

PRESENTING PROFESSIONALS WITH THE INTERNATIONAL EDGE



THE MET LEAGUE OF COLLEGES

MET

AS SHARP AS YOU CAN GET

An intelligent mind is like a blade
that lies innocently in its wrapper.
You cannot feel the sharpness
till you expose the edge.

OUR FAITH

न चौर हार्यम् नच राज हार्यम् |
न भ्रातृभाज्यम् नच भारकारी ||
व्यये कृते वर्धते एव नित्यम् |
विद्याधनं सर्वधन प्रधानम् ||

Knowledge can neither be stolen by a thief,
nor snatched by a king.
It is indivisible unlike ancestral property,
it never burdens the bearer,
it multiplies manifold when offered to others.
Knowledge is the supreme form of wealth.

OUR VISION

To shape professionals, to conquer the present and future challenges
to the socio economic fabric of our society, by institutionalising search,
development, research and dissemination of
relevant knowledge through structured learning systems.

OUR MISSION

To evolve, develop and deliver dynamic learning systems
to equip professionals with conscience and commitment
to excellence and courage to face business challenges.

THE MET LEAGUE OF COLLEGES
MET
AS SHARP AS YOU CAN GET

CONTENTS

Shaping the Global Insurance Professional at MET	01
MET League of Colleges	02
From the Chariman's Desk	03
The Chartered Insurance Institute, London	04
From the CEO's Desk	05
The International Edge	06
The Sharpening Process	07
Syllabus: eMBA-Insurance	08
Distinguished Faculty	09
The Industry Perspective	10
From the Dean	12
The MET Advantage	13
The CII Advantage	14
MET Goes to NY via UN (ECOSOC)	15
Unique Pedagogy	16
Sharp Minds at Leading Companies	18
Life at MET	19
MET'S Tryst with the First Citizen of India	20
Student Profiles	21
For Campus Recruitment	34

SHAPING THE GLOBAL INSURANCE PROFESSIONAL AT MET

MET, one of India's leading B-Schools and the CII (Chartered Insurance Institute), London, a premier professional body for the global financial services profession, have come together to launch eMBA-Insurance - a programme that will sharpen students into global insurance professionals, equipped to meet any industry challenge.

The programme taps into the CII's wealth of insurance knowledge and rich experience, derived from its global presence. This, coupled with MET's experience of 2 decades in delivering professional education that meets international standards, will make this a much sought after career option.

With a growth rate of 15-20%, the US\$ 10 billion worth Indian Insurance Industry is poised for astronomical growth. The eMBA-Insurance programme will train professionals to add value to this industry, while capitalising on its amazing growth.

Way back in 2005, MET recognised the need for highly skilled managerial professionals to service the rapidly growing insurance industry. With inputs from the best minds in the industry, we devised and launched a post graduate level programme in insurance and successfully placed our students in reputed companies in India and the international market, too. Today, the world has recognised the potential of Indian professional talent. Keeping this in mind, we thought the time was right to take professional education in the insurance category to the next level, by giving students the double advantage: Business acumen and strategic skills from our eMBA programme and world class technical inputs from the CII, London. The strategic tie up with the CII, London, will give our students the international edge and enable them to get enviable placement opportunities anywhere in the world.

The double edge

The programme for both, general and life insurance students, will entitle the students for a joint certification in e-empowered Management and Business Administration, with exclusive specialisation in the Insurance sector. They will also get part training in London, which will give them exposure to the international market.

The management and business module for the eMBA-Insurance programme has been developed by MET, whereas the technical contents have been designed by the CII, London. Together, these leading educational bodies will deliver an unrivalled specialised educational offering that blends technical, managerial and business skills.

The only world class programme of its kind in India

This is the first time that the CII, London, has entered into a collaboration of this kind outside the UK.

Designed to meet impeccable international standards, completion of the eMBA-Insurance programme will also result in the awarding of the 'Advanced Diploma in Insurance' by the CII, London. This will confer on students the globally recognised designation 'ACII' and the prestigious 'Chartered' status. Besides, students joining this programme will also be automatically enrolled for the first year as members of the CII, giving them access to a range of global services to propel them in their career.

Without a doubt, the insurance industry is eagerly awaiting the first global professionals from India to take it to greater heights.



THE MET LEAGUE OF COLLEGES
MET
AS SHARP AS YOU CAN GET



Just a stone's throw away from the Arabian Sea is an institution that is creating waves. Because, it is quite simply, a cut above the rest. The MET League of Colleges is a conglomerate of premiere educational institutions, driven by a single-minded focus on imparting quality education, to make students sharp. Training is imparted round-the-clock, seven days a week. Projects and assignments are given utmost importance and students learn on the job. Application-oriented knowledge, garnered in the lecture halls, is applied to industry assignments. The faculty spares no effort to make the students razor sharp, so that they make their mark in the corporate world. No effort has been spared, to create an environment that encourages students, to push the limits of their minds. All this, to help young professionals face the challenges of life. And make their mark in the corporate world.

Bhujbal Knowledge Centre, Mumbai

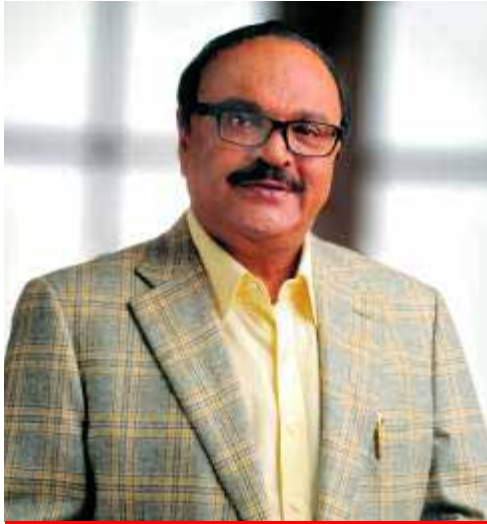
- Institute of Management
- Institute of Mass Media
- Asian Management Development Centre
- Centre for Insurance Training, Research & Development
- Institute of Pharmacy
- Institute of Medical Sciences
- Institute of Information Technology

- Institute of Trichology
- Institute of Distance Learning
- Institute of Software Development and Research
- Institute of Computer Science
- Institute of International Studies
- Institute of Alternative Careers
- Rishikul Vidyalaya
- Knowledge Explorer - Publishing Division

Bhujbal Knowledge City, Nashik

- Institute of Management
- Institute of Pharmacy
- Institute of Engineering
- Institute of Technology (Polytechnic)
- Institute of Information Technology
- Institute of Distance Learning

At MET, over four thousand students and faculty are involved in delivering unique learning systems, through ultra modern infrastructure and academic rigour. MET Institutes are ISO certified, with affiliations to the University of Mumbai, Directorate of Technical Education, All India Council of Technical Education, MSBTE, Pharmacy Council of India, C-DAC - Ministry of Communications and Information Technology, The Chartered Insurance Institute (CII), London, Michigan State University, East Lansing, and Tianjin University, China, Hawaii University in participation with the University of Mumbai. MET also has strategic institutional collaborations with the Association of Chartered Certified Accountants (ACCA), UK, Mountbatten Institute, UK, Edith Cowan University, Australia and the Global School of Management for alliances with various Universities in Australia and Canada.



Chhagan Bhujbal
Chairman, Mumbai Educational Trust

*"All of us do not have equal talent,
but all of us should have equal opportunity."
- John F. Kennedy*

During the last seven decades, since independence, the education sector has witnessed a metamorphosis of sorts - as structural and regulatory reforms have been built around the multi-dimensional public/private partnerships. While the haloed schools of learning, built at a huge cost, succeeded in building world class brands, catering to a microcosm, the private unaided institutions pulled all stops to shape the macrocosm of our country, for building an inclusive society. As Ms. Indra Nooyi, Dr. Raghuram Rajan or Satya Nadella ascend to the commanding heights, in the global business arena, one cannot but appreciate the unseen hand of private educational institutions. Take a bow – we all did it!

However, as the knowledge society seeks to hasten the tectonic shift to a learning society, riding the information age, we find that the digital divide is challenging the very fundamentals of traditional tutoring and scholarship, carefully crafted over decades. As the smart phone equipped youth outpace and over reach the digitised data bytes, the teachers and the academicians continue to grapple with pedagogy, in schools and colleges. Converting the overload of information/ knowledge to wisdom is the greatest challenge of all learning institutions now.

We at MET, are constantly continuing to shape academics, by delivering holistic, value based, participatory learnings through state of the art tools and technologies that encompass the latest from the digital world. It is our endeavour to design and deliver unique learning journeys to students, so that they unravel the mysteries of the world and take ownership of their learning. Through constant research, a mix of fun and learn games, counselling, consulting and parent teacher collaboration, we reboot, to refine the critical balance between the outbound/ classroom experience. A lifelong, transformative and collaborative learning journey is our only promise at MET, as we believe in the words of the King of Blues -"The beautiful thing about learning is that no one can take it away from you."

Chhagan Bhujbal
Chairman
Mumbai Educational Trust



King George V at the CII premises during the opening ceremony in 1934

As the premier professional body for the global financial services profession, the Chartered Insurance Institute (CII) promotes higher standards of integrity, technical competence and business capability.

The CII was granted its Royal Charter in 1912 by King George V, who also opened the CII head office at Aldermanbury in the city of London in 1934. King George became the CII's first royal patron – a tradition that has continued with subsequent monarchs, including Queen Elizabeth II.

With over 95,000 members in more than 150 countries, the CII is the world's largest professional body dedicated to the insurance market, embracing both the General and Life insurance sectors. Some 15% of the CII's members are based outside the UK. The CII has offices in the Far East, Middle East and India. International membership continues to grow rapidly as the insurance market becomes increasingly global.

Success in CII qualifications is universally recognised as evidence of knowledge and understanding. Membership of the CII signals a desire to develop broad professional capability and to subscribe to the standards associated with professional status.

As a leading 'new wave' professional body, the CII is working hard to restore public confidence and trust in the financial services market following recent financial turmoil. The CII believes this will be achieved by creating a genuine global profession where the best interests of the consumer are to the fore, where ongoing learning and expertise are cherished, and where the highest standards of ethical behaviour are pursued.

The CII works with businesses to develop bespoke, company-wide solutions that ensure competitive advantage by enhancing employees' technical and professional competence.

Individually, CII's members are able to drive their personal development and maintain their professional standing through an unrivalled range of learning services and by adhering to the CII's Code of Ethics.



Dr. Alexander Scott
CEO
The CII, London

The Indian insurance market is hugely important and will become larger and more sophisticated as the Indian economy itself goes from strength to strength. But if it is to capitalise on the opportunities that lie ahead it will need a pool of talent with the requisite skills and abilities.

We are delighted to be collaborating with bodies of the calibre of MET and the Insurance Institute of India to offer eMBA-Insurance programme that can help achieve this aim.





ACII

Students who successfully complete the eMBA-Insurance programme will be enabled to apply to use the globally recognised designation 'ACII' and to adopt the 'Chartered' status. They will also be automatically enrolled as members of the CII for the first year, giving them access to a range of global services to support them in their career.

Double Advantage

- eMBA Certification
- Advanced Diploma in Insurance from the CII
- Joint Accreditation by MET and the CII

Exposure to the International Insurance Market

- Seven days training programme by the CII in London
- Visit to Lloyds of London - to trace the origin and history of Insurance
- Eminent international speakers on the topics of Insurance relevance

International Placements

- Joint efforts by the CII, London & MET, Mumbai
- Over 150 countries open up as your workplace
- In the corporate sector, on the strength of the eMBA qualification
- Advanced Diploma in Insurance - The professional qualification for World Insurance Market

Advanced Diploma in Insurance

- Globally recognised qualification
- High standards of technical knowledge
- Business skills and professional conduct
- The CII members use designatory letters 'ACII'
- 'Chartered' status for qualifying members of the CII

Top Class Management Education

- Life management techniques
- Leadership development programmes
- Focus on creativity in service sector
- Business ethics and practices
- KASH (Knowledge, Attitude, Skills and Habits) techniques
- Corporate exposure through industrial visits
- Case-based and scenario-building methodology, to encourage right perspective evaluation and analytical skills development



Recognition by IRDA

The eMBA-Insurance programme has been recognised by the Insurance Regulatory and Development Authority (IRDA) as one of the essential qualifications required for Corporate Insurance Executive (CIE) to undertake the training programmes vide IRDA circular - ORD/17/July'09.



Dr. Alexander Scott, CEO - The CII, London
with corporate delegates and students at MET



eMBA Insurance batch
during the educational tour to London

MCW: MET Class Work (in hours)

MFW: MET Field Work (in hours)

	MCW: 450 MFW: 150	MCW: 450 MFW: 200		MCW: 450 MFW: 300	MCW: 300 MFW: 500	Total MCW: 1650 Total MFW: 1150
Orientation (Anubhuti)	Certificate I Introduction to eMBA in Insurance	Certificate II Advanced eMBA in Insurance	SUMMER INTERNSHIP WITH INDUSTRY	Certificate III Strategic Business Management Perspective in Insurance	Certificate IV Crossing the Corporate Threshold in Insurance	eMBA-Insurance Certification
Launchpad (Induction) HeartTalk (Hitguj) Outbound training (Anubhav)	Foundation Course Competency Mapping MET Combat (Class debates) Foreign Languages Principle and Practices of conventional management disciplines integrated with e-commerce & business insights	Advanced Management competencies developed through knowledge inputs in business analysis for risk management & decision making for profit maximisation & growth empowered by: • Workshops & Seminars • Industry Projects • MET on Wheels • Foreign Languages • Summer Preparatory Module • Visit to Lloyds, London		Enhanced through e-Business solutions facilitated by: • Electives • MET on Wheels • CEO Speak • Math Hour • China Study Mission • Marketing Summit • Finance Meet • HR Meet	Strategic industry academia learning partnership, through research projects and assignments based industry internship. Strengthened by alumni networking, high end workshops, facilitating suitable placement opportunities.	Successful completion of credits earned through the four certificate modules, makes the candidate eligible to receive e-empowered Management and Business Administration-Insurance (eMBA-Insurance) certification after putting up 2800 hours of inputs.

Highlights:

Apart from the class-room inputs, the students shall be exposed to following interfaces with the external world and the industry personnel, with a view to augment their theoretical learning with practical applications:

- One week of 'Introduction to the worlds of Insurance & Management' by industry experts
- Actual handling of policy-documents, forms, claims papers
- Hands-on experience of I.T. applications used in industry
- Projects case studies & assignments involving real-life salespersons from industry, both Life & General
- Surveys of real-life cases from customer segments
- Interaction with Doctors, Lawyers, Ombudsman, CEOs, Regulators, Actuaries, Chartered Accountants & other industry specialists
- Industrial visits to ports, airports, warehouses, brokers' firms, insurance company offices & other relevant sites
- Summer placements in reputable insurance companies
- Hands-on experience in BPO/KPO
- Interaction with International faculty
- Video-conferences with International experts of various fields
- Visit to Lloyd's of London office for first hand experience of foreign insurance operations and insights into their strategies and concerns



SEMESTER I

Management Subjects

1. Perspective Management
2. Marketing Management & Introduction to Marketing Research
3. Finance & Cost Accounting
4. Organization Behaviour
5. Managerial Economics & Indian Economics
6. Business Communication Skills

The CII Subjects

7. Insurance underwriting Process (IF 3)
8. Insurance Claims Handling Process (IF 4)
9. Customer Service in Insurance (IF9)

SEMESTER II

Management Subjects

1. Financial Management
2. Marketing Applications & Practices
3. e- Commerce
4. Taxation
5. Summer Internship Project

The CII Subjects

6. Insurance Laws (P05)
7. Marine Hull and Associated Liability (P98) / Personal Insurance (P 86)
8. Motor Insurance (P 94)

SEMESTER III

Management Subjects

1. Business Mathematics
2. Consumer Behaviour & Sales Management
3. Logistics
4. Strategic Management

The CII Subjects

5. Reinsurance (P97)
6. Principles of Takaful (590)
7. Marketing Insurance Products and Services (945)

SEMESTER IV

Management Subjects

1. International Business
2. Business Ethics, C. G., C. S. R.
3. Insurance projects

The CII Subjects

4. Insurance Corporate Management (990)
5. Business & Economics (530)
6. Advanced Claims (820)

* Syllabus subject to change due to exigencies

Performance Assessment

The teaching methodology adopted at the institute will consist of classroom sessions wherein students will be exposed to case studies, experiential learning, role play, scenario building as well as live industry projects. The emphasis will be on developing the understanding of the subject by the students since they are expected to convert teachings into application and execution mode. To facilitate this interactive learning process, they will be mentored and subdivided into learning groups or work teams which will facilitate team working as well as collective learning. Their curriculum would include industry visits, rural visits, societal relief exposures besides industry internships. Students' participation in all these activities is compulsory.

Selected subjects like Principles of Management, Perspective Management, Strategic Management, etc. will be taught through case study method. For all subjects, students are expected to come to the class well prepared and updated. Faculty may take surprise exams at any point. During the study, students will be assessed subject wise based on the weightages mentioned here.

Sr. No.	Parameter	Weightage
1	Final Exam	50
2	Projects	20
3	Oral Evaluation - Viva	15
4	Quiz, Class Participation and Continuous Assessment	15
	Total	100

Sr. No.	Credit Points	Evaluation
1	0.70 and above	Pass with distinction
2	0.60 to 0.69	Pass with first class
3	0.50 to 0.59	Pass with second class
4	Less than 0.50	Fail

Credit Points evaluation system

Every subject will be given maximum of 1 point for its credit and minimum credit points required to clear the subject is 0.5. These points will be given on the basis of students' marks in the subject. The certificates will be issued depending upon minimum 0.5 credit received in each subject for the certificate module. e.g. if maximum credit points are 11, minimum 5.5 credit points are required besides minimum 0.5 credit points in each subject.

DISTINGUISHED FACULTY

Mr. B. N. Nagaraja

B Sc, B L, FCII, FIII, Ph D, ACII

Mr. Karthik Amaranaath

B Com, ICWAI, FIII, PGDMM, ACII

Ms. Kalpana Sampat

B Com, LLB (Gen), AICWA, FII, ACII

Mr. Rajeev Tanna

BE (Electronics), PGDBA, AIRM, FIII, CAIIB, ICMQ, ACII

Ms. Mahalakshmi Kannan

B Com, MBA, AIII, FIII, ACII

Mr. Nilanchal Mishra

MA, PGDBM, PGDCA, FIII, ACII

Mr. Nishant Sankhla

B Sc (Bio), MBA (Insurance), PG DCAA, PGDHRM, ACII

Mr. Piyush Majmudar

B Com, FIA, FIAI, FCII, FIII, ACII

Mr. R. Chandrshekhar

B Com, ACII, AIRM, CAIIB, FIII, PGDMS

Mr. Ravi Krishnamurthy

ACII, FIII, AIII, LIII

Mr. S. Biswas

M A (Eco.), PGDMM, MBA (Fin.), ACII

Mr. Shiva Belavadi

LLB, FCII, FIII, ICWAI, ACII

Mr. Suresh Balasubramanian

B Com, PGDMM, FIII, ACII

Mr. Suresh Kumar

PG (Geography), FIII, ACII

Ms. Varsha Bhansali

BA, FIII, AIII, ACII

Mr. Yashesh A. Sampat

B Com, ADRIM, FIII, ACII

Mr. Yogesh Dodani

ACII

Mr. Azad Kumar

ACII

Mr. Savio Fernandes

B Com, ACII, FIII

Mr. Pradip Sonavane

B Com, ACII, AIII

Mr. Riaz Ahmed

ACII

Dr. Prakkash Patil

ACII, FIII, IQFA

Ms. Vandana Poria

Officer of the British Empire

Mr. Greg Johnson

FCII, ACII

Mr. Max D'Costa

MS, M Phil (IT), DHRM, IVR Se

Mr. Prasad Kulkarni

BE, MMS

Mr. Milind Nagarkar

B Sc, LLB, DCM

Dr. P A Johnson

MA, Ph D

Dr. R P Deshpande

Ph D

Mr. K V Ved

B Tech, DBM, DFM

Mr. Anant Amdekar

B Com, LLB, ACS

Mr. L N Chopde

M Com, DBM, M Phil

Mr. Ashok Kumar

B Com, LLB, ACA

Mr. V D Kanvinde

BE (Electrical), BE (Mech.)

Mr. Vijay Paradkar

BE, MMS

Mr. A K Mazumdar

MA, DBM, LLB

Mr. V P Singh

B Com, LLB, MBA, LLM

Mr. Satish Bankal

BE (Elec. & Telecom.), MMM

Mr. V Datey

BE (Mech.), MMS

Ms. Rupali Khanolkar

B Pharm, MMS

Prof. Gul Tekchandani

CA

Prof. Ajit Kurvey

B Tech

Prof. Suresh Malkani

BE (Electricals), DMS

Prof. Manjunath Hegde

MMS

Prof. Patrick D'Souza

CS (inter), CFA, MMS, BE

Prof. Rupali Shenoy

MBA

Prof. Vikram Sampat

B Tech, PGDM - IIM-A

Prof. Arvind Belwalkar

MBA (HR & IR), MMS

Prof. V Chandrashekhar

B Sc, DMS, LLB, ACS

Prof. V Subramanian

DMM, MMS

Prof. Manish Goel

B Com, LLB, FCA

Prof. Rohit Bhagwat

PGEMBA, ACS, B Com

Prof. Amitabh Jadhav

B Com, DAP, SAS

Prof. Vaibhav Banjan

CA, CS, CFA, B Com

Prof. Ashok Tamilarason

BE, PGEMBA

Prof. V N Awati

MBA, LLM, M Phil, B Sc

Prof. Anita Chauhan

B Sc, B Ed, DBM

Mr. Rajan Lodha

B Sc, MMS

Mr. Sudhir Karambelkar

FCA, Grad. in CWA

Mr. Ajay Sharma

B Com, LLB

Ms. Alpana Mandal

MBA

Ms. Ekktha Jawanpuria

MBA

Mr. Rajeev Surana

BE, DSM

Mr. Jignesh Sanghvi

MBA (Finance)

Prof. V Subramanian

B Sc, MA, PGDM

Prof. Priya Kenkare

DHMCTAN, BA (Hons.),

MMS (Marketing), GSM

Mr. M W Shaikh

B Sc, LLB, LLM, MLS, DCP, DHRD

Mr. N Patwa

B Sc, MA (Economics), MFC, ICWA

Mr. S Ramchandran

MA (Eco.), LLB, MBA, MPM

Dr. A P Kamat

Ph D Maths, MBA, DBM, DCM,

DORM, M Sc Statistics, B Sc

Prof. P Banerjee

M Sc, MMM, PG Dip. in Journalism,

PG Dip. in Advtg. & PR

Prof. A B Dange

B Sc, FIII

Prof. A V Radhakrishnan

Practicing Actuary

Prof. Arun Chaubal

BE (Mechanical), All, MIE Chartered Engineer

Prof. Arun Patil

MA, LLB

Prof. Deepak Godbole

M Com, MMS

Prof. Durgesh Bilgi

B Sc & FIII

Prof. Monita Joshi-Khamkar

MBA, FIII

Prof. Mrs. Ramakrishnan

MA, LLB

Prof. N G Shankar

M Sc, FIII

Prof. Praveen Thakkar

BE (Electrical) & FIII

Prof. S R Singh

LLB

Prof. Saraswathi Subramanian

BA, LLB, FIII

Prof. Tony Fernandes

Mechanical Engineering

Prof. V R Ramakrishnan

M Sc (Physics)

Prof. Candida Pardeshi

M Com, FIII

Prof. A M Gowarikar

Dil Naval Arch. D.M.E, Ind. Engg.

DBM

Prof. Alka Banage

M Sc, AIII



Prof. Vijay Page
Director General, MET IOM

Driving Passion to Compassion
“Small minds and great empires go ill together”
– Edmund Burke

The grand march of the modern management juggernaut from Taylor/Fayol to Porter/Prahalad, over the last two centuries, appears to be drawing a close parallel to the rise and fall of the Roman Empire, as penned by Macaulay. We can see the same intensity based on expansionism, driven by armies built around rigid massive structures, obsessed with perpetuation of the victory parade to the applause of the Senators and Caesars. No doubt the Roman victors ruled with an iron hand conquering Europe and a part of African continents, but they also looted the subjects and their territories, while enslaving the locals. Thus they created a divide between the rulers and the subjects, which needed over two millennia for attaining societal equilibrium. Eventually greed, inept leadership and ultra-rigid structure of governance took the toll of the empire. Have we not learnt from history? Or are we following the same route as the modern mega corps and their leadership take on the past roles of the Empire and the Senators?

From the humble origins of Taylor's time and motion studies to the Johari Window and core competency/BCG matrix, management thought seems to have pervaded into almost every walk of human life and business. Caught between the dogma of science and art, it appears to deliver solutions to the ills of the man and the universe, from the microcosm to the macrocosm, largely to the satisfaction of the beneficiaries.

The fountainhead of strategic thinking - Chanakya says that in order to be successful, you have to focus on the manager, his army and the ally, as the principal constituents for success. Such successful partnerships have been forged between the industry, academia and the society and this synergic combination has produced millions of managers and co-sharers of the task of serving the society and the global economy, while facilitating the growth of professionalism. These evangelists, through their blood, toil, sweat and tears have built the global economy, almost touching one hundred trillion dollars annually.

As professional schools, colleges, engineering and management institutions shape millions of youth worldwide, there is great need and urgency to closely examine, rethink and fine tune the pedagogy and learning systems, which take centre stage in providing the tools needed to build a better future for the global economy. Social networks, Mobile applications, Analytics and Cloud (SMAC) are the principal tools and e-interventions, which separate the smart corps from the rest. But those laggards, who have missed the digital revolution, must ponder whether they are on the right track. Are we really tackling core issues? Or are we merely operating at a superficial level? Fundamentally, we must question: Are we equipped to handle the challenges of today and face those of the future?

As B-Schools are designed to deliver the future leaders of global business, we must immediately launch into critical self-introspection and a reality check, whether we are rising to meet the challenges of the new economy – innovation and entrepreneurship, empowered by the digital revolution. Are we just giving degrees or we are creating capabilities? How do we foster innovation and entrepreneurship in students? Do they have learning-ability and learning skills? Are we merely focusing on the word Administration of the MBA term? What about the B i.e. Business? Unless we help students understand and do B (business) globally, they will be incapable of handling future challenges on their own.

This is possible only when the internalisation of learning is driven by the PASSION of the student. Instead of identifying the students' passion and allowing them to build business models around their core strength, we seem to bury them under the pyramid of academic overburden. As the semesters fly past, the hapless student resembles Columbus, who mistook Americas for the land of Indus.

It is heartening to note that even at the haloed schools of learning globally, there is a gradual focus on working on the strengths and passions of the students in imparting management learning. This helps unleash hidden forces of the students, to accept the challenges of the market place and deliver seamless solutions for professional success. Building a business is finally about channelling PASSION. So identifying passion and giving scope to its fruition is the new model of learning.

But in a world, where business is sharply divided between the haves and have-nots, excess of passion often breeds pure greed and avarice. If we focus on only the winning ability, can we be blamed for bringing out professionals with a lop-sided view of corporate success, to be achieved at any cost? How can we temper and divert professional passion to achieve societal goals, without compromising the bottom line? After all, it is elevating the corporate horizon to reach out to the last link in the value chain.

As passion driven Innovation and Entrepreneurship will create new business and value addition to the society, compassion for the poor will propel corporate deliverables to the last soul, waiting to be served, since creation. Passion and compassion need to go hand-in-hand. A soul without passion cannot visualise reaching out to the under privileged.

Therefore at MET we seek to integrate student passion into study, so as to sensitise students to the social sensitivities of the market place, shaping professional managers for the business world, to achieve the transcendence from passion to compassion, not only for societal needs, but for sustaining corporate success. This will help them to keep pace with the dynamic market place, as we move to 4G and beyond the third wave, as visualised by Alvin Tofler.

We are using innovative processes, to kindle the spirit of business leadership and ownership amongst young professionals, through exposure to a broad range of experiential learning processes and business simulations. Besides exposure to CSR initiatives and social entrepreneurship start-ups, our students are engaged in empowerment exercises, which help develop strategic and analytical thought processes, to use strengths of business models, for building sustainable enterprises. We hope these lessons empower them to rise to the challenges of the global economy, facilitating their journey from passion to compassion.

Welcome to Parichay 2016, offering the new batch of MET professionals, to steer the corporate houses and the economy to the chosen place of pride in the global business arena.

Prof. Vijay Page
Director General
MET Institute of Management

We have pleasure to present to you the placement Brochure of eMBA-Insurance (CII) of the current batch. As you are aware that MET is the only Institute outside UK which has signed MOU with The Chartered Insurance Institute, London for Insurance Education.

The students, on successful completion acquire double advantage. They have not only eMBA certification from MET but also Advanced Diploma in Insurance from the CII London. The special features of the programme include training in London by the CII. We have the faculty members who are trained and accredited by the CII.

We are happy to share with you the result of the two batches placements in the domestic and international market. The General Insurance Industry, in particular, has acknowledged the quality of our students, their knowledge levels and acceptability at large. Our training programmes on the eve of placements help the students to prepare their mindsets that have the blend of Technical, Managerial and Business skills to serve your needs.

We are grateful to the Brokers as our students are already working with reputable Brands such as Aon-Global, Marsh, Alliance, Unison, Tata Motors and IRICS Brokers. In the Dubai and Middle-east market MET is well-recognized and accepted as some of our students are doing exceptionally well professionally.

Our students are expected to be knowledge drivers and leaders in their own way on joining the Industry. We value your contribution in providing the opportunity for the students to develop their career path.

We welcome you to shape up the next Generation of Insurance professionals who are joining the Industry by their own choice.

Vijay Thakur

Dean

MET Centre for Insurance Training, Research and Development



Prof. Vijay Thakur
Dean - MET CITRD

Vision for the Indian Insurance Industry

At the prestigious Indian Merchants' Chamber event 'Vision for Indian Insurance Industry' a path breaking research study on the 'Insurance penetration – special focus on the Mumbai Bomb Blasts (July 11, 2006)' was presented. The research and analysis prepared by MET students formed the back bone of this paper. The paper received appreciation from all the dignitaries including Praful Patel who said, "the untapped potential for growth of insurance industry in the country is huge, as the penetration of insurance in India at present is very small, compared to developed countries". Prabodh Thakker said "most victims of the Bombay train bomb blast did not have any insurance cover. The study shows how important was insurance cover for common people in cities like Mumbai".



THE MET ADVANTAGE

- MET is an NGO in Special Consultative Status with the UN (ECOSOC)
- PGDM (e-Business) wins the Indian B School Specialisation Award*
- Ranked 4th Best Marketing Communication & Advertising Management School (All India) and 4th Regional Best Media School (West) by The Edutainment Show 2015
- 6th Best Ad School in India by The Edutainment Show in 2014
- MET is a Ph.D. Research Centre of University of Mumbai & Savitribai Phule Pune University in Management and Computer & Mechanical Engineering
- MET is an approved Training Partner of the National Skill Development Corporation
- MET has the best e-enabled state of the art infrastructural facilities
- Focus on delivery of lifelong learning skills to build critical professional competencies
- Futuristic e-driven pedagogy and modules deliver e-commerce, IT and digital skills
- Global internship opportunities across USA, UK, China and Dubai
- Sensitising the students towards social causes through CSR programmes: Save Water, Project TRUTH, Vidya Shakti, MET Seva, Swachha Bharat Abhiyan
- Annual salary packages ranging from Rupees Five Lacs to Eighteen Lacs
- Live management threshold and leadership, ownership, trusteeship modules
- Strong alumni base of over 15,000 students
- Freeship awards for meritorious students
- Excellent placement opportunities in India and overseas
- Unique Life Management sessions to create a holistic manager & human being
- MET has an MoU with Global School of Management for academic alliances with leading universities and institutes from UK, USA, Canada, Singapore and with Questkonnnect, Australia
- Superior intellectual capital armed with knowledge and experience
- Well-networked with the best of corporate in India and abroad
- Global faculty and international knowledge sharing modules
- Sensitising the students towards social causes through MET Seva CSR programmes
- In participation with the Mumbai University, MET has association with the Tianjin University, China and the Hawaii University
- International alliance with the Michigan State University
- Unique partnership with the Chartered Insurance Institute, London
- MET and ACCA (UK) have collaborated to launch eMBA Finance - ACCA (UK)
- MET along with Six Sigma and ValuerHR has set up the Centre of Excellence – Finance
- MET has an academic understanding with Sprott Shaw College, British Columbia, Canada and the Mountbatten Institute, UK
- MET has an Institutional linkage with Edith Cowan University, Australia



Shri Pranab Mukherjee,
Hon'ble President of India



Smt. Pratibha Devisingh Patil,
Former President of India



Mukesh Ambani,
Chairman & MD, Reliance



Adi Godrej,
Chairman, Godrej



J. Hari Narayan,
Former Chairman, IRDA



Rahul Bajaj,
Chairman, Bajaj Auto



Graduating batch at the recently held MET Annual Convocation Ceremony

* Discovery Education Media in 2013

- The CII is the world's leading professional organisation for those working in the insurance and financial services industry
- The CII promotes competence through the provision of relevant knowledge for employees at all levels and across all sectors of the industry. It supports fair dealing and integrity through a Code of Ethics to which all members subscribe
- As a CII member, you demonstrate your commitment to developing your career and achieving your full potential. You also align yourself with the values and practices that are associated with genuine professionalism
- The CII training and qualifications are recognised worldwide. An expanding network of affiliations, alliances and collaborations enables the development of learning solutions that are of direct relevance to the world's many and diverse markets
- Post-nominals: membership entitles you to use the designatory letters after your name – a clear and distinct way of signalling your high-quality professionalism to colleagues and clients alike
- ACII – the designatory letters used by the CII members holding the Advanced Diploma in Insurance: the professional qualification for insurance staff working across all sectors of the industry
- Patron Her Majesty the Queen
- International Faculty
- Global Manager
- Visit to UK: Part of the eMBA-Insurance programme includes an optional study visit to London, including a visit to the CII headquarters and Lloyd's of London. Training takes place at the CII's dedicated training centre in the heart of London's insurance district, just a stone's throw from the Lloyd's building. The CII Face to Face Training courses are delivered by industry expert tutors, who bring a wealth of knowledge and experience in the industry

"Willis has long associations with the CII, and our commitment to industry standard professional qualifications remains as strong as ever. We actively encourage all technical staff to study towards professional excellence, and fully support those who do. For example, we require all our graduates to obtain the Advanced Diploma qualification. As a global organisation it is crucial to have consistent and high standards across our entire group, and increasingly the CII help us do this - their qualifications help provide a technical foundation essential for a career in insurance."

Grahame Millwater
President

Willis



The Grand Masthead of the main CII building entrance



The exclusive CII Face-to-Face Training lounge



Face-to-Face Training



Face-to-Face Training in progress at the CII Training Centre



Counselling & Research meet for a practical hands on knowledge

MET GOES TO NEW YORK VIA UN (ECOSOC)

Any appreciation you get for your efforts is a reward. But, when the United Nations handpicks you to implement a project, it is an international pat on the back! MET faculty and students are actively involved in Project TRUTH, an initiative for holistic development of tribals at Waliv in Thane District. The project has been supported by the United Nations and as a token of the special efforts put in, the UN (ECOSOC) granted MET Special Consultative Status in May 2003, making it the only educational institution to have been conferred this rare honour. MET students also pursue their summer and winter internships at the United Nations.



“We cannot live without the students from Mumbai Educational Trust. In celebration of the 60th Anniversary of the United Nations, it is a great partnership established with MET. The NGO Section of Department of Economic and Social Affairs and the students from MET are a perfect team. It is great to have their contribution to the work that the UN is doing.”

Dr. Hanifa Mezoui,
Chief, NGO Section, DESA, UN



UN (ECOSOC) AMR Innovation Fair (Asia)

The UN (ECOSOC) Regional Annual Ministerial Review (AMR) Innovation Fair (Asia) was hosted by MET. This prestigious event was an initiative of NGO DESA - UN (ECOSOC). United Nations aims to eradicate poverty by 2015, to this end NGOs and Corporate Houses suggested innovative methods. On this occasion, MET and UN jointly instituted 4 innovation awards. The awards were for the best innovation in poverty eradication and promotion of health. The UN delegation was led by Dr. Hanifa Mezoui, Chief, NGO Section, DESA, UN, who spoke on the Role of Public/Private Partnership in eradication of poverty and hunger.

UN CENTRE OF EXCELLENCE

The UN Global Annual Ministerial Review was held at Geneva, where MET was invited by the UN, to showcase all its innovative efforts towards poverty eradication and promotion of health. The UN Secretary General, Mr. Ban Ki-moon was extremely appreciative of MET's efforts. At this prestigious event, MET was declared to be the official Global Training Centre for specialised training in achieving the Millennium Development Goals, laid down by the UN.

MET RECEIVES THE GLOBAL AICESIS MDG AWARD

The honour was bestowed at Rome, Italy.

MET received the globally coveted AICESIS MDG award, at a glittering ceremony in Rome, Italy. MET was chosen from amongst entries from many countries to be given the prestigious AICESIS MDG award, for the exemplary work in the field of education and consistent efforts to serve the cause of the socially disadvantaged.



MET CHAIRMAN WINS EDUPRENEUR AWARD

Founder Chairman Mr. Chhagan Bhujbal recently won the Edupreneur Award and was featured amongst 11 iconic education-entrepreneurs from Maharashtra by The Times Group.



MET delegation visited the University of South Africa, as part of Mumbai University New Initiatives for Joint Action Now (MUNIJAN)



MET students and faculty in Shunde City, during the China Study Mission



Dr. Vasant K Bunwaree, then Minister of Education, Republic of Mauritius at MET



MET eCell members during eWeek celebrations



Mr. Paul A. Folmsbee, then Consul General, USA, expressing his views at the session 'US-India Relations: leading into the new administration' at MET



Mr. Nandan Nilekani, Chairman, UIDAI, then Co-chairman, Infosys, with MET management students during the TiE Summit



Motivation Guru Dr. Peter Chew delivering a power packed session on 'How to be a winner'



Michelle Obama with MET Management student at the University of Mumbai

MET Global Initiatives MoUs with the Michigan State University, the Association of Chartered Certified Accountants (ACCA), UK, Six Sigma, Singapore, ValuerHR, Sprott Shaw College, British Columbia, Canada, Mountbatten Institute, UK, Global School of Management for academic alliances with leading universities and institutes from UK, USA, Canada, Singapore and with Questconnect, Australia, Tianjin University, Tianjin University of Technology and Nankai University

International Internships: Eight batches of MET students have pursued internships with the UN (ECOSOC) Forum, New York, USA.

MET eCell: Designed to promote Invention and Entrepreneurship termed as 'Inventrepreneurship' at MET. MET eCell is a place for all to gel where each one has something new to tell. The MET eCell regularly holds workshops, seminars and guest lectures by eminent entrepreneurs.

Sensitivity to Social Causes: The students and MET faculty are currently executing Project TRUTH (Total Rural Upliftment Through Holistic Care) in cooperation with the United Nation Department of Economic and Social Affairs (UN DESA). Students involvement ensures development of social sensitivity towards problems of under development and poverty. It also helps understand the working of NGOs who are now the focal

point of wider issues of corporate governance.

Competency Mapping: The in-house psychologist at MET maps the students' competencies, in order to guide them in their academic pursuits.

MET Combat: Students participate and compete in an inter and intra-class debate competition on contemporary & controversial subjects. This sharpens their analytical, logical and oratory skills.

Grameen Expedition: Rural visits had been organised through the MET Grameen Expedition. The aim of these trips is to encourage students to realise that fortune lies at the bottom of the pyramid.

Stormet: Operating through nine verticals, the Stormet groups, through discussions and in-house interaction, work towards knowledge enhancement.

MET on Wheels: A pioneering concept where MET students visit organisations in various sectors in the country, in order to study practical management system 'Know Thyself And Thy Country'. With a view to provide first hand experience of the work places, the institute arranges regular visits to select industrial and commercial undertakings.

Management Consultancy Division: It offers Management Development Programmes, Executive Training, Research and multi-consultancy support to corporate houses, such as Dun

and Bradstreet, Nicholas Piramal, Mazgaon Dock, Ingenero, Goodlass Nerolac Paints, Merck Serono and Merck Chemicals in India, just to name a few.

MET Vault: An in-house wall magazine where Creativity meets Management. This monthly wall journal was launched to provide Management students with a platform to express their creative sides.

MMR: MET Management Review is a Bi-annual Research Journal (ISSN 2394-4013). The main purpose of MMR is to promote evolution, nurturing and presentation of Innovative thoughts, theories, approaches, practices and applications in the context of Indian and Global management arena through research articles of the management fraternity. These articles cover a broad range of management and economic issues and is peer reviewed for wider acceptance.

Global Shapers Platform: MET has co-sponsored the launch of Global Shapers platform in India as an extension of the Global Shapers initiative of the World Economic Forum. It is an attempt to link young achievers with grass root entrepreneurs making a positive impact on the entrepreneurial eco system and attract the youth to the self employment mode.

Incredible India Yet Not Insured.

Sample Study - Mumbai Train Bomb Blast 7/11: It was a series of seven bomb blasts that took place over a period of 11 minutes on the Suburban Railway in Mumbai, India's financial capital. 174 died and over 700 were injured, in this terrorist attack. The students undertook a study by visiting the family of each and every one of the victims and made an attempt to understand insurance penetration and density in Mumbai.

METCONNECT Dubai: It was an exclusive meeting of minds from the corporate, academic and student world. It was organised to introduce the MET League of Colleges to the corporate world in the Middle East with a focus on placements.

MET Pedal: A Perspective Entrepreneurial Design and Application Lab is being set up to attract entrepreneurial talent both in-house and from the

open market, to develop design and applications for industrial and societal use.

METCONNECT: A meeting of minds from the corporate, academic and student worlds. This interaction with the corporate houses serves as a forum for exchanging ideas in order to meet the requirements of the industry in India.

MET Synergy: An Industry Academia Interface, where students got an opportunity to interact with the doyens of the industry through platforms like CEO Speak and guest lectures.

MET Kwhiz: 'MET Kwhiz – News Power Knowledge' was launched to offer MET management students a

weekly platform to understand and analyse the major events of the preceding week. It helps to keep them updated with current events and their implications, attempting to chart a course for tomorrow as an answer to the events of today.

Global Faculty: The curriculum at MET ensures that the students graduate as global managers. The international borders are shrinking and the world is fast becoming one global village, it is thus imperative that the students gain inputs from across the borders. We therefore invite global faculty to share their thoughts and experiences with the students. International experts from across various verticals help the students gain an international perspective.

China Study Mission: Management students from the Mumbai and Nashik campus undertake China Study Mission. The team visits various factories and retail outlets in the cities of Shanghai, Hongkong, Shenzhen, Shunde and Zhongshan.



Mr. Willem Woudenberg, Founder CEO, Brand Dialogue, being felicitated by Mr. Pankaj Bhujbal, Trustee - MET



MET hosted British Columbia and AIMS Educational Conclave to facilitate international networking.



High level delegates from the European Parliament visited MET for a round table meet in association with the Strategic Foresight Group



In order to provide platform for innovation among youth & unleash the digital potential MET holds India's First Online Initiative: DIGIMET

SHARP MINDS AT LEADING COMPANIES

MET Placement Department strives to achieve the right job fit that will be mutually beneficial. Thus, the focus is completely on ensuring that students get placed in companies, where they fit in intellectually and culturally. Assertive, knowledgeable and global in their outlook, the MET alumni consistently add value to their organisations and have moved up the ranks faster. This has created an impact in the minds of the industry at large, thus making them prefer MET students. Some of the organisations where MET alumni are making a mark:

A K Capital Services Ltd.	ESSAR Group	Le Royal Meridian	Samsika Marketing Consultants Pvt. Ltd.
Accenture	e Serve International Ltd. (Citicorp)	Leo Burnett	Sapat International Pvt. Ltd.
AC Nielsen ORG-MARG Pvt. Ltd.	Eureka Forbes Ltd.	Lowe Lintas	Schindler Group
AC Nielsen BASES	FactSet (UK)	Madison Communications Pvt. Ltd.	Seaworld Shipping & Logistics Pvt. Ltd.
Adani Oils	DraftFCB	Madison Merchandising Services	Sharekhan Ltd.
Aditya Birla Retail Ltd.	Financial Technologies Ltd.	Maersk India Pvt. Ltd.	Shree Renuka Sugars Ltd.
Air India	Fragrance World (Sharjah)	Mahindra & Mahindra Ltd.	Sitel Ltd.
Allbank Finance	Frost & Sullivan	MF Global India Pvt Ltd.	Sony Entertainment (I) Ltd.
Allegro Capital Advisors Pvt. Ltd.	Future Media	Mastek	Sportz Interactive
Ambience D'Arcy Advertising Pvt. Ltd.	Gitanjali Group of Companies	Mata Securities India Pvt. Ltd.	Spacatoon Media Group
American Express Bank	Godrej Industries Ltd.	McCann Erickson	SRL Ranboxy Ltd.
Asian Paints	Goodlass Nerolac Paints Ltd.	MIRC Electronics Ltd.	Standard Chartered Bank
Avalon Consulting	Global Telesystems Ltd.	Microsoft (Denev International)	Stanton Chase International
BA Continuum Solutions	Grand Hyatt	Mode Modellers	Star India Pvt. Ltd.
Bajaj Allianz General Insurance Co. Ltd.	Graphiti Multimedia Pvt. Ltd.	Motilal Oswal Securities Ltd.	Stock Holding Corporation of India Ltd.
Bank of Baroda	Hansa Research Group	Monarch Innovative Ltd.	Syntel
Barclays Wealth	HCL Infosystems Ltd.	Mudra Communications	TAM Media
Bharat Bijlee Ltd.	HDFC	Naukri.com	Tata Consultancy Services
Bharat Serums & Vaccines Ltd.	Hindustan Coca Cola Marketing Co. Pvt. Ltd.	Watermelon Healthcare Communications	Tata Trent Ltd.
Birla Sunlife Distribution Co. Ltd.	Hindustan Unilever Ltd.	NDTV	TCG Urban Infrastructure holding Ltd.
Bombay Stock Exchange	Hover Automotive (Nissan)	Nicholas Piramal Ltd.	The Great Eastern Shipping Co. Ltd.
Bristol Mayor Squibb International Ltd.	Howden Insurance Ltd.	NSEIT	The Indian Express
Camlin Ltd.	HSBC	Oberoi Hotels	The Leela Palaces and Resorts
Capgemini	HT Music & Entertainment Co.	ORG IMS Research Pvt. Ltd.	Thomas Cook (I) Ltd.
Ceat Ltd.	Hughes Ispat Ltd.	Oxford University Press	Times Group
Citibank	IBM	Pantaloon Retail Ltd.	Tips Music
Citifinancial Consumer Finance India Ltd.	ICICI Bank Ltd.	Patni Computer Systems Ltd.	Trans Atlantic Trading Pvt. Ltd.
Citigroup Investment Research	ICICI Lombard General Life Insurance Co. Ltd.	Pepsico India Holdings Pvt. Ltd.	Universal Sampo General Insurance Ltd.
CMC Ltd.	ICICI Prudential Life Insurance Co. Ltd.	Percept Advertising Ltd.	Vantage Wealth Management
Covansys Ltd.	IDBI Bank Ltd.	Percept Holdings Pvt. Ltd.	Videocon Industries Ltd.
CRISIL	IMRB International	Perfetti Van Melle India Pvt. Ltd.	Willis Insurance Brokers
Criti	India Infoline Ltd.	Pfizer Ltd.	Zee Group
Crown Worldwide	Indiabulls Securities Ltd.	Pidilite Industries Ltd.	
Darashaw Ltd.	Indian Hotels, Resorts & Palaces	PricewaterhouseCoopers	
Datamatics Staffing Services	Indian Overseas bank	Raymonds	
Deloitte.	INOX	Rediffusion	
Deutsche Bank	Interlink Marketing Consultancy Pvt. Ltd.	Red FM	
Development Bank of Singapore	IRIS	Refco-Sify Securities India Pvt. Ltd.	
Edelweiss Capital Ltd.	Jindal Iron & Steel	Reliance	
Elf Lubricants India Ltd.	Morgan Stanley Pvt. Ltd.	Reliance MediaWorks Ltd.	
Emmay HR	JP Morgan Chase	Royal Palms Pvt. Ltd.	
Enam Financial Consultants Pvt. Ltd.	Kodak Ltd.	Royal Bank of Scotland	
Ernst & Young	L&T Infotech Ltd.	SABMiller	

International Placements

- Emirates International Insurance Brokers LLC
- Lifecare International
- Noble Insurance Broker & Consultant Co. LLC
- Oman Insurance Co. LLC
- Arab Orient Insurance Co.
- Union Insurance Co., Dubai



In order to infuse a change of thinking and communication at the corporate level, MET Schools of Management organised an HR Meet on 'Innovation in Organisational Positivity'



METCONNECT Dubai was organised with an aim to network with corporate houses in Dubai keeping placements in the focus



MET launched the Fellowship Awards in association with Global Shapers and MTHR Global for the MET management students



Former President of India, Hon'ble (Late) Dr. A.P.J. Abdul Kalam with MET students at the knowledge expedition



With a view to connecting the theoretical knowledge gained with the practical application to the real world, the entire batch of eMBA-Insurance visited London for a week



MET students with the tycoon Ratan Tata at the Asia Business Responsibility Summit



MET Seva is the dedicated cell for social outreach programmes wherein help is rendered to the under privileged strata of society with students' involvement



MET students & faculty delegation at The Chartered Insurance Institute, London on an educational tour



Mr. K. Sankaranarayanan, then Maharashtra Governor, unveiled the statues of Mahatma Jyotirao Phule and Smt. Savitribai Phule at MET with Mr. Chhagan Bhujbal, Chairman, MET, Mr. Pankaj Bhujbal and Mr. Samir Bhujbal, Trustees, MET



Mr. Pankaj Bhujbal, Trustee - MET, felicitating Ma Jianbioo, President, Tianjin University of Technology, China



A 16 member UNISA delegation comprising of the Dean, faculty, students belonging to multi disciplines visited MET for a global ideas exchange programme



Mr. Chhagan Bhujbal, Chairman, MET with Dr. Buhler, Dean, MSU & Dr. Karim Maredia, Head, Global Agri-Business-MSU, for a global mission partnership between MET & Michigan State University



MET conducted the 3rd HR Meet - MET SYNERGY in which professionals from renowned corporates like Ogilvy, Denstu, Big Synergy etc participated.



'Slavery' - Book written by Mahatma Jyotirao Phule in 1873, dedicated to American struggle against Slavery & Racism, being presented to the US President - Barack Obama by Mr. Chhagan Bhujbal, Chairman - MET



Former New Zealand Cricket Team Captain, Mr. Stephen Fleming visited MET. He addressed the audience on team building, leadership and winning in the competitive scenario



MET and the Association of Chartered Certified Accountants (ACCA), UK have signed an MoU to provide world's best learnings in the field of Finance, Management and Accounting



MET signed MoU with Edith Cowan University, Australia for an institutional linkage, following which an Australian delegation visited MET



MET hosted the AIMA's 41st NCYM - Western Zone event in which leading blue chip brands and organisations participated and contested

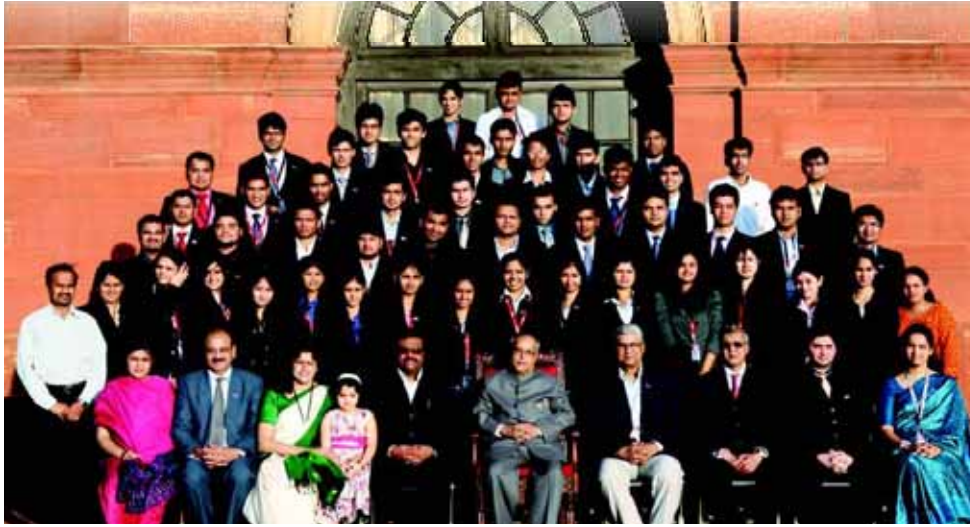


MET created headlines, as it was telecasted LIVE, exclusively on ET NOW, the popular equity stock show 'Buy Now Sell Now' (BNSN).



Mr. Matthew John David Hancock, British Conservative Politician & Parliamentary Under Secretary of State for Further Education, along with a delegation comprising of academicians visited MET

MET'S TRYST WITH THE FIRST CITIZEN OF INDIA



The President of India grants audience to MET Schools of Management & Engineering

In a 'dream come true' expedition, over 100 students and faculty members from the MET Schools of Management and Engineering, Mumbai and Nashik, successfully completed a week long 'Chalo Delhi' knowledge exchange and ideas interaction between the national governance apparatus and MET.

At the Rashtrapati Bhavan, **Hon'ble Shri Pranab Mukherjee**, The President of India, said, "Our country is poised for a greater role in the world economy by 2020 and you have to play a crucial role in the inclusive development and progress of the country". He also exposed them to the transition

in India's eco-political journey; gave a lesson on the empowerment of people as well as the value of education in achieving growth, stating, "Someday, one of you will be occupying my chair".

In an exchange with the Former President of India - Hon'ble (Late) Dr. A. P. J. Abdul Kalam, he exhorted the delegates to balance theoretical knowledge with practical application and suggested they focus on innovation, creativity and work-life balance, thus emerging as victorious leaders.

At the Constitution Club, students met numerous dignitaries. Then Hon'ble Union Minister for HRD Shri Pallam Raju stated that the only way to eradicate poverty was the development of the human resource potential to the fullest, by training youth and developing skills and competencies to make them employable.

Then Hon'ble Union Minister of State for HRD Shri Shashi Tharoor highlighted the colossal task of achieving 100% literacy, critical for the development of our country. Shri Francisco Sardinha, then MP and Former CM of Goa spoke about 100% literacy resulting in the multi-dimensional growth achieved by Goa.

Shri Mohammed Azharuddin, then MP from Western UP emphasised the importance of virtues such as teamwork, sportsmanship and enlightened leadership.

Dr. Bhalchandra Mungekar, then MP and Former Member of Planning Commission highlighted the fundamental synthesis of economics and management and advised the gathering to take more pains in raising the bar of professional education. Prof. Saugata Roy, then MP from Kolkata, gave a panoramic review of the Indian economy.

MET also presented to the dignitaries a unique concept of spreading functional literacy, especially among the people Below the Poverty Line, by using mobile phones as a means of learning and communication, by involving students. The Hon'ble Ministers were appreciative of this suggestion and requested for a formal proposal.

An industrial excursion was taken to the Maha Navaratna PSU - Bharat Heavy Electricals Limited (BHEL) at Haridwar, which was set up in 1958 and produces heavy duty steam/gas turbines up to 800 MW, so that students gain insights into the working of industries and understand the various facets of management.

The MET team also visited the Red Fort, Indira Gandhi Memorial, Jawaharlal Nehru Memorial, India Gate, the 'Kingdom of Dreams', took a dip in the Ganges and visited the magnificent Taj Mahal – the pride of India, thus exposing them to a blend of India's art, culture, heritage, craft and performing art.

The 'Chalo Delhi' expedition was a grand success, due to the close guidance and direction of MET Trustee Shri Samir Bhujbal and Prof. Vijay Page with the esteemed faculty and staff, who worked tirelessly for its success. It was a remarkable, stimulating knowledge sharing experience for MET's sharp minds!

MET Chalo Delhi Knowledge Expedition 2013 also appears on the website of The President of India: <http://presidentofindia.nic.in/re010313.html>

Student Profiles

eMBA-Insurance, ACII



Ankit Abhyankar

22 years

BBI, eMBA-Insurance (CII)

Internship

TATA AIG General Insurance Co. Ltd.

Statement of Objectives

Professional

Work in a challenging environment that provides ample opportunities for learning and growth

Personal

To work hard with full determination and dedication to achieve organisational as well as personal goals

Core Strengths

- Responsible
- Leadership Qualities and management skills
- Hard Working and Quick Learner

Areas of Interest

- Claims
- Underwriting
- Reinsurance



Ashwin Wasnikar

24 years

BMS (Marketing) , eMBA-Insurance (CII)

Internship

Unison Insurance Broking Services Pvt. Ltd.

Statement of Objectives

Professional

To work for a progressive organisation in a highly motivating and challenging environment that provides the best opportunities to grow and utilise my potential to the fullest.

Personal

Looking to secure a position in an organisation, where I can bring immediate and strategic value and develop current skill set further.

Core Strengths

- Quick Learner
- Interpersonal Awareness
- Analytical Thinking

Areas of Interest

- Claims
- Underwriting
- CRM
- Liability



Benoy Samuel Abraham

23 years

B.Com. (Banking & Insurance), eMBA-Insurance (CII)

Internship

Universal Insurance Brokers Pvt Ltd.

Statement of Objectives

Professional

Presume all assignments with rich job content, & to work in a professional and progressive environment.

Personal

To work hard with full determination and dedication to achieve organizational as well as personal goals.

Core Strengths

- Responsible
- Flexibility and Adaptability
- Self managed
- Leader as well as a good team player.

• Areas of Interest

- Claims Management
- Underwriting
- CRM
- Reinsurance



Deepak Suresh Merwade

23 years

B.Com. (Banking & Insurance), eMBA-Insurance (CII)

Internship

Universal Insurance Services Brokers Pvt. Ltd.

Statement of Objectives

Professional

My goal is to become associated with an organization where I can utilize my skills and gain further experience while enhancing the company's productivity and reputation.

Personal

To conduct myself in fair and ethical manner continuously and dedicated to achieve organization and personal goal

Core Strengths

- Quick learner and adaptable
- Leader as well as team player
- Achievement orientation and problem solving
- Self-managed

Areas of Interest

- Underwriting
- Claims
- Reinsurance
- Marine Insurance and associated liabilities.



Disha Nensee

22 years

BMS, eMBA-Insurance (CII)

Internship

Experitus Insurance Broker Pvt. Ltd.

Statement of Objectives

Professional

To obtain a challenging position in an organization by contributing my commercial / technical skills & communication skills

Personal

Achieve the organizational objectives keeping in mind the attributes of time, quality and discipline.

Core Strengths

- Good Convincing power
- Flexible and adaptive
- Strong interpersonal communication Skills
- Punctual
- Responsible

Areas of Interest

- Underwriting
- Claims
- Marketing



Kedar Manoj Kanhere

21 years

B.Com. (Banking & Insurance), eMBA-Insurance (CII)

Internship

Universal Insurance Services Brokers Pvt. Ltd.

Statement of Objectives

Professional

Be a part of company which provides equal opportunity for all and use my skills, knowledge for the betterment of the organization.

Personal

Be a better human being and conduct myself in a fair manner

Core Strengths

- Responsible
- Adaptable
- Open to learn new things
- Positive attitude

Area of Interest

- Claims
- Underwriting
- CRM
- Reinsurance



Khushbu Bhalavat

22 years

B.Com., eMBA-Insurance (CII)

Internship

Emkay Insurance Brokers Pvt. Ltd.

Statement of Objectives

Professional

A dedicated and hard-working management graduate with professional qualifications, seeking to apply my abilities and explore various avenues in the insurance sector.

Personal

I believe that patience, perseverance and an open mind is the key to success.

Core Strengths

- Team player
- Quick learner
- Adaptability and dependability

Areas of Interest

- Underwriting – Commercial Lines
- Claims
- Liability Insurance
- Reinsurance



Meghana Pawar

23 years

BMS, eMBA-Insurance (CII)

Internship

Unison Insurance Broking Services Pvt. Ltd.

Statement of Objectives

Professional

To be part of an organization that will utilize my management and technical skills to benefit mutual growth and success.

Personal

To conduct myself in a fair manner and constantly work towards becoming a better human being.

Core Strengths

- Planner
- Flexible and Adaptive
- Dedication.

Areas of Interest

- Claims
- Underwriting
- Liability
- CRM



Pranav Shah

23 years

B.Com. (Banking & Insurance), eMBA-Insurance (CII)

Work Experience

Safeco, Member of a Liberty Mutual group.

Internship

Unison Insurance Broking Service Pvt. Ltd.

Statement of Objectives

Professional

To seek challenging assignment and responsibility, with an opportunity for growth and career advancement

Personal

A versatile management student, possessing strong motivational drive to succeed in the Insurance Industry

Core Strengths

- Flexibility and Adaptability
- Ability to stay calm under pressure
- Ability to work in a team
- Strong logical and analytical skills

Areas of Interest

- Underwriting
- Reinsurance
- Project/Event Insurance
- Claims Analysis



Priyanka Popat

22 years

B.Com. (Banking & Insurance), eMBA-Insurance (CII)

Internship

Liberty Videocon General Insurance Co. Ltd.

Statement of Objectives

Professional

My prime objective is to learn and adapt fundamental and technical aspects of all departments' work to gain exposure and relevant knowledge to excel in future.

Personal

To gain more knowledge from different sources so as to acquire respect and dignity in industry.

Core Strengths

- Quick learner and ability to grasp new concepts
- Ability to perform individually and in team environment
- Active, Punctual and Smart-working
- Well organized

Areas of Interest

- Underwriting
- CRM
- Claims Handling



Sanket Vadkhalkar

24 years

B.Com., eMBA-Insurance(CII), AllI

Work Experience

TATA Consultancy Services (TCS)

Internship

HDFC ERGO General Insurance Company Limited

Statement of Objectives

Professional

To work for an organization which provides me the opportunity to serve my skills and knowledge in the field of insurance and grow with the organization.

Personal

A firm believer who lives his life by the motto: Dream Dare Deliever

Core Strengths

- Leadership qualities coupled with ability to work in a team
- Good communication and interpersonal skills
- Flexibility and adaptability
- Positive attitude

Areas of Interest

- Underwriting – Commercial Lines
- Liability Insurance
- Marine Insurance
- Reinsurance



Sruthi Nair

25 years

B.Com., eMBA-Insurance (CII)

Work Experience

Earnest Insurance Brokers LLC, Dubai - UAE

Internship

Zurich Insurance Company Ltd, Dubai - UAE

Statement of Objectives

Professional

An organized, detail-oriented, and conscientious self-starter, who is able to strategize and prioritize effectively to accomplish a task and stay calm under pressure.

Personal

Every day is a new inspiration, with no baggage of yesterday and only sanguinity for tomorrow.

Core Strengths

- Compassionate
- Excellent communication skills with a confident attitude
- Prudent thinker

Areas of Interest

- Underwriting – Liability
- Underwriting – Engineering Lines
- Reinsurance



Supriya Bhurke

23 years

B.Com., eMBA- Insurance (CII)

Internship

Universal Insurance Brokers Services Pvt. Ltd.

Statement of Objectives

Professional

To work with an organization which provides me the opportunity to increase my skills and knowledge and helps me in growing along with company.

Personal

Always seeking new opportunities to work hard with full dedication to achieve organizational as well as personal goals.

Core Strengths

- Flexibility and adaptability
- Hard working and quick learner
- Creativity
- Willingness to understand problems and find solutions

Areas of Interest

- Claims
- Underwriting
- Marine

For Campus Recruitment

Kindly contact

Prof. Vijay Thakur (+91) 9821927773

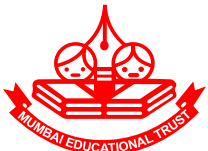
Prof. Arun Patil (+91) 9820551566

or call +91 22 39554357/245

or write to

vijayt_amdc@met.edu

arunp_iom@met.edu



विद्याधनं सर्वधनं प्रधानम् ।

**MET Centre for Insurance Training, Research & Development
Bhujbal Knowledge Centre**

Bandra Reclamation, Bandra (W), Mumbai 400 050.

Tel: (+91 22) 39554245 / 357 | Telefax: (+91 22) 2644 0082

Toll free: 1800 22 0234 | www.met.edu

ISO 9001:2008 certified, MET is an NGO in Special Consultative Status with United Nations (ECOSOC).

THE MET LEAGUE OF COLLEGES

MET

AS SHARP AS YOU CAN GET



**MET Centre for Insurance Training, Research & Development
Bhujbal Knowledge Centre**

Bandra Reclamation, Bandra (W), Mumbai 400 050.

Tel: (+91 22) 39554245 / 357 | Telefax: (+91 22) 2644 0082

Toll free: 1800 22 0234 | email: communications@met.edu | www.met.edu

ISO 9001:2008 certified, MET is an NGO in Special Consultative Status with United Nations (ECOSOC).

THE MET LEAGUE OF COLLEGES

MET

AS SHARP AS YOU CAN GET