

UNIVERSAL BUSINESS SCHOOL

Endorsed by
60 CEOs
PGDM | MBA

UBS
Global Academic
Partners



Cardiff
Metropolitan
University



University of
Economics
Varna



UNIVERSIDAD
B SALAMANCA



Accreditation
held by UBS
Partner
Institutes



UNIVERSAL BUSINESS SCHOOL

Where CEOs are made



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Late Gurdip S. Anand

Founding Chairman

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



Universal 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)

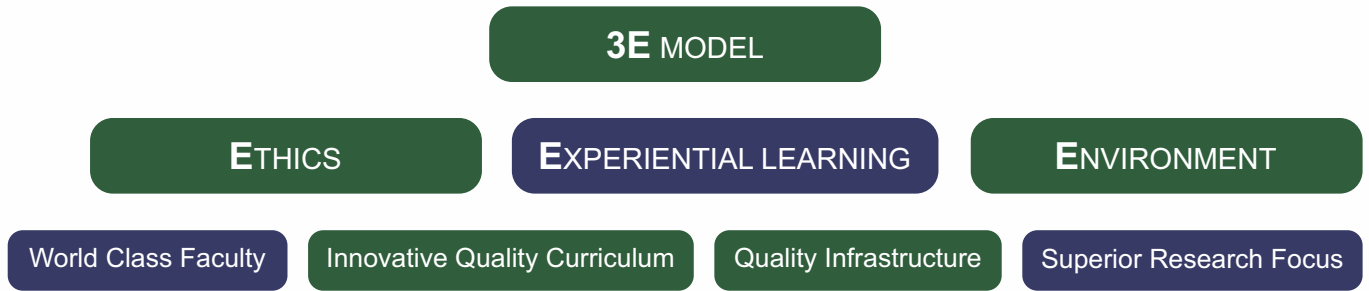
Universal Business School is built **'By Industry for Industry'** and Endorsed by 60 CEOs giving us the most coveted corporate distinction. Our distinguished faculty is equipped with 500 years of corporate experience and academic excellence. They deliver value through the practical application of their 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

Founded by CEOs of billion dollar global businesses, UBS is committed to deliver a life-changing educational experience to Indian and International students. It is endorsed by 60 Global CEOs and follows an experiential learning pedagogy where practical and academic knowledge are given equal weightage. This makes our students corporate ready from the early stage of their career. Universal Business School follows the 3E Model in imparting education.



“Transforming Lives”

UBS VISION

To create impactful knowledge and develop innovative, ethical, responsible and global leaders, who will transform organizations and society at large.



ESG

All major corporations are expected to account for their environmental and social footprint. This is carried out through a diverse set of standards, frameworks, and metrics related to what is referred to as an ESG (environment, social, governance) report. Such reporting enables the corporations to better manage their contributions to the attainment of the United Nations SDGs (Sustainable Development Goals). UBS has emerged as a disruptor in the SDG landscape, by being the first business school in India to launch its own ESG report, disclosing its environmental and social footprint and re-affirming its position as India's 1st Green Business School.

A UNIQUE WAY OF LEARNING FOR GLOBAL SUCCESS

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

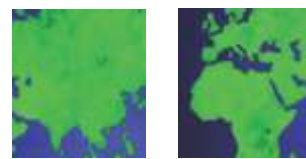
Endorsed by 60 CEOs, Universal Business School is “by the industry for the industry”. Our programs have been created with input from leaders of billion dollar global businesses. This means everything you study will have a practical, relevant application in the world of work. You will learn from professors 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.

Business School

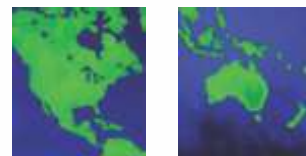


Sakshi Natani
CFO, Excolearn Pvt. Ltd.
PGDM (Class of 2015)

“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”



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 AICTE approved PGDM which is accredited by NBA and achieved AIU equivalence and international MBA courses in collaboration with Cardiff Metropolitan University (Wales, UK), University of Economics (Varna, Bulgaria), Swiss School of Management (Italy), Lincoln University (California, USA), INSEEC School of Business and Economics (Paris, France), University of Salamanca (Spain) and Northeastern Illinois University (Chicago, 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, Spanish
Italian or American Degree**
- 3** **Directly Learn from CEOs**
& have **10 Global CEOs**
as Mentors
- 4** **'FIVE STAR University'**
for Best Infrastructure
(*India Today*)
- 5** **2nd Most Attractive
B-school in India**
for International Students
(*GMAC Study in India*)
- 6** Trade Global Markets at
Asia's 1st Global Trading Room
- 7** India's 1st B-school with an
**AI Quantum Computing Lab,
AR/VR & MR Lab & IoT Lab.**
- 8** **Highest Global Quality
standards** Partner Institutions
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** **NBA Accredited and
AIU Equivalence,
Accepted by AACSB
for Accreditation**
- 11** **Become a CEO of a
Pvt. Ltd. Company**
during your MBA
- 12** **1st Private B-school** to
achieve a **Rs.1 crore p.a.**
Placement package
- 13** UBS student
Entrepreneurs raised
USD 100k VC Funding
- 14** **Global Exposure
Assured** across
all programs
- 15** **World Class Faculty**
(**500+ years Industry
experience**) from Stanford,
Oxford, IIMs & SPJIMR
- 16** **80% Experiential
Learning Model**

BOARD OF GOVERNORS – THE 60 CEOS



Dr. Indu Shahani
CHIEF MENTOR
FOUNDING PRESIDENT,
ATLAS SKILLTECH UNIVERSITY;
FMR. SHERIFF OF MUMBAI



Padma Shri
(Late) **Dr. Pritam Singh**
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FMR. DIRECTOR,
IIM - LUCKNOW



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RESORTS INDIA LTD.



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AFFAIRS AND PROFESSIONAL
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MOTILAL OSWAL
FINANCIAL SERVICES LTD.



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ECONOMIC ADVISOR
FOUR INDIAN PRIME MINISTERS
& WORLD BANK



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CO-FOUNDER & EXECUTIVE
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PACIFIC, **DIGITAL REALTY,**
SINGAPORE



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FMR. CEO,
FXMARKETSPACE LTD, UK



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BOARD @ **ABACUS &**
HEALTHQUAD; EARLY STAGE
INVESTOR, **DUBAI, UAE**



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J.P. MORGAN, INDIA



Nilesh Shah
MD & CEO,
ENVISION CAPITAL



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DIRECTOR & CO-DEPUTY
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INTERNATIONAL, LONDON, UK



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CHIEF OF AIR STAFF,
INDIAN AIRFORCE



Wolfgang Lehmacher
SUPPLY CHAIN & TECHNOLOGY
STRATEGISTX, **INNOVATION
NETWORK, SWITZERLAND**



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FOUNDER AND PRINCIPAL,
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GLOBAL SERVICES
ECOSYSTEM LEADER,
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XCYTON DIAGNOSTICS LTD.



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FMR. SECRETARY, **GOI**
FMR. CO-PRESIDENT,
EURO-INDIA CENTRE, FRANCE



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



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PAST WHOLE TIME MEMBER,
SEBI



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PRESIDENT,
INNOPRENEUR LLC, USA;
FMR. HEAD - INNOVATION,
P&G, USA



Devita Saraf
CEO,
VU TECHNOLOGIES LTD



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FMR. VICE CHAIRMAN & MD,
NOVARTIS (INDIA) LTD.



R. K. Sukhdevsinghji
FMR. MD,
BHARAT PETROLEUM LTD.



Raja Kochar
VICE PRESIDENT
TRANSFORMATION,
ENOVIS



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**COMMENCE MINT VENTURES,
USA**



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AUDIT COMMITTEE MEMBER,
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METROPOLITAN REGION



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SERVICES; INDEPENDENT
DIRECTOR, **SAPPHIRE**
FOODS; UDS, **GANESH**
GRAINS, RUPA & CO.



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STARTUPS, INVESTOR,
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ESEMCEE ADVISORS;
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WOCKHARDT HOSPITALS LTD.



Ameera Shah
PROMOTER & MD,
METROPOLIS HEALTHCARE LTD.



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



David Mountain
C-SUITE TECHNOLOGY;
EXECUTIVE & INDEPENDENT
DIRECTOR, **CROWN AGENTS**
BANK, LONDON, UK



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FMR. MD & CEO,
CREDIT ANALYSIS &
RESEARCH LTD (CARE)



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FOUNDER,
LEADING ORGANIZATIONS
INTERNATIONAL, HONG KONG



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MD,
OMKAR REALTORS
& DEVELOPERS



Sasha Mirchandani
FOUNDER & MD,
KAE CAPITAL

UBS SENATE



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MD,
Morgan Stanley



Sai Venkateshwaran
Partner & Head - CFO Advisory,
KPMG



Ramesh Swaminathan
Executive Director - CFO
& Head - Corporate Affairs,
Lupin Ltd



Sudeep Kolte
VP - Sales and Marketing,
Saint Gobain



Jaideep Pandit
Investment Management,
Real Estate, Mumbai



Dileep Joshi
Global CHRO,
Essel Propack



Amisha Vora
Owner and Joint
Managing Director,
Prabhudas Lilladher



Akhilesh Thakur
Deputy National Leader -
Risk Advisory Services,
Baker Tilly DHC



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
Global CHRO,
Strides



Surendra Goyal
CFO, Aditya Birla Group



Balasubramanian Jayam
Founder at The Half Brick,
Bengaluru



Minakshi Samant
Executive Director HR,
Ingram Micro



Coumara Radja
Co-Founder and
Managing Partner
Maxval Professionals LLP



Ashish Musaddi
Global Head - Cultural Transformation, Talent Management & Learning, Cipla, Mumbai



Chandrasekhar Mukherjee
Advisory Board - Deep Learning Institute of India, Mumbai



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MD & CEO, House of Anita Dongre Ltd.



Anil Joshi
Consultant - HR & Employee Relations, BASF India Limited



Rishikesh Deshpande
CEO & Whole Time Director, Avalon Global Research



Abhay Gupte
Partner, Deloitte



Murli Sundrani
Mentor & Life Coach, Blue Dots Consulting, Mumbai



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



Pramod Sant
Former Vice President - Head of Import Export & Customs, Siemens Ltd



Alok Ranjan
Chief Executive Officer, Flipcarbon Integrated Solutions



Thiru A Thirunavukkarasu
Group President Human Resources, Cadila Pharmaceuticals Limited



Anil Jayaraj
CEO, Sports, Viacom18 Media Pvt. Ltd.; CEO, Sports Group President Human Resources

UBS PROFESSIONAL MEMBERSHIPS



Learning in the Lap of Nature



UBS ranked
TOP 5
B-Schools in INDIA
'Transforming School'

**POSITIVE
IMPACT
RATING**
FOR BUSINESS SCHOOLS
2022 EDITION
RESULTS





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 (NSS) survey for 2020, 85% of our students said they were satisfied with the quality of their course. Six programs 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 sixth year running in the International Student barometer.



**CARDIFF METROPOLITAN UNIVERSITY
PARTNER OF UBS CAMPUS NAMED AS THE**

UK UNIVERSITY OF THE YEAR 2021

**Cardiff Metropolitan University has been awarded the title of
University of the Year 2021 by the Times Higher Education**

**THE AWARDS
2021**

- The Times and The Sunday Times Good University Guide has named Cardiff Metropolitan University as Welsh University of the Year 2021
- Cardiff Met has been ranked the TOP University in the UK for 'International student support' in the International Student Barometer for a 6th time *ISB
- Cardiff Met. University awarded the UNIVERSITY OF THE YEAR 2021 by the TIMES HIGHER EDUCATION across UNITED KINGDOM!
- Globally Recognised Brand with 150 years pedigree and 80,000 alumni around the world
- 1st AICTE approved International MBA degree in India
- Awarded "Investors in People" Silver accreditation
- Cardiff Met won the Times Higher Education's Most Improved Student Experience Award for the whole of the UK
- Worked with 5000+ companies bringing to market over 500 new products
- Working with 1000+ universities across 6 continents

SWISS SCHOOL OF MANAGEMENT, ITALY

The Swiss School of Management (SSM) is an accredited private institute of higher education based in Rome. SSM is located in Campo di Fiori on the University of Washington's campus in Rome's historic city center. We have a diverse student body coming from all over the world. Our programs are fully accredited by International Accrediting Bodies and moreover our Institute is Quality Certified: EduQua (the Swiss Federal Quality Assurance body) . The Swiss School of Management originated in Switzerland, however the School moved its campus years ago so students could take advantage of all the wonderful things Rome can offer in terms of its cultural opportunities and metropolitan atmosphere. Rome also provides a more affordable environment for our students from college to grad school. However, the brand name "Swiss School of Management" still remains.

SSM has learning centres in Rome, Barcelona, Cairo, Bahrain, Brescia and UAE. With a motto 'We Create Leaders' post pandemic, SSM has become more resilient and dynamic to what the world calls for and that is continuously catering to create more leaders who can see the opportunity in every situation, who can stand out in difficulties and excel in even the most devastating circumstances.

The Swiss School of Management has high academic standards and seeks to maintain these standards by recruiting high caliber students. In deciding which candidates should be selected, we look for evidence of academic knowledge in diverse fields such as English Literature, Mathematics and Social Sciences that are relevant to business studies, and candidate's interest in the subject of business, management and leadership.





- Hallmark of Swiss quality in the world
- Internationally accredited MBA with study in Rome & Barcelona
- 6 learning centres in Rome, Barcelona, Cairo, Bahrain, Brescia and UAE

INSEEC BUSINESS SCHOOL, FRANCE

The INSEEC School of Business & Economics is a French private business school Grande école and a member of the French Conférence des Grandes écoles (CGE). The conférence is the French equivalent to the Ivy League schools in the United States. INSEEC is accredited by AMBA since 2016.

The school has French, European and international campuses in Paris, Bordeaux, Lyon, Chambéry, London, Monaco, Geneva, Abidjan and Shanghai as well as San Francisco.

As one of the leading global private institutions of higher education and multidisciplinary research, Omnes Education. Innovates with a new educational model based on the values of openness and commitment, a culture of innovation that will be able to stimulate any future entrepreneur.

It brings together 60 permanent professors specialised in Management Sciences and nearly 300 speakers from the professional world. No surprise it ranks among the top business schools in Europe. Joining INSEEC means having access to a global network of over 24,000 graduates and nearly 1,20,000 alumni in key positions in 140 countries around the world...



- INSEEC ranked 12th in France by Challenges
- Internationally accredited MBA with 6 months study and work in Paris
- 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)
- 24,000 graduates and nearly 1,20,000 alumni in key positions in 140 countries



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 9.28 for institutional accreditation in the year 2018 (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 University find their first work opportunity within 3 months of graduation, either in their home country or in the U.S.
- Lincoln University is an institutional member of the Council for Higher Education Accreditation (**CHEA**), CHEA International Quality Group (**CIQG**), American Association of Collegiate Registrars and Admissions Officers (**AACRAO**), and the National Association of Independent Colleges and Universities (**NAICU**)

NORTHEASTERN ILLINOIS UNIVERSITY, CHICAGO, USA

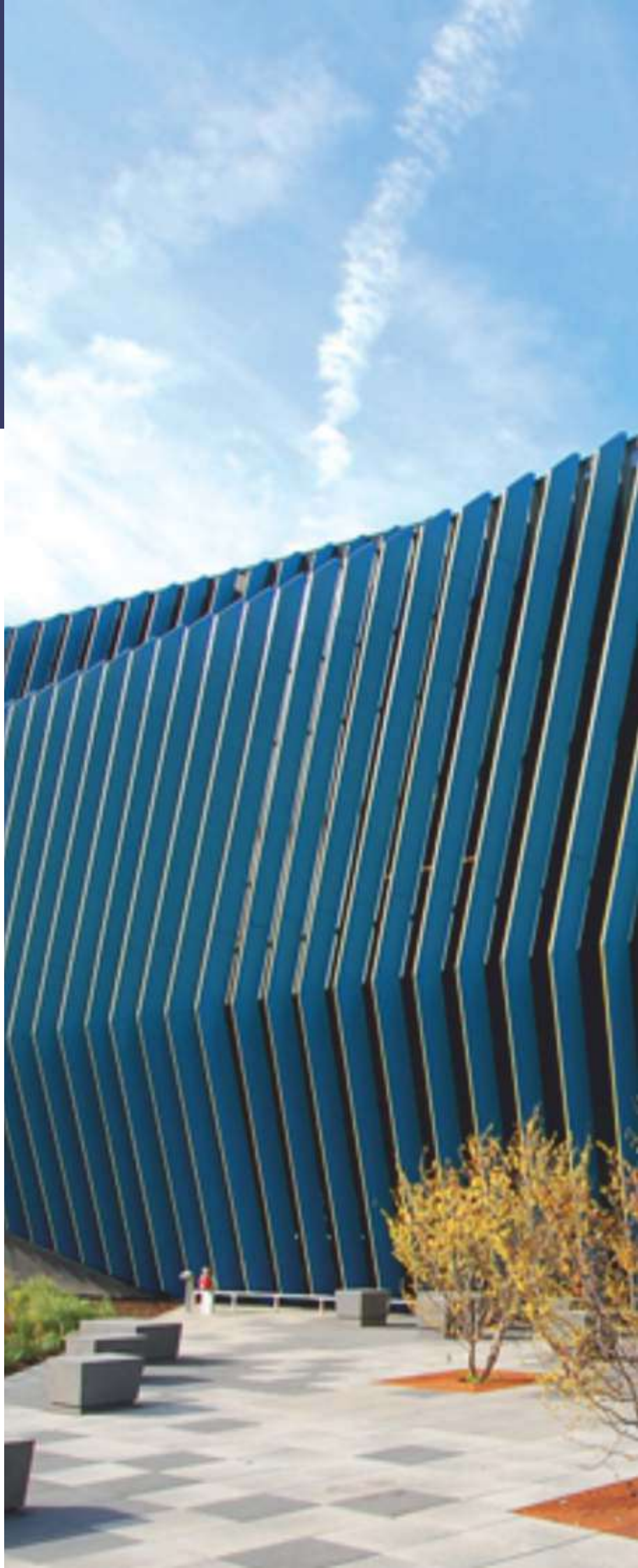
Founded in 1867, Northeastern Illinois University has a rich tradition of educational innovation and prides itself on preparing teachers and administrators who make a difference in Chicago. Diversity is an important factor in the character of Northeastern and in the social fabric of its student body.

With the Main Campus located on 67 acres in an attractive residential area on the Northwest Side of Chicago, the University offers more than 40 undergraduate degree and certificate programs and more than 50 graduate degree, certificate, licensure and endorsement programs. Today there are 7000+ students on campus with an impressive student teacher ratio of 13:1.

Northeastern Illinois University is committed to a set of shared values of Integrity, Excellence, Access to Opportunity, Diversity, Community and Empowerment through Learning.

About Chicago

Twenty-six miles of uninterrupted lakefront, accentuated by 15 miles of sandy beaches and a 18.5-mile stretch of Lakefront Trail — all set against the glistening glass, steel, and stone of one of the nation's most iconic skylines. Not to mention the breathtaking Chicago River and multi-award-winning Chicago Riverwalk, lined with coves, restaurants, public art, and more. Chicago has been ranked as the No. 1 Big City in USA for 4 years in a row by Conde Nast Traveler and voted as having the best Museums in the world by TripAdvisor.



- At Northeastern, more than 100 countries are represented by our student body
- In 2017, according to College Stats, Northeastern is the nation's third-safest campus. In addition, YourLocalSecurity ranked Northeastern as the safest campus in Illinois
- For the fourth year in a row, Northeastern is ranked No. 1 among all Midwest colleges and universities as the most diverse by The Wall Street Journal/Times Higher Education College Ranking
- U.S. News & World Report ranks Northeastern as the No. 1 public university in its diverse student population ranking among Midwest regional universities and No. 1 Illinois public university in its social mobility ranking
- Northeastern Illinois University has 150 years pedigree

UNIVERSITY OF SALAMANCA (USAL), SALAMANCA, SPAIN

Alfonso IX de León wanted to have higher education in his kingdom and for this reason he created the 'scholas Salamanticae' in 1218, the germ of the current University of Salamanca that has more than 800 years of uninterrupted history creating, promoting and disseminating knowledge. Thus, the University of Salamanca became, along with Paris, Oxford and Bologna, one of the first European universities and today it is the only Spanish one that has maintained its activity through the centuries. More than 70% of the universities created in the 16th and 17th centuries today consider the University of Salamanca their 'alma mater'. At this time, the prestige of Salamanca attracts to itself a confluence of students from all over the peninsula, and even Europeans and Americans.

ILLUSTRIOUS PEOPLE

The science and technology developed at the University of Salamanca have led to some of the most important advances in recent centuries. Personalities such as Torres Villarreal or Abraham Zacut developed the Almanach Perpetuum, an essential astronomy treatise for navigation that made it possible to unite continents. The advanced thinking of Francisco de Vitoria has made Salamanca considered the cradle of International Law. The Doctors' Cloister includes heads of state from various Latin American countries such as Fernando E. Cardoso, Oscar Arias, Ricardo Lagos, Luiz I. Lula da Silva or Tavaré Vázquez Rosas and Nobel laureates such as Mario Vargas Llosa, José Saramago, Paul Nurse or Severo Ochoa. The talent cultivated over eight centuries make the University of Salamanca a leading institution in the world.

Currently, the University continues attracts 30,000 students. To serve them, it has nine campuses which have 26 faculties and higher schools and all the research centers that cover aspects as varied as biosciences or lasers, including agri-food developments, neurosciences, history studies or basic research, among others.





- 800 years of academic prestige
- 4 Campuses (Salamanca, Ávila, Zamora and Béjar)
- A community of more than 30,000 students
- Students of more than 50 nationalities

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.



Dr. Karunakar Jha | Director - Academic Affairs; Head - Entrepreneurship & Incubation Centre and Chairman - FPM

BA (History), MBA (IMDR), Ph.D (Marketing); 40+ years of experience in some of the well-known conglomerates such as AMUL, Unilever, Lipton India, The Times of India group, Samson's group & Mobile18 in leadership positions; Entrepreneurial stint as Director & Co-Founder of Cricketnext.com; Awarded 'Most Admired Professor of Marketing', Served as Associate Dean (MDP & Corporate Relations) & Academic-in-Charge with School of Modern Media at UPES. Published several research papers.



Prof. Brigadier GPS Cheema, Indian Army | Director - BBA and BA (Hons) Program

MSc; 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 | Chief Operating Officer

BE (N.I.T.); MBA, (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 (TIAutomotive PLC – American MNC) and Batliboi & Co.

Faculty : Operations Management



Prof. Vijay Tandon | Director - PGDM & International Programs

Exec PGP (IIM - Calcutta); MBA; BSc; 18+ years' Experience: 7 years in Marketing, 5+ years in Sales & 6+ years in teaching. Served as Marketing Consultant – South Asia, Magnus Health. Marketing Manager, GE Healthcare & worked for Tyco Healthcare & Astra Zeneca. Faculty - University of Economics, Europe & Swiss School of Management, Italy

Faculty : Marketing Management



Prof. Elora Basumatary | Director - Cardiff MBA Program

PGDM (IIM Calcutta); 18+ Years of experience in Business Development, Operations Management, Sales and Distribution, Marketing and Media management. Worked across 3 continents.

Faculty : Strategic Global Marketing, Innovation and Entrepreneurship, Insurance



Prof. Nilanka Chatterjee | Director - PGDM (BDI) & CHRO

BBA, MBA; 33 years experience as Sr. GM - L&D, United Spirits (Diageo), AGM - HR, Ispat Ind., Reliance & Nestle. He has trained executives from P&G, Coca Cola, Britannia Tata Steel, Jindal Steel, SBI, Standard Chartered, Citibank, ICICI, Vedanta, LIC, HDFC, UB, Whirlpool, Samsung, ITC, Philips, Godrej & Boyce, Sanofi Aventis, IOCL, ONGC, Castrol, HP, IBM, Wipro, Infosys etc.

Faculty : Human Resources



Dr. Asha Bhatia | Director - Research

MBA Ph.D; 24 years' experience. Fmr. Dy. Director, National Association for Blind. Published research papers, authored books & received Research grants. Sole Asian rep. on the ENACTUS Global Faculty Research Board. Awarded "Distinguished Woman in the Field of Mgmt." & Unilever Award for "Leadership & Sustainability". Trained Mumbai Police, Indian Navy & faculty at K.J. Somaiya Institute.

Faculty : Research Methodology, Social Entrepreneurship

**Dr. Indrajit Goswami | Director - Quality Assurance & Accreditations**

Master of Social Work; PGDHRM; Diploma in Industrial Psychology; Ph.D. Published in SCOPUS, SAGE & EMERALD journals. Authored 3 books & contributed 7 book chapters. Conducted several FDPs & MDPs. Member of Editorial Advisory Board of International journals. 29 certifications from YALE, Michigan, North Western Univ., Copenhagen B-School, Elsevier Institute & LinkedIn. Served as Dy. Director (DBA), SP Jain School of Global Mgmt. & guided Ph.D and M.Phil scholars at ABMTC Swiss.

Faculty : Research Methodology, HRM, OB, Legal Aspects of Business, Ethics & Human Values

**Dr. Kavitha Venkatachari | HOD - Business Analytics**

B.Sc., MCA, MBA, M.Phil., Ph.D.; she was Professor & Dean (Examinations) at ICFAI Business School. She has several research publications. She has attended several national and international forums and has been a recipient of several awards and recognitions. She has been awarded for the best research paper twice by GNVS and IBS, Gurgaon.

Faculty : Business Analytics

**Prof. Inderpal Singh | Director - Skill Development**

BSc; MBA; MMM; Exec. Ed. at IIM-A & ISB. 25 years experience & held leadership roles in MNCs like Lotte, Wrigley India, Best Foods International & Heinz. Proficient Trainer in FMCG & Durables Cos. Founding Team of fastest growing B-Schools in Pune. As an entrepreneur successfully built up a recruitment & training company

Faculty : Marketing Management

**Dr. Priya Solomon | Head of Examinations & HOD Finance**

A graduate, UGC (NET), PG in Economics & Finance, Chartered Financial Analyst & Doctorate (Commerce). Authored, published book chapters & case studies. Her research works have been published in Scopus, ABDC & Thomson Reuters indexed journals. Her research presentations at the national & international forums earning accolades and honors from across different cross sections of academic fraternity.

Faculty: Financial Management

**Prof. Raj Barai | Director - Exec. Education & MDPs**

Held leadership positions in Fin. Services, Car Rental, Aviation, Corporate Strategy, Learning & Development. 37 years professional experience across Sales & Marketing, Channel Distribution, Business Development, Corporate Strategy, New product Development, Mentoring, Coaching & Consulting. Conducted over 1400 mandays of training across Banks & NBFCs.

Faculty : Marketing Management

**Prof. Sundar Nataraj | Director - Executive MBA**

BSc; MBA – Sydenham Institute | 30 years work experience with brand leaders like Glodyne, Aptech, VVF, Shaw Wallace, Balsara Hygiene, and Ciba-Geigy & Nestle, International best foods (HUL). Served as Group Head Marketing at Krisoral Group in Nigeria, Kenya & South Africa and Head -Business at Care-Horizzon. Served as visiting Faculty for 19 years.

Faculty : Marketing Management

**Prof. M. Guruprasad | Dy. Director - Research & HOD - GM**

BSc; MSc; 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 and Marketing

**Dr. Pranjali Madhur | Controller of Exam and HOD - HR**

LLB, MBA, PGDM, Ph.D (EI); 14 yrs of exp. in Academics, Research & Industry. Authored a book & published 25+ research papers. She is Editorial Board Member & Advisory Board Member for several Mgmt. Journals. Certified & Licensed NLP Practitioner & has expertise & consultancy in OD, Recruitment Analyst, Life Coach & Strategic Analyst. Faculty at GITAM HBS & MIT School of Mgmt.

Faculty : Human Resources Management, Law, Strategic Management and Mandarin



Prof. Maneesh Ketkar | HOD - Finance (Practice)

MA (Economics) & PGDM - Finance; 26 yrs work exp. in Banking, Treasury, Risk Mgmt. & Fund Raising. Serves as CBO, United Stock Exchange of India; Head-Debt & Credit markets, the French Bank Credit Agricole & Head-Institutional Sales & Treasury, HDFC Bank. Worked in ICICI Infotech in Sydney, Australia, Reuters India, Credit Lyonnais, Peregrine Capital, Ashok Leyland Investment etc.

Faculty : Finance, Debt & Capital Markets, Banking and Valuation



Mr. Deepak Alva | Financial Controller Cum Adjunct Faculty

BCE and a PGDM (SPJIMR). His professional journey is marked with Thermax Babcock & Wilcox Ltd., Reliance Industries Ltd., Asian Paints India Ltd. & Meril -Life sciences Ltd. Mr. Alva has an entrepreneurial drive with an agile mindset and thus could successfully leverage gains in revenue, market share and profit performance in various assignments, that could turn around companies on a fast growth track and profitability.

Faculty : Financial Management



Dr. Waheeda Sunny Thomas | Dy. Program Director (BBA) & Head - Student Engagement

Postgraduate in Business Administration; qualified the National Eligibility Test (NET); Post Graduate Diploma in Computer Applications; Authored several papers that has been published in International and Scopus journals and had the unique honor of being a chairperson at International and national conference/ seminars; Trained Assessor at NAAC Panel of Assessors since 2018, actively involved in assessing the Institutions of Higher Education at National Level.



Prof. Ajay Singh

BSc, PG (Marketing & Finance); Pursuing Ph.D.; 26 years + of total professional experience of which 13 years in MNC in a Leadership role; His professional journey is marked with exposures of some of the leading brands like Finolex cables limited, Incab industries Ltd (a unit of Tata Steel), Lloyds Steel Industries, John Deere equipment limited and Noble Explochem Limited.

Faculty : Operations & Supply Chain



Dr. H. S. Cheema | Director - Industry Research, Grants & Endowment

39+ years of exp. in professional journey, He has national & global exposure in industry & academics. Presented papers at National & International Conference & has received honors & accolades in several research papers. He has authored 9 books on diversified topics, has been the editor in chief of 6 reputed journals, have published 20 papers in the journals of international repute & is a life member of various bodies such as ISTD, (Indian Society for Training and Development), Maharashtra State Commerce Association & Global Research Foundation.



Prof. G. Suman | Dy. Director – Corporate Relations

13 years of prodigious exp. in placement, teaching, training & development. Energetic community outreach manager, experienced in creating & maintaining long term relation with 2000 companies & top management people. Efficient, thoughtful Researcher who analytically Presented Paper for AICT Sponsored National Conferences, Sasmira's National HR Conference & Allana Institute of Management Studies for National Conference.

Faculty : Human Resource Management



Dr. Neeraj Dangi

PGDM & Ph.D. He has exp. of 28+ years in education & training - encompassing sales, marketing & operations. Dr. Dangi is passionate about research and his research interests include issues on Marketing, Sustainable Food Choices, Consumer Behavior, Green Marketing, Business Sustainability and Food Eco-labels. Many of his articles have been published in the Scopus journals and have been highly acclaimed.

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



Prof. Samir Saraiya | Entrepreneur

MBA - S.P. Jain Institute of Management & Research (SPJIMR), 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

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, Saïd Business School, Oxford University; Head Strategy Consulting, Arthur D. Little, Consultant McKinsey (UK); Authored 13 books; Emeritus Professor of Strategy, University of London.



Dr. Cris Toffolo | Interim Director, International Programs, Northeastern Illinois University, USA

BSc; MA, George Washington Univ. (USA). Ph.D & MA, Univ. of Notre Dame (USA). Board Member, Higher Edu. Consortium for Urban Affairs, Director - Justice & Peace Studies & Assoc. Prof. of Poli. Sci., Univ. of St. Thomas. Planning Committee of the AIUSA Board, Amnesty Intl., Board Co-Chair, Peace & Justice Studies Assoc. & Board Member, Intl. Peace Research Association. Authored 2 books - The Arab League & Emancipating Cultural Pluralism & published research papers in Intl. journals.

Member : Governing Council, Universal Business School



Dr. Daniel Connolly | Professor of Management at Drake University, USA

BS, Cornell Univ. (USA); MBA - BIS, Kogod School of Business (USA); Ph.D, Virginia Polytechnic Institute & State Univ. (USA). Dean at Portland State Univ., USA & Sr. Assoc. Dean at Univ. of Denver's Daniels College of Business. He has taught at Univ. of Denver, Michigan State Univ. & Virginia Tech. He spent 8 yrs. at Marriott International. He has several consulting asgmt., authored several publications & authored the book, Technology Strategies for the Hospitality Industry.

Member : Executive Council, Universal Business School



Dr. Srinath Beldona | Associate Dean & Professor, University of Dallas, USA

BE (Mechanical); MBA (Marketing); MS, International Business & Ph.D, Mgmt. - Temple University (USA). He has worked as VP of Strategic Planning at Marketing Mgmt, Inc. in Fort Worth, USA. He served as Consultant - Consumer Science, VP of Strategic Planning - Marketing Mgmt., Inc. & Blue Star Ltd. His recent work has appeared in Journal of Retailing, Journal of Business, Marketing Letters & Managerial Auditing Journal, Journal of Product & Brand Mgmt. among others.

Member : Governing Council, Universal Business School



Dr. Sanjeev Kaushal | Co-Chair, Academic Council

BSc, MSc (Delhi University); MS (USA); Ph.D, (Iowa State University, USA). 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.



Prof. Jane Levy | Programme Director (Link Tutor), Cardiff Met. University, UK

Honours Degree in English & Philosophy (University of Nottingham). She worked at London advertising agency in various fields in the UK & abroad including PR, Sales, Business Development, Marketing & Consultancy. At Cardiff Met as a Senior Lecturer & Personal Tutoring Coordinator. For Research student experience & the role of support functions in developing student confidence.

Faculty : Strategic Management & International Management



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

BTech (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. and People & Organisation); MBA Dissertation Convener; Serves on Advisory Com. For Research Conference at Symbiosis.

Faculty : Strategic Management & International Management



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. Najib Hamood Saif Farhan

Mcom, Ph.D.; He has authored several papers that has been published in international & Scopus journals. He had the privilege of attending several workshops together with International & national conferences / seminars. Won several accolades & has been felicitated for his exemplary contributions in the sphere of teaching & research; he has excellent proficiency in English, Urdu & Arabic languages.

Faculty : Finance



Prof. Salma Nasr | Head - International Relations

Graduated in Fine Arts at Helwan University (Egypt); MBA (Cardiff Met. University, UK). 8 year's work experience in Microsoft & Hewlett Packard as Sales Account Manager and Head, International Alliances at Universal Business School. Teaching International Marketing, managing Relations with International University in 20 countries. New program development in collaboration with international universities. Supporting Digital Marketing & HRM.

Faculty : International Marketing

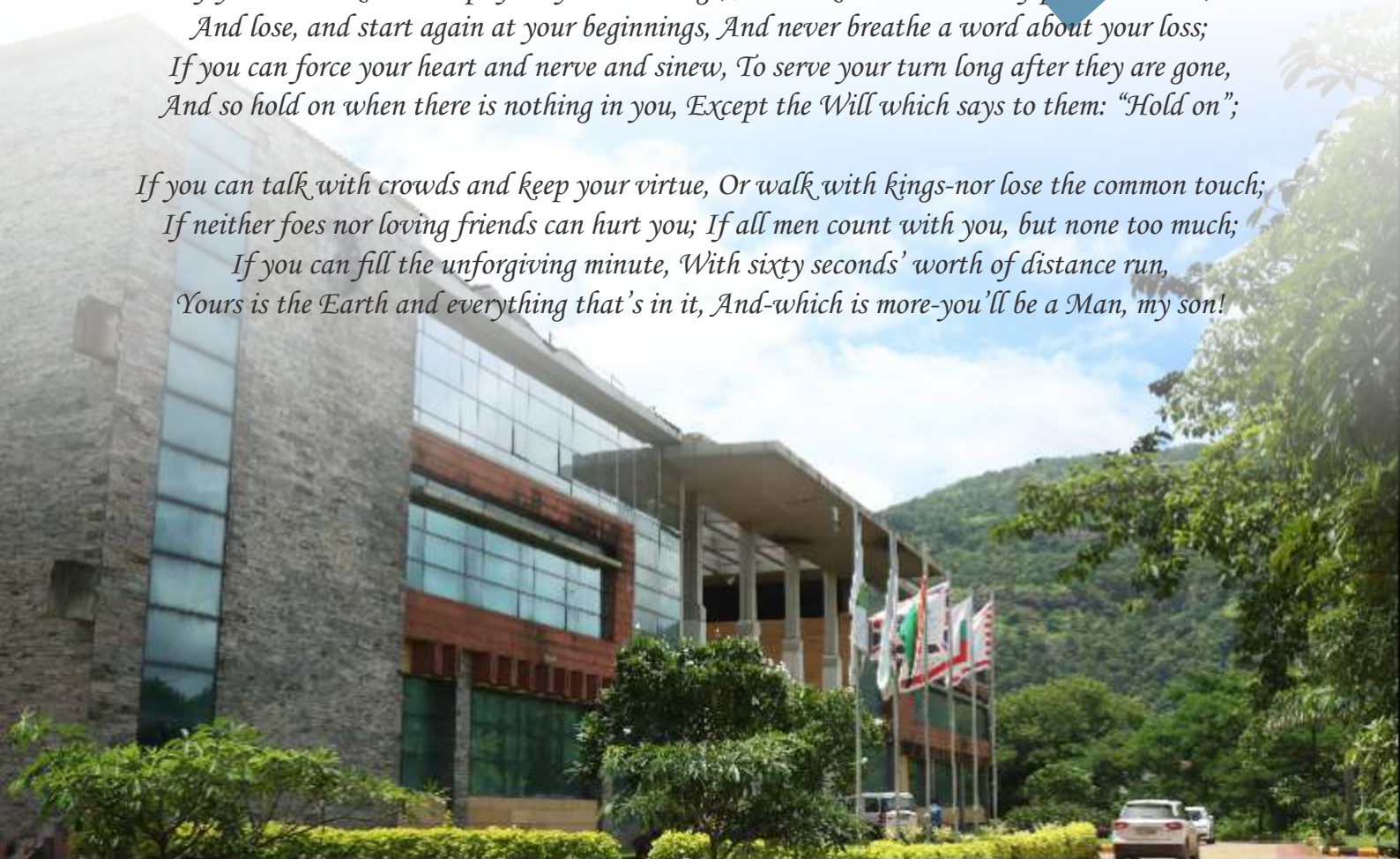
IF - Rudyard Kipling

*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!*



NEW CURRICULUM INNOVATIONS

- New Academic Model which allows for Experiential Learning, Self-Learning & Community Learning in every module along with Classroom learning
- CMAPS – Allows students 2 opportunities of one month each dedicated towards Action Learning – Students immerse and solve complex business problems in companies gaining 2 months of additional corporate experience
- Incorporated Liberal Arts thinking through the new module of Universal Philosophies impacting Society

AICTE Approved PGDM

Single/ Dual International Specialization (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. The essence of the program is the Action learning Experiential courses (credit bearing), where the student will have an immersive learning experience. Students also have the wonderful opportunity to study in Europe for one month giving them a truly international global experience.

Core Modules

- Global Macro Economics
- Financial Accounting for Decision Making
- Dynamics of Marketing
- Organisational Behaviour
- Operations Management
- Integrated Business Communication
- Business Statistics
- Corporate Finance
- International Finance
- Competitive Strategy
- Human Resource Management
- Business Analytics
- Strategic Management
- Business Research Methods
- Design Thinking & Entrepreneurship
- Ethics & CSR
- Decision Science Modelling
- Advanced Excel

Experiential Learning

- Leadership Development Potential
- Mentoring
- Wisdom Towards Self Excellence
- Management of Self
- Experiential Learning Toolkit
- SMART Project
- CMAPS
- Summer Internship (2 months)
- Design Thinking Workshop
- Research Paper Publication
- Consulting Aptitude Project
- Sports

Optional

- Business Law / CMAPS
- Universal Philosophies Impacting Society / CMAPS
- Project Management / CMAPS

Certification

Data Science
using SAS

Introduction to
R programming

Python
Programming

Specialization

Marketing Management

- IMC
- Digital Marketing Strategy
- Applied Marketing Research
- Marketing Analytics
- Marketing of Financial Services
- Brand Management
- Marketing in Practice
- Luxury Marketing
- Green Marketing
- Rural Marketing
- Retail Management
- Sales & Distribution
- CRM
- Services Marketing
- International Marketing
- Business Process Management & Digital Transformation
- Visual Analytics (Tableau)

Operations / International Supply Chain Management

- Logistics & Supply Chain Management
- Service for Operational Excellence
- Sales & Operations Planning
- Operations & Supply Chain Analytics
- Global Logistics
- Procurement & Strategic Sourcing
- Warehouse Management
- Business Process Management & Digital Transformation
- Logistics & Supply Chain in Retail
- Lean Inventory Management
- Lean & Agile Manufacturing
- Digital Supply Chain
- Total Quality Management
- Sustainable Operations & Supply Chain
- Green Operations

Note: Each Elective is available for minimum 20 students

International Business Minor
Specialization in Europe (1 month)

• International
Entrepreneurship

• Contemporary International
Marketing Strategies

Human Resource Management (HRM)

- Talent Acquisition & Management
- Strategic HRM
- Leadership 360 Degree
- Compensation & Benefits
- Employee Engagement & Counselling
- Organizational Development
- Business Processing & Data Analytics
- Visual Analytics (Tableau)
- HR Analytics
- Competency Mapping & Performance Management
- Emotional Intelligence
- Organization Theory Structure & Design
- Policies & Practices in HRM
- Learning & Development
- Green HR

Financial Management

- Insurance
- Valuation
- Management of Finance
- Banking & Micro Finance
- International Finance & Financial Management
- Capital Markets & Derivatives
- Financial Analytics
- Fintech
- Financial Markets – Practical Approach
- Project & Infrastructure Finance
- Key Legal & Taxation Aspects in Finance
- Investment Banking and Mergers & Acquisitions
- Securities Analysis & Portfolio Management
- Financial Risk Management & Analytics
- Green Finance
- Visual Analytics (Tableau)

PGDM (GENERAL) VISION

To create impactful knowledge and develop innovative, ethical, responsible and global leaders, who will transform organizations and society at large.



Accreditation



AICTE Approved PGDM

Dual Specialization (24 Months)

The PGDM with Dual specialisation allows students to choose a combination of Majors like Marketing Finance and Operations along with Minor specialisations in Business Analytics in association with KPMG, Business Design & Innovation and Operations & Supply Chain Management. Students will get the opportunity to engage in Action learning with the Experiential courses like Consulting and Research Paper writing which will significantly enhance their corporate profiles and acquire relevant industry skill sets to succeed and grow in their careers.

Core Modules

- Global Macro Economics
- Financial Accounting for Decision Making
- Dynamics of Marketing
- Organisational Behaviour
- Operations Management
- Integrated Business Communication
- Business Statistics
- Corporate Finance
- Competitive Strategy
- Business Process & Data Analysis
- Business Analytics
- International Finance
- Human Resource Management
- Strategic Management
- Business Research Methods
- Design Thinking & Entrepreneurship
- Ethics & CSR
- Decision Science Modelling
- Advanced Excel

Experiential Learning

- Leadership Development Potential
- Mentoring
- Wisdom Towards Self Excellence
- Management of Self
- Experiential Learning Toolkit
- SMART Project
- CMAPS
- Summer Internship (2 months)
- Design Thinking Workshop
- Research Paper Publication
- Consulting Aptitude Project
- Sports

Certification

Data Science
using SAS

Introduction to
R programming

Python
Programming

Dual Specialization

Major - 9 Subjects x 3 Credits = 27 Credits
Minor - 5 Subjects x 3 Credits = 15 Credits

Option 1

Marketing (Major)

- IMC
- Digital Marketing Strategy
- Applied Marketing Research
- Marketing Analytics
- Marketing of Financial Services
- Brand Management
- Marketing in Practice
- Luxury Marketing
- Green Marketing
- Sales & Distribution

Option 2

Finance (Major)

- Insurance
- Basics of Financial Markets
- Valuation
- Banking & Micro Finance
- Capital Markets & Derivatives
- Fintech
- Financial Markets – Practical Approach
- Securities Analysis & Portfolio Management
- Financial Risk Management & Analytics
- Green Finance

Option 3

Operations (Major)

- Logistics & Supply Chain Management
- Service for Operational Excellence
- Sales & Operations Planning
- Operations & Supply Chain Analytics
- Global Logistics
- Procurement & Strategic Sourcing
- Warehouse Management
- Lean & Agile Manufacturing
- Total Quality Management
- Green Operations

Business Analytics (Minor - For Option 1, 2 & 3)

- Business Process Management & Digital Transformation
- Artificial Intelligence & Machine Learning
- Visual Analytics (Tableau)
- Big Data Analytics
- Capstone project /SQL Programming

Note: Eligibility for BA (Minor) is 60% in Business Statistics + 60% in Advance Excel + 60% in Research Methodology + Internal Assessment Test (IAT)
(Minimum 20 - Maximum 60 students)

Option 4

Marketing (Major)

- IMC
- Digital Marketing Strategy
- Applied Marketing Research
- Marketing Analytics
- Marketing of Financial Services
- Brand Management
- Marketing in Practice
- Luxury Marketing
- Green Marketing
- Sales & Distribution

Option 4A

Operations & Supply Chain (Minor)

(Minimum 20 - Maximum 60 students)

- Logistic & Supply Chain Management
- Procurement & Strategic Sourcing
- Service for Operational Excellence
- Warehouse Management
- Sales & Operations Planning

Option 4B

Finance (Minor)

(Minimum 20 - Maximum 60 students)

- Banking & Micro Finance
- Capital Markets & Derivatives
- Financial Risk Management & Analytics
- Securities Analysis & Portfolio Management
- Valuation

Option 4C

Business Design & Innovation (Minor)

(Minimum 20 - Maximum 60 students)

- Entrepreneurship & Growth
- Leading Sustainable Innovation
- Business Innovation Project
- Business process and Digital Transformation
- E -Business

PGDM (BUSINESS DESIGN & INNOVATION) VISION

To develop leaders & builders of enterprises using innovative andragogy & integrated Industry connect, which is sensitive to ethics, CSR & environmental concerns.



Accreditation



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 action-based learning through Experiential courses, giving students an internationally recognised qualification; Ideal for Freshers who aspire for a Dual Specialization.

Core Modules

- Accounting for Decision Makers
- People & Organization
- Marketing
- Operations Management
- Global Macro Economics
- Integrated Business Communication
- Business Statistics
- Corporate Finance
- Finance of International Business
- Business Analytics
- Strategic Management
- Business Research Methods
- Design Thinking & Entrepreneur
- Ethics & CSR
- Decision Science Modelling
- Advanced Excel

Experiential Learning

- Leadership Development Potential
- Mentoring
- Wisdom Towards Self Excellence
- Management of Self
- Experiential Learning Toolkit
- SMART Project
- CMAPS
- Summer Internship (2 months)
- Design Thinking Workshop
- Research Paper Publication
- Consulting Aptitude Project
- Sports
- New Business Project & Professional Practice

Optional

- Business Law / CMAPS
- Universal Philosophies Impacting Society / CMAPS
- Project Management / CMAPS

Business Analytics

- Business Process & Data Analysis
- Social Media Analytics

Specialization

Marketing Management

- Consumer Behaviour
- Strategic Global Marketing
- IMC
- Digital Marketing Strategy
- Applied Marketing Research
- Marketing Analytics
- Marketing of Financial Services
- Brand Management
- Marketing in Practice
- Luxury Marketing
- Green Marketing
- Rural Marketing
- Retail Management
- Sales & Distribution
- CRM
- Services Marketing
- International Marketing
- Business Process Management & Digital Transformation
- Visual Analytics (Tableau)

Operations / International Supply Chain Management

- Logistics & Supply Chain Management
- Global Logistics
- Logistics & Supply Chain Management
- Service for Operational Excellence
- Sales & Operations Planning
- Operations & Supply Chain Analytics
- Global Logistics
- Procurement & Strategic Sourcing
- Warehouse Management
- Business Process Management & Digital Transformation
- Logistics & Supply Chain in Retail
- Lean Inventory Management
- Lean & Agile Manufacturing
- Digital Supply Chain
- Total Quality Management
- Sustainable Operations & Supply Chain
- Green Operations

Note: Each Elective is available for minimum 20 students

Certification

Data Science
using SAS

Introduction to
R programming

Python
Programming



Financial Management

- Management of Finance
- International Finance & Financial Management
- Insurance
- Valuation
- Management of Finance
- Banking & Micro Finance
- International Finance & Financial Management
- Capital Markets & Derivatives
- Financial Analytics
- Fintech
- Financial Markets – Practical Approach
- Project & Infrastructure Finance
- Key Legal & Taxation Aspects in Finance
- Investment Banking and Mergers & Acquisitions
- Securities Analysis & Portfolio Management
- Financial Risk Management & Analytics
- Green Finance
- Visual Analytics (Tableau)

Human Resource Management (HRM)

- Managing People in Global Context
- Developing People for Leadership & Management
- Talent Acquisition & Management
- Strategic HRM
- Leadership 360 Degree
- Compensation & Benefits
- Employee Engagement & Counselling
- Organizational Development
- Business Processing & Data Analytics
- Visual Analytics (Tableau)
- HR Analytics
- Competency Mapping & Performance Management
- Emotional Intelligence
- Organization Theory Structure & Design
- Policies & Practices in HRM
- Learning & Development
- Green HR

PGDM (BUSINESS MANAGEMENT) VISION

To develop entrepreneurial leaders, using global andragogy and integrated industry connect, which is sensitive to ethics, CSR and environmental concerns.



Global Accreditation (UK)



AICTE Approved PGDM + Dual Continent GMP ((International Study) (USA / France / Spain / Italy / Bulgaria)

YEAR 1 - Core Modules

- ICAB
- OB & HRM
- Advanced Excel
- Asian Economy
- Business Analytics
- International HRM
- Specialization I & II
- Negotiating Globally
- International Finance
- Investment & Wealth Management
- Leadership 360 Degree
- Impact of Globalization
- Operations Management
- Data Analytics & Statistics
- Social & Internet Marketing
- Intercultural Aspects of Business
- International Logistics & SCM
- Business Research Methods
- Global Macro Economics & Finance
- The Application of Ethics in Business
- Integrated Business Communication
- Accounting & Financial Management
- Managing & Leading in Different Countries
- Managerial Economics
- International Business Law & Ethics
- Competitive Strategic Management
- Contemporary International Marketing Strategies
- Contemporary Issues in International Strategic Management
- Individual & Organizational Leadership Skills
- Dynamics of Marketing & Research

Experiential Learning

- Leadership Development Potential
- Mentoring
- Wisdom Towards Self Excellence
- Management of Self
- Experiential Learning Toolkit
- Smart Project
- CMAPS / Mobility
- Summer Internship (2 months)
- Design Thinking Workshop
- Research Paper Publication
- Consulting Aptitude Project
- Sports

Certification | Data Science using SAS | Introduction to R programming | Python Programming

PGDM (INTERNATIONAL MANAGEMENT) VISION

To develop global leaders by providing immersive international exposure, who is committed to principles of diversity, inclusion and environment.





YEAR 2 - Specialization

- Marketing Management
- Financial Management
- Human Resource Management (HRM)
- Operations / Supply Chain Management

Note: Each Elective is available for minimum 10 students

Term IV – UE, Varna

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

3 months Study
in Europe

**STUDY
ABROAD**

Global Accreditation (Europe)



Salamanca in Salamanca



YEAR 2 - Core Modules

- Marketing
- Global Trade
- Final Project
- Foreign Trade
- Global Business
- Managing People
- Business English
- Digital Marketing
- Managerial Skills
- Financial Management
- Operations Management
- Global Corporate Strategy
- Professionalism and Sustainability
- Global Corporate Digital Transformation

Optional

- Internship in a Company

Global Accreditation (USA)



6 months Study + 6 months Internship (Optional) + Final Project

STUDY ABROAD

YEAR 1 - Specialization

MBA in Global Management & Leadership

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

MBA in Luxury Management

- Fundamentals of Luxury Business Management
- International Luxury Branding
- Retail and Distribution Management

MBA in Finance

- Investing & Private Equity
- Mergers and Acquisitions
- Entrepreneurial Financial Management

STUDY ABROAD

Rome (1 week)
& Barcelona
(1 week optional)

Global Accreditation
(USA & Europe)



YEAR 2 - Specialization

- Marketing Management
- Human Resource Management
- Financial Management
- Operation / International Supply Chain Management

Note: See detailed specialization subjects on Page No. 36 & 37



Electives

Each MBA student is required to take **THREE** elective courses from the list below.

Note: Each Elective is available for minimum 10 students

YEAR 2 - Specialization

Marketing & International Brand Management

- CRM & Client Database Management
- Digital Marketing & Social Media Strategy
- Packaging Design
- Retailing & Merchandising
- Market Focus & Trends
- Market Research
- International Brand Management
- Innovation & Management Creativity

Finance

- Advanced Managerial Accounting
- Blockchain & Fintech
- Corporate Social Responsibility and Social Innovation
- Risk Management
- CFA 2 Quants Method
- Bloomberg Preparation & Certification
- Excel VBA
- CFA 2 Ethical and Pro studies



INSEEC in Paris

6 months Study + 6 months Internship (Optional) + Final Project

STUDY ABROAD



YEAR 2 - Specialization

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

Marketing Management

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

Financial Management & Investments

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



STUDY ABROAD

6 months Study + 6 months Internship (Optional) + Final Project

Global Accreditation (USA)



Lincoln in California



Electives

Each MBA student is required to take **THREE** elective courses from the list below.

Note: Each Elective is available for minimum 10 students

Finance

- Seminar on Futures & Options Markets
- Management of Financial Institutions
- International Financial Management
- Mergers & Acquisitions

Entrepreneurship & Organisation Strategy

- HR Policy & Decision Making
- Management of Organizational Change
- Strategy & Organization
- Innovation & Creativity
- International Management

Marketing

- Marketing Research - Techniques & Applications
- Global Marketing
- Channel Distribution & Retailing
- Services Marketing Management
- Consumer Behaviour & Marketing Action



YEAR 2 - Core Modules

- Applied Business Research II
- Business Policy & Strategy
- Production & Operations Management
- Management of Information Systems & Technology

6 months Study + 6 months Internship (Optional) + Final Project

STUDY ABROAD

Global Accreditation (USA)



- Financial Management
- Investment Strategies
- Corporate Financial Strategy

- International Business
- Entrepreneurship

Global MBA (Cardiff Met. University, UK)

2 Continents and 3 Campus program

(15 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 in collaboration with the reputed IIM-Indore and Cardiff School of Management, UK or 1 month study in Europe.

1 Global MBA Degree

Optional AICTE Approved PGDM for students who have valid CAT / GMAT / CMAT scores

2 Continents

• Asia • Europe

**STUDY
ABROAD**

3 Three Business Schools

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

Multi Dimensional Transformation

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

Core Modules

- New Business Project & Professional Practice
- Business Analytics
- Visual Analytics Using Tableau
- Design Thinking & Innovation
- Artificial Intelligence & Machine Learning
- Decision Sciences
- Project Management
- Marketing
- Business Statistics
- Business Research Methods
- People & Organization
- Strategic Management
- Data Analysis with Excel
- Operations Management
- Global Macro Economics
- Accounting for Decision Makers

Optional Electives

- Corporate Finance
- Sales & Distribution

Knowledge

- Book Review Competition
- International Economic Review
- Domain Specific Certification
- HBR Article Competition
- Business Statistics Workshop
- Finance for Non-Finance Workshop
- Relevance of Analytics Workshop

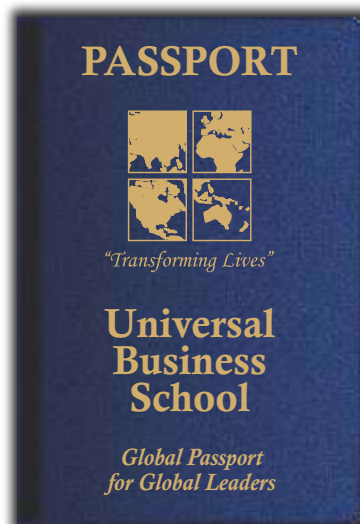
Specializations

- Marketing
- Finance
- Human Resources
- Logistics & Supply Chain
- Business Analytics

Experiential Learning (Credits)

- 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)
- Global Trading (Thomson Reuters Lab)

Global Passport for Global Leaders



Experiential Learning (Non Credits)

- Case Study Competition
- Sports Competition
- "UNSTOP" Challenge
- Sula Wines Industrial Visit
- Imagica visit - Edu-tainment
- Excel Workshop
- Community Learning (Industry Conference)
- Talent Competition
- Organisation Behaviour Lab

Transformational Skills

- Problem Solving
- Working within Teams
- Data analysis & Interpretation
- Oral Communication & Presentation
- Conflict Management & Resolution
- Cross Cultural Awareness
- Coachability & Reflection
- Negotiating Globally
- Quantitative Ability
- Inter-personal Skills
- Time Management
- Project Management
- Business Communication
- Decision Making Skills

New age Sub Specialization

- Strategic Global Marketing
- Consumer Behaviour
- Management of Finance
- Finance of International Business
- Supply Chain & Logistics
- Logistics in a Global Environment
- Social Media Analytics for Business
- Business Process & Data Analysis



Cardiff
Metropolitan
University



**Indian
Institute of
Management
Indore**



PGDM (FOREIGN COLLABORATION) VISION

To develop strategic leaders using global andragogy and integrated industry connect, who create value for stakeholders and society at large.



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



Colombia



University of Cologne

Germany



USA



Brazil



Greece



Slovenia



Portugal



Bulgaria



Morocco



Spain




Indonesia



France



Hungary



Russia



Brazil



Senegal



Bulgaria



Belgium



Russia



Spain



Netherlands



Germany



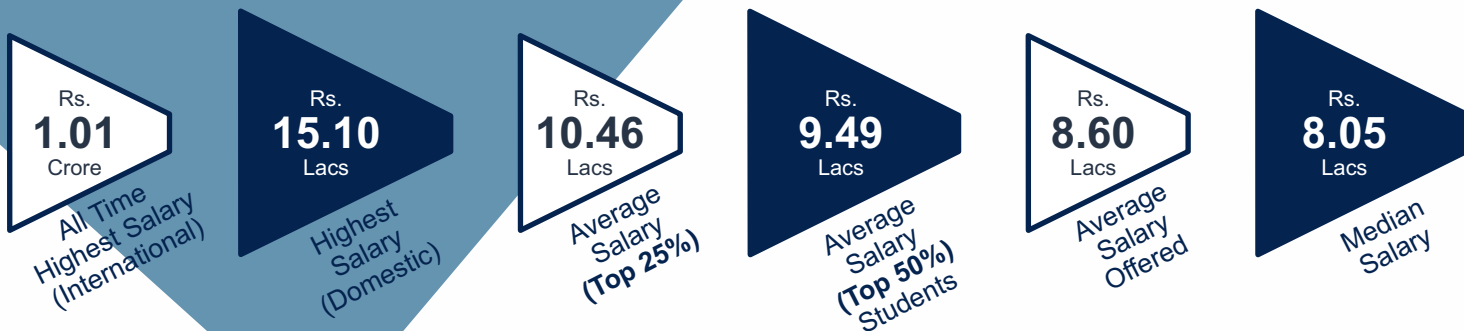
Greece



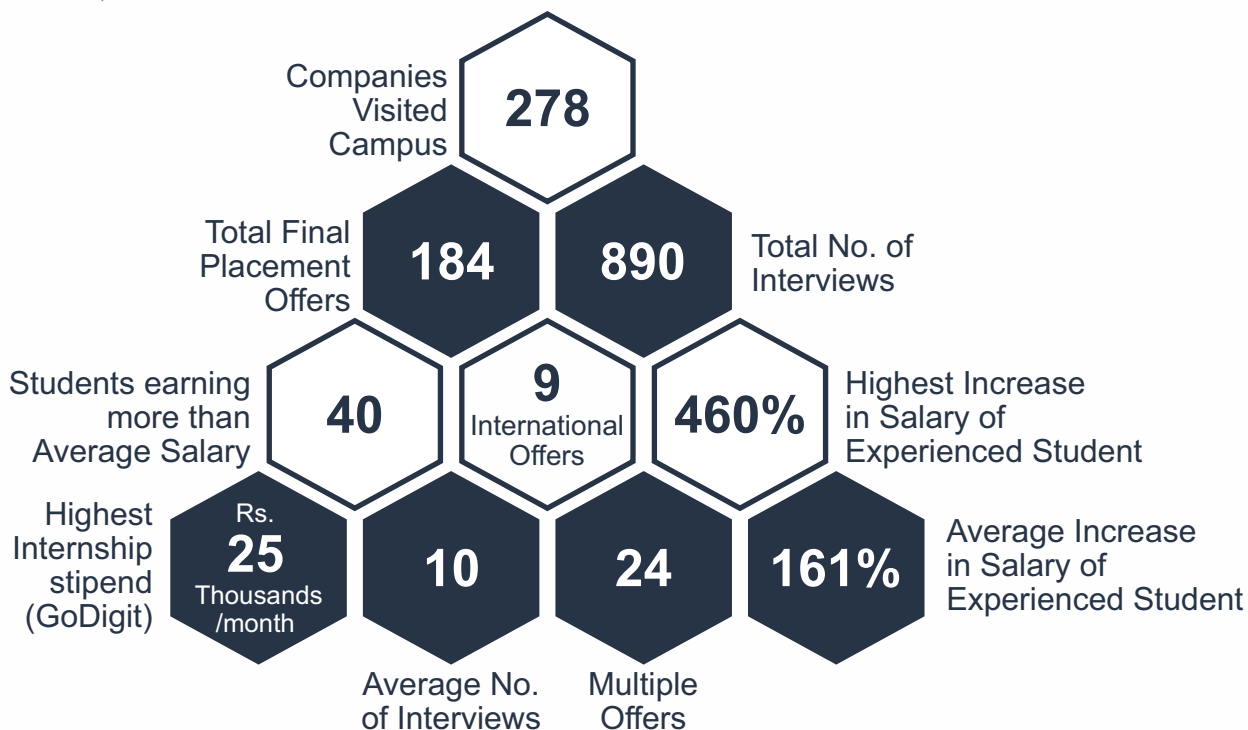
China

PLACEMENT STATISTICS

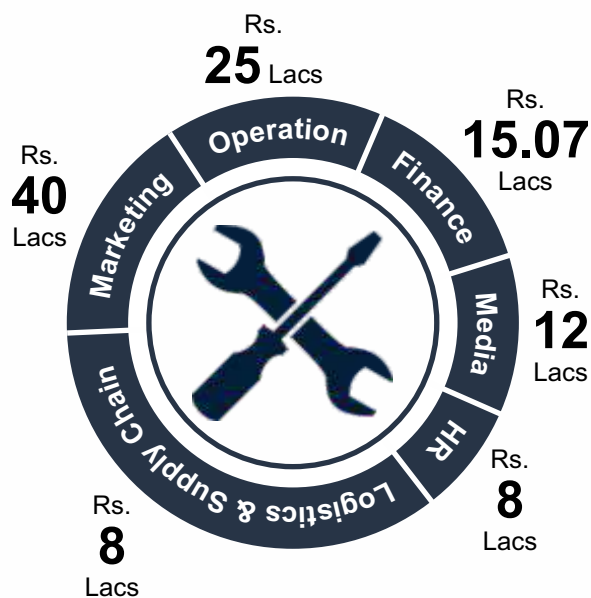
All UBS students are considered equal and are given equal opportunities for placement.



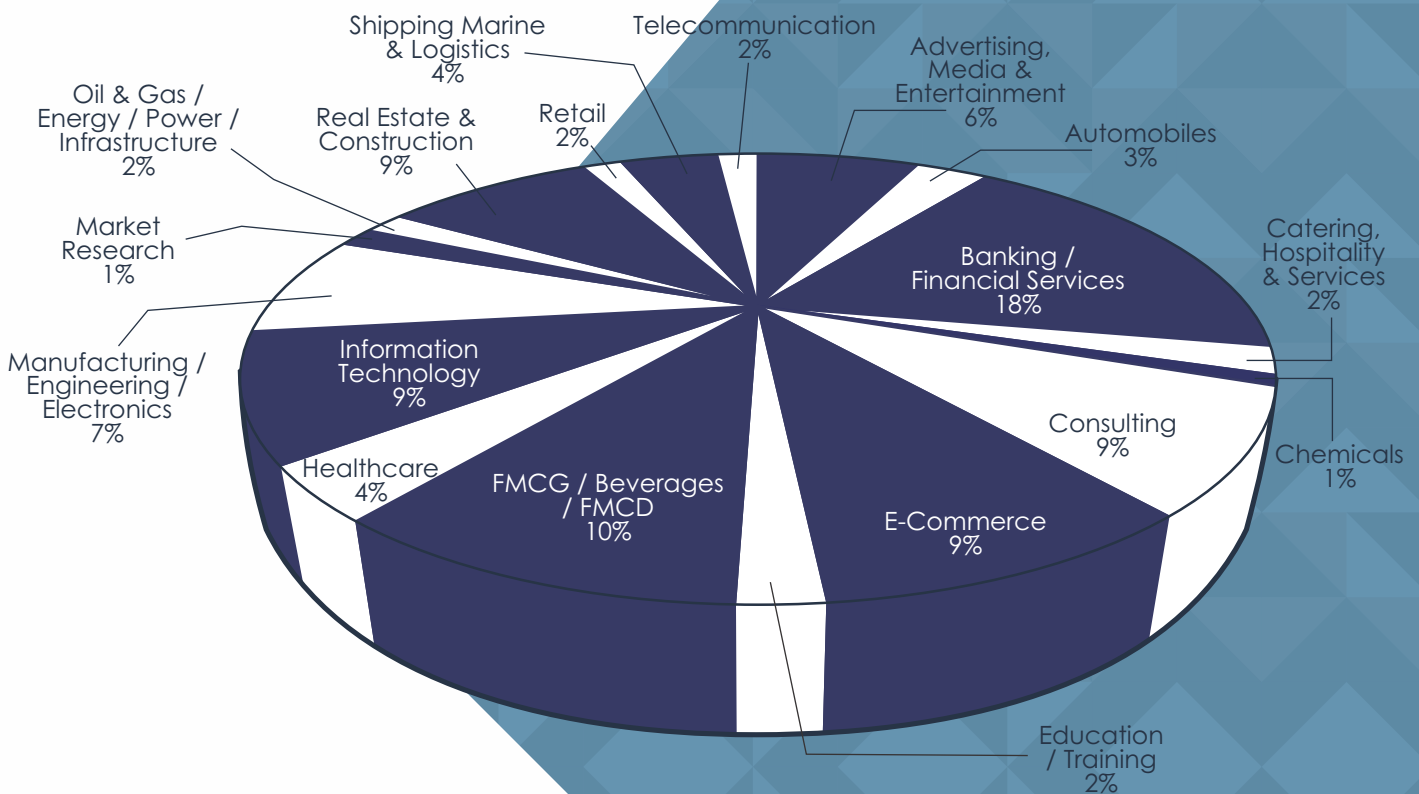
FLAGSHIP BATCH



SPECIALISATION WISE 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 areas 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



Nandini Singh | Management Trainee - Product Marketing

"Enrolling in UBS & pursuing a master's program is one of my life-changing decisions. The year at UBS has enriched me beyond what I believed possible. The master's from UBS is much more than an education program. Professors & the different programs put you in a challenging learning environment & prepare you for a vigorous career from day one. I'm pretty sure, UBS is the best destination to comprehend career-defining skills & emerge as resilient."



Soumodeep Samanta | Territory Sales Officer

"Life at UBS gave me so much to learn & experience which i will carry forward for the rest of my life. Every concept or theory taught in a practical manner is the experience worth having."



HUMAN RESOURCE



Hemnath | Specialist

"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."



Dhanshree Daund | Corporate Management Trainee

"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."



FINANCE



Utkarsh Telang | Management Trainee

"I consider myself to be very fortunate to be a student of UBS - The 1st green B-School. From classroom sessions to game changing virtual session, it was a roller coaster ride, with real world experience. Thankful to the global immersion & exposure to 2 clubs (Enactus UBS & ELC). Fully sponsored International exposure at such an early stage of my life, is another proud moment for me. My journey has been full of great learning & lessons."



Khushi Rawat | Associate Operations Manager

"My journey in UBS was very experiential as the faculty and the planned session helped us to gain the industry knowledge also skill development sessions were provided as a bonus to excel in our careers."



OPERATIONS



Anjali Mahajan | Management Trainee

"UBS is a place where I was able to find my true self. Waking up to see greenery and a pollution free environment helped me focus on my strengths. All the different students and faculties taught me how to promptly deal with situations. I learnt- People Skills due to cross cultural residential program; Time Management from managing events to submitting assignments; Focus and Situational awareness through solving case studies & conflicts."



Hrishikesh Mangrulkar | Store Manager

"I had an incredible experience with UBS & it's whole family. It all went straight from being Corporate ready during personal development sessions to dancing with professors like it's our last day on this campus. The 3 am Maggi parties in hostels & the all nighters before exams. I am glad I was a part of UBS Family & I wish y'all great heights & success."



LOGISTICS & SUPPLY CHAIN



Preet Bhatt | Management Trainee

"My experience with UBS was different, in a good way! It helped me positively, specifically leading ENACTUS UBS in the first year itself. I had a chance to apply my theoretical skills in practice. The faculty also helped me in various ways, cleared all my doubts! I try to follow the theme of UBS, *"Work hard, Party Harder"*. I am in my dream company now, Thanks to UBS."



"My journey at UBS was diverse & cultured, it allowed me to endure my pragmatic ability. There are lots of opportunities UBS has bestowed to explore & endure my skill set. I believe every story may have an end but every end is a new beginning & that's how one can transform their life."

Peddireddy Samuel | Financial Operations



BUSINESS ANALYST



Monojit Bag | ESG Analyst

"I am delighted to make my Alma Mater proud. I had an enriching and rewarding journey at UBS where the faculty became my family and the opportunities I got to showcase my professional and research skills was unmatched."



"As you gear up to start on this amazing experience at UBS, remember that the courses you take, the friends you make, and most of all, the perspective you carry, can change your world. Commit to expand, care to understand, converse to grow."

Sayed Akthar | Lead Analyst



CONSULTING



Soham Mukherjee | Management Trainee

"I am delighted to make my Alma Mater proud. I had an enriching and rewarding journey at UBS where the faculty became my family and the opportunities I got to showcase my professional and research skills was unmatched."



"As you gear up to start on this amazing experience at UBS, remember that the courses you take, the friends you make, and most of all, the perspective you carry, can change your world. Commit to expand, care to understand, converse to grow."

Chandsi Sharma | Analyst



HEALTH SECTOR









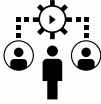








CROSS FUNCTION



SKILL DEVELOPMENT AND COMPETENCY BUILDING

SAVI MODEL (Self Awareness Validation and Intervention)

Knowledge and understanding of business management, in conjunction with the development of graduate employability skills required from employers is paramount. From the moment of induction, to completion of your final year, employability is an important aspect of your degree program.

 One-on-one Counselling	 Resume writing	 LinkedIn Profile Building	 Aptitude tests	 Group Discussions
 Interview Training	 Personality Development	 Salary Negotiation	 Sector Orientation Talks	 MS Excel Training
 Mock Interviews	 Communication & Etiquette	 Current Affairs Quiz	 Psychometric Test	 Case Study

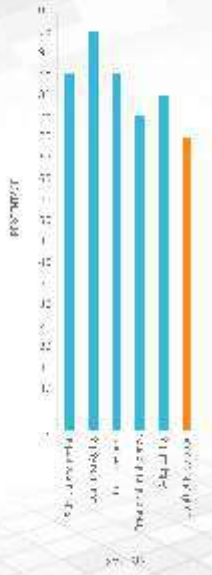
CERTIFICATIONS IMPROVING EMPLOYABILITY

WHEebox EMPLOYABILITY SKILLS TEST

India's largest employability test conducted by industry and academia

Behavioral Competency Graph



Category	Score
Self-awareness	85
Self-management	90
Social awareness	75
Relationship management	80
Business ethics	95

Transcript

Section	Score
Logical Reasoning	80%
English Language	85%
Computer Science	90%

Final Score: 85.0%

FIND SOLUTIONS CMAPS

BRIGHT MINDS = BIG RESULTS

Collaborative Multi-disciplinary Approach towards Problem Solving (CMAPS) matches our MBA students with the complex business issues of corporate, not-for-profit and entrepreneurial sponsors. Our MBA students provide companies with new ideas and energy that is needed to find the best solutions.

1 Solving Business Problems	2 Examining Markets
3 Planning Expansion	4 Finding Solutions
5 Analyzing Opportunities	6 Increasing Revenue

Duration	1 month in Term 2	1 month in Term 3
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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



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 & great campus, Make the most of it!”

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

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
Director of the Global
Business School for Health

Wybren Van Der Vaart
Founder & CEO

P. R. Ramesh
Vice Chairman & MD

Deepak Kapoor
Chairman



Tomio Isogai
MD & COO

Ramesh G Iyer
MD & CEO

Samir Saraiya
CEO

Ridham Desai
MD



Robin Banerjee
MD

Ravi Chawla
MD & CEO

Monica Tata
CEO

Neil George
MD

UBS IN THE NEWS


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

Business • Business Opinion • UBS

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.

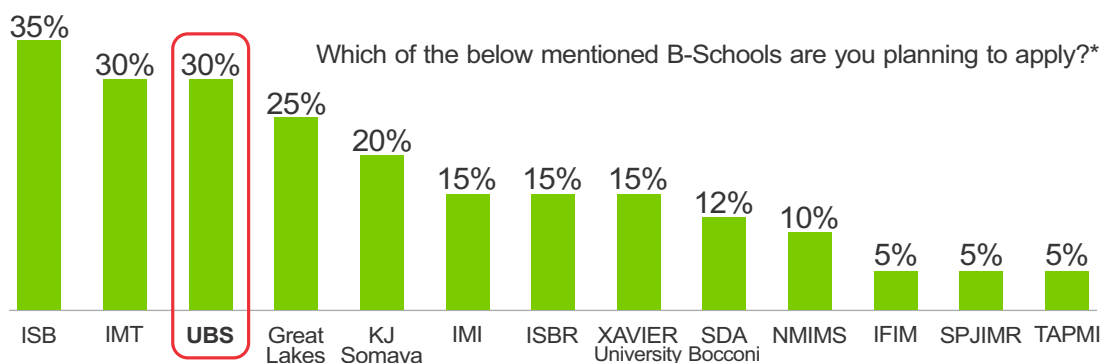
Cardiff Met also has a partnership in India with Universal Business School (UBS). The residential campus is in Karjat, an hour's drive from Mumbai. Currently, UBS has two courses with Cardiff Met, MBA and BA business and management (BABM).

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 2nd Most Attractive B-School in INDIA by Foreign Students



Study in India Research Data



*Participating B-School data

Truly Global Business Schools in India

Going Abroad for an MBA v/s Doing you MBA in 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.

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

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.

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

Universal Business School, Mumbai

Founded by Global CEOs Gurdip Anand, Babulal Verma & 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

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 Gurukulum 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.

B-SCHOOLS WITH HIGHEST RETURN ON INVESTMENT IN INDIA

The ROI Myth busted at Indian B-Schools

Return 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	1 Year MBA
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. 6.5 Lacs
	Salary Income Rs.8.5 Lacs	Rs.7.15 Lacs
Total Investment	Rs.8.5 Lacs	Rs.8.5 Lacs
Total Return	Rs.6.5 Lacs	Rs.13.65 Lacs
Absolute Return	(Rs.2 Lacs)	Rs.5.15 Lacs
ROI	LOSS	GAIN
	70%	160%

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.

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.

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-

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

<p>TOP 4</p> <p>PVT. B-SCHOOL IN MUMBAI 2022</p> 	<p>TOP 15</p> <p>PVT. B-SCHOOL IN INDIA 2022</p> 	<p>RANKED 2nd</p> <p>PVT. B-SCHOOL IN MUMBAI 2021</p> 	<p>RANKED 25th</p> <p>PVT. B-SCHOOL IN INDIA 2021</p> 	<p>A+++</p> <p>RATING IN 2021</p> 
<p>5th</p> <p>BEST PVT. B-SCHOOL IN MUMBAI 2020</p> 	<p>PLATINUM RATING IN INDIA</p> <p>AICTE - CII Survey of Industry Linked Technical Institutes 2019</p>  	<p>2nd</p> <p>MOST ATTRACTIVE B-SCHOOL IN INDIA BY FOREIGN STUDENTYS, STUDY IN INDIA 2019</p> 	<p>Ranking 51-75</p> <p>INDIA RANKING 2018</p> 	<p>TOP 4</p> <p>PVT. B-SCHOOLS WITH HIGHEST RETURN ON INVESTMENT IN INDIA 2018</p> 
<p>TOP 5</p> <p>GREEN EDUCATION INSTITUTES IN INDIA</p> 	<p>TOP 5</p> <p>PVT. B-SCHOOLS IN MUMBAI</p>   	<p>1st</p> 	<p>1st</p> 	<p>4th</p> <p>BEST PVT. B-SCHOOL IN MUMBAI</p> 

GLOBAL RANKING

 <p>THE AWARDS 2021</p> <p>CARDIFF MET</p> <p>UK UNIVERSITY OF THE YEAR</p>	<p>CARDIFF MET No.1 UK</p> <p>UNIVERSITY IN STUDENT SATISFACTION (ISB),</p> <p>7 YEARS IN A ROW</p> 	<p>THE SUNDAY TIMES</p> <p>GOOD UNIVERSITY GUIDE 2021</p> <p>WELSH UNIVERSITY OF THE YEAR</p>	<p>CARDIFF MET Shortlisted for University of the Year in UK</p> 	<p>SSM PURSUES EXCELLENCE AND PERFECTION - A HALLMARK OF</p> 
<p>INSEEC RANKED 12th</p> <p>IN FRANCE</p> 	<p>LINCOLN UNIVERSITY RANKED 3rd</p> <p>LARGEST MBA PROGRAM IN GREATER BAY AREA</p> 	<p>NORTHEASTERN ILLINOIS RANKED 1st</p> <p>MOST DIVERSE UNIVERSITY</p>  	<p>UNIVERSITY OF DALLAS RANKED 4th</p> <p>"BEST VALUE" SCHOOLS- REGIONAL UNIVERSITIES WEST</p> 	<p>UNIVERSITY OF DALLAS ONE OF AMERICA'S TOP COLLEGES</p> 

INDUSTRY SPEAKS



Dr. Indu Shahani
Founder Atlas SkillTech University;
Fmr. Dean, HR College;
Fmr. 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; Director, Mahindra & Mahindra

“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. Neil George
MD, Nivea India

“I have experienced the amazing institution UBS that has been created. I am looking forward to coming back as the energy here is amazing. It is a beautiful campus, lovely students and I wish this campus grows from strength to strength.”



Mr. Ki Wan Kim
Regional CEO, Middel East & Africa,
LG Electronics

“My first Impression of your campus Green & Fresh, free from pollution. I envy you for this great learning atmosphere, to develop your curiosity, learn and get the support of the UBS Faculty.”

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”



Mr. P. R. Ramesh
Vice Chairman & MD, Mahindra Finance

“UBS is a 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.”

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 Chairman Tarun Anand



Honorable President of India Late Shri. Pranab Mukherjee and UBS Chairman Late 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



"Woman a creation with different forms, A voice with multiple shades"

Multiple small steps taken can cause a big change and it's our responsibility to take those baby steps to the visioned future

So are you ready to take your step with us?

GLOBAL ALUMNI NETWORK

We, at UBS, believe in the strong power of our alumni 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
Founder & Director,
Budapest, Hungary



OMOYAJOWO SUNDAY
Clergy,
Nigeria



SHREYA PRABHU
Marketing Operations
& Analytics Associate,
Ireland



ABHIJEET THORAT
Duty Manager,
New Zealand



ANUJ SHANDILYA
Investment Consultant,
Dubai



VAISHALI KUMAR
HR Consultant



ANAIS REMON
Gestionnaire
Immobilier, France



HOSHEDAR BATLIWALLA
Instructor & Professor,
Canada



DANISH HASWARE
Operation Executive,
Saudi Arabia



TEJPARTAB ANAND
Financial Solutions Provider,
California, USA



DARIA DENISENKO
Russia



ABDELRAHMAN KADRY
CEO & Co-Founder,
Egypt



UNIKRISHNAN
Director,
Bahrain



STEPHANIE POSADA
Senior Consultant,
Venezuela



ELLA FUCHS
Consultant,
Germany



NGABU DAVID KIIZA
HR Manager,
Congo



MANIK KATARIA
Account Coordinator,
Canada



DR. SWATI GOGAWAT
Dental Practice Manager,
UK



BODAPATI RAVI
Project Manager



SANCHITA HAZRA
Sr. Wealth Manager,
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 truly B-School with SOUL.

Learning Environment

- Fully WiFi campus
- Amphi-theatre audio visual classrooms
- World class library and electronic databases
- Global Cross Asset Trading Room
- Documentation center for printing and photocopying

Luxurious Living

- Fully air-conditioned residential accommodation
- World Class food service by SODEXO
- Separate Jain kitchen
- Housekeeping and professional laundry services (LaundromINT)
- Party Lounge with Piano and Movie Room
- Transportation to Karjat Station
- Postal & Courier services
- Convenience Store
- 24 Hours ATM facility
- 24 x 7 Café on campus (Grab and Go)
- Plaza with Open Air Theatre
- Tuckshop & Salon
- Café Bistro
- Discotheque

Health & Safety

- 24 by 7 Security coverage with CCTV
- Head of Security from Indian Armed Forces
- Emergency services
- Professionally managed Medical Clinic on campus
- Quarantine Facility
- Wellness Room

Sports

- Indoor Sports - Table Tennis, Pool, Snooker, Carom and Chess
- Floodlit Futsal Court
- Flood lit Football and Cricket ground
- Flood lit Basketball and Volleyball
- Badminton and Tennis Court
- Mountain Biking, Trekking and Mountaineering
- Fully equipped Gymnasium

Environment Friendly

- 355 kwp Rooftop Solar Power Project
- Rain water harvesting
- Waste recycling
- Thermos effect to external façade
- 7000 trees planted
- Organic farming
- Electric Car
- Intelligent Solar Lighting









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
- Pentathlon
- Archery & Rappelling
- Mountain Biking
- Jogging Track
- Trekking
- Touch Rugby

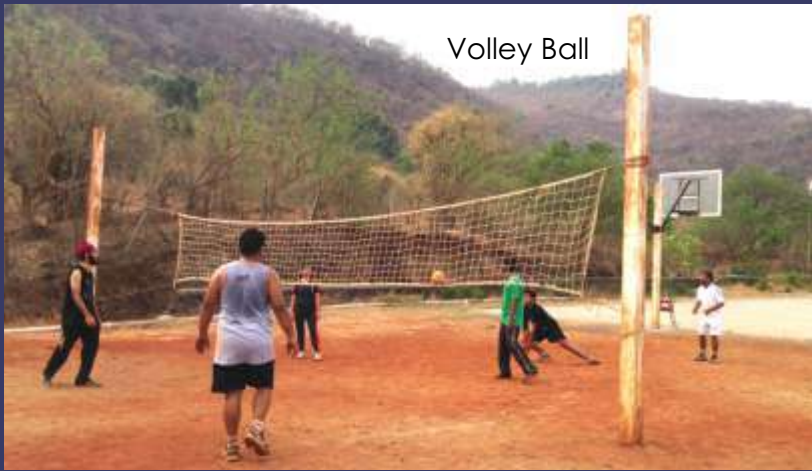




Futsal and Tennis Court



Football



Volley Ball



Badminton



Yoga



Cricket



Basketball



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.

UNIVERSAL INNOVATION COUNCIL



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

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.

UBS CLUBS



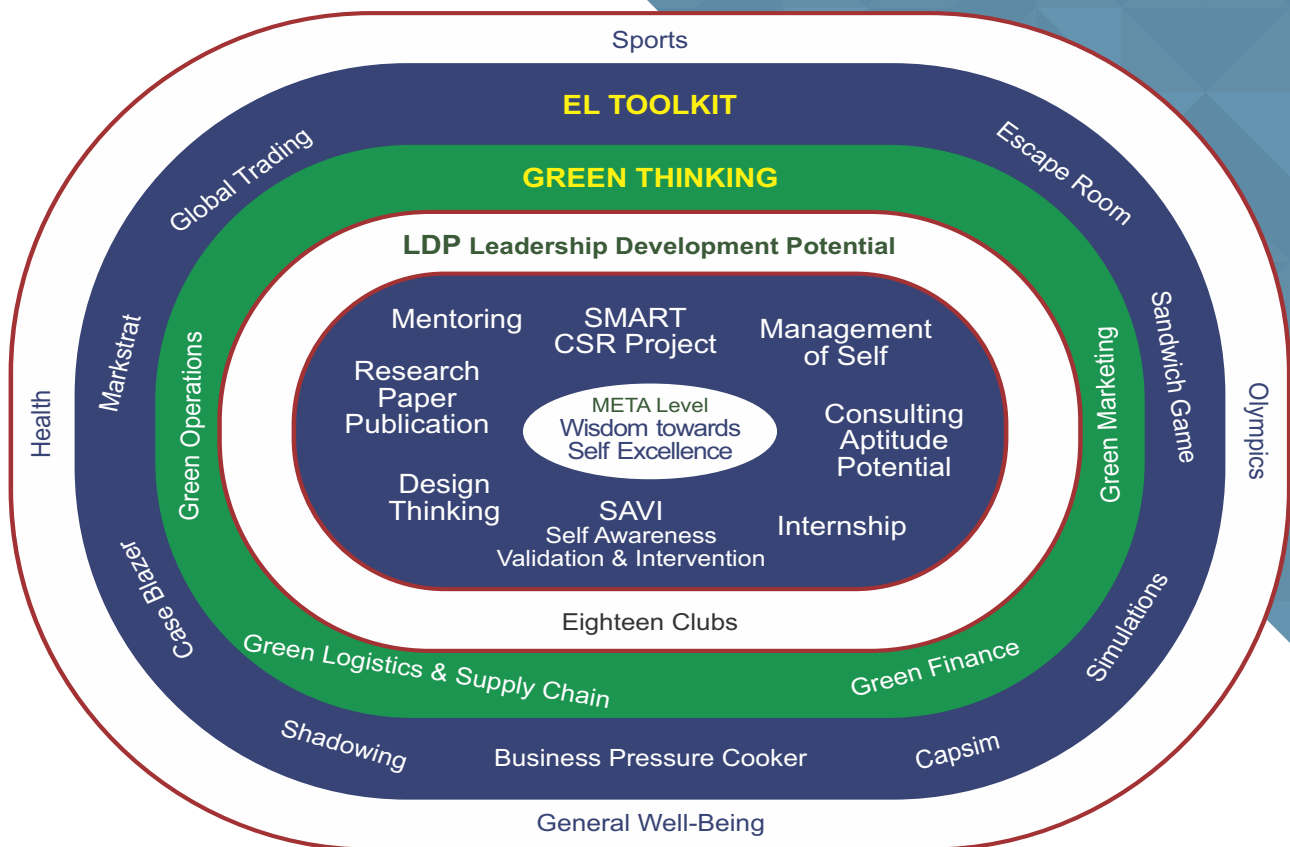
Unleash your passion in these clubs: ENVIRONMENT, MARKETING, ETHICS & CSR, ROTARACT, HR INSPIRATIONS, MUSIC, FINANCE, SPORTS & FINEARTS

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 CEOs 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 & individual SWOT. The internal faculty & industry professionals evaluate each student through a validation process to identify the gaps & 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” & coaches the students on Academic performance, personal issues, behavioural issues, personal grooming, current affairs, mock interviews & career building.

Placement Services

Our massive placement team has its presence PAN India offering multiple placement & internship opportunities to our students with 240+ companies on campus. The team facilitates the interview & selection process & 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 & merit based scholarships.

Health & Medical Facilities

Minor injuries & 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 & 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 & 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.

Visa Support Services

Partner University will facilitate students and enable them regarding the visa process and documentation.

ADMISSION CRITERIA & APPLICATION PROCESS

UBS invites applications from all streams and boards (Indian & International).

The entire admission process is online. Interested candidates can fill the application form which is available on the UBS Website. The application fee is INR 1500 / USD 21 / GBP 15 / EUR 18

SELECTION PROCESS

PGDM (Single / Dual / Europe)	PGDM + GMP (Cardiff)	Global MBA (Cardiff)	PGDM + GMP (International Study)
Boardroom Round	Written Test		Personal Interview
Group Personal Interview			

WHAT DO YOU NEED TO GET IN ?

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

Note: * Global MBA program requires 24 months of work experience

BOARDING & LODGING FEES

Single Room (AC) (Limited)	Rs. 2,98,000 / year
Dual Sharing Room (AC)	Rs. 1,88,000 / year
Triple Sharing Room (AC)	Rs. 1,60,000 / year
DOM Sharing Room (Non-AC) (Limited)	Rs. 1,25,000 / year

Security Deposit Rs. 25,000/- (Refundable)
+ Rs. 5,000/- CSR
+ Rs. 3,200/- Welcome Kit*
+ Rs. 2,500/- Alumni Membership

Accommodation & Meals: We offer single rooms AC (limited rooms available) & dual sharing rooms AC with ensuite washroom, common Living & Dining Room with kitchenette. Fee includes student accommodation, house keeping, soft furnishing, WiFi, laundry, gym & extensive sports facilities. Single Sharing apartments (4 pax) will have a refrigerator, a microwave oven & dressing tables.

Food : 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).

*Welcome kit includes UBS tie / scarf, T-shirt & student participation in festivals & events for 2 years.



INTERNATIONAL COST OF LIVING

UK GBP 800 per month	USA USD 600 to USD 700 per month	France EUR 700 to EUR 900 per month	Bulgaria EUR 400 per month
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For any questions pertaining to admissions at UBS, you can contact UBS Student Support Help Desk at helpdesk@ubs.org.in or +91 9326585100

FEE STRUCTURE

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.

1	AICTE Approved PGDM Programs	Duration	Tuition Fees
	Single Specialization	24 Months	INR 8.58 Lacs
	Dual Specialization	24 Months	INR 9.58 Lacs
	Dual Specialization with European Certification* (1 month in Europe)	24 Months	INR 9.98 Lacs

2	AICTE Approved PGDM + GMP Program	Duration	Tuition Fees
	Cardiff Met. University, UK	24 Months	INR 11.98 Lacs

3	AICTE Approved PGDM + Dual Continent GMP Programs (International Study)	Duration	Tuition Fees
	Lincoln University, USA - 1 year in San Francisco	24 Months	INR 8.58 Lacs + USD 12000
	International Business and Economics* University of Economics, Varna - 3 months in Europe	24 Months	INR 10.98 Lacs
	Northeastern Illinois University, USA - 1 year in Chicago	24 Months	INR 8.58 Lacs + USD 14500
	Swiss School of Management, Italy 1 week in Rome (Barcelona - Optional)	24 Months	INR 11.58 Lacs Optional EUR 1150
	INSEEC B-School, France - 1 year in Paris	24 Months	INR 8.58 Lacs + EUR 9000
	University of Salamanca, Europe - 1 year in Spain	24 Months	INR 8.58 Lacs + EUR 6960

4	Global MBA	Duration	Tuition Fees
	Cardiff Met. University, UK + IIM Indore campus study (1 week) ** + Cardiff UK study (2 weeks) * / Europe Study (1 month) * (For 2+ years experienced candidates)	15 Months	INR 9.98 Lacs

Note: Estimated Tuition Fee. The actual fee applicable will be updated on the partner university website.

* International Travel: Cost of travel, visa and stay (with food) is borne by the students.

** Domestic Travel: Cost of travel is borne by the students.

SCHOLARSHIPS (up to INR 1 Crore)

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

Means Scholarship - IDFC First Bank (INR 2,00,000/-)

Applicable to the 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 IDFC First. Mere eligibility does not guarantee a scholarship. Please get in touch with your admission counsellor for further details.

Economic (Early Bird) Scholarship: Applications received prior to 31st December for postgraduate students.

- PGDM Program - **up to INR 50,000**
- Global Programs (GMP) - **up to INR 1,00,000**

Special Scholarship

1. Children of Armed Forces Applicants - **INR 25,000**
2. Students with domicile in Northeast (Arunachal Pradesh, Manipur, Meghalaya, Mizoram, Nagaland, Tripura, Sikkim), Himachal Pradesh, Union Territories (Ladakh, Jammu & Kashmir, Puducherry, Lakshadweep, Chandigarh, Dadra & Nagar Haveli, Daman & Diu, Andaman & Nicobar Island), Goa, Tamil Nadu and Karnataka - **INR 50,000**
3. Graduates from Indian Institute of Technology (IIT) - **80% of Tuition Fee** (1st Three Applicants)
4. Siblings Scholarship - **INR 50,000**
5. Parent as Teacher Scholarship - **INR 50,000**
6. National / International Sports Scholarship - **up to INR 50,000**
7. For anyone who has lost his/her parents due to Covid-19 - **INR 1,00,000**

Merit Scholarship (Only for GMP programs) Criteria - Academic performance in 10th, 12th 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 (Only for GMP programs)

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/-**
3. **100% Scholarship on PGDM fees to 5 Students** who score 90 percentile & above in CAT exam. They should also have a minimum of 75% in their Graduation.

Conditions for Scholarship:

1. Only one Special scholarship is applicable per student. Merit Scholarship cannot be clubbed with special scholarship.
2. All Scholarships will be granted on the basis of Academic performance above 60% in Graduation.
3. If the student does not receive a scholarship award letter from the Admissions Team, then the student is not eligible.
4. The final list of merit scholarships will be declared by June 15 for July Batch.
5. All merit scholarships are at the sole discretion of UBS. 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
 - April 15 for July batch
7. PGDM students can avail a maximum scholarship of INR 50,000 across all categories including Economic Scholarships.

EDUCATION LOANS

The following banks offer education loans on their own discretion:

- | | | | |
|------------------|------------------------|---------------------------|--|
| 1. Axis Bank | 5. Bank of Baroda | 9. Karnataka Bank Ltd. | 13. HDFC Credila Financial Services Ltd. |
| 2. UCO Bank | 6. Syndicate Bank | 10. United Bank of India | 14. AVANSE Education Loans |
| 3. Gyan Dhan | 7. Allahabad Bank | 11. Central Bank of India | |
| 4. Bank of India | 8. State Bank of India | 12. Punjab National Bank | |

UBS Loan Support Help Desk:

For any queries pertaining to loans, you can contact Mr. Prakash Tiwari at 09960 692 713

AWARD OF HONOR

Universal Business School®
 Karjat, Near Mumbai, India.

Name: _____
 Batch: _____
 Student Code: _____
 Date of Birth: _____
 Date of Joining: _____
 UPID ID: _____
 Blood Group: _____

Website: www.universalbusinessschool.com

student myyrtwr

Cardiff Metropolitan University

Universal Business School®
 Karjat, Mumbai

Approved by AICTE, Ministry of HRD, Government of India

On recommendation of the faculty does hereby confer on

Ruchi Arora

who has satisfactorily completed the Studies prescribed therefor the

Post Graduate Diploma in Management (Equivalent to MBA) (2014-15)

with all the Rights, Privileges and Honors pertaining

In Testimony Whereof the seal of Universal Business School is hereto affixed this first day of December, 2013

Bibhas Basumatary
 Dean - Academics

Gurdip Singh Anand
 Chairman

SWISS SCHOOL OF MANAGEMENT

THIS IS TO CERTIFY THAT

Perla Masi

HAVING FILLED THE REQUIREMENTS PRESCRIBED BY THE INSTITUTION, UPON RECOMMENDATION OF THE FACULTY AND BY THE AUTHORITY OF THE BOARD OF DIRECTORS, GRANT THE

MASTER OF BUSINESS ADMINISTRATION

OCTOBER 27, 2016

INSEEC

IAOBE

CHEA

It is hereby certified that

GAYATHRI RAJ

has been admitted by Cardiff Metropolitan University to the degree of

MASTER OF BUSINESS ADMINISTRATION

Pass

On/Ar 23 September 2013 / 23 Medi 2013

Having been examined in accordance with the regulations of the University

Details of location of study and language of instruction/assessment used are set out in the academic transcript

Cer manylion am leolad yr astudiaethau a'r iaith dysgu/ asesu a ddefnyddwyd yn yr trawgraffiad academaidd

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has been awarded the degree of

Master of Business Administration

to

[Name]

on the 26th day of September 2013

[Signature]

[Signature]

UNIVERSITY OF ECONOMICS & BUSINESS

Certificate of Completion

RAJAT MOH

has successfully completed the requirements for the award of the degree of

Master of Business Administration

on the 26th day of September 2013

[Signature]

Northeastern University

CERTIFICATE OF ACHIEVEMENT

This certificate recognizes

Recognition of the job/degree completion at NEIU and Universal Business School

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Chia E. Trifirolo Ph.D.
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 Official Recognition of Programs

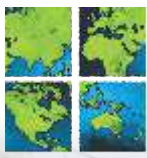
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