

# Post Graduate Program in Management



India's Largest Management Program for Working Professionals



# Are you a mid-career professional looking to level-up your career ?

Are you stuck at a role and confused about your future career path?

Do you want to build deep business perspective to explore growth opportunities?

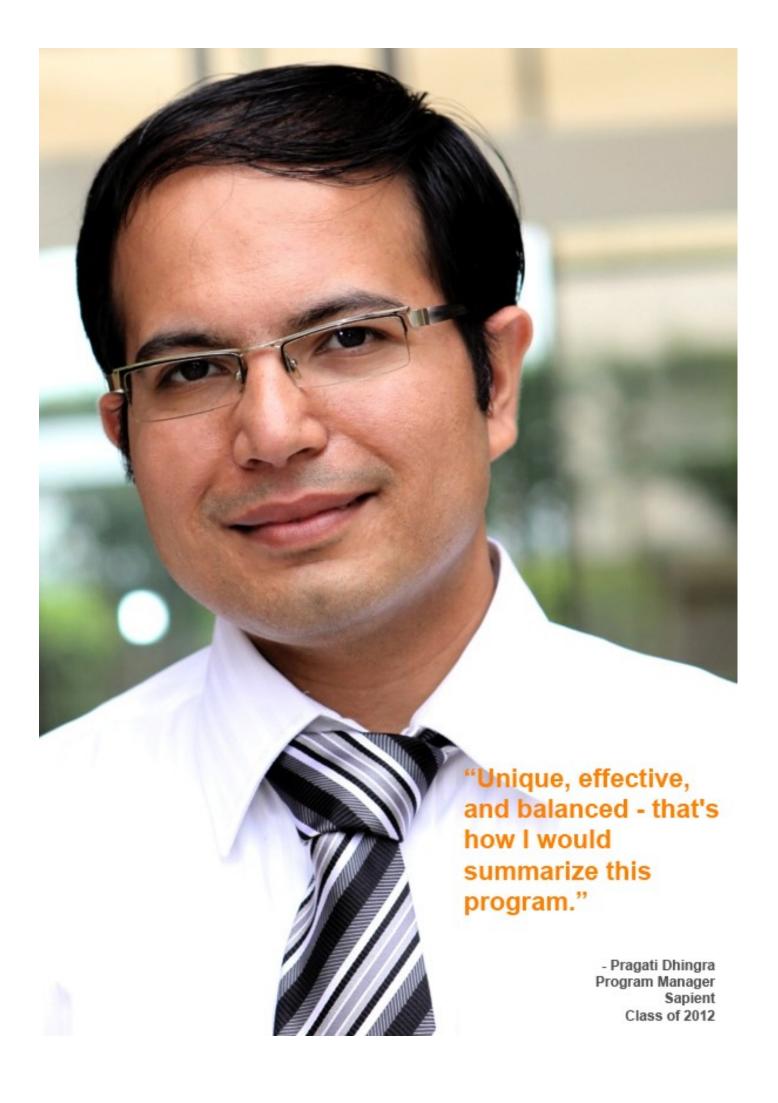
Do you believe that you need to differentiate to open new opportunities inside or outside of your organization?



"Having worked on real business problems at Sunstone, not only helped me get through the interview process at Adobe, but also instilled the confidence to take more Business responsibility."

## Sunstone PGPM is the Answer

Sunstone Business School is the largest business program for mid career technology professionals. Sunstone is a Government of India approved management skill program to help high-caliber technology professionals like you in their growth by building required business skills. Thousands of professionals have built their aspirations and changed their career paths by joining Sunstone community.



# PROGRAM HIGHLIGHTS



# Designed for practical real-world application

- Problem-based learning (no textbooks)
- Case Study & Content Partner: Harvard Business Publishing Logo
  - · Communication / Soft Skills

## **Dedicated Career Development Cell**

- Job Board with frequent job postings
- Resume, interview & Linked-in makeovers
- "Networking Sessions" with Industry Leaders
- Personal Career Coaching by Senior Faculty

Only management program approved for up-skilling by Gov't of India (NSDC)

# ONE YEAR TO CHALLENGE YOUR THINKING. YOUR PATH TO BUSINESS LEADERSHIP.

The learning model relies on real world application oriented curriculum so that you can leverage it immediately. We take real world problem situations and impart management concepts in the course of solving them.

The traditional monolithic MBA program has been re-imagined to be flexible and allow participants to complete it at their own pace and according to their appetite for learning, across three levels of depth. Each level spans 4 months, and can be completed consecutively or with breaks between each level. Details of each level are as below.

## Level-1

Accelerate in current career path

- Organization Structure & Effectiveness
- Micro Economics
- Communication & Storyboarding
- Financial Statement Analysis
- Networking

- Career Foundations
- Marketing
- Problem Solving
- Selling Ideas
- Budgeting & Planning
- Entrepreneurial Venture Planning

## Level-2

Move to the next level role growth

- Creating Business Value
- Negotiating to Win
- Revenue Recognition
- Working Capital Management
- Leading Teams
- Entrepreneurial Strategies
- Corporate Finance
- Digital & Content Marketing

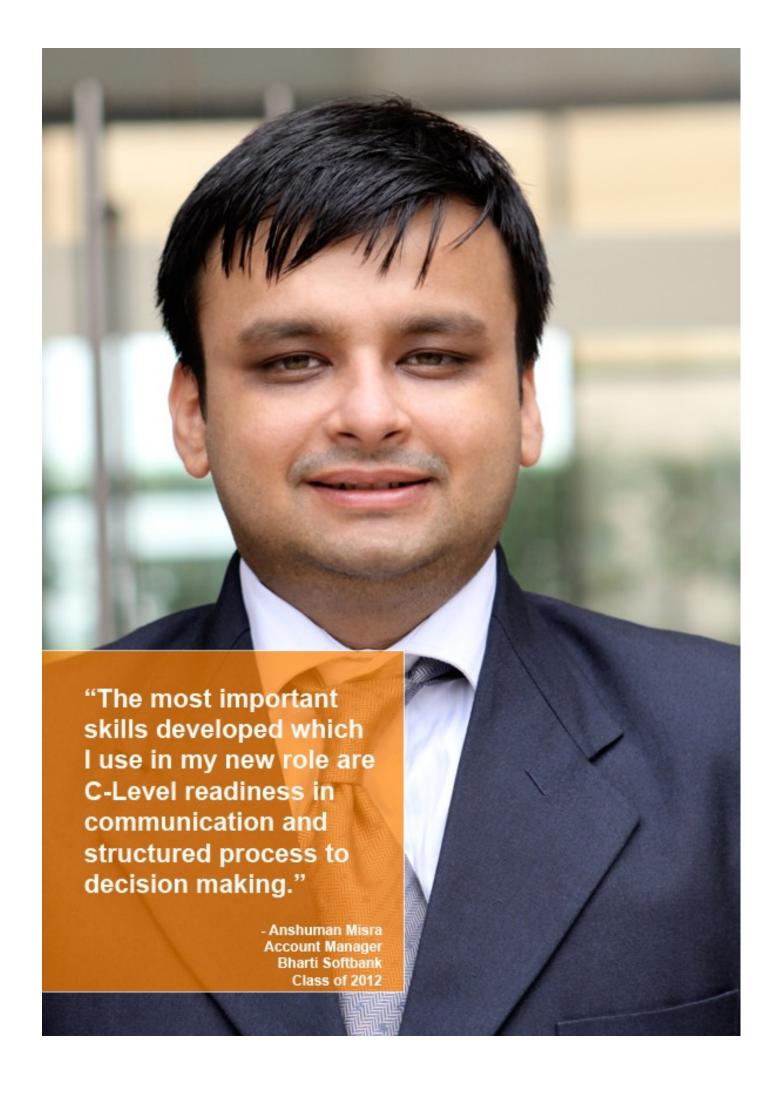
- Product Management & Marketing
- · Services Leadership
- Data Driven Decision Making
- · Growth Strategies I
- Term Project
- · Career Development

## Level-3

Get ready to move to higher management roles of CTO, CEO, etc.

- Equity as a Source of Value
- Growth Strategies II
- · Business Models
- Macro Economics
- Strategic Analysis of Business
- Financial Market Efficiency
- · Cost of Capital
- Big Data Analytics

- Blue Ocean Strategy
- Branding
- Career Coaching
- Live Capstone Project
- Financial Markets & Institutions
- · Sales Strategy



### YOUR 365 DAYS WITH SUNSTONE BUSINESS SCHOOL

#### Workshops

Role playing, mock-interviews, and team events

50 Hrs

#### **Lectures and Theory**

Self study material, PPTs, case studies, books and live class discussions on contact days

200 Hrs

## Real Business Problems

Assigned as individual or group work throughout the year

200 Hrs

#### Networking

Regular interactions with industry business leaders, successful entrepreneurs and peers

150 Hrs

#### **Presentations**

Group and individual presentations to industry panels

50 Hrs

#### **Online Discussions**

Case discussions, general discussions with Faculty and Peers

100 Hrs

## Structured Problem Solving

Top down problem articulation, issue tree development, synthesizing, outcome driven problem solving

## Career Coaching

Resume Building, mock interviews, one on one mentoring, industry connections

# INDUSTRY REGULARS AT SUNSTONE



Rammohan Sampath
Director - Global Strategy and
Business Devlopment
AT&T



Rajendran Dandapani Director of Engineering Zoho Corporation



Supam Maheshwari Co-Founder & CEO FirstCry.com



James Verghese
Director - Investments
Chilasa Venture Philanthropy



Bala Singhania Director PWC Analytics Center



Puneet Arora
VP - NW Ind, Pro & Dev Services
Jones Lang Lasalle



Puneet Bakshi
Head - Prepaid CLM, Usage & Ret
Idea Cellular Limited



Anurag Vohra Principal PM Lead Microsoft



Sanjay Kalra Entrepreneur at Large



Venkat Viswanathan Chairman LatentView



Rohit Bansal Consumer Services Snapdeal



Sameer Maheshwari
Founder & Managing Director
Healthkart

# INDUSTRY REGULARS AT SUNSTONE



Sanjeev Aggarwal Managing Director Helion



Aakash Goel Vice President Bessemer Venture



Amit Ranjan CoFounder SlideShare



Anupam Rastogi Principal Nokia Growth Partners



Gautam Sinha Group CTO & Director Indiatimes & Times Bus Sol Ltd



Hitesh Oberoi MD & CEO Info Edge India Ltd



Manoj Rijhwani Account Manager India Business at Google Inc



Sandeep Lodha Principal Bain & Co

# SUNSTONE FACULTY ARE INDUSTRY VETERANS



Rajul Garg

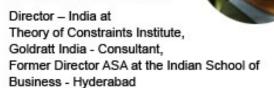
Board Member, Strategic Advisor & Angel Investor
Co-Founded GlobalLogic (IT Co. w/10,000+ employees)
Founder & Former CEO, Pine Labs
Course Director – Organization Structure and Effectiveness Story Boarding

## Mrityunjay Kumar IIT Delhi, University of Washington



COO, Magic Software Lead Product Manager, Microsoft Corporation Serial Entrepreneur Course Director - Product Management Selling Ideas

## Joseph A. Hopper King College (USA), ISB







Portfolio Manager at Willow Investment Management LLC

Former Investment Officer, Wegmans Financial Services

Former Sr. Manager, Product Dev. at GlobalLogic Course Director – Finance and Accounting

Dinesh Singh

Harvard, UCLA

Former Business Consultant with McKinsey & Co.

Former Business Development Manager, Induslogic Serial Entrepreneur

Course Director - Marketing, Brand Management





Senior V.P. Business Analytics & Research, Fidelity Former Senior Vice President, Mu Sigma Senior Engagement Manager, Infosys Technologies Course Director – Data Driven Decision Making

# Saurabh Agarwal



Former Senior Associate, A.T. Kearney Former Associate, McKinsey & Company Former Principal Consultant. GE Capital

Former Principal Consultant, GE Capital Course Director - Marketing





# APPLICATION PROCESS

Step 1: Submit the application form at http://www.sunstone.in/internal/application-form-payment/

You can attend an online LIVE web session to understand more about the program at <a href="http://sunstone.in/management-program/infoSession-1">http://sunstone.in/management-program/infoSession-1</a>, and request for a one on one counselling

Step 2: Attend the telephonic interview.

Step 3: Receive the offer and join the program.

# Eligibility Criteria

- 1. Minimum of 3 years of work experience after graduation in technology and related areas.
- 2. Innate curiosity to learn about business and ability to apply themselves to complex problems.
- 3. Serious intent towards the rigor of the program, ability to multi-task and put efforts for the program on a consistent basis



# **FAQs**

### 1. Does this program require me to leave my current job?

No. This program does not require you to leave your job. However, it is a rigorous program and would require 12-13 Hours of work every week.

### 2. Is this a completely online program?

Curriculum is delivered 100% online. However, its highly interactive program with small class sizes so everyone knows everyone! Students are connected with their peers and coaches 24X7 through the course portal.

Sunstone is considered the most interactive online program with 4 Hrs/week of online LIVE classes and another 8 Hrs/week of group learning through problems. All students have access to Sunstone portal with licensed content from our partners including Harvard Business Publishing. Assignments, Project work, Team Workshops and Networking Events are other parts of the Curriculum.

Sunstone also organizes networking days at certain cities where students, alumni, industry guests come together for networking sessions

### 3. Is there placement assistance?

Yes. Sunstone is the only program for working professionals in India with a placement service. Placement service helps students to create opportunities and pitch for those opportunities.

#### 4. How is this program recognized by Technology companies?

Sunstone certification has a huge value because it signals the knowledge and skills of our students. Sunstone is a rigorous program that requires sincerity and commitment to complete. Various companies have been posting relevant jobs through placement services. Our recognition is also a result of our alumni's success and performance in their companies. However, it ultimately comes down to specific student's knowledge and skills.

#### 5. Can I pause or completely stop after completing PGPM Level 1?

Yes. We also recommend students to think about a level at a time. A large number of students only complete PGPM Level-1 and receive benefits in their career. Level-1 is enough to provide to strong business foundational skills and it also provide strong networking opportunities through Sunstone community.

# WHAT NEXT

### Find More Online

The Sunstone website <a href="http://www.suntstone.in">http://www.suntstone.in</a> has a great deal of information about the **Sunstone PGPM program**, the faculty and school's advisory board.

Connect with 1000+ large tech community at Knowledge.sunstone.in

## Stay Tunned



https://www.linkedin.com/edu/school?id=43428



http://www.facebook.com/SunstoneBusinessSchool



http://twitter.com/sunstonebschool

# **Main Campus:**

## Delhi NCR:

Sunstone Business School Plot No. 10, Knowledge Park – III, Greater Noida – 201 308, (U.P.) India



www.sunstone.in Email Us: contactus@sunstone.in