

**Last Date for receipt of Applications: 03.07.2019**

**(with late fee of Rs.1000/-) 10.07.2019 Regd. No.:**



**JAWAHARLAL NEHRU TECHNOLOGICAL UNIVERSITY HYDERABAD  
KUKATPALLY, HYDERABAD – 500 085**

**Application for Admission to MBA Program 2019-20**

**Offered by JNTUH in collaboration with Central Michigan University USA**

**Details of Demand Draft for Rs. 1000/- (in favour of REGISTRAR, JNTUH) payable at Hyderabad.**

D.D.No.	Date	Bank	Amount

1. Name (in block letters): .....

2. Father's /Husband's Name : .....

3. Permanent Address : .....

.....

4. Address for Correspondence: .....

.....

E-mail address: .....

5. Mobile/Telephone No.: .....

6. Date of Birth

DATE	MONTH	YEAR

7. Nationality: .....

8. Particulars of qualifying examination from graduation

Sl. No	Name of the qualifying Examination	Name of the University/ Board	Month & Year of Passing	Total Marks (including Labs and Language subjects) obtained in the qualifying Examination	Percentage secured

Paste Your  
Latest Photo

9. GMAT Score, if any:

Year:

Total Score:

**10. Statement of Purpose (Why do you want to join MBA program Collaboration with CMU)? (in 20 lines)**

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**11. (a). Have you already attended VISA Interview at USA consulate?**

**YES** ☐ **NO** ☐

**(b). If yes, what is the result?**

**VISA Issued** ☐

**VISA Not-Issued** ☐

## 12. DECLARATION BY THE APPLICANT

*I declare that all the statements made in this application are true to best of my knowledge. I accept that any statement made in this application, if found incorrect at any point of time, will render the application liable for rejection and admission will stand cancelled.*

*Also, I declare that I have not joined and will not join any course of study of any University / Institution during the period of my study in this University and will abide by the rules and regulations of the University.*

### **Note:**

1. Incomplete applications will be summarily rejected. No correspondence in this regard will be entertained.
2. Fee paid will not be refunded under any circumstances.
3. University will not be responsible for any postal delay/loss in transit.

**Date:**

**Place:**

**Signature of the Candidate**

**HALL TICKET**

**ORIGINAL**

**JAWAHARLAL NEHRU TECHNOLOGICAL UNIVERSITY HYDERABAD  
ENTRANCE TEST FOR ADMISSION INTO MBA PROGRAM 2019-20  
JNTUH IN COLLABORATION WITH CENTRAL MICHIGAN UNIVERSITY USA**

Name of the Course: **MBA PROGRAMME (JNTUH – CMU)**

DATE OF ENTRANCE EXAMINATION: **20.07.2019 at 2.30 PM to 4.30 PM**  
EXAMINATION CENTRE: **JNTUH College of Engineering, Kukatpally, Hyderabad 500085.**

Hall Ticket No.:

(To be filled in by the Candidate)

Name of the Candidate : .....

Father's / Husband's Name : .....

Identification Marks : (1) .....  
(2) .....

Signature of Candidate

**DIRECTOR OF ADMISSIONS**

Affix recent Passport  
size photograph duly  
Attested by Gazetted  
Officer with Official  
seal

**HALL TICKET**

**ORIGINAL**

**JAWAHARLAL NEHRU TECHNOLOGICAL UNIVERSITY HYDERABAD  
ENTRANCE TEST FOR ADMISSION INTO MBA PROGRAM 2019-20  
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(2) .....

Signature of Candidate

**DIRECTOR OF ADMISSIONS**

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size photograph duly  
Attested by Gazetted  
Officer with Official  
seal

## INSTRUCTIONS

1. Candidates will not be allowed to enter the Examination hall after the commencement of examination and not allowed to leave till completion of examination. Candidates are advised to reach the examination center at least one hour before the commencement of test.
2. Candidates are advised to visit the exam center one day before to get familiarized about the location, it will avoid any delay in reaching the examination center on the day of examination.
3. Candidate is required to carry Hall ticket and ID proof (Aadhar card/ employee ID / driving license / Voter ID etc.). The candidate has to produce Hall Ticket at the time of examination, failing which the candidate will not be allowed to appear for the examination.
4. **Use Ball point pen (Blue or Black) only to darken the circles in the OMR answer sheet.**
5. THE HALL TICKET SHALL BE PRESERVED TILL THE TIME OF ADMISSION, without which the candidate is not eligible for admission.
6. No TA/DA (traveling expenses) will be paid for journey undertaken for appearing the Entrance Test / Admission.
7. Any kind of misbehavior or unfair means or cheating or holding unwanted material at the time of examination or taking part in any act of impersonation will render the applicant liable for cancellation of his/her performance in the test / script and forfeit his / her claim for appearing the examination. Decision of the Chief Superintendent of the Examination Centre shall be final in all these matters.
8. Issue of Hall Ticket and appearance at the Entrance Test does not automatically entitle a candidate for admission.
9. Mathematical Tables, Calculators, Cell Phones, watches and other electronic gadgets will not be allowed into the examination Hall.
10. There is no provision for storing the candidate's belongings at the Test center, hence candidates are instructed not to bring valuables along with them to the Test Center.

## GENERAL INSTRUCTIONS TO CANDIDATES

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### I. Eligibility Criteria:

1. Candidates should have passed four year Graduation such as B.E / B.Tech. / B.Pharm. /B.Sc. (Agri) / BDS.
2. Candidates completed MA / M.Com./ M.Sc. Postgraduates program.
3. Those who have completed one year PG or any PG Diploma Program successfully after three years of graduation program.
4. A minimum Under-graduate GPA score of 2.7 on a scale of 4.0. GPA conversion from percentage to 4.0 scale is given in Annexure I. The formula score will be calculated by multiplying the undergraduate GPA by 200 and adding the GMAT Score.
5. The candidates are required to take GMAT and TOEFL within one year of admission and score minimum of 500 points in GMAT and 79 in TOEFL. Students should have reasonably good command over both written and spoken English.

### II. Admission Criteria:

Admission is based on their performance in the written test conducted by JNTUH as per syllabus enclosed with this application form.

### III. Number of Seats:

Total intake for MBA (CMU) USA program: 20 seats.

### IV. Fees details:

The Course fee for first two semesters in JNTUH is Rs. **1,50,000/-** (Rupees one lakh fifty thousand only) i.e. Rs. **75,000/-** per semester. Other fee payable at the time of admission through bank chalan (at State Bank of India, JNTUH Kukatpally) include:

- Library & Caution deposit amount Rs. 1000/-
- Development fee Rs.3000/- for one year

The MBA course at Central Michigan University USA for the remaining part of the programme is chargeable at a fee of **\$ 15,320/-** approximately at the prevailing rate of fee structure **@\$766/-** per credit hour for 20 credit Hours). For further fees and other particulars candidates are advised to visit website of Central Michigan University [www.cmich.edu](http://www.cmich.edu). Additional costs for English language instruction may occur for students with low TOEFL Score.

### V. Rule of Reservation does not apply for this course

As the program jointly conducted by JNTUH-CMU(USA) and the degree is awarded by CMU. The rule of reservation of seats is not applied.

### VI. Submission of filled in Application: Last date for submission of filled in Application is **03.07.2019 by 5 pm.**

**With late fee of Rs. 1000/- 10.07.2019 by 5 pm.**

Application complete in all respects must be sent to:

**THE DIRECTORATE OF ADMISSIONS  
J N T UNIVERSITY HYDERABAD  
KUKATPALLY, HYDERABAD -500 085.**

## VII. General information

- 1 Candidates should submit photo copies of following documents along with the application form (downloadable from [www.jntuh.ac.in](http://www.jntuh.ac.in)).
  - a. SSC Marks memo for the proof of age
  - b. 4 years Graduation Marks memo
  - c. PC or Degree certificate
  - d. One photograph on the application form.
  - e. Copy of Aadhar card for ID proof.
- 2 The students who are not having valid passport must apply for it and get it from the authorities concerned well before completion of One-year programme in JNTUH to qualify for making an application to Central Michigan University.
- 3 Those candidates, who fail to obtain VISA after successful completion of first two semesters of the programme at JNTUH have two options: i) PG Diploma in Management will be awarded by JNTUH. ii) to reapply for VISA for spring (January) or Fall (August) Semester.
- 4 Any student who gets admission should successfully complete course work for the first and second semesters in the first year of MBA in JNTUH as per JNTUH regulations and the balance course work (third and fourth semesters in the Second year) at CMU, USA as per CMU regulations.
- 5 After successful completion of programme at CMU the degree will be awarded by CMU, USA.
- 6 Those who secure admission to this course need to appear for GMAT and obtain a score of 500 and above. If any one secures lower score, they need to reappear again for improvement. A higher score will qualify the student for fee as charged for native US citizens and also for graduate assistant ships and other campus based assignments. Those who secure valid score in GMAT and complete the second semester successfully will secure I-20 from CMU with credit transfer. They have to secure VISA to US to study third semester at CMU. Those who do not secure visa and complete the second semester successfully will be awarded PG Diploma by JNTUH

## VIII. Important Dates

<b>Last date for receipt of filled in applications</b>	<b>03.07.2019 by 5.00 pm</b>
<b>Last date for receipt of filled in applications with fine</b>	<b>10.07.2019 by 5.00 pm</b>
<b>Date of Written test</b>	<b>20.07.2019</b>
<b>Hall Tickets will not be posted to the candidates. It is the responsibility of the candidates to collect the Hall Tickets on 18<sup>th</sup> and 19<sup>th</sup> July, 2019 from the Office of the Directorate of Admissions, JNT University Hyderabad, Kukatpally, Hyderabad without which he/she will not be allowed for the Entrance Examination.</b>	

**IX. Career Prospects:** Those who complete this course successfully will get the MBA degree of Central Michigan University, USA and with this degree, the students will be in a position to take up jobs/careers at any multinational companies across the world. There is no any restriction that the students need to leave the US after the completion of the course. They can move to any part of the world. CMU has strong network of alumni and multinational companies and facilitate for placements. See the CMU Website for more details.

## Proposed Course Structure I- Year at JNTUH and II-Year at CMU

Semester-I	Semester-II
1. Management and Organizational Behavior	1. Financial Management
2. Managerial Economics	2. Global Business Environment
3. Research and Communication Methodology	3. Production and Operations Management
4. ERP & MIS	4. Marketing Management
5. Financial Accounting and Analysis	5. International HRM
6. Quantitative Analysis for Business Decisions	6. Security Analysis and Portfolio Management

**During Summer Internship of one-month duration in industry is mandatory.**

### Concentrations & Electives at Central Michigan University in II – Year

Students of the MBA program can obtain a concentration in any field of their choice. To receive credit as a concentration, students must complete a minimum of 8 elective credits in one of the following areas:

- Accounting
- Management Information Systems (\* SAP courses are available for this concentration)
- Business Economics
- Finance
- General Business Management
- Marketing
- Management Consulting
- International Business

**\*Summer Internships:** The Summer Internships should be completed in consultation with the internal Supervisor.

**\*\* Methodology:** Lecturing, case Studies, industry visits, assignments and mentoring / guidance by professionals.

**\*\*\* Final Research Project:** The students should select a topic in consultation with the guide allotted. The topic can be on any area of International Financial Management, International Marketing Management, International HRM or any other relevant area. The students should do the necessary literature survey by going through the National and International Journals. Further the report should be finalized based on the analysis of the primary and secondary data collected. Students may do the final projects overseas also (at their cost). Any post graduate with relevant experience in the area of international business can be selected as research guide / supervisor. Grades will be awarded for the project work and viva.



## ANNEXURE I

### Indian GPA Conversion

#### Marks are converted as follows:

- For a grading scheme with a 40% minimum passing mark, marks are converted to letter grades using the following scale:

60 – 100%	A
50 – 59%	B
40 – 49%	C
0 -39%	F*

\* **Note:** *In cases where exams which have been failed and successfully retaken, the F's are not considered when converting the GPA.*

- Using the maximum marks possible for each exam in which a given mark was earned, a maximum mark total is calculated for A's, B's and C's, and F's.
- The maximum mark total for each mark is multiplied by the value of the mark, with the value of A being 4.0, B 3.0, and C 2.0, giving a quality point total for each mark.
- A grand total is calculated from the maximum marks totals and also from the quality points totals.
- The quality points grand total is divided by the maximum marks grand total and the result is the student's cumulative GPA.

#### Sample GPA conversion for a student who earned the following marks:

	<u>Max.</u>			<u>Max.</u>			<u>Max.</u>	
62%	100	A	54%	100	B	45%	100	C
70%	100	A	58%	100	B	41%	100	C
86%	100	A	51%	100	B	32	75	C
60%	100	A	55%	100	B	-----		
37%	50	A	50%	100	B	275		
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	450			500				
		GRADE		MAX MARKS		VALUE		QUALITY POINTS
60-100%		A		450		4		1800
50-59%		B		500		3		1500
40-49%		C		275		2		550
0-39%		F		0		1		0
TOTAL		-		1225		-		3850

#### GPA

**3.14**

**This student's GPA is 3.14.**

- 4 year Degree Professional Certificate/ Two year PG Provisional Certificate and First year PG/PG Diploma Marks Memo as the case may be.
- A DD for Rs 500/- drawn on any nationalized bank in favour of the Registrar, JNTU, Hyderabad towards registration fee.

## **MBA Program offered by JNTUH in collaboration with CMU (USA)**

About CMU:

- More than 90% of business surveyed employed within three months of graduation.
- Professional faculty with significant business experience dedicated to advancing your studies and career.
- Professional development with national business societies and other student organizations
- Assistance with career planning and professional development.
- Commitment to the latest technology and computer facilities.
- Opportunities for interaction with business leaders.
- Internship opportunities with national businesses and industries.
- 13% of CMU graduate students are International students.
- One of the only MBA programs with concentrations in Consulting and MIS/SAP in the US.
- # 1 SAP Alliance Program in the country.
- Finance Department has Certified Financial Planner fast track with a Finance degree in investments.
- Logistics program is 6<sup>th</sup> largest in the country.
- CMU is the 44<sup>th</sup> largest US public university.
- One of the largest marketing programs in the region.

### **MBA at CMU:**

Accredited by AACSB International – The Association to Advance Collegiate Schools of Business, the MBA program prepares individuals to be effective managers in a diverse and complex world. The program develops managers both as leaders and team players and fosters integrity, social responsibility, and high degree of professionalism. Emphasis is placed on developing oral and written communication skills as well as the interpersonal, analytical and integrative abilities necessary to function in dynamic organizations courses have more emphasis on using active student learning principles, as opposed to strict lecture-based instruction. The two-credit hour core courses are scheduled in eight-week sessions. This class format will allow students to complete the degree in less time through unique scheduling arrangements.

1. Concentrations are available in a number of different business areas with allow more specialization.

2. A culminating experience at the end of the program (The MBA Project) has been developed which will emphasize applying concepts and knowledge from MBA course work to actual business situations.
3. Nine core courses (2 credit hours each) meet for 8 weeks.
4. Concentration are available as elective courses (minimum of 8 credit hours)
5. A 4-credit hour integrative project completes the program.

## **Why CMU?**

Today's world requires a global perspective. As a student interested in studying outside of your home country, it is important to interact and engage with diverse people and cultures. CMU provides an excellent home base to explore global perspectives and enrich your educational experience.

## **What are the general criteria and desired qualification for admission?**

### **General Criteria**

CMU looks for students whose personal characteristics suggest that they will make the most of the opportunities at CMU, both in academic and non-academic areas. They seek those whose presence will enhance the experience of other students. Therefore, they value characteristics such as motivation, involvement, interpersonal skills, communication skills, leadership, analytical skills, and tolerance of uncertainty.

### **Desired Qualifications**

The Admissions Committee looks for excellence – applicants with high academic potential and achievement, and strong motivation and leadership potential. High academic potential and achievement are normally reflected in high test scores, excellent academic records, and recommendations that go beyond the usual polite endorsement.

## **What is the teaching style for professors at CMU?**

CMU faculty employ a variety of teaching methods, including lecture, case study, team projects, writings, problem sets, presentations, company visits, guest speakers, and other theoretical and applied teaching methods. The teaching method used in a class is the choice of the individual professor and is chosen to best facilitate learning for that subject matter.

## **What is the average class size?**

Core classes have approximately 30 students. These subjects typically have small discussion sections in which you have the opportunity to discuss conceptual issues and work on problem sets. Elective subjects typically have 15 to 20 students (although a few number as high as 50 for SAP), and seminars may have even fewer students.

## **Should I expect a more collaborative or competitive environment?**

CMU encourages collaboration amongst students through organized learning groups. Such as the section and learning teams. The learning teams consisting of six to seven students who work together on graded projects and as a study group throughout their MBA program. CMU assigns these groups during orientation to immediately start cultivating an important sense of camaraderie.

### **Where do most CMU International students live?**

Central Michigan University offers a variety of accommodations in residence halls and on-campus apartments. Most students choose to live off campus. Affordable housing can be found close to the campus and near the public transportation system.

**Arriving in Mount Pleasant:** Mount Pleasant, Michigan, does not have an airport located in the city. However, there are two small airports located within an hour's drive from campus. Office of International Education co-ordinates the airport pick-up schedule, they offer rides from either the MBS Airport in Saginaw, Michigan or from the Capital City Airport in Lansing, Michigan.

### **Specializations Available:**

- Accounting
- Finance
- Economics
- MIS/SAP
- Management
- Consulting
- Marketing

### **Careers in Accounting**

1. Auditor
2. Budget Analyst
3. Forensics Accountant
4. Management Consultant
5. Tax Accountant
6. Treasurer, Controller
7. Financial Accountant / Financial Analyst
8. Accounting Systems Designer
9. Standard Cost Accountant
10. Responsibility Accountant
11. Systems Analyst
12. Investigator
13. Bank Examiner

### **Careers in MIS**

1. Applications programmer
2. Communications network designer
3. Database analyst
4. Data entry and retrieval systems manager
5. Information center consultant
6. Network administrator
7. Software marketer
8. Systems consultant
9. Teleprocessing network designer
10. Web master

### **Careers in Finance:**

1. Commercial Banking
2. Corporate Finance
3. Financial Planning
4. Insurance
5. Investment Banking
6. Money Management

## 7. Real Estate

### **Careers in Management / Consulting:**

1. Human Resource Managers
2. Operations Managers
3. Quality Analyst
4. Production Planner
5. Materials Manager
6. Project Planner
7. Site Manager

### **Careers in Marketing:**

1. Advertising
2. Brand Management
3. Industrial Marketing
4. International Marketing
5. Logistics
6. Market Research
7. Promotion Management
8. Public Relations
9. Purchasing
10. Retailing Management
11. Sales and Sales Management

Average Salaries p.a: (For on-campus placements)

Accounting: \$50,000

Economics: \$55,000

Entrepreneurship: \$48,000

Finance: \$50,000

General Business: \$58,000

MIS/SAP: \$60,000

General Management: \$60,000

## Entrance Test Syllabus

### MBA Program JNTUH Collaboration with Central Michigan University (CMU)

The test consists of three separate sections:

<b>Quantitative Section</b>	<b>Multiple Choice type</b>
	Data Sufficiency
	Problem Solving
<b>Verbal Section</b>	<b>Multiple choice type</b>
	Critical Reasoning
	Reading Comprehension
<b>Integrated Reasoning Section</b>	Sentence Correction
	<b>Multiple choice type Reasoning</b>

#### Quantitative Section

The Quantitative section measures the ability to reason quantitatively, solve quantitative problems, and interpret graphic data. Two types of multiple-choice questions are used in the Quantitative section:

1. Problem solving
2. Data Sufficiency

Problem solving and data sufficiency questions are intermingled throughout the Quantitative section. Both types of questions require basic knowledge of:

- Arithmetic
- Elementary algebra
- Commonly known concepts of geometry

#### Verbal Section

The Verbal section measures the ability to read and comprehend written material, to reason and evaluate arguments, and to correct written material to conform to standard written English. Because the Verbal section includes reading section from several different content areas, you may be generally familiar with some of the material; however, neither the reading passages nor the questions assume detailed knowledge of the topics discussed. Three types of multiple-choice question are used in the Verbal section:

1. Reading comprehension
2. Critical reasoning
3. Sentence Correction

#### Integrated Reasoning Section

The integrated reasoning section involves some type of reasoning skills and analysis of data given to answer the question. The types of questions in IR sections are Table Analysis Graphics Interpretation, Multi-source Reasoning the two part Analysis.