULTY

- A B Raju**
CEO of Biz Trans Consulting,
Ahmedabad
- Ajay Das**
Adani Group
- Akhilesh Magal**
Renewable Energy Expert,
GERMI
- Ajit Desai**
Project Management Consultant
- Ashish Verma**
Sr. Associate - Energy Utilities &
Services, Infosys
- Ashwani Kumar**
CEPT University
- Biren Y Vakil**
Commodities Expert
- Capt. Sarabjit Butalia**
Maritime Expert
- Deepak Krishnan**
Independent Consultant
- D. G. Shukla**
Advocate, Supreme Court
- Dhiren Desai**
LNG Business Expert
- Dipti Kumar Banik**
E&P Professional
- Divyesh Desai**
Shell
- H. C. Shah**
Infrastructure Finance Expert
- Ingit Anand**
Consultant, Gala Developers
- Jayesh Ganatra**
Business Consultant
- Ketan Bhatt**
HR Consultant
- Manish Thaker**
Gujarat University
- Mrugesh Pawar**
Independent Consultant
- Narmadashanker Pathak**
Independent Consultant
- Nagabhushanam Garimella**
3i Infotech
- Dr. Omkar Jani**
Principal Scientist, GERMI
- Pankaj Jain**
Cairn India
- Pinky Desai**
St. Xavier's College, Ahmedabad
- Ranajit Banerjee**
Energy Finance Expert
- Ravi Gor**
Department of Mathematics,
Gujarat University
- Ruchi Tiwari**
Ahmedabad University
- Samarth Kaji**
Cairn India
- Santana Pathak**
Ahmedabad University
- Shaji Zacharias**
IBM Sales & Distribution
- Shashank Shekhar Jha**
GE- Oil & Gas
- Shantanu Mehta**
CA
- Shreyas Patel**
CMA, ERP Professional
- Snehal Desai**
Independent Consultant
- Sundaraman Chintamani**
Mahindra Satyam
- Sunil Kanojija**
Consultant & Alumnus - IIMA
- Supriya Sapre**
BPCL, Mumbai
- Viswanath Pingali**
IIM Ahmedabad
- Yogesh Doshi**
Ahmedabad University



GUEST SPEAKERS

Shri Saurabh Patel

State Cabinet Minister, Finance and Energy & Petrochemicals, Govt. of Gujarat

Chandan Nath

Executive VP & Branch Head, Mudra Ahmedabad

Brajesh Bajpai

Business Head - Gujarat Vodafone-India

Paurav Shukla

Professor, Luxury Brand Marketing, Glasgow Caledonian University

Prashant Verma

Business HR Head - Wholesale Banking and Practice Head for Recruitment & Performance Management, ICICI Bank Ltd.

Amal Dhru

Director, Zillion Infrastructure Ltd.

Vijay Bhasker

Public Health Specialist VChangeU

Ulhas Dave

Shraddha Associates (Guj) Pvt. Ltd

Harsh Dave

Shraddha Associates (Guj) Pvt. Ltd

R.S. Sodhi

MD, Gujarat Cooperative Milk Marketing Federation (GCMMF)

Unnat Pandit

Dy. General Manager, Cadila Pharmaceuticals Ltd.

Partho Ghose

Executive VP, KHS India

Savan Godiwala

Senior Director, Corporate Finance, Deloitte India

Ramachandran K.

VP & Head, Ahmedabad RO, SBI Capital Markets Ltd.

Alan D'Souza

Director, Shanti Business School

Pramod Deo

Chairperson, CERC

Arbind Sinha

Professor, MICA

Aravind Sahay

Professor, IIM Ahmedabad

Ashok Som

Professor, ESSEC Business School, France

Gautam Appa

London School of Economics

Anjali Hazarika

Head, Talent Management, Oil India Ltd.

B. S. Negi

Former Member, Petroleum & Natural Gas Regulatory Board

Anil Matoo

Head, HR & Admin., Essar Power

Dipak C. Jain

Former Dean, INSEAD School of Business

Jeffrey A. Serfass

President, National Hydrogen Association, USA

L. N. Mishra

RPTL

Prabhajan Dixit

Essar Oil Limited

Manjit Singh

Total Fina - Elf India Ltd.

Vishal Gada

Director, Tax & Regulatory Practices, KPMG India

L. Balasundaram

BG Exploration & Production India Ltd.

Manoj Parmesh

Weatherford Oil Tool Middle East Ltd.

Mike Hugentobler

Halliburton Offshore Services Inc.

Jeremy B. Bentham

VP, Global Business Environment, Royal Dutch Shell

PPG Sharma

CEO, GSPC Gas Ltd.

Srinivas Rao

Shell Group

S. K. Pandey

Indian Oil Corporation Ltd.

Sudhir Vasudeva

CMD, ONGC

Gurdeep Singh

MD, GSECL

Suriyanarayan R.

Shell (India)

Atanu Ghose

Professor, IIM Ahmedabad

Shrikant Lonikar

Joint President & Head HR, Adani Power Limited

Himanshu Vaidya

Institute of Management Consultants of India

Sreekanth S.V.

Indian Oil Corporation Ltd.

Deepak P. Mahurkar

PWC India

Rajiv Khanna

Director, Policy & Corporate Affairs, BG India

Suman Bery

Chief Economist, Shell Group

Shashank Gaikwad

Hazira LNG & Port

Nitin Zamre

VP/MD, ICF International

L.K. Singhvi

Former Member (Commercial) PNGRB Management Consultant, UK

Shaleen Sharma

BG Exploration & Production India Ltd.

D. J. Pandian, IAS (Retd.)

Ex-Chief Secretary, Government of Gujarat

R. R. K. Sharma

Professor, IIT Kanpur

Janaki Anant B

i-flex communications

Atul Rathod

Weatherford India

S. K. Negi

MD, GETCO

Anurag K. Agarwal

Professor, IIM Ahmedabad

Naresh Behl

Director - Operations / Projects, Xylem Water Solutions

Francisco J. Sánchez

Under Secretary for International Trade, U.S. Dept. of Commerce

Shaji Zacharias

Indian Oil Corporation Ltd.

Praveen Gupta

Indian Oil Corporation Ltd.

Vivek Pathak

Indian Oil Corporation Ltd.

Babu Thomas

GVK EMRI 108 Services

Randeep Agarwal

President, Australia India Business Chamber (AIBC)

Mr. Mehul Parekh

Head - HR, Dresser-Rand India Pvt. Ltd.

OTHER ACADEMIC PROGRAMMES AT SPM



THE DOCTORAL PROGRAMME

The Doctoral Programme of SPM is to train prospective scholars to become highly skilled and innovative researchers and teachers in various aspects of management related to the energy sector. It primarily aims at preparing students for careers as faculty members at premier academic institutions.

MANAGEMENT DEVELOPMENT PROGRAMME

These programmes by SPM train the industrial managers of all level by involving extensive study of the client organization, preparation of specific teaching materials and cases towards the development of a customized course design to suit the needs of each organization. These are one-month duration programmes, attempt to upgrade the skills of participants and also to help the organization in developing a culture conducive to organizational excellence.

SPM ANNUAL FEST

SPM Annual Festival, a national event, is a rich blend of academics, an anthem of high adrenaline rush and performing arts, a tussle of management strategies and decision making. The festival extends an opportunity to showcase attitude and aptitude with the quaternary festivities: Catalyst (the Management Quest), Energy Cup (the Sports Extravaganza), Reprise (the Cultural Fest), Zephyr (Annual Alumni Meet). Students from many institutes like SIBM Pune, SIIB, KJ Somaiya Mumbai, and JBMIS participate on a huge scale making this 3 day event a wonderful success.

CATALYST

CATALYST, the management panorama, provided a forum for students to demonstrate their leadership and managerial temperament in a creative environment. An ensemble of business and management events, it brought together students from business schools across India, distinguished people from the corporate world and entrepreneurs. Catalyst comprised events catering to all four domains of management. A few events were Quiz Bizz, Shram Shakti, Touch, Adhinyam, The Next Eureka, Look into Future and many more.

REPRISE

REPRISE, creativity meets its talent stakeholders. It aimed to invigorate young minds to reach the pinnacle of their potential and carve out a niche for themselves in the cultural landscape. It was about unleashing the artist within across various disciplines of Drama, Group Dance, Documentary, Photo Story and Band war. Zephyr is the annual alumni meet of the School of Petroleum Management. A few events were Manger's Got Talent, ColorFrame, Avirbhav, Shutterbug and many more.

ENERGY CUP

ENERGY CUP is the crescendo of sporting activity, a pantheon of success, a place where people strive hard to achieve unparalleled success. This event brings the corporate forces and students closer and on a similar playing field. Sports like Cricket, Football, Volleyball, Basketball, Badminton, Table Tennis, Carrom, shot put and discus throw tested each of them to their limits and also tested their resolves. It was an ideal platform for the creation of champions who someday would change the dimensions of the world order. Around 18 teams from across the country comprising academic institutions and industry enthusiastically participated in the event.



ZEPHYR

ZEPHYR invited all SPM alumni to pay a visit to their school, relive moments on campus, inspire the juniors, thus establishing a strong mutual bond of faith and respect. It was a home-coming festival of SPM that is celebrated with a lot of rapture and reverence in the presence of the alumni.





STUDENTS' CLUBS

Clubs promise a unique melting pot of ideas, values, experiences, joy rides, friendly terrains, grit, inspiration, and leadership and above all a tremendous learning opportunity for all. Presentations on different topics, Guest sessions, Debates, Discussion Forums, Quizzes, News Crunches are a few activities that these clubs perform regularly. The underlying philosophy of the clubs is to use students' spare time for personal growth. It not only helps in gaining knowledge but also sharpens the communication skills.

CLUB MARCOM

Club MARCOM is the “MARKeting” and “COMMunications” club of SPM. At MARCOM, we understand competitive business scenario in the field of marketing, advertising and branding thus, trying to awaken the marketer in each of us through various activities such as presentations, Adwise/ Admad - the ad making competitions, jargons, interactive discussions, GD's, book reviews etc. These activities also help in developing the communication skills and “out of the box” thinking, much needed to survive in the world of marketing. It is here that the students of SPM learn the concepts of marketing in the various segments be it B2B, B2C and C2C; and hence, making the students of SPM practical enough to be challenged anywhere.

CLUB FINNACLE

FINNACLE is a knowledge sharing platform which gives opportunity to cope up with the constantly evolving world of Finance. Weekly activities such as Debates, Quizzes, Guest Sessions and Presentations help expand the horizon in the world of Finance. The conceptual clarity is achieved by the interactive discussions among the students. News crunching sessions helps gaining insight to the latest developments in the markets. With this the students are able to withstand the circumstances of the bear market and ace the bull market.

CLUB OPERE - SHONZU

The objective of Opere - Shonzu club is to make students realize the importance of operations management in all domains of industry. Students take initiative every week and enrich themselves with various topics not only concentrated on hard core operations but also operations management associated with sales, finance, HR etc domains. The club also aims at discussing about the latest tools and software used in industry for optimizing the operations. At large such activities help students to integrate the academics with real time operations going on in the industry.

CLUB ENERGY

Energy Club is an initiative by students to add a new flavor, a new theme and to capture the pulse of the campus. It gives an extra edge to understand, learn and share knowledge on a common platform. This translates to enhance the students' intellect for their managerial domain from their peers and industry experts.

CLUB HR

The HR club is the youngest club at SPM, hardly a year old. It comprises HR student members from the junior as well as senior batch to involve all the students and make them think from different perspectives by placing practical illustrations. The HR club started as an initiative to give a boost to the HR activities in the college. The main motive of the HR club is to spearhead activities that could remove the traditional myths surrounding HR as a function and to create awareness regarding the importance of HR function in the current business scenario. It facilitates the functioning of the Centre of Excellence for HR. It provides a platform to the student community to understand and enhance their knowledge in this field by getting associated with the faculty, participating in events and contributing through articles.

SPM MIRROR

SPM Mirror is a monthly magazine, which aims to bring out the extra knowledge from the students, structure the thought process and improve their research, and share the knowledge with the fellow students. The magazine is read by faculties, alumni, and people from companies who come to SPM for internships and placements. The focus for this year will be to bring out more and more articles and ideas from the students, and give them proper platform to share their perspectives with qualitative research. By the end of the year, we want each student to have contributed for Mirror at least once.

CHAI KI TAPRI PE SESSIONS

A conversation between a student and a faculty at SPM led to the beginning of this club. The aim of this club is to make the students more aware of the latest happenings in the world and making them more connected to the real world and hence lessening the difference between a SPMite and Graduate from some other B-School. The session includes a class discussion on current affairs, latest trends in the sector and market as a whole etc. The topic to be discussed is decided a week in advance and a very healthy, learning and fruitful discussion takes place. Quite a few sessions have taken place but the knowledge acquired is immense. The session has 2-3 people who will be hosting the event so that it goes in a smooth way.



OTHER INITIATIVES BY SPM STUDENTS

“Being just another brick in the wall” is an ideology that no student at SPM believes in. Thus, efforts are made to go beyond the expectations and doing something for a greater good. The students of SPM have taken various social initiatives such as organizing a Blood Donation Camp in association with Confederation of Indian Industry-Young Indians (CII-YI) saving hundreds and thousands of lives. Also Raising Fund of an amount equivalent to Rs.16000 from all the students that was utilized to purchase a water boiler for children of a local school was a noble act. Indispensable part of the students’ non-academic calendar at SPM. Apart from this, an initiative named “Spreading Smiles” is taken up by SPM Students. As a part of this initiative they create short films having a social message and try to make out difference around.





CONFERENCES AND CONCLAVES

CONCLAVES

SPM organizes conclaves and roundtables which aim at theme based panel discussions on various aspects of business, management and academia. The invited panelists are senior management professionals of industry and their deliberations add tremendous learning to students. Moreover conclaves and roundtables help SPM to establish a mutually beneficial connect with industry. These events also brings out the best in students in terms of their professional approach to organize and manage important events that has senior industry professionals' participation.

The three major conclaves that SPM organizes every year are:

- Business Management Symposium
- Samavesh - The HR Conclave
- Energy Conclave

INTERNATIONAL CONFERENCE ON ENERGY AND INFRASTRUCTURE MANAGEMENT (ICEIM)

ICEIM is a marquee biennial event of SPM-PDPU being organized since 2008. Started as an event on hydrocarbon sector, the conference now encompasses all aspects of energy and infrastructure from a global perspective. Each edition of ICEIM witnesses encouraging participation from E&I sector experts, distinguished speakers, policy makers, government, research professionals, academicians, industry professionals, paper-presenters, students and media who deliberate on several aspects of the entire value chain of different verticals of E&I sector.



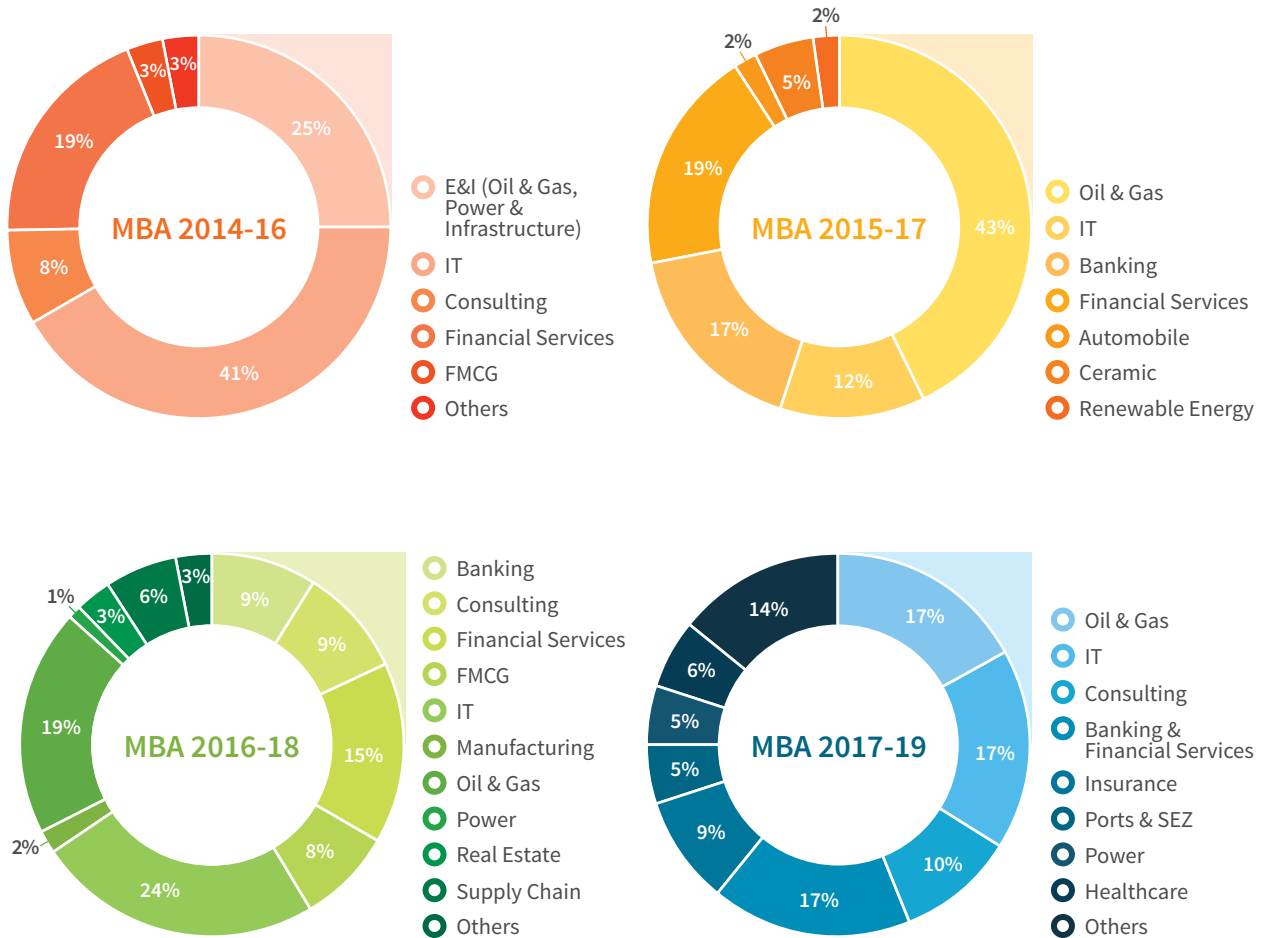
A DECADE PLUS OF TRAINING & SUMMER PLACEMENTS @ SPM

The summer placement initiatives at SPM since its first batch in 2006 to the current batch have attracted a good number of companies from energy & infrastructure, oil and gas and other business sectors (both from manufacturing and services) as well. The students have worked on a host of internship-project areas including Hydrocarbon Project Financing, Petroleum Fiscal Systems, Supply Chain Strategy for a CNG Station, CGD Business Development, Automotive Lubricants Marketing, Financial Feasibility Study of Power Plant, Market Research, Projection of Oil & Gas Production, Materials Management, Risk Advisory, Consulting, Relationship Management, Business Development, Marketing, Wealth Management, Credit Analyst, Business Analyst, Upstream Procurement, HR Consulting, Account Management in Creative Agency, Renewable Project Management etc., to mention a few. An illustrative list of few companies from many that participated in Summer Placements:

- Aban Offshore Ltd.
- Abellon Clean Energy Ltd.
- ABG Shipyard Ltd.
- Adani Energy Ltd.
- Adani Gas Ltd.
- Adani Power Ltd.
- Adani Welspun & Exploration Ltd.
- Aegis Ltd.
- Alstom Ltd.
- Asian Paints
- Berger Paints
- Bharat Petroleum Corporation Limited
- Cairn India Limited
- Castrol India Ltd.
- Deloitte
- Dexter Consultancy Ltd.
- Ernst & Young Pvt. Ltd.
- Essar Exploration & Production Ltd.
- Essar Power Ltd.
- Evosys
- FedEx
- FTKMC
- GAIL (India) Ltd.
- GIDB
- Godrej
- Guj Industrial Power Company Ltd.
- Gujarat State Petroleum Corporation Ltd.
- GSPC Gas Ltd.
- GSPC LNG Ltd.
- Gujarat State Petronet Ltd.
- Gujarat Alkalies & Chemicals Ltd.
- Gujarat Gas Company Limited
- Gujarat State Energy Generation Ltd.
- Halliburton Offshore Services
- Hazira LNG Private Ltd. (Shell)
- HDFC
- Himalaya Healthcare
- Hindustan Oil Exploration Company Ltd.
- Hindustan Petroleum Corporation Ltd.
- Home First Finance Company
- HPCL Mittal Energy Ltd.
- ICICI Bank Ltd.
- ICICI Lombard General Insurance Company
- ICICI Prudential Life Insurance Ltd
- IDBI Bank Ltd.
- IDFC First Bank
- Indian Oil Corporation Limited
- Indraprastha Gas Ltd.
- Infraline Energy
- IRM Energy
- Jindal Drilling & Industries Ltd.
- JLL
- Knight Frank
- Kotak Mahindra Bank
- KPMG Advisory Services Pvt. Ltd.
- Larsen & Toubro
- Mafoi Management Consultants Ltd.
- Mahanagar Gas Ltd.
- Mercados AF Consulting
- Mott Macdonald Consultants Pvt. Ltd.
- NCDEX Commodity Exchange
- Niko Resources Ltd.
- Ogilvy & Mather
- ONGC Ltd.
- ONGC Petro Additions Ltd.
- ONGC Videsh Ltd.
- Petronet LNG Ltd.
- Power Finance Corporation Ltd.
- Punj Lloyd
- Reliance Industries Limited
- Reliance Power
- Sabarmati Gas Ltd.
- SBI Capital Markets Ltd.
- Schlumberger
- Shell Hazira Port Pvt. Ltd.
- Siemens Ltd.
- Standard Chartered Bank
- Suzlon Energy Ltd.
- Synoptek
- Tata Steel
- Tata Consultancy Services
- TCE Consulting Engineers Ltd.
- Total Oil India Pvt. Ltd.
- Weatherford Oil Tool Middle-East Ltd.
- WIPRO
- VODAFONE



A GLIMPSE OF MBA FINAL PLACEMENTS @ SPM IN PAST FEW YEARS



Note: For information about Final Placements of MBA 2017-19, kindly refer the placement report on www.spm.pdpu.ac.in

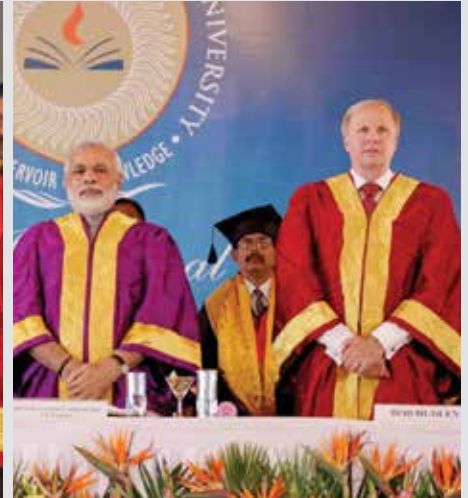


A DECADE PLUS OF FINAL PLACEMENTS @ SPM

A glimpse of some of the prominent companies who have been visiting SPM-PDPU for final placements since its inception.



PDPU CONVOCAION OVER THE YEARS





PDPU

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