



EXPAND
YOUR
HORIZON

PGP PRO

Post Graduate Programme in Management
for Working Professionals

INTAKE 2	DELHI (NCR)
2018-19	HYDERABAD
	MUMBAI



PGP PRO

Post Graduate Programme in Management
for Working Professionals

OFFERED IN
DELHI (NCR)
HYDERABAD
MUMBAI

The Weekend Executive MBA equivalent that combines the rigour of classroom and online learning. The highly convenient format is designed for 'mid-career' professionals, so they get to expand their horizon even while they work.

ABOUT THE ISB

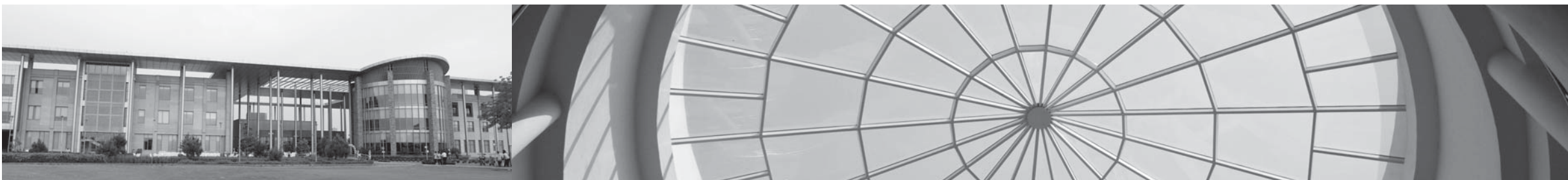


The Indian School of Business (ISB) is at the forefront of management thought leadership. The ISB offers world-class programmes for experienced professionals that are an amalgamation of knowledge from the best global schools, top-notch faculty, a special focus on emerging economies and their unique business challenges.

Institutions such as the Kellogg School of Management, The Wharton School, London Business School, MIT Sloan School of Management and the Fletcher School work in association with the ISB to create and deliver management programmes that incorporate practical industry applications with cutting-edge research.

The ISB is the first school in the Indian Sub-continent to gain the prestigious AACSB accreditation. Only a select few schools in the world have this accreditation which signals the school's commitment to quality education.

WHAT MAKES ISB SPECIAL?



The ISB is also a member of the Executive MBA Council; an association of schools that offer Executive MBA programmes. Membership is granted to schools that are globally accredited and offer executive MBA programmes as defined internationally.

Founding Associate Schools



Associate Schools



Member



Accreditation



ASIAN CONTEXT, GLOBAL OUTLOOK

The strong focus on the realities of the emerging markets allows the ISB to design and deliver management programmes that are relevant to the Asian context but with a global outlook.

WORLD-CLASS FACULTY

Accomplished resident faculty and globally recognised visiting professors from Chicago Booth, Cornell, Duke, Kellogg, LBS, UCLA, Wharton and others teach and participate in cutting-edge research at the ISB.

PEER GROUP

At the ISB, the peer group will be exceptional achievers from diverse fields. This will not just help build a wonderful network, but will also help in a rich classroom exchange.



What is PGPpro?

The Post Graduate Programme in Management for Working Professionals (PGPpro) is a Weekend Executive MBA equivalent programme designed to meet career consolidation goals of mid-career working professionals. The programme allows professionals to gain deep strategy and leadership insights, specialise in either Finance or Marketing, enhance their decision-making abilities as well as strengthen managerial skills.

EXECUTIVE MBA
EQUIVALENT

WEEKEND SESSIONS
CLASSROOM & ONLINE

DURATION
ABOUT 16 MONTHS

LOCATION
DELHI (NCR) / HYDERABAD / MUMBAI



“The PGPpro at ISB combines academic rigour with the convenience of weekend sessions, eliminating the opportunity cost of gaining world-class education.”

RAJENDRA SRIVASTAVA

Dean and Novartis Professor of
Marketing Strategy and Innovation, ISB

Programme Highlights

- **Offered in Delhi (NCR), Hyderabad and Mumbai:** This programme is the first programme from ISB to be offered outside its campus locations. There is no need to travel to ISB campuses - get the ISB experience at your doorstep. Currently the programme is offered in Delhi NCR region, Hyderabad and Mumbai
- **Campus Visits:** Two weeks of classes are held on ISB campuses - one week at Mohali and one week at Hyderabad
- **International Week:** Participants also have the opportunity for one international immersion in an Asian country
- **Blended learning:** An effective mix of synchronous/asynchronous online learning combined with majority of learning in the classroom
- **Convenient Format:** Classes are held on alternate weekends (Sat & Sun) and online modules for a few hours in the intervening weeks. No need to take leave from work
- **Options for Specialisation*:** The programme has a strategy and leadership focus with one additional area of specialisation in either Finance or Marketing

**A specialisation may not be offered if the enrollment for a specialisation is less than 25% of the enrolled students.*





Who is it for?

The programme is ideal for people who possess the following attributes.

AMBITION

Individuals with the desire for success and motivation to undertake rigorous study to help them consolidate their career or business for enhanced growth.

MID-CAREER PROFESSIONALS/ ENTREPRENEURS

PGPpro is targeted at 'mid-career' working professionals and business owners, with 5 to 12 years of work experience. They desire to consolidate their functional career in the immediate future and aspire to go on to senior management roles thereafter.

DIVERSE WORK PROFILE

The programme is suitable for individuals from diverse backgrounds having unique professional experiences. Working professionals and Entrepreneurs from innovative start-ups to multinational companies will benefit from the programme. Diversity leads to new thinking, innovation and creativity. Individuals from varied functions and range of industries will gain and also have the opportunity to apply the learning at work.

BUSY SCHEDULES

The PGPpro is ideal for busy professionals who have execution responsibilities and demanding schedules.



Why PGPpro?

EXPAND YOUR NETWORK

Network is one of the most valuable features in your professional journey. PGPpro participants get full ISB alumni status and join a global network of 8500 plus professionals across 41 countries. They form strong relationships for life and gain academically, professionally and personally. Alumni reach out to each other for advice and support. The benefits are countless as common connections are formed with individuals having similar backgrounds, goals and aspirations.



WORLD-CLASS FACULTY

The School offers a combination of outstanding resident faculty and visiting faculty from partner schools and other top global B-schools. They have extensive teaching, research and industry background and work towards bringing the latest management practice to classroom learning. Participants gain valuable insights as faculty members share cutting-edge management concepts, global industry trends, business practices and their own practical knowledge to classroom.



PEER GROUP LEARNING

The programme office aims to craft a class of extraordinary individuals from diverse professional backgrounds possessing similar outlook and aspirations. Peer learning is an important component of classroom experience. Participants learn and contribute to each other's experience, discover new perspectives and gain understanding of diverse functions, industries and organisational practices.



CLASSROOM-BASED LEARNING

Participants get the opportunity to be back in classroom with an exceptional group of individuals and to be taught by the finest faculty. Classroom learning is facilitated by faculty teachings and peer experiences. Classes are held in Delhi (NCR), Hyderabad and Mumbai on every alternate weekend (Saturday and Sunday) at the ISB's designated centres along with visit to ISB's Hyderabad and/or Mohali campus.



ONLINE COMPONENT

The programme has an online component in each course that allows greater convenience and flexibility.

The online parts are interspersed between classroom sessions for effective learning.

NO OPPORTUNITY COST

Participants do not incur loss of income as they continue to be employed.

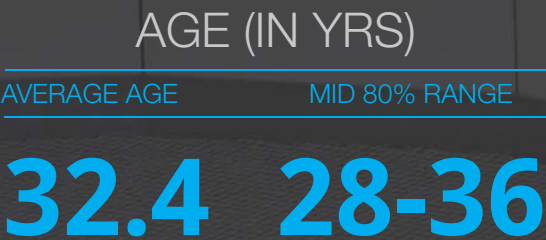
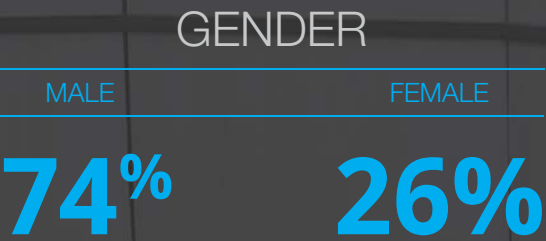


CONVENIENCE

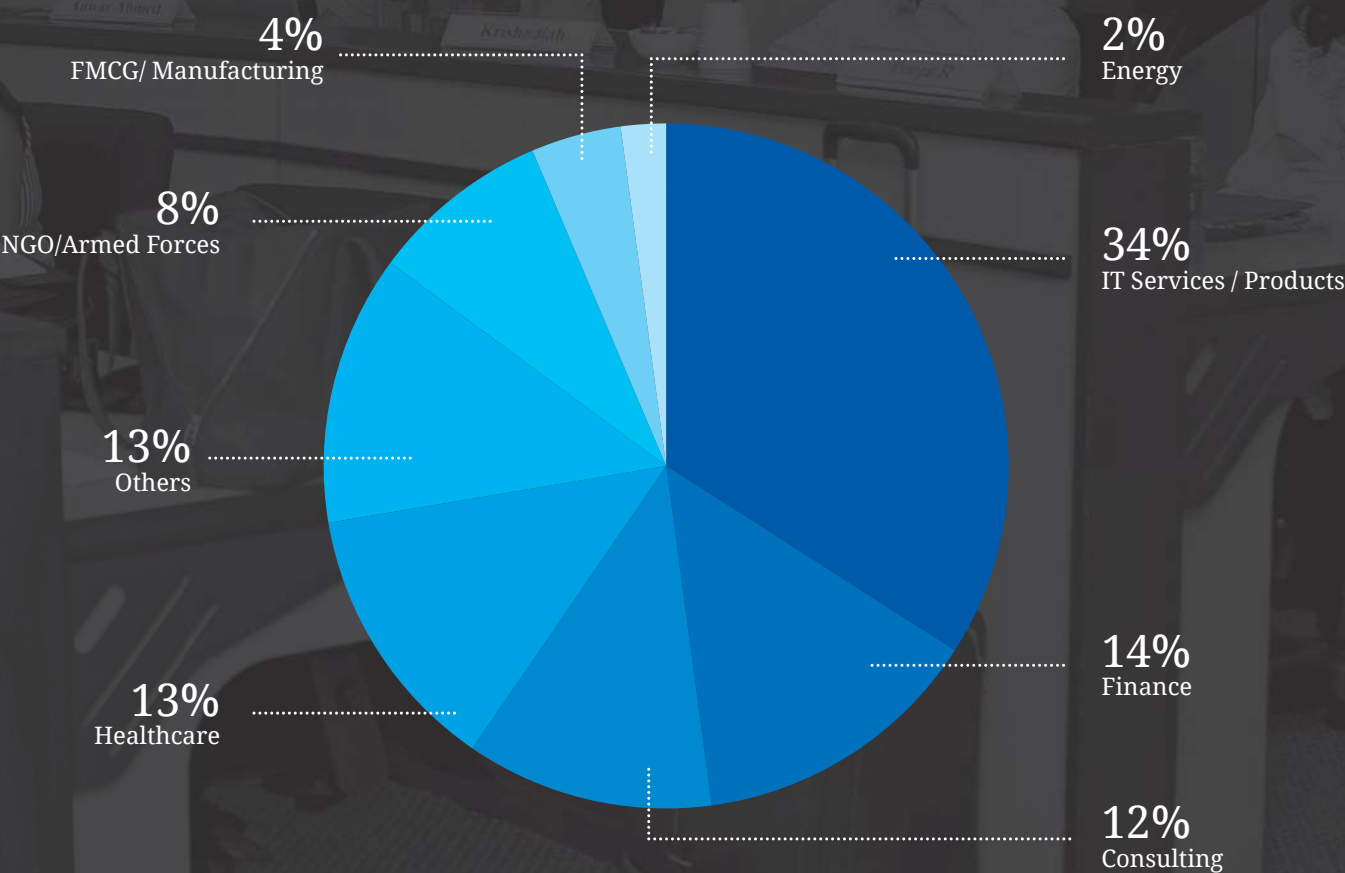
Participants attend the programme in their own city in a combination of classroom and online sessions. Since there is no relocation involved or extended travel, there is minimal disruption of personal life. The programme requires very few days away from work.

Participants have further flexibility of attending missed sessions in other cities where PGPpro is underway.

Class Profile 2017



Industry Breakdown





The programme offers the best professors and peers from whom I can leverage the knowledge needed to guide my company.

ATUL JAGADISH

Co-Founder & COO, Spin Fitness Pvt Ltd (PedalBeat)

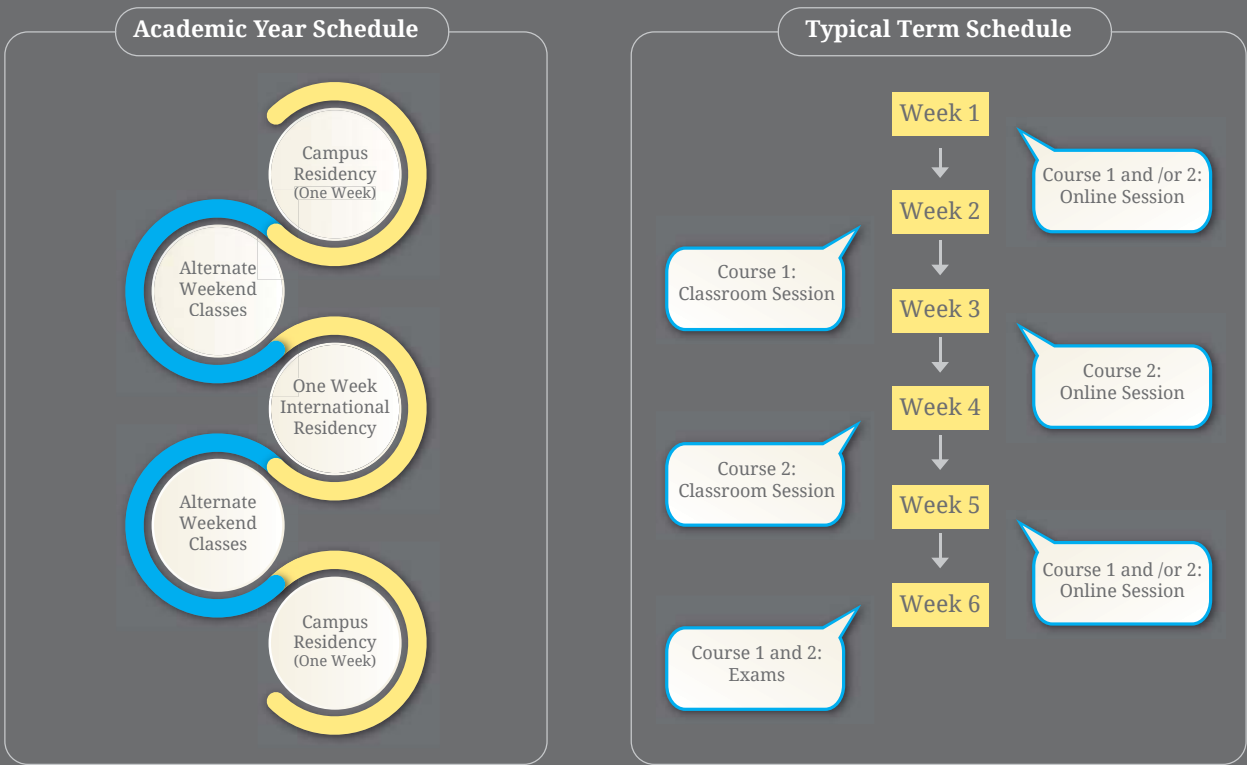
The convenient classes on the weekend allow me to implement the learnings at work right away.

RAJ KUMAR PATRA

Techno Functional Consultant, Life sciences

PROGRAMME SCHEDULE

The programme starts off with a one week residency on either of the ISB campuses in Hyderabad or Mohali. Then the schedule shifts to an alternate weekend classes system interspersed with online components in the intervening weekends (Friday and/or Saturdays). There will be one week of international residency in another country in Asia in the middle of the programme. Finally, the programme will end with another week of classes on one of the ISB campuses.



Leave from work: Students will need 3 weeks (~15 days) of leave during the programme

WHAT DO YOU GAIN?

Participants develop knowledge in management and leadership skills through three components:

A supportive learning environment is created as participants engage with faculty and peers. Throughout the journey they unlearn, reflect, and redefine their boundaries. The critical learning outcomes in the programme will focus on:

- **Strategy & Leadership Skills:** Increased awareness of exercising leadership through key initiatives, execution, influencing, inspiring and empowering people, and managing change
- **Critical and Integrative Thinking:** Ability to identify the central issue amidst incomplete/overwhelming information, draw inferences & recommendations, and deploy them effectively to solve business problems
- **Functional Specialisation:** Have an opportunity for deeper learning in either Finance or Marketing to confidently steer these functions to transformation
- **Ethical Responsibility:** Have the ability to make responsible decisions through enhanced sensitivity to various stakeholders, communities, and environment that are affected by management decisions

The students get the opportunity to immediately apply knowledge in their organisation and eventually lead to consolidating their position in a functional area of their choice and going on to becoming exceptional leaders with a strategic mindset.

DISTINGUISHED
FACULTY

WORLD-CLASS
CURRICULUM

PEER
LEARNING

Pedagogy

The programme starts with online preparatory courses that form the foundation for future courses.



PREPARATORY MODULES

Preparatory modules are sourced from Harvard Business School Publishing. The participants will spend time refreshing their knowledge in quantitative, accounting and finance areas.



ONLINE COMPONENT

The programme includes a part of each course being taught online - either synchronously or asynchronously. This helps in getting the concepts clarified before actual classroom sessions begin or to conclude the classroom sessions with a wrap-up.



SIMULATION

Business simulations, which mimic real-life business situations are used to help participants apply theoretical concepts for decision-making.



INDUSTRY SPEAKERS/VISITS

Speaker series or visits may be organised during the course. These interactions complement classroom learning and bring in practical perspectives to management theories. The speakers discuss diverse topics such as international growth, corporate diversity, entrepreneurship, corporate ethics and consumer behaviour. The School also hosts a number of annual conferences and seminars with distinguished business leaders and entrepreneurs as guest speakers.



PRE-COURSE READING MATERIAL

Pre-course reading materials which are in the form of text books, cases, articles etc. will be made available to all participants in advance. Participants are expected to spend 8 to 10 hours per week studying these materials before they come for classes each term. Online assessments and pre-course projects are also incorporated into the programme to ensure academic rigour.



CLASSROOM DISCUSSIONS

The classroom discussions are an integral part of each course. The enriching lectures and discussion are key to learning concepts.



CASES

Cases from various sectors and geographies are discussed and debated to understand the applicability of management concepts to real life examples.

Curriculum

As a global business school, we create the latest curriculum in collaboration with our academic partner schools. The PGPpro curriculum is aligned to the requirements of mid-career professionals and aims at accelerating their career. It prepares participants to have a deep understanding of business opportunities and challenges, take decisions based on data points and lead with impact.

Participants learn the tools, skills and industry best practices required for broader understanding of business. Over 16 months, the integrated curriculum covers 24 courses and is divided into 4 categories with the focus on Leadership & Strategy.

Foundation Courses consists of basic courses in Business Mathematics and Accounting, which strengthen the analytical skills and prepare participants for core courses.

Core Courses focus on key business areas such as Accounting, Operations, Finance, Marketing and Economics. These courses develop cross functional

knowledge required to understand how organisations operate and the overall business environment.

Advanced Courses further reinforce the key functional areas and develop the strategy and leadership base.

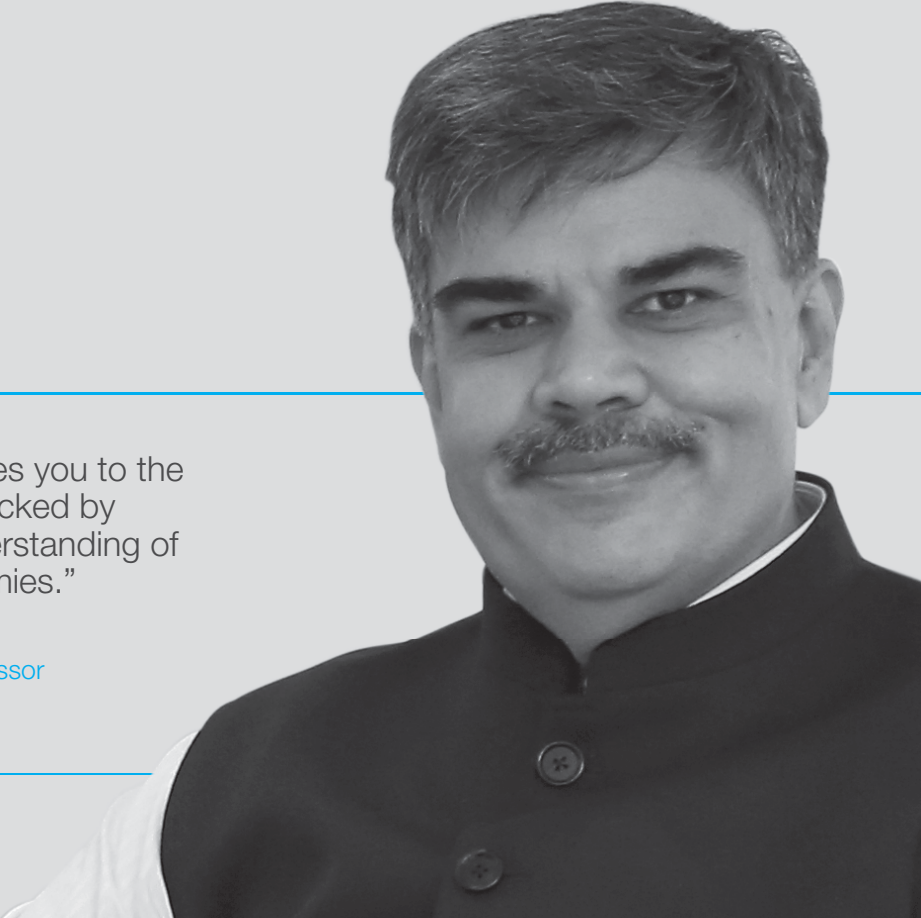
Specialisation Courses: The programme gives participants the opportunity to go deeper in one functional area by opting for a specialisation in either Marketing or Finance.

Faculty Members deliver this innovative curriculum using a variety of teaching methods with the right balance of theory, research and practice, leading to an enriching learning experience.

“The curriculum at the PGPpro exposes you to the most relevant aspects of business, backed by years of research and a practical understanding of both developed and emerging economies.”

DISHAN KAMDAR

Deputy Dean - Academic Programmes and Professor of Organisational Behaviour, ISB



1
Foundation
Courses

2
Core
Courses

3
Advanced
Courses

4
Specialisation
Courses

International Immersion

International immersion is an integral component of the PGPpro. Participants get immediate experience of how businesses are managed; understand the demands and policies of local market. It will involve one or more of various interventions like:

- Cultural visits
- Country experience
- Classroom teaching
- Industry visits
- Top management interaction

The cost of international immersion (travel, visa, incidentals, tourism etc.) will be additional and is not included in the tuition fee.

Career Support Services

At Indian School of Business, We help our students focus on their career goals. To support students in achieving their career goals, the PGPpro provides a series of interventions to help them in clarifying their goals, get a better understanding of themselves and alignment of skills to their aspirations. These interventions help in:

- Understanding oneself
- Aligning one's skills & strengths to appropriate careers
- Profile preparation & review
- Smarter networking and
- Soft skills

The goal is to bring increased self-awareness, improved self-confidence and better clarity of future career options, enabling students to take charge of their careers on their own.

Our Career Services Team will provide comprehensive search support to help you land a suitable job opportunity post the programme.

Admissions

Before you start the application, we advise you to review the essential criteria required to apply to the programme. Interested candidates must fulfill the mandatory criteria. In addition to academic and professional record, the programme office also looks at personal characteristics that make a candidate exceptional. As a World-Class Business School, we are committed to excellence and value individuals with integrity and high ethical standards.





APPLICATION ELIGIBILITY

Mandatory requirements to apply to the programme are:

Education: Bachelor's Degree or equivalent in any discipline

Work Experience: Full-time work experience between 5 years and 12 years. Candidates having less than 5 or more than 12 years of work experience as on Jan 1, 2018 are not eligible for admission to this programme.

The well-crafted programme along with a solid infrastructure is ideal for mid-senior level candidates who are aspiring for acceleration in their careers.

HUSAIN ALI

Area Head, Britannia Industries Ltd

WHAT DO WE LOOK FOR?

We seek mature, motivated individuals possessing a combination of exceptional managerial experience, strong academic ability and superior interpersonal skills. Each application is evaluated holistically across different elements. The admissions process is selective. Only high potential candidates make it to the programme.

- Academic Performance
- Personal Attributes:
 - High ethical values
 - Superior interpersonal skills
 - Ability to communicate effectively and intelligently
 - Achievement oriented mindset
 - Global outlook
- Professional Qualities & Work Quality
 - Professional achievements
 - Proven managerial experience (examples of project management, decision-making, people management, etc.)
 - Professional growth potential
 - Leadership potential
- Interview Performance

Application Procedure

HOW TO APPLY TO THE PROGRAMME?

Interested applicants are required to submit an application (available on our website) along with scanned copies of the mandatory documents.

Each section of the application is important. The programme office works towards getting a class of individuals from different backgrounds with variety of skills. Therefore while working on the application, it is advisable to self-reflect and include professional milestones, life experiences, career goals and aspirations and present a well-defined application.

The application consists of the following sections:

- Personal Information
- Education Details
- Professional Details
- Essays
- Professional Evaluations

We also require scanned copies of the below listed documents to be submitted with the application:

- Colour Photograph
- Passport
- Academic Certificates
 - Bachelor's Degree Certificate & Mark sheets/ Transcripts (for all semesters/years)
 - Class 12 Mark sheets/ Transcripts

I chose this programme for its flexibility and the strong pedagogy in management.

DR. AFTAB

Healthcare Consultant, Sitara Medical Centre

ADDITIONAL INFORMATION ABOUT THE APPLICATION

Applicants are required to submit professional evaluations. We strongly recommend applicants to opt for an online evaluation as per the prescribed format.

For employed applicants, evaluations should be requested from current manager and the most recent previous manager.

Self-employed applicants may get evaluations from business associates like your customers or vendors. In case of any doubt, please write to the Admissions Office before making a choice.

MISPLACED EDUCATIONAL DOCUMENTS

It is mandatory to submit all certificates as specified in the online application and mark sheets for all semesters/years. In case of misplaced or lost certificate/ mark sheets, we advise participants to initiate the process of obtaining an official copy from their University/Board/School at the earliest.

ADMISSION DECISION

Admission decisions are taken on a rolling basis; candidates will be informed of the admission decision within eight weeks of submitting the complete application and supporting documents. Candidates offered admission have to pay the admission fee within 15 days of the admission offer being made to reserve their place in the programme.

ADMISSION INFORMATION SESSIONS

Admission Information Session gives you a platform to personally meet and interact with the Admissions Team. It will help us understand your expectations and ambition. Interested candidates will gain better understanding of the programme benefits and admission process.

Application Deadlines & Fee

APPLICATION SUBMISSION DATES		APPLICATION FEE (₹)
Round 1 Application Deadline	October 10, 2017	5,000
Round 2 Application Deadline (Final)	November 20, 2017	15,000

- A non-refundable application fee will have to be paid for applying to PGPpro
- Payments can be made online only via credit card
- No payment is required to create a user login and start the online application

* The Application Fee amount includes Service Tax

Programme Fee

The programme fee for academic year 2018-19 is ₹ 28 lakhs plus service tax. The fee includes: admission fee, tuition and course material. Admitted students are required to pay a non-refundable admission fee in order to secure a seat in the class.

Fee	Amount (₹)	Taxes (₹)*	Total (₹)
Admission Fee	3,00,000	45,000	3,45,000
Tuition	25,00,000	3,75,000	28,75,000
Total	28,00,000	4,20,000	32,20,000

* Taxes as applicable as per law will be levied and are subject to change.



SECURITY DEPOSIT

A refundable security deposit of ₹ 25,000 has to be paid in addition to the programme fee. This amount is refundable after deduction of any dues payable to the school.

ALUMNI FUND CONTRIBUTION

An alumni membership of ₹ 20,000 is payable by all participants of the programme by Dec 30, 2017. The alumni membership is non-refundable for participants who successfully graduate from the programme. This fee will be fully refundable for participants who do not graduate from the programme either due to withdrawal or failure to clear the examinations.

ADDITIONAL EXPENSES

The additional expenses (not included in the programme fee) that a student is expected to incur are upwards of ₹ 100,000. They will be incurred on;

- Travel to ISB Hyderabad and Mohali campuses
- Travel (airfare/local conveyance) for the international immersion
- Conveyance, boarding & lodging during field trips and meals
- Purchase of laptops and other electronic aids recommended by ISB

Payment Schedule

The tuition is payable in single payment or four equal instalments.

Fee Item	Payable By	Fee (₹)	Taxes	Total (₹)
Admission Fee	15 days from admission offer	3,00,000	45,000	3,45,000
1st Instalment	December 30, 2017	6,25,000	93,750	7,18,750
2nd Instalment	March 30, 2018	6,25,000	93,750	7,18,750
3rd Instalment	June 30, 2018	6,25,000	93,750	7,18,750
4th Instalment	September 30, 2018	6,25,000	93,750	7,18,750
Total		28,00,000	4,20,000	32,20,000

For education loans visit www.isb.edu/pgppro/fees-and-financing/loans

- The ISB reserves the right to revise the programme fee
- The school realises its fee in Indian rupees. Participants who want to remit the fees in foreign currency can do so by remitting the foreign currency equivalent to Indian Rupees, based on the prevailing exchange rate
- The refund of any fee is subject to the refund policy prevailing at the time of seeking a refund
- All participants are required to have a personal laptop, the minimum specifications of which will be sent before the start of the programme. Official laptops are not allowed
- Participants may be required to purchase other electronic aids (iPad, etc.) as per programme specifications





Disclaimer: This brochure is only for the purpose of providing information to the reader on the ISB's PGPro programme. ISB reserves the right to change and modify these details at any time. The brochure does not result in any binding contract between the ISB and the reader.

Programme Calendar - Delhi (NCR)

	M	T	W	T	F	S	S	M	T	W	T	F	S	S	M	T	W	T	F	S	S	M	T	W	T	F	S	S	M	T						
January 2018	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31					
February 2018				1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28					
March 2018				1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31		
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July 2018						1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
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October 2018	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31					
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Math Boot Camp Orientation Online Sessions Terms Exams Intl Immersion term Final Term

Programme Calendar - Hyderabad

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April 2018	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30							
May 2018			1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31				
June 2018					1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31		

Orientation Online Sessions Terms Exams International Immersion Final Term



Programme Calendar - Mumbai

	M	T	W	T	F	S	S	M	T	W	T	F	S	S	M	T	W	T	F	S	S	M	T	W	T	F	S	S	M	T						
January 2018	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31					
February 2018				1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28					
March 2018				1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31		
April 2018						1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	
May 2018	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31					
June 2018				1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30			
July 2018						1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
August 2018		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31				
September 2018					1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30		
October 2018	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31					
November 2018			1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30				
December 2018					1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	
January 2019	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31					
February 2019				1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28					
March 2019				1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31		
April 2019	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30						
May 2019		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31				
June 2019				1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30			

Math Boot Camp Orientation Online Sessions Terms Exams Intl Immersion term Final Term



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