

# UNIVERSAL BUSINESS SCHOOL

Endorsed by  
**60 CEOs**  
PGDM | MBA



University of  
Economics  
Varna



SSM  
State School of Management



Partners Global Accreditation





# UNIVERSAL BUSINESS SCHOOL

Where CEOs are made





# CONTENT

1. From the Chairman's Desk	4
2. Why students from across the world choose UBS?	10
3. Board of Governors - The 60 CEOs	11
4. UBS Senate	14
5. We bring home world class international education	18
a. Cardiff Metropolitan University, Wales, UK	18
b. Swiss School of Management, Italy	20
c. University of Economics, Varna, Bulgaria	22
d. Lincoln University, California, USA	24
6. Teaching Excellence	26
7. Global Course Pricing & Curriculum	31
a. AICTE Approved PGDM	32
b. AICTE Approved PGDM with GMP (Cardiff Met. University, UK)	34
c. AICTE Approved PGDM + GMP (University of Economics, Varna)	36
d. AICTE Approved PGDM + GMP (SSM, Italy & INSEEC, France)	38
e. AICTE Approved PGDM + GMP (Lincoln University, California, USA)	40
f. Global MBA (Cardiff Met. University, UK)	42
8. International Industry Conferences & Projects	44
9. Student Exchange Programs & International Summer School	45
10. Placements & Internships Highlights	46
11. SAVI Model	51
12. Learn from the Corporate Experts	52
13. Global CEO Series	53
14. Press Speaks	54
15. Key Achievements & Ranking	57
16. Industry Speaks	58
17. Corporate Connect & Awards	59
18. Women Power Play	60
19. Global Alumni Network	61
20. A Vibrant Green Campus	62
21. A Dynamic Sports Community	64
22. A Lively Leadership Culture	66
23. An Energetic & Fun Loving Atmosphere	68
24. Rush4Rush - Inter collegiate Festival	69
25. Student Services	70
26. Admission Criteria & Application Process	71
27. Scholarships	72
28. Award of Honor	73
29. Mumbai - The City of Dreams	74
30. In the Lap of Nature	75

## Late Gurdip S. Anand

Founding Chairman

B.E., MBA (JBIMS) Gold Medalist,  
Ex. Ed. Michigan B-School (USA)  
IMD (Switzerland)



**U**niversal Business School is a truly global b-school dedicated to international education and business, relevant to the global economy, industry and society.

It is said that success rides on time. The world demands managers and business leaders who can lead businesses to the forefront of the world economy. **UBS is a B-School with a 'Soul'.** In a short span of time, UBS has achieved a tradition in delivering a learning experience that is rigorous, relevant and rewarding. Our role is to challenge and inspire students, and ultimately enable them to achieve their potential for both personal and professional growth.

## FROM THE CHAIRMAN'S DESK



### Tarun Anand

Chairman & Founder  
Fmr. Chairman & MD,  
Thomson Reuters, South Asia

MBA (SPJIMR)  
Ex. Ed. Michigan B-School (USA)  
Tuck Business School (USA)  
IE Business School (Spain)

**U**niversal Business School is built '**By Industry for Industry**' and Endorsed by 60 CEOs giving us the most coveted corporate distinction. Our distinguished faculty is equipped with 500 years of corporate experience and academic excellence. They deliver value through the practical application of their knowledge and learning. We have world class faculty from prestigious institutes like INSEAD, Stanford, Oxford, IIM's, SPJIMR and JBIMS with a commitment to provide students top rate business education.

With impressive international accreditations like AMBA, AACSB and EFMD our partners have met the highest standards for business education, which we bring to you. We develop innovative and socially responsible business leaders with a global perspective through education, inspired by research and grounded in practice.

I am excited by our opportunity to play a significant role in shaping the future both of our local community and communities around the world. With a motivated, world-class faculty, a bright and talented student population and a staff that brings professional service to both, I am confident we can contribute to resolving the challenges of today by fostering innovative and responsible decision making for the future.



# AN INNOVATIVE LEARNING MODEL

Universal Business School follows the 3E Model in imparting education. UBS is committed to deliver a life-changing educational experience to Indian and International students.

## 3E MODEL

### ETHICS

### EXPERIENTIAL LEARNING

### ENVIRONMENT

World Class  
Faculty

Innovative Quality  
Curriculum

Quality  
Infrastructure

Superior  
Research Focus

## A UNIQUE WAY OF LEARNING FOR GLOBAL SUCCESS



“UBS exposed me to the world that I didn't know was possible. The opportunity to become a CFO of a Pvt Ltd Company (ELC) gave me tremendous confidence and responsibility to execute my project”

**Sakshi Natani** (PGDM)  
Sales Specialist; CFO – ELC

Universal Business School offers world class global education. You will receive the tools, training and connections needed to help you succeed in your degree program and in your future career.

## A WARM CAMPUS WELCOME

Surrounded by nature and beautiful mountains, Universal Business School provides a peaceful environment where you can focus on your studies. UBS campus was designed by world renowned American architects keeping in mind the motive to make it perfect place for pursuing extremely rigorous and intellectually challenging programs. Sprawling over an area of 40 acres, UBS has a serene and tranquil atmosphere with mountains, waterfalls and lush greenery. Rated as “Five Star University” for best Infrastructure by India Today, UBS is a B-School with “SOUL” focusing on green environment, aesthetics and most importantly sustainable use of resources.

## A UNIQUE WAY TO LEARN

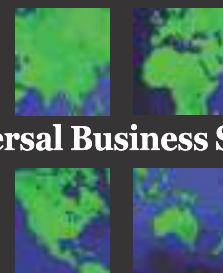
Our degree programs follow a unique learning model that will help you get the most out of your studies. In class, you will study in small groups, taking your turn to lead and follow inculcating leadership and team-building skills in you. In these groups, you can share ideas, challenge your thinking, develop communication, leadership and teamwork skills that will benefit you throughout your studies and corporate career.





## A CAREER-FOCUSED APPROACH

Endorsed by 60 CEOs, Universal Business School is “by the industry for the industry”. Our programs have been created with input from leaders of billion dollar global businesses. This means everything you study will have a practical, relevant application in the world of work. You will learn from professors who are experts in their fields and passionate about teaching. To prepare you for career success, we help you secure an internship where you can put classroom theory into practice. Experiential Learning is our forte and with us, there are no limits, only possibilities.



**Universal Business School®**

*“Transforming Lives”*

At UBS there are  
**NO LIMITS, ONLY POSSIBILITIES**

# A TRULY GLOBAL B-SCHOOL DEDICATED TO INTERNATIONAL EDUCATION AND TRADE

Founded by CEOs of billion dollar global businesses, UBS is committed to deliver a life-changing educational experience to it's students. It is endorsed by 60 global CEOs and follows an experiential learning pedagogy where practical and academic knowledge are given equal weightage making the students corporate ready from the early stage of their career. With prestigious global accreditations like AACSB and AMBA under our academics partner's belt, our courses are world-wide accepted in educational as well as business arena.

## **Academic Excellence**

Our academic programs are affordable and designed to prepare you for success in the 21st century. We offer national (AICTE approved) and international MBA courses in collaboration with Cardiff Metropolitan University (Wales, UK), University of Economics (Varna, Bulgaria), Swiss School of Management (Italy), and Lincoln University (California, USA). Our innovative quality curriculum combined with practical, entrepreneurial and imaginative approach provides the students with the latest thinking, cutting edge tactic and an exceptional learning experience. This tutoring method aims to fill the gap between aspiring business professionals and the real world, promoting the ideology of ethical business and environmental sustenance. UBS is committed to creating responsible business professionals.





"I believe in attacking realistic challenges with realistic deadlines & permanent solutions. I believe in excellence and I am fortunate to have the support of my council & fellow students, together we believe in working as members of one big family at UBS."

Hoshedar Batliwalla  
Centennial College, Canada  
CMBA (Class of 2013-14)

# WHY STUDENTS FROM ACROSS THE WORLD CHOOSE UBS?

## The UBS Advantage

- 1** Only B-School  
**Endorsed by 60 CEOs**
- 2** Earn your **Global Passport**  
with a **British, French, Swiss**  
or **American Degree**
- 3** **Directly Learn from CEOs**  
& have **10 Global CEOs**  
as Mentors
- 4** **'FIVE STAR University'**  
for Best Infrastructure  
(*India Today*)
- 5** **2<sup>nd</sup> Most Attractive**  
**B-school in India**  
for International Students  
(*GMAC Study in India-2019*)
- 6** Trade Global Markets at  
**Asia's 1st Global Trading Room**
- 7** **Network with 100+ CXOs**  
during the program
- 8** **Highest Global Quality**  
**standards** Accredited by  
AMBA (UK), AACSB (USA),  
QAA (UK), EDUQUA (Switzerland)
- 9** **Top 5 B-school in India**  
with **Highest ROI - 160%**  
(*Times of India*)
- 10** **Become a CEO of a**  
**Pvt. Ltd. Company**  
during your MBA
- 11** **1st Private B-school** to  
achieve a **Rs.1 crore**  
Placement package
- 12** UBS student  
Entrepreneurs raised  
**USD 100k VC Funding**
- 13** **Global Exposure**  
**Guaranteed**  
across all programs
- 14** **World Class Faculty**  
(**500+ years Industry**  
**experience**) from Stanford,  
Oxford, IIMs & SPJIMR
- 15** **80% Experiential**  
**Learning Model**



# BOARD OF GOVERNORS – THE 60 CEOS



**Dr. Indu Shahani**  
CHIEF MENTOR  
DEAN, ISDI & ISME;  
FMR. DEAN, HR COLLEGE;  
FMR. SHERIFF OF MUMBAI



**Padma Shri Dr. Pritam Singh**  
PROFESSOR EMERITUS,  
MDI - GURGAON;  
FMR. DIRECTOR,  
IIM - LUCKNOW



**Arun Nanda**  
CHAIRMAN,  
MAHINDRA HOLIDAYS &  
RESORTS INDIA LTD.



**Niren Chaudhary**  
CEO,  
PANERA BREAD, USA



**Dr. Jayesh Jani**  
MEDICAL DIRECTOR,  
BOSTON SCIENTIFIC, ASIA PACIFIC,  
MIDDLE EAST, AFRICA REGION



**Navin Suri**  
CEO, PERCIPIENT  
PARTNERS PTE. LTD.;  
DIRECTOR, NOMURA ASSET  
MANAGEMENT TAIWAN LTD.,  
SINGAPORE



**Naina Krishnamurthy**  
FOUNDER AND  
MANAGING PARTNER,  
K LAW (KRISHNAMURTHY & CO)



**Mr. Julian D'Souza**  
REGIONAL HEAD, SOUTH ASIA,  
THE CONFERENCE BOARD



**Motilal Oswal**  
CHAIRMAN AND MD,  
MOTILAL OSWAL  
FINANCIAL SERVICES LTD.



**Padma Bhushan Dr. S. S. Johl**  
ECONOMIC ADVISOR  
FOUR INDIAN PRIME MINISTERS  
& WORLD BANK



**Mark Smith**  
MD, ASIA PACIFIC,  
DIGITAL REALTY,  
SINGAPORE



**Mark Robson**  
FMR. CEO,  
FXMARKETSPACE LTD, UK



**Rehan Khan**  
FOUNDER AND INVESTOR,  
FIRST PENGUIN CAPITAL,  
SINGAPORE / DUBAI



**Madhav Kalyan**  
MD AND CEO,  
HEAD CORPORATE BANKING,  
SOUTH & SOUTH EAST ASIA,  
JP MORGAN



**Nilesh Shah**  
MD, KOTAK MAHINDRA  
ASSET MANAGEMENT CO.



**Rick Sears**  
MD (COO – FX),  
BARCLAYS BANK PLC,  
LONDON, UK



**Nirmal Suri (Retd.)**  
CHIEF OF AIR STAFF,  
INDIAN AIRFORCE



**Wolfgang Lehmacher**  
DIRECTOR, HEAD OF SUPPLY CHAIN  
AND TRANSPORT INDUSTRIES  
WORLD ECONOMIC FORUM  
SWITZERLAND



**Robert Holdheim**  
CHIEF BUSINESS OFFICER,  
**ENGINEER.AI**, USA;  
FMR. MD, **EDELMAN INDIA**



**Ipsita Dasgupta**  
PRESIDENT - STRATEGY &  
NEW VENTURES  
HEAD - **HOTSTAR INTERNATIONAL**  
**STAR INDIA**



**Dr. Ravi Kumar**  
FOUNDER, CHAIRMAN & MD,  
**XCYTON DIAGNOSTICS LTD.**



**Harjit Singh**  
SECRETARY (RETD), **GOI**  
CO-PRESIDENT,  
**EURO-INDIA CENTRE**, FRANCE



**General Deepak Kapoor (Retd.)**  
CHIEF OF STAFF,  
INDIAN ARMY



**Dr. T. C. Nair**  
PAST WHOLE TIME MEMBER,  
**SEBI**



**Dr. Shekhar Mitra**  
PRESIDENT,  
**INNOPRENEUR LLC**, USA;  
FMR. HEAD - INNOVATION,  
**P&G**, USA



**Devita Saraf**  
CEO,  
**VU TECHNOLOGIES LTD**



**Ranjit Shahani**  
VICE CHAIRMAN & MD,  
**NOVARTIS (INDIA) LTD.**



**R. K. Sukhdevsinghji**  
FMR. MD,  
**ESSAR PETROLEUM LTD.**



**Raja Kochar**  
PARTNER - GLOBAL ADVISORY,  
**JANA ADVISORY SERVICES**,  
USA



**Subhash Dhar**  
CO-FOUNDER & CEO,  
**COMMENCE MINT VENTURES**



**Albert Maasland**  
GROUP CEO,  
**CROWN AGENTS BANK**, UK



**Sarthak Behuria**  
FMR. CHAIRMAN,  
**INDIAN OIL CORPORATION LTD.**





**Sanjeev Sanyal**  
PRINCIPAL ECONOMIC ADVISER,  
PRIME MINISTER OF INDIA  
MR. NARENDRA MODI,  
SINGAPORE



**Aditya Somani**  
CHAIRMAN,  
EVEREST INDUSTRIAL  
& CONSTRUCTION LTD.



**Tejpreet Singh Chopra**  
CHAIRMAN & CEO,  
BHARAT LIGHT AND POWER;  
CHAIRMAN,  
GUJARAT PIPAVAV PORT LTD.



**Tarun Kataria**  
INDEPENDENT DIRECTOR &  
CHAIR OF AUDIT COMMITTEE,  
HSBC BANK (SINGAPORE) LTD.



**Dr. Narindra K. Bachlaus**  
FMR. CEO,  
EXXONMOBIL CHEMICAL, INDIA



**Sunil Chandiramani**  
FOUNDER & CEO,  
NYKA ADVISORY SERVICES;  
FMR. NATIONAL DIRECTOR,  
ERNST & YOUNG, INDIA



**Vinod Mittal**  
FOUNDER, AVAN MOTORS;  
CHAIRMAN,  
ISPAT INDUSTRIES LTD.



**Ashith Kampani**  
CHAIRMAN,  
COSMICMANDALA15  
SECURITIES PVT. LTD.



**Anil V. Kamath**  
FOUNDER CHAIRMAN,  
ESEMCEE ADVISORS;  
FMR. MD,  
WOCKHARDT HOSPITALS LTD.



**Ameera Shah**  
PROMOTER & MD,  
METROPOLIS HEALTHCARE LTD.



**Amadou Diallo**  
CEO, AFRICA & SOUTH ASIA,  
PACIFIC DHL GLOBAL  
FORWARDING MANAGEMENT,  
UAE



**David Mountain**  
CHIEF OPERATING OFFICER,  
WALKERS, UK



**D. R. Dogra**  
FMR. MD & CEO,  
CREDIT ANALYSIS &  
RESEARCH LTD (CARE)



**Christopher (Mitya) New**  
FOUNDER,  
LEADING ORGANIZATIONS  
INTERNATIONAL, HONG KONG



**Babulal Varma**  
MD,  
OMKAR REALTORS  
& DEVELOPERS



**Sasha Mirchandani**  
FOUNDER & MD,  
KAE CAPITAL

# UBS SENATE



**Ridham Desai**  
MD,  
Morgan Stanley



**V. Sai**  
Partner & Head - CFO Advisory,  
KPMG



**Ramesh Swaminathan**  
Head- Corporate Centre,  
Larsen & Toubro Ltd.



**Sudeep Kolte**  
VP - Sales and Marketing,  
Saint Gobain



**Jaideep Pandit**  
Executive Director,  
CBRE



**Dileep Joshi**  
Director, Human Capital (Global),  
Essel Propack



**Amisha Vora**  
Joint MD,  
Prabhudas Lilladher



**Akhilesh Thakur**  
Partner,  
Mahajan & Aibara



**Chintan Thakkar**  
Managing Director - India,  
OSTC Ltd.



**Dharmesh Joshi**  
Director  
(Integrated Supply Chain),  
Drums Food  
International Pvt. Ltd.



**Rajesh Seshadri**  
Global CFO - GSC,  
DHL Global Forwarding



**Dr. Tanaya Mishra**  
Sr. Consultant HR,  
Strategy & Change  
Management Services Ltd.



**Surendra Goyal**  
CFO, Aditya Birla Group



**Balasubramanian Jayam**  
Head of Marketing - India & SAARC  
countries, Dahua Technology



**Minakshi Samant**  
Head HR APAC,  
Nobel Biocare



**Coumara Radja**  
President, Global Business,  
ZCL Chemicals Limited





**Ashish Musaddi**  
Director - HR,  
Emerging Market & Europe  
Cipla



**Chandrasekhar Mukherjee**  
Chief People Officer,  
South Indian Bank



**Kavindra Mishra**  
CEO,  
House of Anita Dongre Ltd.



**Anil Joshi**  
Consultant and Board Member,  
Transient HR Solutions Pvt. Ltd.



**Rishikesh Deshpande**  
CEO,  
Avalon Global Research



**Abhay Gupte**  
Partner,  
Deloitte



**Murli Sundrani**  
Business Director,  
Becton Dickinson



**Antony Parokaran**  
CEO,  
Eros Elevators &  
Escalators Pvt. Ltd.



**Pramod Sant**  
VP, Head of Exports-Imports,  
Siemens



**Alok Ranjan**  
Chief Executive Officer,  
Flipcarbon Integrated Solutions



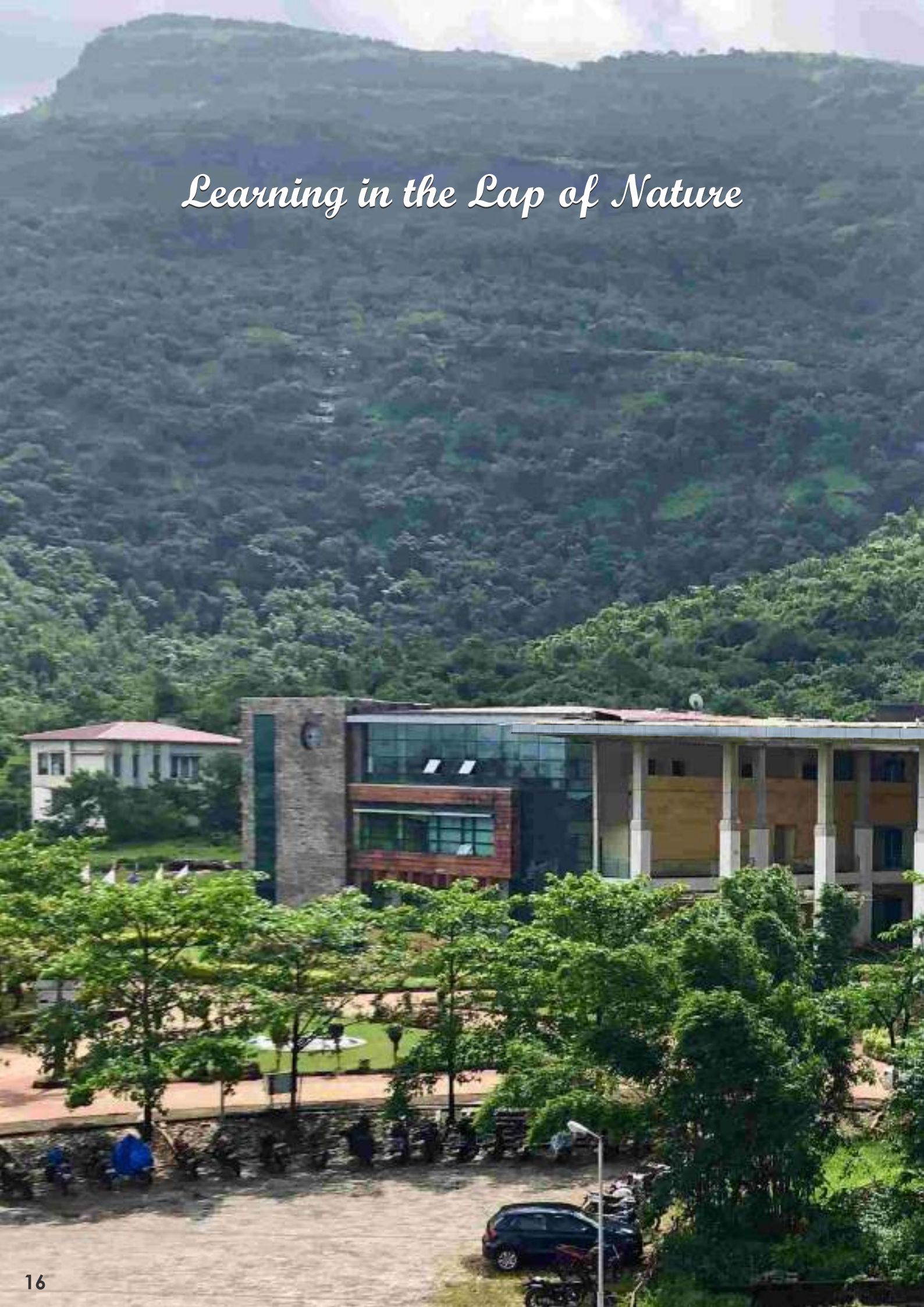
**Thiru A Thirunavukkarasu**  
President - Corporate HR,  
JK Corporation



**Anil Jayaraj**  
Executive VP,  
STAR India



*Learning in the Lap of Nature*











Cardiff  
Metropolitan  
University

## WE BRING HOME WORLD CLASS INTERNATIONAL EDUCATION

We, at Universal Business School bring to you world class quality and recognised education from leading British, American, French, Italian, Swiss and Bulgarian Universities having achieved the highest level of International Accreditation standards.

### **CARDIFF METROPOLITAN UNIVERSITY, WALES, UK**

Cardiff Met. is a thriving, modern university based in Wales. It traces its heritage to 1865 with the formation of the Cardiff School of Art with 150 years of pedigree.

EDGE, a new model of curriculum delivery adopted by Cardiff Met. will enable students to develop ethical, digital, global and entrepreneurial skills. A truly international University with students from 140 countries, with a focus on creating world leading interdisciplinary and international research and innovation with impact.

### **A Strong Reputation for Student Satisfaction and Experience**

In the National Student Satisfaction survey for 2013-14, 86 per cent of our students said they were satisfied with the quality of their course. Seven programmes received 100% satisfaction from their students. The university has also been ranked once again as top in the UK for overall international student support – for the fifth year running in the International Student barometer.





- 
- Top University for International Student Satisfaction (6 years in a row)
  - Top Modern University in the UK (Times Higher Education)
  - Globally Recognised Brand with 150 years pedigree and 80,000 alumni around the world
  - 1<sup>st</sup> AICTE approved International MBA degree in India
  - Awarded "Investors in People" Silver accreditation
  - Most improved student experience Award (Times Higher Education)
  - Worked with 5000+ companies bringing to market over 500 new products
  - Working with 1000+ universities across 6 continents
  - Awarded 'First Class Honours' - People and Planet University Green eague 2015

# SWISS SCHOOL OF MANAGEMENT, ITALY

With 230 university partners across the globe, the Swiss School of Management (SSM), Italy is an accredited private institute of higher education based in Rome, associated to Groupe INSEEC. SSM is located in Campo di Fiori on the University of Washington's campus in Rome's historic city center. The programs are fully accredited by international accrediting bodies and the institute is quality certified by EDUQUA.

INSEEC offers masters, MBA and DBA programs since 1975. Located in Paris, Bordeaux, Lyon, Chambéry, Monaco, Geneva, London and San Francisco, INSEEC provides top management programs in International Business, Finance, Marketing, Communications as well as world class courses in Luxury and Wine Management.

Universal Business School and The Swiss School of Management awards its internationally accredited MBA Degree in collaboration with the highly regarded INSEEC Business School, (Paris), whose MBA Degree is ranked among the best programs worldwide and accredited by the Association of MBAs (AMBA). The global curriculum is delivered in Mumbai by internationally accredited faculty with an option to study and work in Paris and London. The course is integrated with the UBS Experiential Learning waterfall to equip students with the tools and analytical framework, required for a successful career.







- INSEEC ranked 12<sup>th</sup> in France by Challenges
- Hallmark of Swiss quality in the world
- Internationally accredited MBA with 6 months study and work in Paris & London
- Ranked among the best programs worldwide and accredited by AMBA (the Association of MBAs)
- INSEEC – 3 Palmes Excellent Business School ranked 15th in France (Eduniversal)



**University of  
Economics**  
Varna

# UNIVERSITY OF ECONOMICS VARNA, BULGARIA

University of Economics – Varna, founded in 1920, is part of a century-old tradition of business education in Central and Eastern Europe. Today, there are more than 12,000 degree-seeking students at the university pursuing degrees in Economics, Administration and Management, Tourism, Informatics and Computer Sciences.

UE–Varna has partnerships with 100+ higher education institutions in Europe and Asia. It offers two double degree bachelor programmes with partners from Finland and Germany, a joint master's degree with Nottingham Trent University, UK and now with Universal Business School, India.

The historical building of the university, situated in the city centre, received the prestigious national award Building of the Year 2015 in the category of “cultural heritage”.

## About Varna

Varna is a mid-sized European city, a transportation hub on the Black Sea with strengths in the shipping industry, tourism and services. It possesses a history of more than 2,600 years and today provides a rich cultural life with international festivals and events. Varna has been awarded the title of European Youth Capital 2017. Varna is famous for its beaches and nightlife.







Part of a century old tradition of business education

Trained over 120,000 professionals from more than 60 countries  
Partnerships with 100+ higher education institutions in Europe and Asia

A Joint Master's degree with Nottingham Trent University, UK and Universal Business School, India

Scored 8.46 for institutional accreditation in the year 2012 (The Bulgarian National Evaluation and Accreditation Agency)

Winner of prestigious "Building of the Year 2015" in the category of "Cultural Heritage"

# LINCOLN UNIVERSITY, CALIFORNIA, USA

Named to honour the life and work of President Abraham Lincoln, Lincoln University was founded in 1919 as a non-profit university based in Oakland, California. It is a unique institution of higher learning, where educational excellence, professional know-how, and up-to-date international standards are combined with individual attention and a friendly atmosphere, giving rise to a world-class education. Lincoln begins with a highly competent faculty and mentors each student all the way to graduation.

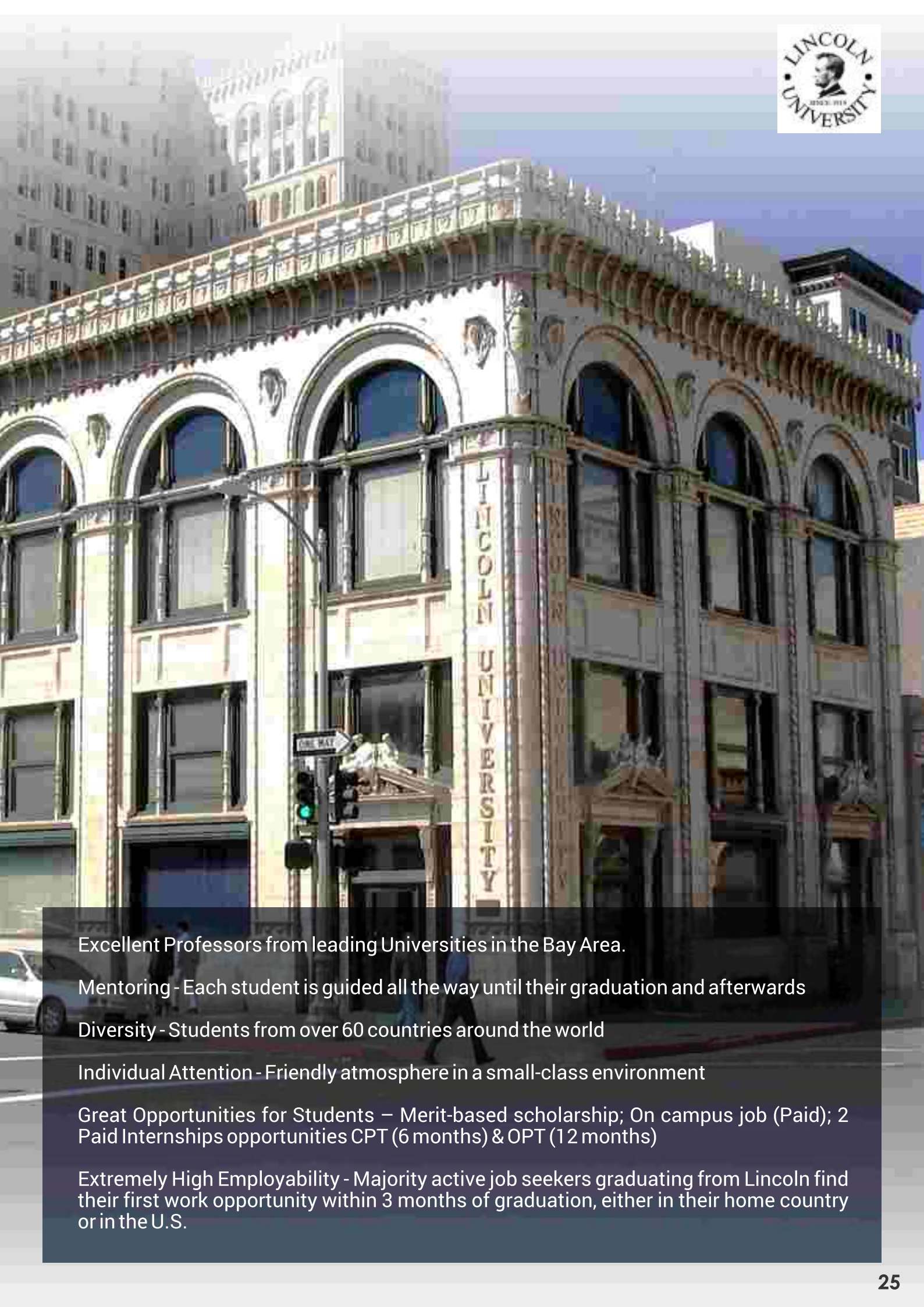
A multicultural student body and faculty make Lincoln a truly global school. Located in a powerful international hub – the San Francisco Bay Area, it provides a multitude of invaluable learning opportunities. A successful career in the 21st century requires deep understanding of international relations and the impact of globalization, Lincoln is well positioned to give its students such a competitive advantage in professional fields worldwide with access to on campus courses at Stanford University and University of Berkley giving ingress to opportunities in Silicon Valley.

The MBA from Lincoln University is accredited by ACICS, the United States Department of Education and is recognized by the Council for Higher Education Accreditation (CHEA).

Lincoln University was ranked 3rd Best MBA program in the Greater Bay Area by The San Francisco Business Times, behind University of Berkley and Stanford University.







Excellent Professors from leading Universities in the Bay Area.

Mentoring - Each student is guided all the way until their graduation and afterwards

Diversity - Students from over 60 countries around the world

Individual Attention - Friendly atmosphere in a small-class environment

Great Opportunities for Students – Merit-based scholarship; On campus job (Paid); 2 Paid Internships opportunities CPT (6 months) & OPT (12 months)

Extremely High Employability - Majority active job seekers graduating from Lincoln find their first work opportunity within 3 months of graduation, either in their home country or in the U.S.

# TEACHING EXCELLENCE

## 500+ YEARS OF INDUSTRY EXPERIENCE

Teaching is one profession that creates all other professions. As teachers, mentors and scholars, faculty plays a crucial role in the academic life of the students. One of the finest in the country, our faculty comprises of nationally and internationally experienced academicians. Equipped with corporate experience and academic governance, our faculty members impart theoretical as well as practical competence to the students making them corporate ready at the nascent stage.



### **Prof. Dr Raja R Choudhury; Director - Academic Affairs & New Programs**

Dual doctoral degrees in Economics & Psychology & is certified by Harvard University (USA) & Yale University (USA); 32+ yrs. of business exp.; Served as CEO of Xerox Corporation, Australia. Academic Experience : Dean - N.L. Dalmia Institute of Management; Director - S.P. Jain Global; Visiting Professor at NITIE; Chief Happiness Officer, IIT Madras; Distinguished Faculty at SPJIMR.

**Faculty : Marketing Management**



### **Prof. Brigadier GPS Cheema, Indian Army; Director – BBA**

M.Sc.; AMP-MDI, Gurgaon: 37 years with Indian Army; Deputy General Officer commanding Kashmir, Commander, Armoured Brigade; Colonel General Staff, Armoured Div.; Director (Operation Logistics) HQ IDS – Secretary, Jt. Ops. Committee, under Chairman, Chief of Staff.

**Faculty : Human Resources Management, Leadership & Mind Mapping**



### **Prof. R. Sriram, Director – Examination & HOD – Operations**

B.E. (N.I.T.); MBA, S.P. Jain Institute of Management & Research (SPJIMR); Total 25+ yrs. of work exp. in Industry & Business Consulting in Equity Broking, Health & Fitness, Food & FMCG, Travel & Tourism, Manufacturing, Private Equity; VP & COO in NESS Technologies (An Israeli company); Sales Director (Intercept Consulting); Business Manager (TI Automotive PLC – American MNC) and Batliboi & Co.

**Faculty : Operations Management**



### **Prof. Vijay Tandon; Director – PGDM & International Programs**

MBA; B.Sc.; 16 years' Experience: 7 years in Marketing, 5+ years in Sales & 4+ years in teaching. Served as Marketing Consultant – South Asia for Magnus Health. Marketing Manager of GE Healthcare and worked for Tyco Healthcare & Astra Zeneca.

**Faculty : Marketing Management**



### **Prof. Elora Basumatry ; Director – CMBA**

PGDM (IIM Calcutta); 12+ Years of experience in Business Development, Operations Management, Sales and Distribution, Marketing and Media management. Worked across 3 continents.

**Faculty : Entrepreneurship, Distribution Management, India & Global Political Economy**



### **Prof. Deepak Chawla; Director – Executive Education**

BE (Electronics & Power) & Diplomas in Financial Management, Marketing Management & Journalism; 32 yrs. in diverse functions such as Projects, Operations, Business Development, Sales & Marketing, Strategy & Planning and HR Management; Chief Human Resources Officer (CHRO), Reliance Infrastructure Ltd.; He is an Author & Poet and has published several books like best seller, 'Business As Usual' & 'Between You and Me', is due to be published soon.

**Faculty : Human Resource Management**



### **Dr. Gunjeet Kaur, Director – Accreditation & Quality Assurance**

BE; MBA; PHD; Total 30 years' experience with 15 years in Financial Consultancy and 15 years' experience in teaching. Total 8 papers published; 4 each on national and international level.

**Faculty : Service Quality**



**Prof. M. Guruprasad; Director – Research**

B.Sc.; M.Sc.; PGCRM (Tata Institute); NET-JRF; MBA. 20+ years' experience in Teaching & Research. Authored 2 books - Insurance Institute of India – 'Insurance & The Environment' & 'Marketing Research & Insurance'. Served as Head of Academics, Placements & led MDP's.

**Faculty : Economics, Banking, Quantitative Methods & Marketing**

**Prof. Siddhartha Bose; Director – PhD Program & HOD – Finance**

MBA, M.Com.; Director, Skytel Networks, Fmr. Managing Director – IOL Netcom Ltd., Served as Head of Finance for Zen Life Sciences, ETP International.

**Faculty : Financial Management & Accounting**

**Prof. Vidya Srinivas; AVP – Corporate Relation**

B.Com; MBA (Marketing & HR); NET, MPhil. Pursuing Entrepreneurship from UpGrad. Multi-faceted Marketing & HR Evangelist with 11+ years experience in Education, Training, Corporate Relations & Industry Sectors like Agri-business, Exports & Retail sectors.

**Faculty : Marketing Management & Human Resources Management**

**Prof. K. V. Ramakrishnan**

B.Sc., LL.M (Mumbai University) CAIIB(I); 38 yrs experience in Financial Sector; 23 yrs in Reserve Bank of India. 15 years in STCI Finance Limited (promoted by RBI) as General Manager in Treasury & Credit areas.

**Faculty : Financial Markets, Derivatives, Risk Management & Managerial Economics**

**Dr. Sunil Lalchandani**

Ph.D (Commerce); MBA; MA in Economics; UGC NET I SET qualified. Teaching Exp. of 16 yrs. Served as Head of Department of Mgmt. Studies, CHM College. Served as Faculty at NSE of India. American Academy of Financial Mgmt. etc. Published 10 books & several Research articles in reputed Indian & International Journals. Earned several Awards as Best Teacher, Exemplary Teacher & Award of Excellency.

**Faculty : Financial Management**

**Dr. Vivek Sharma**

Msc. (Physics), MBA (Finance) & Ph.D. Served as Professor for 7 yrs. & Strategic Planning, Student Mgmt., Staff Training, Research & Curriculum Development; Professor at Symbiosis & Balaji Institute. Contributed & published several research papers in National / International conferences & publishing a book. Expertise in Financial Mgmt., Financial Modeling using Excel, Capital Markets & Mutual Funds.

**Faculty : Financial Management**

**Dr. Chandan Thakur**

B.A Economics (Hons), Delhi University; MBA, European University, Switzerland; DBA, (PhD); 16 yrs. in education sector as Professor (Marketing) & Chairman, International Relations at IMT - Ghaziabad.; Served as Faculty of College of Banking & Financial Studies (CBFS), Muscat, Oman; Effect of Psychographic Factors on Consumer's Attitude toward Cause Related; Marketing", Scholar Press, Germany.; Published Research papers in several reputed International journals.

**Faculty : Marketing Management**

**Prof. Ananth Iyer**

MBA from PTU and PGDM Finance from Durham University, UK. Worked with Shepard Technologies Pvt. Ltd., (Fincash.com) as a Content Strategist, and ITM Group, as a Senior Subject Matter Expert.

**Faculty : Financial Management**

**Dr. Pranjali Madhur**

LLB, MBA, PGDM, PhD (EI); 14 years of experience in Academics, Research & Industry. Authored a book & published more than 25 research papers. She is Editorial Board Member & Advisory Board Member for several Management Journals. She is a Certified & Licensed NLP Practitioner and has expertise & consultancy in OD, Recruitment Analyst, Life Coach & Strategic Analyst. Served as Faculty at GITAM HBS and MIT School of Mgmt.

**Faculty : Human Resources Management, Law, Strategic Management & Mandarin**

**Prof. Jagbir Singh; Chief Financial Officer**

CA (1992); CFP (2006); NISM (MF Distributor, Investment Adviser & Depository Operations); Accredited Continuous Professional Education (CPE) for MF Distributor (MFD), MF Foundation Course (MFFC) & Investment Adviser (IA).; 25+ yrs. exp. & has served as CFO, JMT Group. He is a leading trainer for Financial Planning, Equity & Debt markets, Investment Planning & Taxation; Trained employees & financial advisors of UTI AMC, Birla Sunlife AMC, DSP Black Rock AMC, SBI, HDFC Bank, Axis Bank & Union Bank.

**Faculty : Financial Management**

**Prof. Vijay Sharma**

B.Com; LLM; Total 30 years work experience with 18 years in teaching and 12 years in industry.

**Visiting Faculty : Law**

**Prof. Amit Kashyap; Digital Marketing Evangelist, Entrepreneur & Data Scientist**

MBA (Delhi University); CMO- Digital Marketer (IIM Bangalore); Data Science & Data Analysis (SAS); CPT (AMA-Ahmedabad); With 15+ yrs. of exp. in Technology, AI, Data Visualization, Marketing Automation, Sentiment Analysis, IOT, Design Thinking & Inbound Marketing for Air India, SOTC, Yes Bank, IndusInd Bank, Euro Kids, Club Mahindra. Awarded with Best Digital Marketing Professional 2019 by CMO Council, Asia. Visiting faculty at NMIMS, N. L. Dalmia etc.

**Visiting Faculty : Digital Marketing**

**Prof. Samir Saraiya; Entrepreneur**

MBA - SP Jain, Founder & CEO, thatsPersonal.com, India's 1st & largest personal product web store. Previous employers, Microsoft-Singapore, Yahoo!, Times of India, Mid-Day & Sumitomo Corporation. Manager-Indian Rugby team.

**Visiting Faculty : Entrepreneurship**

**Prof. G. R. Sitaram**

Prof. Sitaram is a Certified Master NLP Practitioner, Emotional Intelligence Coach, Gestalt Therapist, Soft skills and Behavioural trainer. He has worked for 20+ years at Modi Xerox, Genius Consultants, Mafoi Randstad and Lobo Staffing Solutions in senior positions. He has conducted several training and coaching programmes for leading companies across India.

**Visiting Faculty : Human Resource Management**

**Prof. Savio Saldanha**

Founder, REP Support. Certified Project Management Professional (PMP) by the Project Management Institute, USA; Software QA by the International Software Testing & Qualifications Board, Belgium; Market Professional, NSE; Worked for TCS & L&T Infotech, working with Fortune 5 companies. Professor at NL Dalmia Institute; He has co-authored two books in Project Management.

**Visiting Faculty : Data Sciences and Analytics using R and Python, Project Management**

**Prof. Chetan Jayantilal Parikh**

B.Sc.; Diploma in Marketing Management (XIM); Awarded Certificate of Proficiency in Strategic Management (Strategic Management Forum of India); 18+ years of Experience; Worked with Jostle Trading Corporation; Associate Dean of Studies at Xavier Institute of Management. Visiting Faculty at XIM-Mumbai, Garware Institute. Conducted Training programs for leading cos. Like Cap Gemini, Asian Paints, GVK, Arvind Mafatlal etc

**Visiting Faculty : Marketing Management**



# INTERNATIONALLY EXPERIENCED FACULTY

Our International faculty comprise an elite group of the world's most recognized thought leaders in business management from USA, UK, Europe, Africa and Asia. Our professors are highly approachable and accessible, providing leadership and personal guidance to help shape the graduate school experience.



## **Professor Emeritus Dr. David Faulkner**

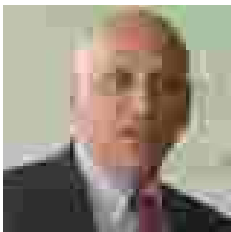
D Phil, Oxford University, UK; Ex-Deputy Director, Oxford University Said Business School; Head Strategy Consulting, Arthur D. Little, Consultant McKinsey, UK; Authored 13 books; Emeritus Professor of Strategy, University of London.



## **Dr. Sanjeev Kaushal; Co-Chair, Academic Council**

B.Sc/MSc, Delhi University; MS & Ph.D., Iowa State University. Vice President – Corporate Technology & Business Development, Tokyo Electron Ltd.: Established TEL's Santa Clara Labs, California with partnerships with UC Berkeley, Stanford, MIT & Imperial College.

**Faculty at University of Texas & Stanford University, USA**



## **Dr. Uday Karmarkar; Co-Chair, Academic Council**

Ph.D., Sloan School of Management, MIT, USA; B.Tech., IIT Bombay; Distinguished Professor in Decisions, Operations & Technology Management, L.A. Times Chair in Technology & Strategy, UCLA Anderson School of Management. Ex-Faculty, GSB-University of Chicago; Consulting at Aditya Birla Group, Eastman Kodak, Ford, GM, Hindustan Lever, IBM & Xerox. Published extensively in International journals including Harvard Business Review.



## **Dr. Massimo Bracale; President, Swiss School of Management, Italy**

BBE (Eco), Zurich B-School; MBA. Swiss B-School; MBA (IB), University of South Australia; Ph.D, Newport Univ., USA. 20 years Swiss experience at Zurcher Kantonal Bank; Zurich Stock Exchange; Ascom Telematic; Head - Customer Service, Europe, Bally Management; Marketing Consultant, Swiss Post; Marketing Director, Mobile Solutions. Awarded "Academician" by European Academy for Economics & Cultural Relations, Rome

**Faculty : Global Management and Leadership**



## **Dr. Mukul Madahar; Associate Dean (International), Cardiff Met. University, UK**

B.Tech. (Hons in ECE); MBA; MSc (Information Systems); Ph.D (Spreadsheets & Risk Mgmt.). Worked as Recruitment Consultant & Consultancy projects. At Cardiff Met as Module Leader (Strategic Mgmt., International Mgmt. & People & Organisation); MBA Dissertation Convener; Serves on Advisory Com. For Research Conference at Symbiosis.

**Faculty : Strategic Management & International Management**



## **Prof. Raul Villamarin Rodriguez; Head – Spanish MBA**

MBA (General Management), MHRM, MSc (Big Data & Business Intelligence) – Universidad Isabel I, Spain; PhD (Ongoing) on the "Influence of AI and Religion on Global HR Practices" – CUE, Spain; 5+ years of international comprehensive exp. in the corporate & academic sector; Fmr. CEO & Founder at Irians Research Institute

**Faculty : Operations Management & Spanish**



## **Dr. Aleksandar Shivarov; University of Economics, Varna**

Bachelor – International Economics & Business; Master - Economics; Ph.D. (Economics); 17 years experience. Served as Director, Centre for International Education; Project Co-ordinator, Black Sea NGO Network and Owner of Port Varna Ltd.

**Faculty : Development Economics, Environment Economics**



**Prof. Gianni Manente, Head-BD; Member, Board of Trustees, SSM, Italy**

Founding President & Creative Director of Made in Italy Ltd, renowned Advertising & Mkt. Research agency in Italy. Member of TPP Italian Professional Advertising Assoc; Partner of UNICOM; Faculty at Costantinian Univ., USA, Rome La Sapienza Univ., Italy. Passionate Marketing Consultant, ADV Script writer & ADV Music Composer

**Faculty : Marketing and Advertising**



**Dr. Kaloyan Kolev, University of Economics, Varna**

Ph.D. (World economy & Intl. Economic relations). Served as Co-founder of The Research Center on Globalization & FDI; Faculty at Università degli Studi di Firenze, Italy; Kristianstad Univ., Sweden; Babes-Bolyai Univ., Romania & Katowice Univ. of Economics, Poland. Awarded the Marie Curie Fellowship by Univ. of Aarhus, Denmark.

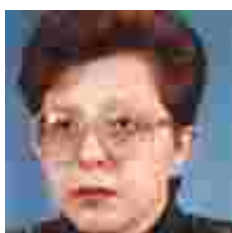
**Faculty : International Trade and Macro Economics**



**Dr. Mike Guerra, VP & Chief Operating Officer, Lincoln University, USA**

Ph.D; MHROD (HR & OD); BS (Organisation Behaviour) from University of San Francisco, USA. Served as Faculty for 18 years, including Dean of Faculty. Served as Managing Partner at Guerra & Associates Consulting International for 21 years. Served as Chief of Police, San Francisco Police Department & as Police Academy Instructor for 27 years. Served as Advisory Board Member of International Institute of Criminal Justice Leadership, University of San Francisco, USA.

**Faculty : Human Resource Management**



**Dr. Ivona Yakimova, University of Economics, Varna**

Dr. Sc.(Econ.); Intl. expert in the field of Comparative economic systems studies; Member, European Assoc. for Evolutionary Political Economy; Head of international research projects on development issues, financed by The World Bank; Fmr. Head, Dept. of Economics; publications in reputed international journals & conferences.

**Faculty : Comp. Economic Systems, Micro & Macro Economics**



**Dr. Flavia Muzi Falconi**

Program Director, SSM, Italy. BBE (Eco), La Sapienza Univ. of Rome, Italy. Entrepreneur, Owner of My cup of Tea; External Consultant for luxury brands Bvlgari & Armani. 20 years work experience with Bvlgari Spa (ATL Projects). Account Manager for P & G at Saatchi & Saatchi, Rome. Faculty for luxury industry

**Faculty : Luxury Management, Innovation and Branding**



**Prof. Salma Nasr; Head - International Relations**

Graduated in Fine Arts at Helwan University, Egypt. Worked 2 and half years in PC's as Microsoft and HP sales account Manager. Managing Relations with International University in 20 countries. New program development in collaboration with international universities. Supporting Digital Marketing & HRM.

**Faculty : International Marketing**



**Prof. John Kerr**

LLB (Hons.) University of Glasgow, UK; CEO of Kerr Consultants, Former CEO, Edexcel Foundation (GBP 200 million), UK's largest awarding body. Fmr. Vocational Director, Edge Foundation (GBP 80 million); Worked as a Lawyer at the London Stock Exchange, Financial Services Authority, UK & British Steel Corporation. Motivational speaker across Dubai, UK, Bahrain, India & Singapore.

**Faculty : Leadership & Change Management**



# GLOBAL COURSE PRICING AND CURRICULUM

Our extensive academic programs are designed to equip you with the essential knowledge, skills and tools you need to become employable and entrepreneurial global citizens. The Global Management Programs (GMP) focus on the development of transferable cognitive and employability skills fostered by curriculum at the forefront of business and management thinking. We strive to deliver a highly experiential and immersive learning experience peppered with UBS values of ethics, environment and experiential learning.

Courses	Duration	Tuition Fees
<b>AICTE Approved PGDM</b>	<b>24 Months</b>	<b>INR 8.48 Lacs</b>
<b>AICTE Approved PGDM with European Certification</b> (1 month in Europe)	<b>24 Months</b>	<b>INR 9.48 Lacs</b>
<b>AICTE Approved PGDM with GMP</b> (Cardiff Met. University, UK)	<b>24 Months</b>	<b>INR 10.98 Lacs</b>
<b>AICTE Approved PGDM + Dual Continent GMP in International Business and Economics</b> (University of Economics, Varna - 3 months in Europe)	<b>24 Months</b>	<b>INR 10.98 Lacs</b>
<b>AICTE Approved PGDM + Dual Continent GMP</b> (Swiss School of Management, Italy & INSEEC B-School, France - 1 year in Paris)	<b>24 Months</b>	<b>INR 8.48 Lacs + EUR 9000</b>
<b>AICTE Approved PGDM + Dual Continent GMP</b> (Lincoln University, USA - 1 year in San Francisco)	<b>24 Months</b>	<b>INR 8.48 Lacs + USD 12000</b>

**Note:**

- 1) The batch commences on 8th July 2020.
- 2) For international travel, the cost of flight tickets, visa and stay is borne by the students.

Courses (For 2+ years experienced candidates)	Duration	Tuition Fees
<b>MBA</b> (Cardiff Met. University, UK) + IIM Indore campus study + Cardiff UK study (2 weeks)	<b>12 Months</b> (March Batch)	<b>INR 9.98 Lacs</b>
<b>MBA</b> (Cardiff Met. University, UK) + IIM Indore campus study + Cardiff UK study (2 weeks)	<b>12 Months</b> (July Batch)	<b>INR 10.98 Lacs</b>

**Note:** For international travel, the cost of stay is borne by the students.

## INTERNATIONAL COST OF LIVING

<b>UK</b> GBP 800 per month	<b>USA</b> USD 600 to USD 700 per month	<b>France</b> EUR 700 to EUR 900 per month	<b>Bulgaria</b> EUR 400 per month
--------------------------------	--	---	--------------------------------------

# AICTE Approved PGDM

## (24 Months)

Our faculty bring their international business experience to the classroom and employ innovative approaches like the 50 hour live Case Blazer, #Trending, Business Baazigar and Think-A-Thon for the PGDM program. The contemporary curriculum is designed for Industry 4.0 by our professors having worked with MNC's at top management positions.

### YEAR 1 - Core Modules

- Global Macro Economics
- Financial Accounting & Decision Making - I & II
- Dynamics of Marketing
- Organizational Behaviour
- Operations Management - I & II
- Business Statistics
- Integrated Business Communication
- Managerial Economics
- Research Methodology
- Business Law
- Human Resource Management
- Design Thinking & Innovation
- Advance Excel
- Transformational Leadership
- Cost and Management Accounting
- Competitive Strategy (Markstrat)
- Operations Research
- Strategic Management
- e-Business
- New Technology Impacting Business
- Business Analytics

### Experiential Learning

- Business Consulting Project
- Research Paper Publication
- Internship (2 months)
- SMART Project
- Leadership Development Potential
- Sports
- Foreign Language
- Experiential Toolkit
- Wisdom Towards Self-Excellence
- Management of Self
- Mentoring

Note: Each Elective is available for minimum 10 students

### YEAR 2 - Specialisation

#### Marketing Management

- Customer Relationship Management
- Marketing in Practice
- Predictive Modelling
- Rural Marketing
- Green Marketing
- Marketing Research & Analytics
- Client Service & Customer Experience
- Services Marketing
- Sales & Distribution Management
- Integrated Marketing Communications & Advertising
- Digital Marketing Strategy
- Buyer Behaviour B2B & Relationship Marketing
- Product & Brand Management
- Retail Management
- Neuro Marketing

#### Operations / Supply Chain Management

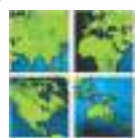
- Green Operations
- Supply Chain & Logistics Management
- Fulfillment & Lean Inventory Management
- Strategic Sourcing
- Service Operations
- Sales & Operations Planning
- Behavioral Operations Management
- Pricing & Revenue Management
- Negotiating Globally
- Supply Chain Innovation
- Management of Manufacturing Systems
- Supply Chain Analytics (Predictive Modelling)
- Total Quality Management (TQM)
- Logistics & Supply Chain Aspects in Retail
- International Trade

### European Certification

#### 2 Modules conducted in Europe (1 month)

- International Entrepreneurship
- Contemporary International Marketing Strategies





### **Human Resource Management**

- Training & Development
- Compensation & Benefits
- Strategic HRM
- Power & Politics in Organizations
- Competency Mapping & Performance Management
- International HRM
- Labour Laws
- Recruitment Analyst
- Industrial Relations & International Labour Law
- Organization Theory Structure & Design
- HR Analytics
- Organizational Development
- Emotional Intelligence
- Talent Acquisition & Management
- Employee Engagement

### **Financial Management**

- Valuation
- Financial Modelling (Predictive)
- Project & Infrastructure Finance
- Key Legal & Taxation Aspects in Finance
- Investment Banking & Mergers & Acquisitions
- Security Analysis & Portfolio Management
- Financial Risk Management & Analytics
- FINTECH
- Green Finance & Corporate Governance
- Banking, Insurance & Micro Finance
- Financial Markets - Practical Approach
- Capital Markets & Derivatives
- Management of Finance
- International Finance & Financial Markets
- FSA & Indian Accounting Standards

## **Accreditation**



(\* Under Process)

# AICTE Approved PGDM (Business Management)

## with GMP (Cardiff Met. University, UK)

### Dual Specialization (24 Months)

This program is a perfect blend of British quality and creativity and Indian Experiential Learning, giving students an internationally recognised qualification ideal for Freshers who aspire for a Dual Specialisation.

#### YEAR 1 - Core Modules

- Financial Accounting & Decision Making
- People & Organization
- Marketing Management
- Operations Management
- Global Macro Economics
- Business Statistics
- Integrated Business Communication
- Strategic Management
- Advance Excel
- Research Methodology
- Business Law
- Transformational Leadership
- Cost and Management Accounting
- Design Thinking & Innovation
- New Technology Impacting Business
- e-Business

#### Experiential Learning

- Business Consulting Project
- Research Paper Publication
- Internship (2 months)
- SMART Project
- Leadership Development Potential
- Sports
- Foreign Language
- Experiential Toolkit
- Wisdom Towards Self-Excellence
- Management of Self
- Mentoring

#### International Supply Chain

- Logistics in a Global Context
- Supply Chain & Logistics Management

#### YEAR 2 - Specialisation

##### Marketing Management

- Knowing your Consumer
- Strategic Global Marketing
- Customer Relationship Management
- Marketing in Practice
- Predictive Modelling
- Rural Marketing
- Green Marketing
- Marketing Research & Analytics
- Client Service & Customer Experience
- Services Marketing
- Sales & Distribution Management
- Integrated Marketing Communications & Advertising
- Digital Marketing Strategy
- Buyer Behaviour B2B & Relationship Marketing
- Product & Brand Management
- Retail Management
- Neuro Marketing

##### Operations / Supply Chain Management

- Green Operations
- Supply Chain & Logistics Management
- Fulfillment & Lean Inventory Management
- Strategic Sourcing
- Service Operations
- Sales & Operations Planning
- Behavioral Operations Management
- Pricing & Revenue Management
- Negotiating Globally
- Supply Chain Innovation
- Management of Manufacturing Systems
- Supply Chain Analytics (Predictive Modelling)
- Total Quality Management (TQM)
- Logistics & Supply Chain Aspects in Retail
- International Trade

##### Business Analytics

- Business Process & Data Analysis
- Social Media Analytics for Business

##### Product Management

- Managing Product Development
- Product Development Management

##### Health Sector Management

- Health Cognitive Informatics
- Health Sector Project Mgmt.

Note: Each Elective is available for minimum 10 students





### Human Resource Management

- Managing People in a Global Context
- Developing People for Leadership and Management
- Training & Development
- Compensation & Benefits
- Strategic HRM
- Power & Politics in Organizations
- Competency Mapping & Performance Management
- International HRM
- Labour Laws
- Recruitment Analyst
- Industrial Relations & International Labour Law
- Organization Theory Structure & Design
- HR Analytics
- Organizational Development
- Emotional Intelligence
- Talent Acquisition & Management
- Employee Engagement

### Financial Management

- Management of Finance
- Finance of International Business
- Valuation
- Financial Modelling (Predictive)
- Project & Infrastructure Finance
- Key Legal & Taxation Aspects in Finance
- Investment Banking & Mergers & Acquisitions
- Security Analysis & Portfolio Management
- Financial Risk Management & Analytics
- FINTECH
- Green Finance & Corporate Governance
- Banking, Insurance & Micro Finance
- Financial Markets - Practical Approach
- Capital Markets & Derivatives
- International Finance & Financial Markets
- FSA & Indian Accounting Standards

**Global Accreditation**  
(UK)

# AICTE Approved PGDM (International Management) + Dual Continent GMP (University of Economics, Varna) *Dual Specialization - International Business and Economics (24 Months)*

## THE NATIONAL AGENCY FOR ASSESSMENT AND ACCREDITATION, BULGARIA

The programme offers the students an opportunity to experience and learn about the environment and working models in Europe and Asia. The course is an amalgamation of century old tradition of education in Economics with young, modern & practical approach towards the subject. An exchange semester at the partner business school in an international class develops adaptability and resilience in a dynamic environment.

### YEAR 1 - Core Modules

#### Term I – UBS, Mumbai

- Global Macro Economics
- Accounting & Financial Management
- Dynamics of Marketing
- International HRM
- Intercultural Aspects of Business
- Business Statistics
- Integrated Business Communication

#### Term II – UBS, Mumbai

- Managerial Economics
- Asian Economy
- Contemporary International Marketing Strategies
- International Finance
- Competitive Strategy
- International Law & Ethics
- Research Methodology
- Advance Excel

#### Term III – UBS, Mumbai

- International Logistics & SCM
- Contemporary Issues in International Strategic Mgmt.
- Data Analytics & Statistics
- Negotiating Globally
- Investment Management
- Social Media & Digital Marketing
- Leadership 360 Degree
- Globalization
- Design Thinking & Innovation
- e-Business

#### Term IV – UE, Varna

- Research Methods
- Economy & Society in the European Union
- International Trade
- International Economics
- International Entrepreneurship

#### Term V – UBS, Mumbai

- Research Work Dissertation
- Master Thesis / Thesis Defence
- Summer Internship / Black Book Submission

#### Experiential Learning

- Business Consulting Project
- Research Paper Publication
- Internship (2 months)
- SMART Project
- Leadership Development Potential
- Sports
- Foreign Language
- Experiential Toolkit
- Wisdom Towards Self-Excellence
- Management of Self
- Mentoring

### YEAR 2 - Specialisation

☛ Marketing Management

☛ Human Resource Management

☛ Financial Management

☛ Operations / Supply Chain Management

Note: See detailed Year 2 specialisation subjects on Page No. 32 & 33

Note: Each Elective is available for minimum 5 students





**University of  
Economics  
Varna**



**Global Accreditation**  
(Europe)



**National  
Evaluation and  
Accreditation  
Agency**

# AICTE Approved PGDM (International Management) + Dual Continent GMP (Swiss School of Management, Italy & INSEEC Business School, France) *Dual Specialization (24 Months)*

The SSM MBA degree consists of 60 (ECTS) European Credit Transfer System in Year 1, 15 courses of 4 credits, subdivided into 12 core courses, including final thesis and a specialization module comprised of 3 courses. For dual specialisation with INSEEC Business School in Year 2, there are 6 courses with 4 credits each and a 6 month paid Internship (EUR 550 to EUR 1000 / month) in INSEEC Paris campus.

## YEAR 1 - Core Modules

- Global Macro Economics
- Accounting & Financial Management
- Dynamics of Marketing
- OB & HRM
- Operations Management
- Business Statistics
- Integrated Business Communication
- Managerial Economics
- International Finance
- Research Methodology
- International Law & Ethics
- Contemporary Issues in International Strategic Management
- Innovation & Entrepreneurship
- Competitive Strategy
- Asian Economy
- Negotiating Globally
- Investment Management
- Social Media & Digital Marketing
- Contemporary International Marketing Strategies
- Leadership 360 Degree
- Globalization
- Data Analytics & Statistics
- Design Thinking & Innovation
- New Technologies Impacting Business
- Advance Excel
- Competitive Strategic Management

## Experiential Learning

- Business Consulting Project
- Research Paper Publication
- Internship (2 months)
- SMART Project
- Leadership Development Potential
- Sports
- Foreign Language
- Experiential Toolkit
- Wisdom Towards Self-Excellence
- Management of Self
- Mentoring

## YEAR 1 - Specialisation

### MBA in Global Management & Leadership

- Managing and Leading in Different Countries
- Individual & Organizational Leadership Skills
- Managing Business Ethics

### MBA in Entrepreneurship

- Individual & Organizational Leadership Skills
- Entrepreneurial Financial Management
- Innovation & Entrepreneurship

## YEAR 2 - Pathways



### Marketing Management

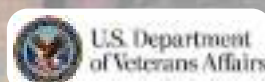
- Marketing & Brand Management (MBA)
- Luxury Brand Management, Food & Wine (MBA)
- Cosmetics Industry & Luxury Management (Msc.)
- Fashion Marketing Design & Brand strategies (Msc.)

### Finance Management

- Finance Techniques
- Planning and Strategy
- Corporate Governance and Risk Management
- Financing Sources (Private Equity, Impact Investing)
- Valuation (Derivatives, M&A)



## Global Accreditation (USA & Europe)



# AICTE Approved PGDM (International Management) + Dual Continent GMP (Lincoln University, California, USA) (24 Months)

The PGDM program consists of 26 courses in Year 1. For specialisation with Lincoln University, USA in Year 2, there are 5 courses with 3 credits each and a 6 month paid Internship (Curriculum Practical Training-CPT) of approx \$1500 to \$2000 per month. Students have the option to further pursue another Internship (Optional Practical Training-OPT) for a 12 month period earning between \$2500 to \$3000 per month.

## YEAR 1 - Core Modules

- Global Macro Economics
- Accounting & Financial Management
- Dynamics of Marketing
- OB & HRM
- Intercultural Aspects of Business
- Business Statistics
- Integrated Business Communication
- Managerial Economics
- International Finance
- Research Methodology
- International Law & Ethics
- Contemporary Issues in International Strategic Management
- Innovation & Entrepreneurship
- Competitive Strategy
- Asian Economy
- Negotiating Globally
- Investment Management
- Social Media & Digital Marketing
- Contemporary International Marketing Strategies
- Leadership 360 Degree
- International Logistics & SCM
- Globalization
- Data Analytics & Statistics

## Experiential Learning

- Business Consulting Project
- Research Paper Publication
- Internship (2 months)
- SMART Project
- Leadership Development Potential
- Sports
- Foreign Language
- Experiential Toolkit
- Wisdom Towards Self-Excellence
- Management of Self
- Mentoring

## YEAR 2 - Specialisation

### Management Information Systems

- Management Information Systems
- Project Management
- Digital Marketing
- Advanced Systems Analysis and Design
- Information Systems Database Management
- E-Commerce
- Special Topics in MIS
- Graduate Internship in MIS

### Financial Management & Investments

- Finance Management
- International Finance
- International Business and Investment Strategy
- International Securities and Foreign Exchange
- Commercial Banking and Lending
- Quantitative Methods for Business and FM
- Investment Science Investments (Real Estate)
- Investments (Stock Market)
- Econometrics
- Credit Risk Management
- Graduate Internship in FMI

### Marketing Management

- Marketing Research
- International Marketing
- Entrepreneurship
- Digital Marketing
- E-Commerce
- Consumer Research
- Pricing
- Sales Management
- Service Marketing
- Graduate Internship in MM



Lincoln in California





## Global Accreditation (USA)



# Global MBA (Cardiff Met. University, UK)

## 2 Continents and 3 Campus program

(12 Months)

**Eligibility :** Minimum 2 years work experience

MBA is an internationally recognised qualification is for 'high flyers' who are keen to assume leadership roles and boost their career prospects. The course aims to encourage independent and creative thinkers by following the British Quality Assurance Agency (QAA) guidelines in giving students a 'strong practical and professional orientation' differentiating it from other Indian MBA programs. You get the best of the reputed IIM pedagogy and global exposure in our two continents and three campus flagship program.

### One Global MBA Degree

### Two Continents

- Asia
- Europe

### Three Business Schools

- Universal Business School
- Cardiff School of Management, UK
- IIM Indore

### Four Specializations

- Marketing
- Finance
- Human Resource
- Logistics & Supply Chain

### Five Dimensional Transformation

- Innovation
- Entrepreneurship
- Ethics
- Environment
- Wisdom Through Self Excellence

### Six Consultative Placement Team Members

Unique Consultative Placement Approach by 6 Member Strong Team

### Seven Experiential Learning Modules

- Consulting Aptitude Project (CAP)
- Self Assessment, Validation & Intervention (SAVI)
- Design Thinking
- Research Paper Publication (RPP)
- Leadership Development Program (LDP)
- Management of Self (MOS)
- Societal Management Aptitude & Responsibility Temperament (SMART)

### Eight New age Sub Specializations

- Fintech
- Digital Marketing
- Data Analytics with SAS
- International Business
- Lean Six Sigma
- Retail Management & eCommerce
- Artificial Intelligence & Machine Learning
- Wealth Management & Portfolio Optimisation

### Nine Skills Bestowed in Budding Professionals

- Problem Solving
- Working within Teams
- Data analysis & Interpretation
- Oral Communication & Presentation
- Conflict Resolution
- Cross Cultural Awareness
- Coachability & Reflection
- Negotiating Globally
- Quantitative Ability

### Ten CEO's Delivering Program





Cardiff  
Metropolitan  
University



Indian  
Institute of  
Management  
Indore



**Global Accreditation**  
(UK)





# INTERNATIONAL INDUSTRIAL CONFERENCES & PROJECTS



Brig. GPS Cheema at  
International Summit, Cardiff, UK



Prof. Vijay Tandon conducting Faculty Development Program  
at University of Economics, Bulgaria



UBS student at Student Exchange program  
at Universitas Indonesia



UBS (IB) students studying at University of Economics  
for 3 months in Varna, Europe



UBS students participated in the Indian Youth  
Delegation to Beijing & Shanghai, China



UBS student at Student Exchange program  
at Pearson Business School, UK

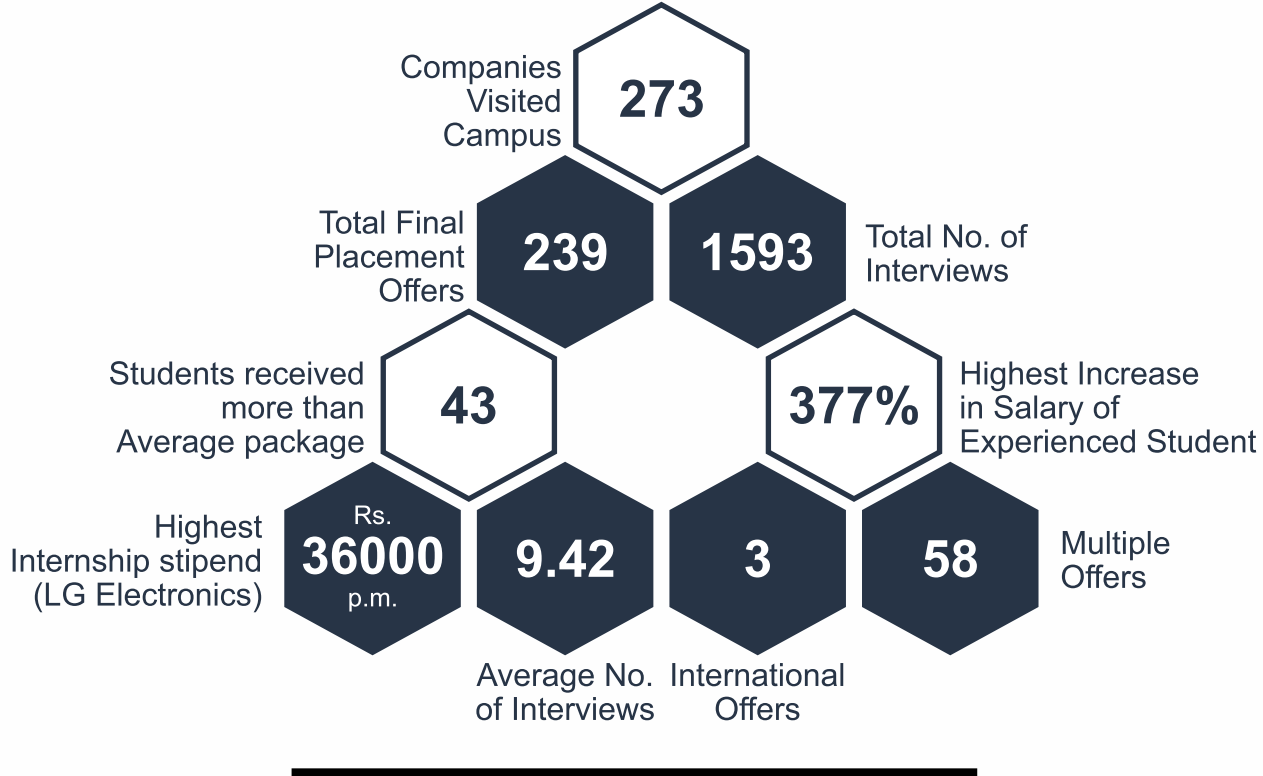
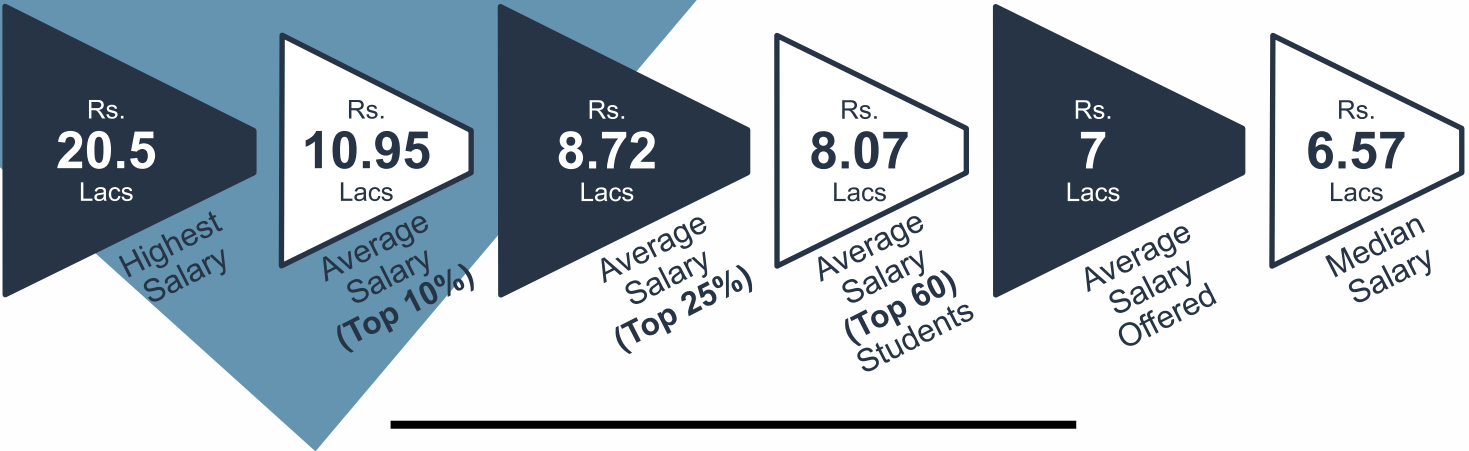


# STUDENT EXCHANGE PROGRAMS & INTERNATIONAL SUMMER SCHOOL

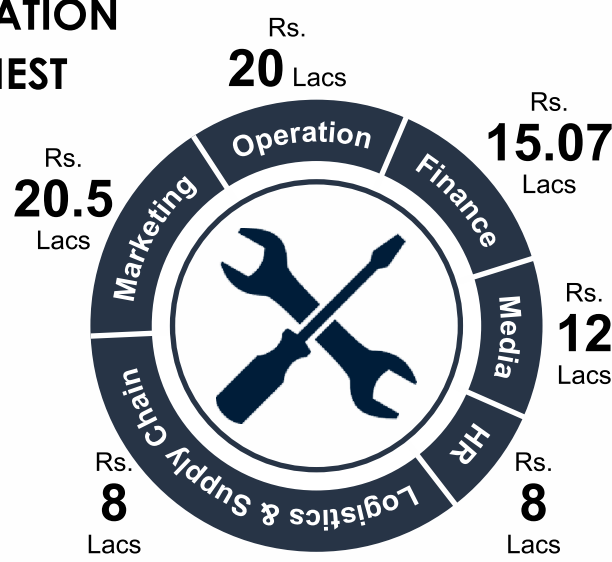
  <b>Colombia</b>	  <b>Germany</b>	  <b>USA</b>	  <b>Brazil</b>
  <b>Greece</b>	  <b>Slovenia</b>	  <b>Portugal</b>	  <b>Bulgaria</b>
  <b>Morocco</b>	  <b>Spain</b>	  <b>Indonesia</b>	  <b>France</b>
  <b>Hungary</b>	  <b>Russia</b>	  <b>Brazil</b>	  <b>Senegal</b>
  <b>Bulgaria</b>	  <b>Belgium</b>	  <b>Russia</b>	  <b>Spain</b>
  <b>Netherlands</b>	  <b>Germany</b>	  <b>Greece</b>	  <b>China</b>

# PLACEMENT & INTERNSHIP HIGHLIGHTS

All UBS students are considered equal and are given equal opportunities for placement.



## SPECIALISATION WISE HIGHEST SALARY

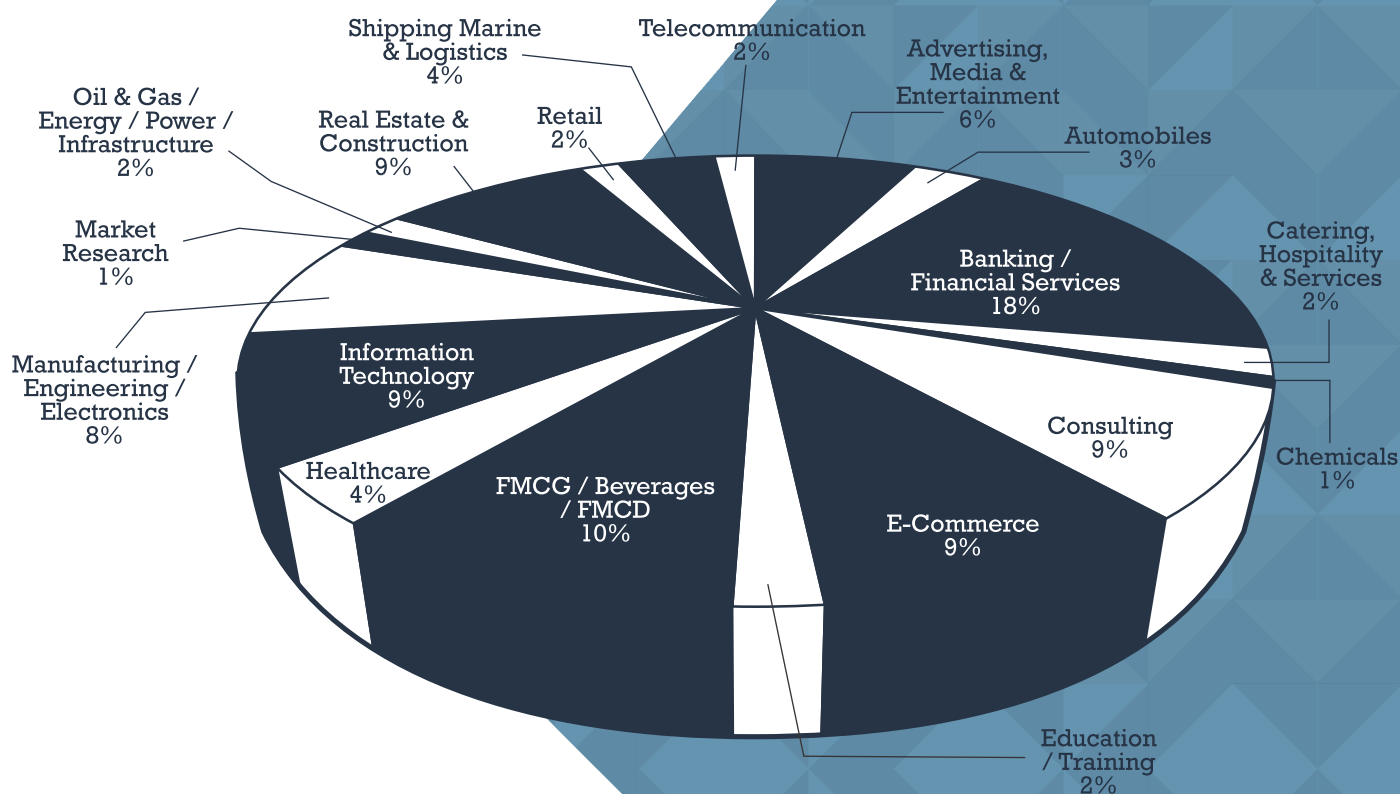


## ALL TIME HIGHEST SALARY





# UBS PLACEMENT DISTRIBUTION (INDUSTRY - WISE)



## SECTOR SPECIFIC ROLES OFFERED

### Finance (BFSI)

This year witnessed reputed firms offering profiles in the Finance domain as they pronounced their confidence in the quality of our students by offering varied roles ranging from Management Trainee, Financial Analyst, Equity Analyst, Credit Analyst in Risk Management, Asst. Finance Manager, Fund Accounting Manager, Bank Branch Manager, Associate - Consulting & Advisory, Forex Trade Sales Manager, NRI Business Manager, Wealth Manager and SME Corporate Banking .

### Marketing

Marketing students had the opportunity to choose from the maximum diverse profiles like Management Trainee, Area Sales Manager, Key Account Executive, Business Analyst, Corporate Sales Manager, Product Manager, Business Development Manager, Digital Marketing Manager, Market Research and Market Analyst, Client Servicing, Customer Service/ Client Relationship Manager, Corporate Sales - Strategic Accounts, Competitive Analysis, Senior Sales Engineer, Cluster Marketing, Team Leader - SEM Analyst, SEO / Social Media Analyst, Associate Strategist, Asst. Research Manager, Conference Producer, Area Sore Manager, Demand Manager, Business Intelligence, Product Ambassador, Customer Delight Executive, Centre Manager, Franchisee Co-ordinator, Sales Trainee in Trade Marketing & Distribution

### Operations

The Operations profiles on campus included Project Manager, Product Manager, Quality Analyst, Management Trainee, Vendor Manager, Supply Chain Management & Logistics, Warehouse Management, Analyst Data Scientist, Unit Manager, Operations Manager, Sourcing Analyst, Store Operations, Merchandising & Marketing Operations, Application Development Associates and Associate Consultant.

### Human Resources

The HR candidates were offered roles in the area of Talent Acquisition Manager, Learning & Development Executive, HR Business Partner, Asst. HR Manager, Training Management Executive and Compensation & Benefits Associate, Management Trainee - HR, Senior Career Guide, HR Generalist and Associate Consultant - HR.

# MARKETING



**ANKUSH GOEL** (Cardiff MBA - 1 year)  
Sales Trainee; Fmr. CEO - ELC

"UBS definitely was a life changing decision for me, where I have learnt management is doing things right & leadership is doing the right things. UBS taught me that secret to winning is constant & consistent management. I will cherish every single moment spent learning here, all through out my life."

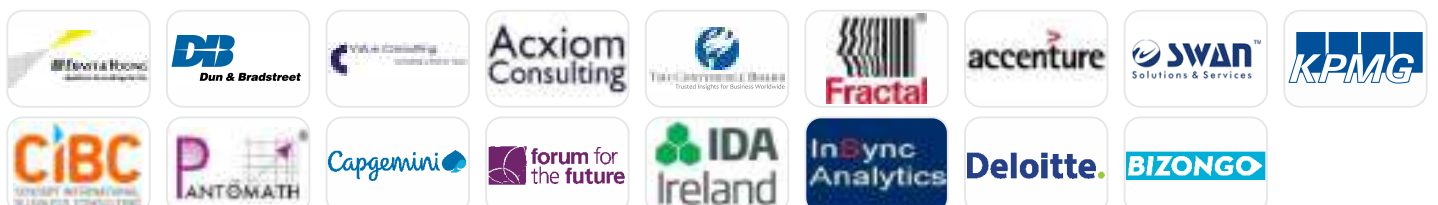


**DOMINIC VARGHESE** (PGDM)  
Marketing Manager, Nigeria

"Gratitude to our Late Chairman Gurdip Sir, a great man who has shaped so many lives. My experience is great & learning is unparalleled - an ideal start to my career. I thank Dr. Pranjali for getting this opportunity & motivating me. Prof. Guru is a power house on campus, showing us what hard work & diligence can give us with passion & the great effort put by my mentor & Director Prof. Tandon."



# CONSULTING





## OPERATIONS



**DEEPAK DIVAKARAN** (Cardiff MBA - 1 year)  
Project Manager

"UBS is the one place that enables people's prospective to broaden the daylight of the most commonly visualized, into thoughts and actions in par with the rapidly transforming era."



**UNIKRISHNAN** (Cardiff MBA - 1 year)  
Director, Bahrain

"With 23 years of experience, I chose to do my MBA at UBS over IIM Bangalore as I was getting an internationally recognized degree from Cardiff Met, UK with global acceptance"



## HUMAN RESOURCE



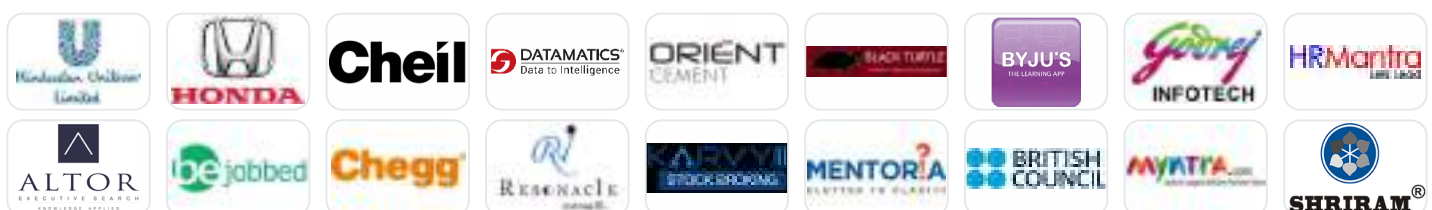
**JYOTI SABAT** (Cardiff MBA - 1 year)  
Assistant Manager - HR

"I enjoyed the learning atmosphere, opportunities to interact with industry leaders and the several unique experiences which have shaped my thinking and built my confidence."



"UBS is great for academics & research, its unparalleled combination of world-class ranking, faculty, career prospects, reputation & social atmosphere. It encourages independent & creative thinkers. UBS is like the Matrix - No one can be told what the Matrix is, you have to see it for yourself."

**SINDHU SAMPAT** (Cardiff MBA - 1 year)  
Consultant



# FINANCE



**SANJANA LALWANI** (Cardiff MBA - 2 years)  
Management Trainee

"I thank my mentor Gurdip Anand sir who inspired me to succeed at a young stage & faculty who guided me. @ELC, I acquired knowledge in Finance. UBS is the right place to polish your management skills. Every B-school offers an MBA, but to add unique value to your degree in a short time, choose the management temple, UBS"



**AVISHEK DAS GUPTA** (Cardiff MBA - 1 year)  
Sr. Executive - Advisory & Transactions; Fmr. CEO - ELC

"UBS exposed me to the world that I didn't know was possible. The opportunity to become a CEO of a Pvt. Ltd. company (ELC) gave me tremendous confidence and responsibility to execute any project"



# HEALTH SECTOR



# CROSS FUNCTION





# SAVI MODEL (Self Awareness Validation and Intervention)

## Building Blocks for Career Success

RESUME DESIGN

MOCK INTERVIEWS

INTERVIEW- Do's & Don'ts

CAREER COUNSELING

APTITUDE TEST

COMMUNICATION & ETIQUETTES

CURRENT AFFAIRS QUIZ

PSYCHOMETRIC TEST

DOMAIN KNOWLEDGE ASSESSMENT

BUSINESS WRITING SKILLS

CASE STUDY  
problem identification, analysis & solutions

SALARY NEGOTIATION

## Employability Skill Test



## CERTIFICATIONS IMPROVING EMPLOYABILITY



DIGITAL MARKETING

Corporate Finance™ Institute



Google Digital Garage



# LEARN FROM THE CORPORATE EXPERTS

## Annual Symposiums

To arm our students with latest industry insights and make them corporate ready, we conduct voluminous interactive sessions with trade experts through Learn from The Corporate Experts Annual Symposium and Global CEO Series.

### Linking Human Capital Management to Corporate Bottomline



Left to Right : Dr. Tanaya Mishra, Sr. VP – Group HR, JSW Steel; Mr. Rituraj Sar, VP - L&D, Lupin Ltd.; Mr. K. Raveendra, Director – Talent, CRISIL

### Functional Competencies to deliver MAKE IN INDIA



Left to Right : Mr. Jagdish Khosla, SVP - Sales & Services, HP; Mr. Pramod Sant, VP & Head of Import & Export, SIEMENS; Lt. Col. Anil Shukla, Head Logistics, IPSOS; Mr. RSP Singh, Head Sales & IT Support, L & T Investment



### Mr. D. Shivakumar *Chairman & CEO, PepsiCo India*

"Awesome campus of 40 acres. I liked the concept of 4 students sharing a common dorm. I loved the concept of your library & wisdom school upstairs. The spacious offices & classrooms are fabulous perfectly designed both for learning & comfort, so you have all the ingredients of a great learning atmosphere. It is a fantastic location and great campus, Make the most of it!"

### Disruptive Innovation – A Key Differentiator to Survive & Grow in VUCA Environment



Left to Right: Mr. Jayaram Ramachandran, VP-HR, Huhtamaki PPL; Mr. Hitesh Shinde, Business Head India, Blue Star Infotech; Dr. Rahul Altekar, Industry Director, Aurionpro Solutions; Mr. Aniketh D'souza, CEO, Mindstorm; Mr. Dilip Jayaram, AVP HR & Consulting, Walchand People First

### Woman's Symposium - The Juggle is Real: How to stay on your A-Game



Left to Right : Ms. Rekha G Rao, Sr. VP, 20:20 MSL; Ms. Seema Singh Bhadoria, CEO, Gyan Batao; Ms. Mayuri Mhatre, Director, WETFY Brand Solution Pvt. Ltd.; Dr Shilpa Kulkarni Dang, HR Head, Ajmal Perfumes Manufacturing; Ms. Shanta Martin, Global CEO, Pentagon Group; Ms. Awantika Bhardwaj, VP - Employee Success, Abzooba; Ms. Radhika Mukherji, Founder & CEO, Happydemic, Music Lover, Entrepreneur



# GLOBAL CEO SERIES



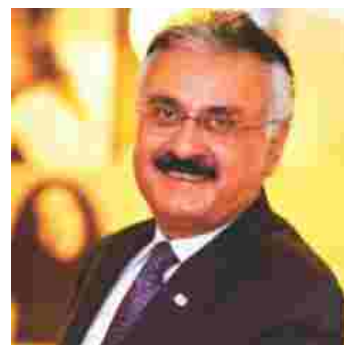
**Dr. Nora Colton**  
Deputy Vice Chancellor  
(Academic)



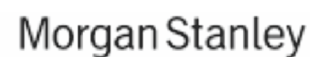
**Wybren Van Der Vaart**  
Founder & CEO



**P. R. Ramesh**  
Chairman



**Deepak Kapoor**  
Chairman



**Tomio Isogai**  
MD & COO



**Ramesh G Iyer**  
MD & CEO



**Sameer Saraiya**  
CEO



**Ridham Desai**  
MD



**Robin Banerjee**  
MD



**Ravi Chawla**  
MD



**Monica Tata**  
MD



**Neil George**  
MD

**WalesOnline** NEWS • WHAT'S ON • RUGBY • FOOTBALL • SPORT • BUSINESS • MORE

Business • Business Opinion • CBI

## It's time to deepen our links with India - and our universities are showing the way

Business, government and universities all have a part in helping the historic relationship between India and the UK grow and flourish

**Prime Minister Theresa May and Indian Prime Minister Narendra Modi walk through the gardens of Hyderabad House in New Delhi**


The relationship between the UK and India can be summed up with two words: opportunity and openness.

Initiatives such as the UK-India Business Council's CEO Forum and 2016's UK-India Year of Education, Research and Innovation are all helping to build new and stronger bonds. And to recognise this work, the CBI has recently published a report with Middlesex University entitled Bridges to the future: the role of universities in the UK-India relationship.

**Interchange** – For example, Cardiff Metropolitan University's partnerships with Planet EDU-QAI and Universal Business School is an excellent example of the fruits that are borne through the interchange between business and universities in both countries.

Cardiff Met also has a partnership in India with Universal Business School (UBS). The residential campus is in Karjat, an hour's drive from Mumbai. Currently, UBS has two courses with Cardiff Met, MBA and BA business and management (BABM).

The partnership is expanding steadily and there are long-term plans to expand the courses available. UBS has excellent links with industry, and has a governing body comprising over 50 eminent academics and business leaders from India and beyond. Students therefore benefit from a wide array of guest tutors to enhance their academic learning.

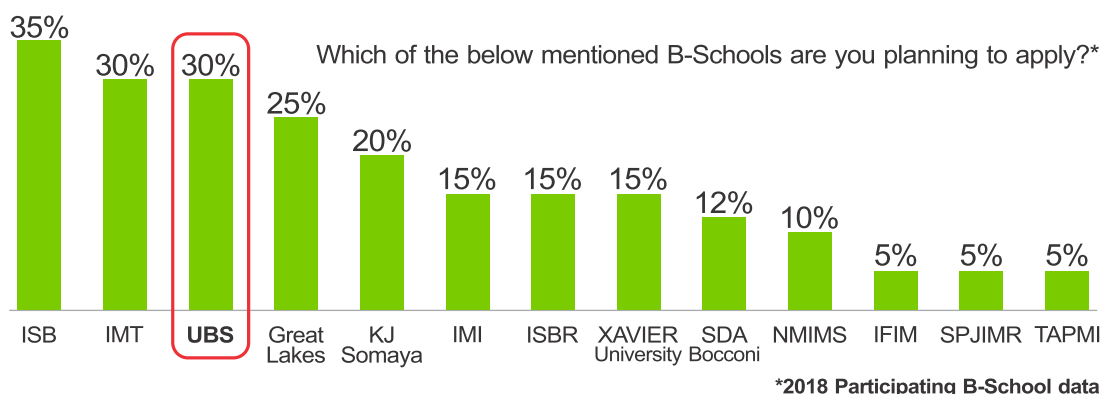


## UBS is the 2<sup>nd</sup> Most Attractive B-School in INDIA by Foreign Students



### Study in India 2019 Research Data

Sept 5, 2019





## Truly Global Business Schools in India

Going Abroad for an MBA v/s Doing your MBA in an International Business School in India

The dream of every India MBA aspirant is global exposure. Four private Indian B-schools come closest to giving their students a feel of being on a global campus. These institutions are specialists (unlike Universities who are generalists) and focus all their resources in delivering world class MBA education. They have all developed Industry Integrated programs, excellent faculty, innovative pedagogy and ensure that their students get opportunities in leading companies. They are all led by Boards who have exceptional global backgrounds.

### Indian School of Business, Hyderabad

Founded by Rajat Gupta, Former CEO of McKinsey & Anil Kumar from Harvard and Wharton respectively who with the help of Wharton Business School & Kellogg School established India's first truly Global Business School, which featured in top International rankings. They grew to 850 students spread over two campuses in Hyderabad & Mohali. They have Academic alliances with Fletcher School, Tufts University and Wharton School to develop Institutes

by Aspen Institute, US, to develop Programs and has a Partnership with IBM for research. What was unique of SPJIMR is that they limited the number of students of the flagship program to just 240 and resisted the temptation of getting into additional campuses which has ensured that they are able to deliver a truly remarkable global education experience.

first AICTE Approved Indian B-School to offer an International MBA Degree from Cardiff Metropolitan University, UK. UBS partnered with Thomson Reuters to develop Asia's first Global cross asset trading room to allow students to get live global markets experience. UBS follows the SPJIMR philosophy of limiting its intake to 300 students.

### Great Lakes Institute of Management, Chennai

Founded by Bala Balachandran of Kellogg School of Management fame, was established to compete with ISB, Hyderabad, with a vision to become the leading management institution in India providing Quality Education at an affordable cost. Great Lakes follows a Gurukulam system where faculty and students live on Campus. Great Lakes has 357 students and has established another Campus in Gurgaon.

### Financial Decision

The Return on Investment argument is clearly in favor of studying in India, as the costs range from rupees 10-28 Lacs as compared to an International MBA, costing between rupees 25-80 Lacs. If you are lucky to secure your admission in any of the four, your ROI could jump significantly, especially for the one year MBA program. But rest assured you will get a life changing experience where time will fly and you would be ready to take your step into a corporate career or turn an entrepreneur.

### SP Jain Institute of Management, Mumbai

Established by the Bharati Vidya Bhavan, SPJIMR has grown in stature to command respect from corporations across India and abroad. SPJIMR became the only Asian Institute invited

### Universal Business School, Mumbai

Founded by Global CEOs Gurdip Anand, Babulal Varma and Tarun Anand, educated at JBIMS, SP Jain-Mumbai, Tuck B-School, Michigan B-School, IMD and IE B-School. UBS is endorsed by 60 CEOs and became the

INTERNATIONAL CRITERIA	ISB	GL	UBS	SPJIMR
International Accreditation	✓	✓	✓	✓
Indian Accreditation	✗	✓	✓	✓
International Degree	✗	✗	✓	✗
International Ranking of School / Program	✓	✗	✓	✓
International Board	✓	✓	✓	✗
International Curriculum	✓	✓	✓	✓
International Faculty	✓	✓	✓	✓
International Academic Council	✓	✓	✓	✗
International Students	✓	✓	✓	✓
International Placements	✓	✓	✓	✓
Founders With Global Exposure	✓	✓	✓	✓
International Alliances	✓	✓	✓	✓
International Executive MBA	✓	✓	✗	✓
International Exchange Program	✓	✓	✓	✓
MBA Program Duration	1 Yr	1&2 Yrs	1&2 Yrs	2 Yrs
Global Campus	Dual	Dual	Single	Single

## B-SCHOOLS WITH HIGHEST RETURN ON INVESTMENT IN INDIA

### The ROI Myth busted at Indian B-Schools

**R**eturn on Investment (ROI) is emerging as a critical component on deciding which B-school should one select. It is clear that the ROI of any B-school is realised over several decades of corporate life as the MBA is just the start of one's career. However, students are keen to know the immediate ROI in this world of instant gratification.

Here is an analysis of the leading B-schools in India and their ROI calculated after three years from the date of stepping into the B-school (Based on statistics published on websites).

#### THE ONE YEAR MBA

The one year MBA program has significant advantages from an ROI perspective

#### ROI COMPARISON - 1 YEAR MBA V/S 2 YEARS PGDM

Year	PGDM - 2 years MBA - 1 year	ROI - 100%
Year 1	Tuition Fee: Rs. 4.25 Lacs	Rs. 8.5 Lacs
Year 2	Tuition Fee: Rs. 4.25 Lacs	Nil
Year 3	Salary Income: Nil	Rs. 5.5 Lacs
	Salary Income: Rs. 4.25 Lacs	Rs. 7.12 Lacs
Total Investment	Rs. 8.5 Lacs	Rs. 8.5 Lacs
Total Return	Rs. 4.25 Lacs	Rs. 13.65 Lacs
Absolute Return	0%	160%
ROI	0%	100%

Note: Same Tuition Fee and Salary post MBA

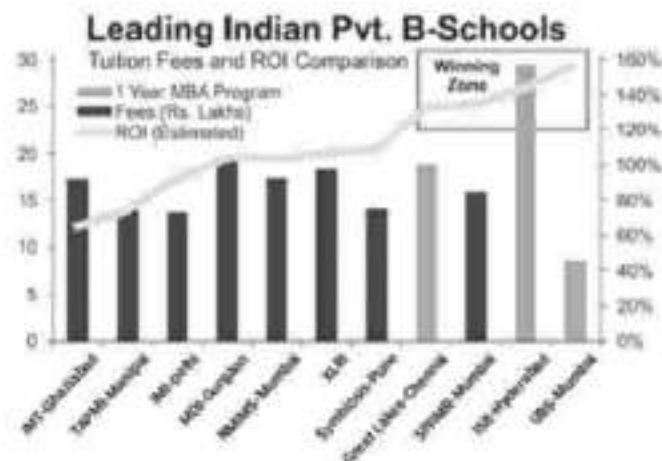
compared to two year PGDM and only a few private B-schools in India offer it viz. ISB, Great Lakes, XLRI, IMI, IMT, UBS and SPJIMR.

The one year MBA started in Europe with leading B-schools like INSEAD, London Business School, Saïd (Oxford University) and Judge (Cambridge University) adopting it

as they recognized that the one year MBA was sufficient for learning management science and currently every B-school in Europe, UK, Singapore and Hong Kong has adopted the one year MBA model. The surprising aspect has been the USA, which traditionally provided a two year MBA. Over a third of the American B-schools have moved to the one year MBA model. Top B-schools like Columbia, Michigan, Cornell are adapting to the one year model by introducing in their second year internships, live projects and global immersion to compete with their European counterparts.

Companies do not distinguish between the one year and the two years MBA programs. They are looking for candidates who are adaptable, analytical, ability to work in teams with entrepreneurial mind-set along with core knowledge in their specialisation and the right can-do attitude. If students can achieve this earlier, then they are capable to lead and thrive in the corporate world.

The biggest advantage for the one year MBA is the one year saved in a student's life, his additional year of earning, ability to get promoted and most importantly the one year of additional experience. It is common knowledge that the



real learning is in the corporate world.

#### QUALITATIVE ASPECTS OF ROI

The investment in an MBA has significant ROI upside on these emerging global parameters.

#### TOP 5 INDIAN B-SCHOOLS ON ROI

Rank	B-Schools
1	FMS-Delhi
2	JBIMS-Mumbai
3	SIMSREE-Mumbai
4	IIT-Mumbai
5	Universal Business School-Mumbai

#### GLOBAL ACCREDITATION

B-schools that are adopting global international best practices in quality and global accreditation are being appreciated by MNCs who are keen to hire from such B-schools. Private B-schools like ISB (AACSB, EQUIS), SPJIMR (AMBA), XLRI (AACSB), IMT (AACSB), MDI (AMBA), Universal Business School (AMBA, AACSB, QAA), NMIMS (AMBA), TAPMI (AACSB), IMI (AMBA) and Great Lakes (AMBA) are providing globally accredited pro-

grams.

#### GLOBAL DEGREE

B-schools that have global academic partnerships for delivery of the curriculum and pedagogy and are awarding globally recognized degrees will attract the best quality of students. SPJIMR and Universal Business School are leading the way with the GMP programs.

#### GLOBAL EXPOSURE

Programs which give students opportunities to mandatorily study in an international campus as part of the program and gain multi-cultural experience will create future Managers who can lead global organisations. SPJIMR, Universal Business School and IMT provide such opportunities.

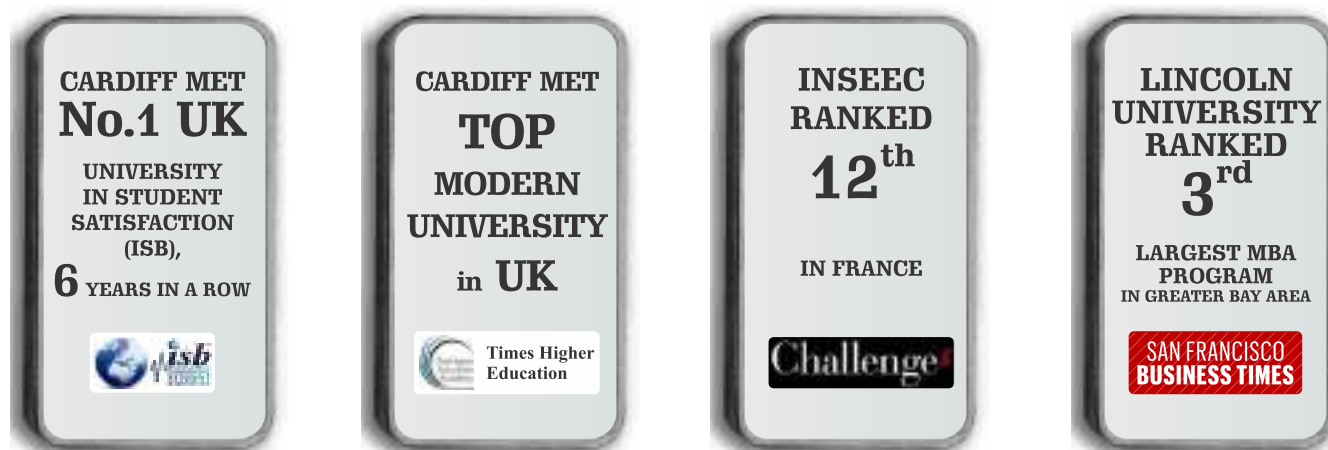
**Disclaimer** - The above data /facts/figures are based on study by independent research agency.



# KEY ACHIEVEMENTS & RANKING



# GLOBAL RANKING



## INDUSTRY SPEAKS



**Dr. Indu Shahani**

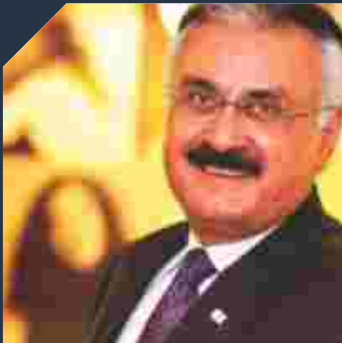
Dean, ISDI & ISME; Dean, HR College and Former Sheriff of Mumbai

“UBS promises to fill the gap between aspiring business professionals and the real world, promoting the ideology of ethical business and environment sustenance. I commend UBS for creating responsible business professionals.”

**Mr. Arun Nanda**

Founder & Chairman, Mahindra Holidays & Resorts

“UBS has been developed on the lines of some of the best institutions across the globe and will provide us some of the future managers who will lead this country to its next level of economic growth.”



**Mr. Deepak Kapoor**

Chairman India, PWC

“It is amazing to see what you have achieved in such a short time. I really look forward to the creation of an excellent B-School in Mumbai. I wish you the very best of luck.”

**Mr. P. R. Ramesh**

Chairman, Deloitte India

“UBS is high quality institution with quality faculty. I have interacted with your Founders and I am truly impressed and I am sure this institution will live up to its name of being Universal and will soon have a footprint, which is visible across the world.”



**Mr. Ridham Desai**

MD, Morgan Stanley

“Very impressed by campus and facilities, very good education concept, grand project, impressed by wisdom, kudos to the Founders, students are lucky to be part of it”



# CORPORATE CONNECT & AWARDS



Asia Education Summit and Awards 2016, UBS awarded 'The Most Innovative B-School in Mumbai' by Hon. Minister of HRD, Govt. of India



Ratan Tata, Chairman Emeritus, Tata Group greets UBS Vice Chairman Tarun Anand



Honorable President of India Pranab Mukherjee & UBS Chairman Gurdip Anand at the NDTV Leadership Awards 2012



ASSOCHAM National Education Excellence Awards 2013 UBS Awarded 'The Most Upcoming Business School in India' by Dr. Pallam Raju, Hon. Minister of HRD, Govt. of India



Honorable Prime Minister of India Narendra Modi meets UBS Board Member Tejpreet Chopra CEO, Bharat Light & Power in 2017



Honorable Sheriff of Mumbai, Dr. Indu Shahani, Mr. Arun Nanda, Chairman, Mahindra & Mahindra Holidays at the Launch of UBS Coffee Table Book 2011

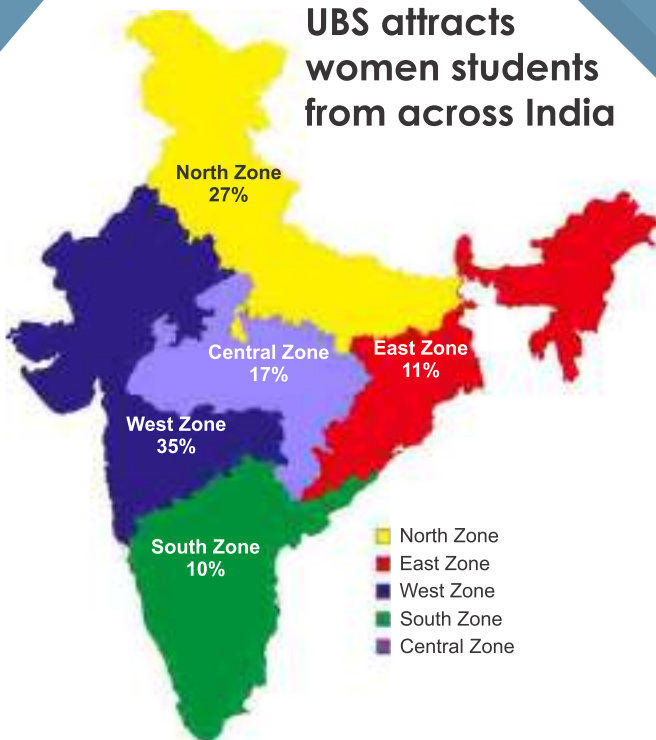


# WOMEN POWER PLAY

We believe that women have a huge role in the community and can make a significant difference. Women will raise the next generation and educate them; that is why, at UBS, we care about women empowerment. We empower them to be leaders, to be strong, to reach the top echelons of management and positively impact our world.



## UBS attracts women students from across India





# GLOBAL ALUMNI NETWORK

We, at UBS, believe in the strong power of our alumnus who are making us proud around the globe. They act as guiding force to our students for the available industry updates, career possibilities, motivation, career support through guest lectures, professional innovative schemes such as Professional Mentoring Programme, work shadowing and professional networking opportunities. This enhances the students' experience and gives them that competitive edge in today's tough jobs market and corporate interactions.



**SAITEJA NUTALAPATI**  
Director of Sales,  
Malta, Europe



**HOSHEDAR BATLIWALLA**  
Instructor,  
Canada



**SHREYA PRABHU**  
Marketing Assistant,  
Ireland



**SHARATH REDDY**  
Overseas Marketing,  
China



**ANUJ SHANDILYA**  
Investment Consultant,  
UAE



**VAISHALI KUMAR**  
HR Consultant



**ANAIS REMON**  
Associate,  
France



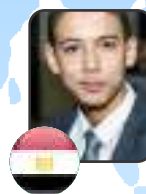
**OMOYAJOWO SUNDAY**  
Clergy,  
Nigeria



**DANISH HASWARE**  
Operation Executive,  
Saudi Arabia



**STEPHANIE POSADA**  
Technology Consultant,  
Venezuela



**ABDELRAHMAN KADRY**  
Founder,  
Egypt



**TEJPARTAB ANAND**  
Financial Solutions Provider,  
California, USA



**UNIKRISHNAN**  
Director,  
Bahrain



**ELLA FUCHS**  
Consultant,  
Germany



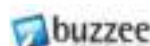
**NGABU DAVID KIIZA**  
HR Manager,  
Congo



**DARIA DENISENKO**  
Russia



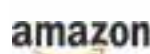
**VIVEKRAJ SHAH**  
Founder & CEO



**DR. SWATI GOGAWAT**  
Manager,  
UK



**MOHAMMAD AFAQUE**  
Customer Service  
Manager



**SANCHITA HAZRA**  
Financial Consultant,  
Bahrain



**AMIT SEKHAR**  
Sr. National Key  
Account Executive



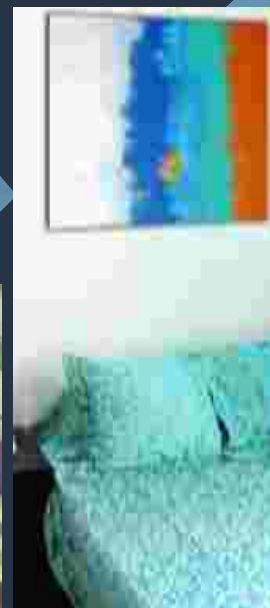
# A VIBRANT GREEN CAMPUS

## “YOUR NEW HOME”

Situated in the lap of nature, UBS campus was designed by world renowned American architects keeping in mind the motive to make it perfect place for pursuing extremely rigorous and intellectually challenging programs. Sprawling over an area of 40 acres, UBS has a serene and tranquil atmosphere with mountains, waterfalls and lush greenery. Rated as “Five Star University” for best infrastructure by India Today, UBS is a B-School with SOUL focusing on green environment, aesthetics and most importantly sustainable use of resources.

### Salient Features

- Fully air-conditioned residential accommodation and academic block
- Fully wifi campus
- Amphi-theatre audio visual classrooms
- Modern resource centre full of world class literature and electronic databases
- Indoor Sports – Table Tennis, Pool, Snooker, Carom and Chess
- Global Cross Asset Trading Room
- 24 by 7 Security coverage with CCTV
- Rain water harvesting
- Waste recycling
- Thermos effect to external façade
- 7000 trees planted
- Organic farming
- Separate Jain kitchen
- Housekeeping and professional laundry services
- Fully equipped Gymnasium
- Party Lounge with Piano and Movie Room
- Flood lit Football and Cricket ground
- Flood lit Basketball and Volleyball
- Badminton and Tennis Court
- World Class food service by SODEXO
- Mountain Biking, Trekking and Mountaineering
- Transportation to Karjat Station
- Emergency services
- Postal & Courier services
- Convenience Store
- 24 Hours ATM facility
- Documentation center for printing and photocopying
- 24 x 7 Café on campus (Grab and Go)
- Professionally managed Medical Clinic on campus









# A DYNAMIC SPORTS COMMUNITY



Awarded with “Best Sports Integrated Program” by The Times of India, UBS focuses on holistic development of its students. UBS is the 1st B-School in India to introduce the MILES multi-sports program on campus working with leading Sports Management Company “Edusports”. The campus has dedicated facilities for the following sports

- AC Gymnasium
- Yoga Room
- Basketball
- Tennis
- Volley Ball
- Cricket
- Football
- Badminton
- Pool / Snooker tables
- Table Tennis
- Movie Theatre
- Piano Lessons
- Mountain Biking
- Jogging Track
- Trekking
- Touch Rugby



Pool & Snooker



Fully Equipped  
Gymnasium  
& Health Club



Table  
Tennis



Carrom



Chess





Basketball



Football



Volley Ball



Badminton



Yoga



Cricket



Burma Bridge



Dynamic  
Challenge  
Course

## A LIVELY LEADERSHIP CULTURE

In the words of Nelson Mandela, "The youth of today are leaders of tomorrow" and at UBS, we make CEOs! There are various extra-curricular/student engagement activities to bring out the best in the students.

### 50 HOURS CASE STUDY



Cultivate team player & stress management skills with non-stop dynamic 50 hour case study exercise to experience the real corporate world pressures.

### EXPERIENTIAL LEARNING CORPORATION (ELC)



A Student led UBS Enterprise

Real targets, real board meetings, real valuation & mentoring by a Global CEO. ELC is the answer to your yearning to become a real VP and get promoted to a CEO, CMO, CFO of a Pvt. Ltd. company.

### UNIVERSAL INNOVATION COUNCIL



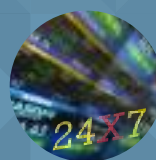
Learn to innovate, apply your skills on real life challenges, create sustainable learning & business models.

### UBS CLUBS



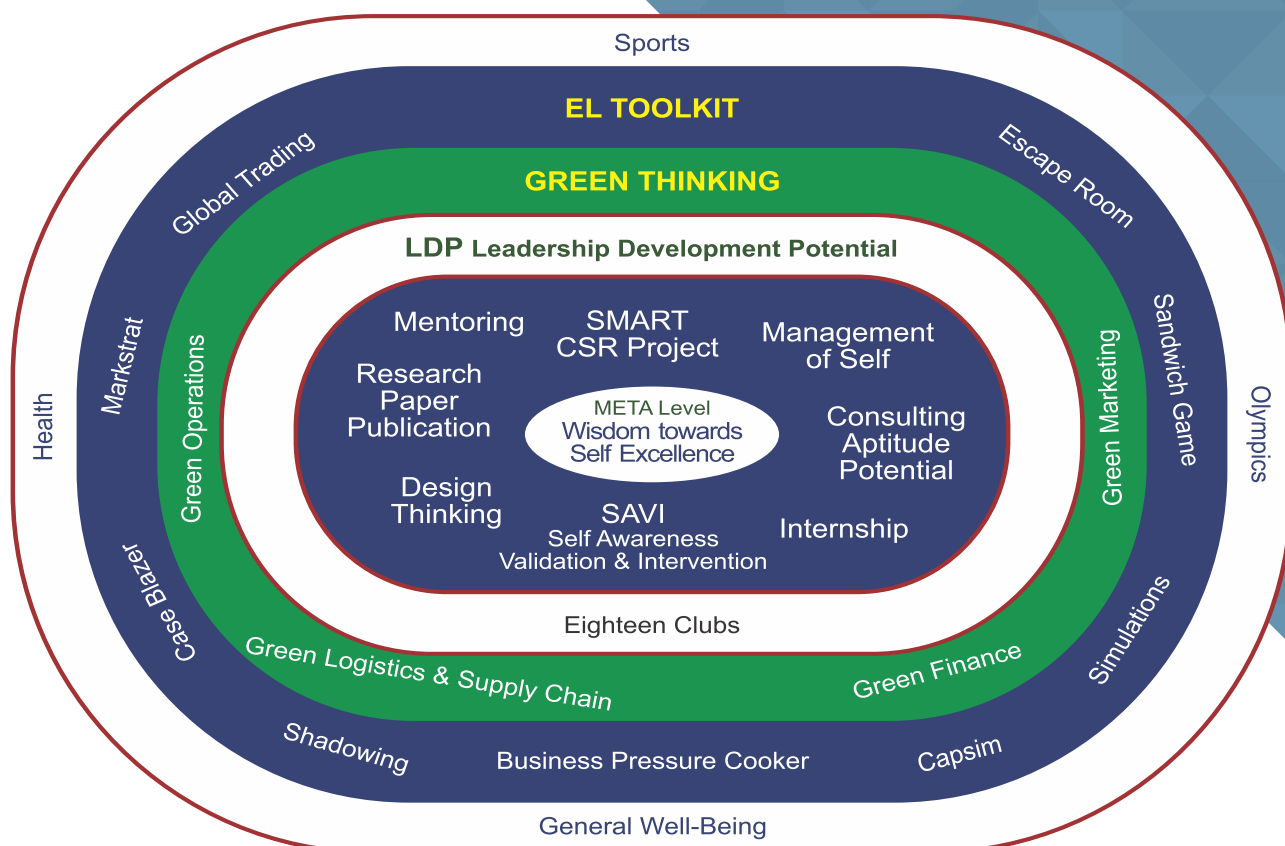
Unleash your passion in these clubs: ENVIRONMENT, MARKETING, ETHICS & CSR, FINANCE, SPORTS, HR INSPIRATIONS, ROTARACT, MUSIC & FINEARTS

### GLOBAL TRADING ROOM



Trade global markets in stocks, bonds & currencies in real time as a professional trader in Asia's first Thomson Reuters Trading Room

## EXPERIENTIAL LEARNING



**WHERE CEO'S ARE MADE**







# AN ENERGETIC & FUN LOVING ATMOSPHERE

At UBS, we work hard and party harder. The students on campus unleash the leadership and organisational traits in them through various events like Octave nights, Midnight Sunrise, Rain Dance, DJ Night Photo Shoot, Fashion Show, ENV! (UBS Intra College Festival) and many more.





# RUSH4RUSH – THE INTER COLLEGIATE BUSINESS ADVENTURE FESTIVAL





# STUDENT SERVICES

## Career Development

UBS focuses on making the students corporate ready while they continue with their academic goals. Our inhouse SAVI model starts with Self-Assessment of each student on competencies, goals, value propositions and individual SWOT. The internal faculty and industry professionals evaluate each student through a validation process to identify the gaps and prepare a student road map so that we can build on the strengths of the students through regular industry interventions.

## Mentoring & Counselling

Each student has a mentor on campus who they meet every week on Tuesdays. The Mentor acts as the “Local guardian” and coaches the students on Academic performance, personal issues, behavioural issues, personal grooming, current affairs, mock interviews and career building.

## Placement Services

Our massive placement team has its presence PAN India offering multiple placement and internship opportunities to our students with 210+ companies on campus. The team facilitates the interview & selection process and works closely with students for building their network.

## Finance & Welfare Advisory

Our Finance & Welfare Advisory team aims at supporting the students to avail education loans from banks, advise them on eligibility criteria, documentation and merit based scholarships.

## Health & Medical Facilities

Minor injuries and ailments are taken care of by our in-house Nurse who is available on campus every day with a Doctor on call. In case of serious medical emergencies, Raigad Hospital is 25 minutes away from the campus and the Wardens personally aides the students.

## Disability Services

Keeping the motto of being an inclusive b-school, the campus has been designed to be disabled friendly and facilities are provided to the differently abled students.

## Multi Faith Community

Being a truly Universal b-school, UBS is one big multi-faith family where all the cultural events and festivals across all religions are celebrated with great enthusiasm and love.

## Transport Facilities

Daily transportation services are provided to & from UBS campus to Karjat station and market. Campus car and driver services are also available for the students on 12 hour hire basis. For local commutation, another option is auto rickshaws which are available from right outside the campus.





# ADMISSION CRITERIA & APPLICATION PROCESS

Interested candidates can fill the Online Application Form at <http://www.universalbusinessschool.com/applynow/>

## Application Fees

Application Form will be processed on receiving Rs.1500/- (USD 30)

NOTE : For any queries email [admissions@ubs.org.in](mailto:admissions@ubs.org.in)

## WHAT NEXT ?

### STEP 1

1st Round Personal Interview

### STEP 2

2nd Round Personal Interview

### STEP 3

Offer Letter (Unconditional or Conditional)

### STEP 4

Confirm your Admission if conditions met

## WHAT DO YOU NEED TO GET IN ?

ADMISSION CRITERIA	Weightage	
	AICTE PGDM	AICTE PGDM + GMP
Academics (10 <sup>th</sup> , 12 <sup>th</sup> & Graduation)	20%	25%
Entrance Exam CAT, GMAT, C-MAT, CET	20%	20%
Extra-Curricular Activities	20%	15%
Communication Skills	20%	20%
Work Experience / Leadership	20%	20%
Statement of Purpose & Letters of Reference – 2	✗	✓
Total	100%	100%

## BOARDING & LODGING

Single Sharing (AC)  
Rs. 2,34,000 / year

Dual Sharing  
AC: Rs. 1,78,000 / year  
Non AC: Rs. 1,38,000 / year

Professional  
Laundry Service  
Rs. 5,000 / year

Security Deposit  
Rs. 25,000/-  
(Refundable)  
+ Rs. 5,000/- CSR

## Accommodation & Meals

We offer single / double A/C Rooms with ensuite washroom, common Living & Dining Room with kitchenette. Fee includes student accommodation, house keeping, soft furnishing, WiFi, laundry, gym and extensive sports facilities. We offer 4 Meals / Day with Veg., Jain & Non-Veg. options cooked in separate kitchens by SODEXO (Worlds largest French MNC in quality food services in 80 countries).



# SCHOLARSHIPS

At UBS, we believe in supporting our students in every possible manner. Therefore, there are a few scholarships which we offer to encourage our students academically

## Capital First Scholarship (INR 2,00,000/-)

Applicable to students who come from families with annual income below INR 6 lacs. It is an application and Interview based process. Final decision on scholarship award is at the sole discretion of Capital First. Mere eligibility does not guarantee a scholarship. Please get in touch with your admission counsellor for further details.

## Special Scholarship

1. Children of Armed Forces Applicants - **INR 25,000**
2. Students with domicile in North East, Kerala and Jammu & Kashmir - **INR 25,000**
3. Graduates from Indian Institute of Technology (IIT) - **80% of Tuition Fee**
4. Siblings Scholarship - **INR 50,000**
5. Parent as Teacher Scholarship - **INR 50,000**

## Merit Scholarship (up to INR 2,00,000/-)

Criteria - Academic performance in 10<sup>th</sup>, 12<sup>th</sup> and Graduation:

1. Above 85% in Graduation – **up to INR 1,00,000/-**
2. Above 90% in Graduation – **up to INR 2,00,000/-**

## Entrance Exam Scholarship

1. Scores above 80%ile in CAT, XAT or 650+ in GMAT are eligible - **up to INR 100,000/-**
2. Scores above 90%ile in CAT, XAT or 700+ in GMAT are eligible - **up to INR 200,000/-**

## Conditions for Scholarship:

1. Only one Special scholarship is applicable per student. Merit Scholarship cannot be clubbed with special scholarship.
2. The final list of merit scholarships will be declared by Feb 15, 2020 (March batch) and June 15, 2020 for (July batch).
3. All Scholarships are at the sole discretion of UBS. Decisions of the scholarship committee are final and binding.
4. All Scholarships will be granted on the basis of Academic performance above 60% in Graduation.
5. If the student does not receive a scholarship award letter from the Admissions Team, then the student is not eligible.
6. Students are eligible for scholarship if their scholarship application is received prior to
  - Dec 31, 2019 for March 2020 batch
  - April 15, 2020 for July 2020 batch

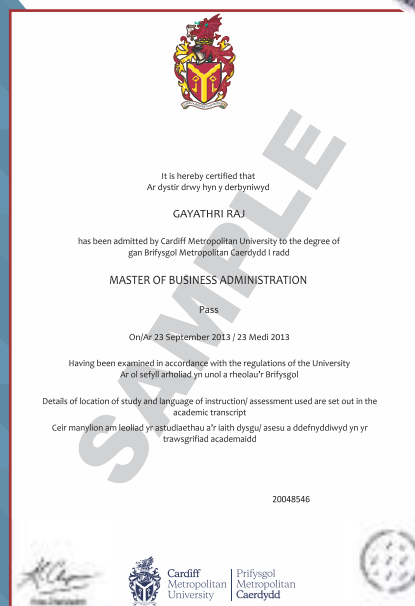
## Education Loans

The following banks offer education loans on their own discretion:

- |                          |                                   |
|--------------------------|-----------------------------------|
| 1. Central Bank of India | 8. United Bank of India           |
| 2. Punjab National Bank  | 9. Syndicate Bank                 |
| 3. Bank of India         | 10. Axis Bank                     |
| 4. Karnataka Bank Ltd    | 11. UCO Bank                      |
| 5. Allahabad Bank        | 12. IDBI Bank                     |
| 6. State Bank of India   | 13. CREDILA – An HDFC LTD Company |
| 7. Bank of Baroda        | 14. AVANSE Education Loans        |



# AWARD OF HONOR



# MUMBAI – THE CITY OF DREAMS

Welcome to India's commercial capital – A city of opportunities, exciting careers and proud heritage. A city that never sleeps, A city of seven islands, City of Firsts.....

In terms of job opportunities, there is no city in South East Asia which can compete with Mumbai. There are literally millions of executive jobs all the way from a total yearly remuneration of 5 Lacs to 500 Lacs (over a million US Dollars). Mumbai is "The City of Opportunity" for bright professional executives and managers. The number of people who have made it up the corporate ladder in Mumbai easily goes into the millions.





# IF

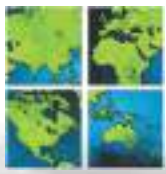
If you can keep your head when all about you  
Are losing theirs and blaming it on you,  
If you can trust yourself when all men doubt you,  
But make allowance for their doubting too;  
If you can wait and not be tired by waiting,  
Or being lied about, don't deal in lies,  
Or being hated, don't give way to hating,  
And yet don't look too good, nor talk too wise:

If you can dream—and not make dreams your master;  
If you can think—and not make thoughts your aim;  
If you can meet with Triumph and Disaster  
And treat those two impostors just the same;  
If you can bear to hear the truth you've spoken  
Twisted by knaves to make a trap for fools,  
Or watch the things you gave your life to, broken,  
And stoop and build 'em up with worn-out tools:

If you can make one heap of all your winnings  
And risk it on one turn of pitch-and-toss,  
And lose, and start again at your beginnings  
And never breathe a word about your loss;  
If you can force your heart and nerve and sinew  
To serve your turn long after they are gone,  
And so hold on when there is nothing in you  
Except the Will which says to them: 'Hold on!'

If you can talk with crowds and keep your virtue,  
Or walk with Kings—nor lose the common touch,  
If neither foes nor loving friends can hurt you,  
If all men count with you, but none too much;  
If you can fill the unforgiving minute  
With sixty seconds' worth of distance run,  
Yours is the Earth and everything that's in it,  
And—which is more—you'll be a Man, my son!

*Rudyard Kipling*



**Universal  
Business  
School®**

*"Transforming Lives"*



**Campus:** Kushivili, PO Gaurkamath, Vadap, Karjat, District - Raigad - 410201 ☎ 08669993345

**Mumbai:** 105, Runwal & Omkar Esquare, Eastern Express Highway, Sion (E), Mumbai - 400022 ☎ 022 - 6258 2100 | 09545422022

**Delhi:** Office No. 1507, 15<sup>th</sup> Floor, Chiranjiv Tower, 43, Nehru Place, New Delhi - 110019 ☎ 07838825939

**Kolkata:** Ricoh Business Zone, Plot No. A1/1 & 2, Block-GP, Salt Lake Sector V, Kolkata - 700091 ☎ 08420639003

**Pune:** No. - U7, Runwal Platinum, Ramnagar Colony, NDA Pashan Rd., Bavdhan, Pune - 411021 ☎ 09960692713 | 08698169272

**Indore:** 9/7, BK Sindhi Colony, Behind Old Aarti Sweets, Indore - 452001 ☎ 09691333330

**Bangalore:** Manipal Center, South Block, S-621, 6<sup>th</sup> floor, Dickenson Rd., 90<sup>th</sup> Municipal Div., Bangalore - 560042 ☎ 09538760705

**Hyderabad:** Plot No 4/2, Sector 1, RAM SVR, HUDA Techno Enclave,HITEC City, Madhapur, Hyderabad - 500081 ☎ 09848313001

**[www.universalbusinessschool.com](http://www.universalbusinessschool.com)**



**[info@ubs.org.in](mailto:info@ubs.org.in) | ☎ 1800229495**