

### The Past Year- Overview

2012 was a challenging year for Iran, as well as for the Iranian Business School. Given the difficult circumstances in which IBS was compelled to operate, we conducted a thorough review of our activities and made a number of adjustments in line with our vision and principles. Far from dampening our spirit, the challenges we faced spurred us to identify opportunities that would maintain our drive toward fulfilling our educational aspirations in Iran.

Amongst our list of priorities, IBS moved towards launching an Executive MBA programme (EMBA) in partnership with a reputable international academic institution; we worked towards devising more effective ways to continue using world-class professors; we made strides in our promotional efforts, particularly with securing additional members for our IBS Industry- Circle; and we organized bespoke short-term modules to meet the immediate requirements of our clients.

### Workshop in "Principles of Accounting and Financial Analyses" (December 2012)

At the specific request of a number of Iranian companies, IBS organised and conducted a 7-day workshop in December 2012 on the principles of accounting and financial analysis at our Tehran premises. The workshop was well received by all participants. It was an honour for IBS to have Dr Bita Mashayekhi, faculty of Tehran University and an internationally recognized professional in the field, as our instructor for the workshop. The main objective of the course was to familiarize participants with a good fundamental knowledge in the assessment and analysis of financial statements.

### Senior Executive Management Round-Table (January 2013)

The difficulties facing the Iranian economy and the private sector were at the root of our decision to organize a round-table meeting to discuss the overall situation, future developments and ways to overcome these challenges. This gathering was held on the evening of 12th of January in Tehran. Many views and opinions were exchanged by the participants. The round-table meetings of the managers hosted by IBS are to be continued by invitation from amongst managers of the country's private and semi-private companies.

### IBS Presence in the 11th Management Conference of Sharif University of Technology (February 2013)

IBS actively participated on the sideline at the exhibition of the 3-day Management Seminar of Sharif University which was held at Razi International Conference Center, Tehran University of Medical Sciences. This was the first presence of IBS at a seminar/conference exhibition in Iran. It is intended for IBS to participate actively in such events in the future.





### **The 3-Day Workshop in Accounting for Managers (February 2013)**

Following the success of the December workshop, a further 3-day workshop, aimed at enhancing the know-how of top managers in the understanding, evaluation and analysis of financial statements was organised by IBS. Dr. Bita Mashayekhi returned as lecturer for this course which was well attended by participants from Xerox, Cobel-Darou, Echelon, Mobin-Net, Pars-Online, IDIC, Alborz Insurance Co, and Saziba Co.

### **Extending IBS Industry Circle**

This winter, we were delighted to welcome three new members to the IBS Industry Circle. These companies consist of: the Iranian Development Investment Company (IDIC), Magharehsazi Co. and Lia Co. We are now fortunate to have 6 members in the circle. The original three members are: the Butane Group, Saman Bank and Turquoise Partners Co. The IBS team will continue to work hard at attracting to the Circle other companies who share our vision and ideals from amongst the top organisations in the country.

### **Launch of EMBA Program:**

IBS is in the process of negotiating with several renowned academic institutions in Europe with a view to introducing a joint EMBA program in 2014. Building on the success of the executive education programs that have been run thus far, IBS is now looking to establish an Executive MBA to firmly establish the School in the forefront of business education in Iran. Economic circumstances mean that foreign education is not within the realm of possibility for the majority of Iranians. We see great value in partnering with a foreign business school to provide this level of Executive MBA education. While several providers already cater to this market, the education they provide is not of the highest standard, nor do they partner with institutions that are highly regarded. Thus, we believe there is a significant opportunity to be realized.

### **Iranian Business School 2013-2014 Workshops and Courses calendars:**

- “Quality in Service”, 26th& 27th of June 2013, Dr Kouroush Jenab, Professor at California State University & President of MultiHorizon International Co in Canada;
- “Negotiation, Influencing, Facilitation and Managerial Communication Skills”, 3rd& 4th of July 2013, Dr Mohsen Fatemi, Professor at Harvard & Toronto Universities;
- “Leading the Organizations and Human Resources in Challenging Times”, 19th& 20th of September 2013, Professor Ali Dastmalchian, faculty member and former dean of Gustavson Business School of University of Victoria, Canada;
- “Principles of Brand Building in Organizations Success”, 30 & 31 of October 2013, Mr Najdeh Havansian & Mr Vahid Mehrinfar, distinguished lecturers and consultants in Iran, Armenia and Gulf States;
- “Advanced Financial and Managerial Accounting”, a 3-day course in January or February of 2014, Dr Bita Mashayekhi, faculty member of Tehran University;
- “Advanced Financial Management in Unstable Environment”, a 3-day course in January or February of 2014, Dr Bita Mashayekhi, faculty member of Tehran University along with a guest professor to be determined.

### **Upcoming Annual Events:**

The next IBS Tehran event will take place on 27th of September and the London IBS Project, annual Fundraising Event will be held on 25th of October 2013. We shall communicate detailed information in due course and look forward to welcoming you at these events.

**The IBS Executive Management team thanks you for your support.**