



S.P. Jain  
School of Global  
Management

DUBAI • MUMBAI • SINGAPORE • SYDNEY



# EXECUTIVE MBA

CAREER ACCELERATION  
AND ADAPTION

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Executive MBA (2020)

# S P JAIN AT A GLANCE

S P Jain School of Global Management (S P Jain) is an Association to Advance Collegiate Schools of Business International (AACSB) accredited business school with campuses in Dubai, Mumbai, Singapore and Sydney. We relentlessly strive to reimagine business education and offer innovative courses in dynamic, world-class cities. Our efforts have been recognized by highly regarded global rankings that include:

## TOP 15 IN THE WORLD

Forbes

Best International 1-year MBAs (2019-21)

## TOP 20 IN THE WORLD

Forbes

Best International 1-year MBAs (2017-19)

## TOP 100 IN THE WORLD

The Economist

Full-time MBA Rankings (2015)

## TOP 20 IN THE WORLD

Forbes

Best International 1-year MBAs (2013-15)

## #4 IN THE WORLD

Times Higher Education – World Reputation

1-Year MBA Rankings (2019-21)

## TOP 10 IN THE WORLD

Forbes

Best International 1-year MBAs (2016-17)

## #1 IN DUBAI

Global Brands UK

(2015)

## TOP 100 IN THE WORLD

Financial Times

Global MBA Programs (2011 & 2012)

## OUR GLOBAL CAMPUSES

2004

Launch of S P Jain in Dubai

2006

Launch of the Singapore Campus

2012

Launch of S P Jain in Sydney

2015

Launch of the Mumbai Campus

## MESSAGE FROM THE DEAN

### APPLIED PRACTICE AND THEORY DRIVEN

It is with much pride that I am introducing you to our brand new EMBA which is being offered online.

After much extensive research which included gathering data from corporates and alumni, we believe we have developed a truly world-class program which is at the leading edge of applied practice and theory. Some of the many new courses include Leadership and Cross-Cultural Management, and Corporate Governance and Ethics. New electives such as New Ventures and Mergers and Acquisitions are being offered.

Furthermore, a new specialisation is being offered in Entrepreneurship. Executive Career Acceleration Pathway (ECAP) has also been integrated into the core curriculum, emphasising the strategic importance of all students enhancing their soft skills in order to become effective managers and leaders.

The S-P aim EMBA has had a rich history which started in Dubai in 2004. S-P aim has made a major strategic investment in technology these past few years. Online courses are now taught through the cutting-edge Engaged Learning Online platform. This enables students to study in real-time at home or work via a virtual classroom.

The EMBA is taught by our world-class core faculty as well as through sourcing faculty from leading business schools from around the world.

Graduating from S-P aim results that you have a globally branded EMBA which is widely recognised around the world. Should you choose to apply, and be accepted, we are very much looking forward to working with you over your learning journey!

#### DR GARY J STOCKPORT

BA Hons (Leeds), PGCE (Nottingham), MBA (Warwick),  
PhD (Cranfield), ITF (London Business School)



# EXECUTIVE MBA

To get to the next stage of your career – whether it is to get promoted to the top, start your own business or explore opportunities outside your organisation – you will need the management expertise, global exposure and professional connective that a world-class MBA will help you gain. The S P Jain Executive MBA (EMBA) is designed to help you expand your managerial and leadership skillset, develop the tools to spot and seize challenging opportunities, and position yourself as the empowered leader your organisation needs today.

The program is designed to run in sync with the professional schedules of executives. There is minimal disruption to your professional life; the modular, well-balanced structure of the program enables you to develop actionable insights and make an immediate impact at work.

The program covers core concepts of general management, addressing business functions such as economics, accounting, innovation and strategy, and specialist courses offering in-depth coverage and insights in different industry tracks. The course also lays emphasis on strategic thinking, critical analysis, global intelligence, problem-solving and decision-making, resulting in the development of highly specialised skills and competencies. Rigorous coursework along with the practical emphasis of the program allows students to define problems, identify solutions and implement these within the context of their organisations.

## PROGRAM ARCHITECTURE

To fulfil the requirements of the EMBA program, students must complete 36 credits.

SUBJECTS	CREDITS
Core Courses	23
Projects	7
Electives	5
ECAI*	1
<b>TOTAL</b>	<b>36</b>

## PROGRAM OVERVIEW



18-month part-time MBA



Study Course via S P Jain's ELO technology



For professionals with 3+ years of work experience



Graduate with an Australian degree

## SPECIALISATIONS

- Marketing
- Finance
- Operations
- Entrepreneurship

# WHY CHOOSE THE S P JAIN EMBA?

Progress within your current organisation, enhance your leadership skills, become an entrepreneur or consider a career change - whatever you're headed, the S P Jain EMBA will help you get there. The in-depth knowledge and skills imparted through the core courses, electives, simulations and projects are designed to set you up for a lifetime of decision-making and leadership. We welcome you to explore how the S P Jain EMBA can empower your career.

## 1. YOU HAVE THE OPPORTUNITY FOR CAREER GROWTH, DURING AND AFTER THE EMBA

The curriculum focuses on developing visionary future leaders. It fosters students to develop and apply the whole gamut of knowledge and skills to value-add benefits to themselves and their organisations. These skills include critical thinking, time management, problem-solving, decision-making, generating innovative solutions, effective written and verbal communication, and all-round capacity for leadership.

## 2. A PROGRAM STRUCTURE THAT FITS YOU

The S P Jain EMBA has been designed to fit within the hectic schedules and critical responsibilities of senior executives. It does not require you to leave your job or take time off from work. The modular format of the program, as well as the flexibility to study online ensures that you can maintain a work-life balance alongside your study schedule.

## 3. AN EMBA THAT HELPS YOU MAKE A STRONG AND IMMEDIATE IMPACT

The program is demanding; however, the curriculum is designed to complement your business knowledge and enable you to apply what you learn in class immediately, on the very next day back at work. The curriculum is tailored to provide a holistic view of current and future global business environments, while the Applied Strategic Project and Global Strategy Immersion Project seamlessly integrate management theory into practical application, allowing you to sharpen your decision-making skills in the most effective way.

## 4. THE PROGRAM IS BUILT AROUND A DIVERSE, HIGH-CALIBRE MIX OF STUDENTS

As an EMBA student, you will be exposed to a powerful group of senior executives, entrepreneurs and high calibre business professionals (with an average of 15+ years of work experience) that will challenge, motivate and inspire you. The diversity of skills, business backgrounds and experiences leads to a learning environment that broadens your perspective and provides you with new, innovative ways of looking at business challenges.

## 5. THE PROGRAM EXPOSES YOU TO WORLD-CLASS GLOBAL FACULTY

The faculty that teach in the EMBA program at S P Jain are chosen for their business expertise and their ability to engage students who themselves have considerable real-world knowledge and business experience. They have been educated at some of the world's most reputed institutions (Harvard, Cornell, INSEAD, Cambridge and Oxford, to name a few) and are amongst the best in their fields.

## 6. TRANSITION FROM BEING A MANAGER TO BECOMING AN EFFECTIVE LEADER

The program will help you build essential leadership competencies such as strategic thinking and decision-making which, in turn, help you cope with the ambiguity and complexity that managerial jobs face today. The program also focuses on emotional and social intelligence, effective communication, and empathy - skills crucially important for the leaders of tomorrow.

## 7. THE EMBA ENABLES YOU TO TAKE CHARGE OF YOUR CAREER

The Executive Career Acceleration Pathway (ECAP) is a unique component of the EMBA designed to support you throughout your professional journey. Through ECAP, we offer a wide range of services from individual career coaching and training sessions to corporate interface sessions, skill development workshops, networking events and webinars. Throughout the program, you will also have access to S P Jain Thrashers Club (for campus-based students) and many more activities designed to help you stand out.

## 8. A PROFESSIONAL NETWORK FOR LIFE

Our students often agree that one of the best things about undertaking an EMBA at S P Jain is the network that they build. With several opportunities to mix with fellow students, 2000+ S P Jain alumni, world-leading faculty and senior business leaders, your time here is an unrivalled opportunity to make long-lasting connections that benefit you both professionally and personally.

## 9. YOU HAVE THE HELP OF A STRONG SUPPORT SYSTEM

Each batch has a dedicated Program Coordinator and support staff who are available, during class and after, to take care of any issues you have and provide support and guidance as you make your way through the program.

## 10. GRADUATE WITH A GLOBALLY RECOGNISED AUSTRALIAN DEGREE

S P Jain is registered as an Institute of Higher Education by the Tertiary Education Quality and Standards Agency (TEQSA), Australia. This means that on graduation, you get a degree conferred by S P Jain School of Global Management, Australia.



## STUDY IN A CONVENIENT ONLINE FORMAT

This is not like a typical online program. We utilize high-quality state-of-the-art technology within our Engaged Learning Online (ELO) platform to offer students the academic rigour and dynamism of the on-campus EMBA experience. With the same program duration, coursework, assessments, faculty, program structure and curriculum, you gain all the benefits of the on-campus EMBA without having to leave the comfort of your home, job or city.

Not only is ELO convenient and flexible, but what really sets it apart is its emphasis upon engagement. You will connect with peers and faculty from different countries - collaborate on assignments, discuss, debate and deliberate, raise your hand to ask a question, participate in polls, quizzes and breakout sessions - just like you would do in a conventional face-to-face classroom. The technology is designed to help you stay active and invested while also enabling you to develop the confidence to take on future leadership challenges.

What's remarkable about the format is that it also enables you to study through job transfers, relocation and other important personal and professional changes. With ELO, you can take your classroom with you and learn on the go.



S.P. Jain's state-of-the-art Engaged Learning Online (ELO) studio. Currently, only a handful of top schools in the world offer such immersive online experiences to their students, and S.P. Jain is amongst the very first in Asia to do so.

# CAREER PROGRESSION

The EMBA is designed in a way that induces students to think, ask the right questions, analyse, work in teams, communicate professionally, be innovative, proactive, open minded, and carry a positive attitude. In short, all the attributes of becoming a future leader. Year after year, we have witnessed graduates return to their organisations, seize opportunities to apply the lessons they learn in class and build their careers. We, at IIT IIS, are very proud of these graduates. Here are some examples:

NAME	PREVIOUS ROLE	NEW ROLE
Pramod Mishra	Team Leader - Front Office Grand Hyatt Dubai	Director of Sales & Marketing Hyatt Hotels Corporation
Ajit More	Network Consultant Cisco Systems	Solutions Architect Cisco Systems
Fayal Gang	Business Analyst Credit Suisse	Vice President Credit Suisse
Rishu Gada	Senior Manager Ibci India	Assistant Vice President Edelweiss
Karjari Mishra	Manager - Architecture Radius Developers	Head of New Business and Markets Ispira
Anchita Mujthia	Manager Virtuinito Soft Web Pvt Ltd.	Senior Manager Virtuinito Soft Web Pvt Ltd.
Neelam Mhapatkar	Onsite Support Consultant QuickMobile	Premium Services Consultant QuickMobile by Ovent
Shireen Godha	Product Manager CouponDunia	Head of Product & Marketing Technology Venture
Debanjali Sen	Manager - Sales O & M CLP India Pvt. Ltd.	Manager (Business) Development - Innovation CLP India Pvt. Ltd.
Tejas Bhatnagar	Senior Officer YES Bank Ltd.	Relationship Manager (MEA) YES Bank Ltd.



## A FOCUS ON DECISION-MAKING AND LEADERSHIP

Of all the knowledge, skills and experience that you bring to your company, the most valuable one is the ability to make winning decisions. After all, great decision-making is one of the hallmarks of great leadership. But how do you gain the confidence to manage risks, communicate persuasively and make confident decisions?

The S.P. Jain EMBA is built on the premise that leaders, no matter what type, will be faced with many difficult and different decisions. Combining case studies, discussions and debates, real-world tools, and simulations, you will explore new approaches to decision-making, apply the theories you learn in class to real-world contexts, boost your learning through practice, and discover the formula common to all good decisions.

### PROBLEMS (MINI-PROJECTS) AT WORK

Effective problem-solving and decision-making are critically important for all organisations. The Mini-Projects at Work (MPAW) assessments within Core and Elective courses will enable students to investigate topics which are intended to result in much practical value for their employer, organisation and/or themselves personally.

### MULTIMEDIA BUSINESS SIMULATIONS

Today, businesses operate under conditions of high risk, complexity and unpredictability. In this scenario, it is important for business leaders to understand the messy intricacies of the business world and prepare for them in a focused manner. At S.P. Jain, computer-aided business simulations are used extensively in our state-of-the-art Simulation Centres to enable students to practice and sharpen their real-world decision-making skills in an innovative, risk-free environment.

#### EXAMPLES OF SIMULATIONS OUR STUDENTS WILL UNDERGO:

- **Blackstone/Criterec Finance Simulation** (based on the acquisition of Criterec AG by the Blackstone Group)
- **Global Business Game Simulation** (students take over an established company and discover how to take advantage of new business opportunities and increase wealth for themselves and the company's shareholders)
- **Ultimate Technologies Simulation** (a web-based (browser-based) simulator that challenges students to plan, implement and fine-tune business decisions in a simple but realistic goal-based environment)



## ADD VALUE TO YOUR CAREER AND YOUR ORGANISATION

Working across a wide range of corporate challenges – with ideas and inputs generated through teamwork and collaboration with peers and faculty from around the world – you will have the opportunity to relate theory to practice, adding immediate value to your career and your organisation.



### GLOBAL STRATEGY IMMERSION PROJECT

The Global Strategy Immersion Project aims to prepare EMBA students to plan, execute and collect data to analyse a global company in both a logical, fact-based way as well as in a creative and solutions-focused manner.

Students analyse a global company within the strategic context of a country entry strategy. Consequently, this is meant to be a highly self-value-adding piece of strategic work (as it is for the senior executives of the organisation). This includes recommending and justifying tailored and differentiated market entry strategies for the company going forward in the short, medium and long term and putting these recommendations into performance metrics (Balanced Scorecard).

Examples of projects our students have undertaken:

- Alibaba's Organic Expansion to Brazil
- Expansion into USA
- Disruptive Analysis
- Launch of 5G in Europe

### APPLIED STRATEGIC PROJECT

The Applied Strategic Project is directed towards creating a greater understanding of the real-world corporate environment. The idea is to provide an opportunity to apply concepts in a practical context, thus enhancing management practices through the investigation of an important business issue facing the organisation.

An in-house faculty academic manager and an external industry mentor guide the research project. It has multiple evaluation components such as literature review, primary research, site presentations and reports. The student's intention is to create 'executive-class' reports that provide actionable strategic decisions for an organisation.

Examples of projects our students have undertaken:

- Benefits, Opportunities, and Challenges to Midsize Control Techniques by Adopting to Industry 4.0
- Designing a Go-to Market Strategy for Acquiring New B2B Customers for IBM
- Impact of Social Media on Consumer Buying Behaviour in the Fragrance Industry on Filtered Products (Body Deodorant)
- Impact of Artificial Intelligence on Contact Centres

# SUPERIOR TEACHING & EXCELLENCE

Faculty forms the backbone of any educational institution. At S.P. Jain, we are particularly proud of our faculty's dedication to research, teaching and academic excellence. However, what always impresses new students is their diversity. They come from all over the world, bringing with them a wealth of research and teaching experience. Their multinational backgrounds, academic strengths and social presence have helped us create a learning environment that is rich, stimulating, and challenging.

## Gary Stockport

Professor - Strategy, Dean - Executive MBA, and  
Chair - Exam Board  
PhD, Cranfield School of Management, UK  
Areas of Specialisation: Business and Strategy

## Boman Morechan

Adjunct Faculty  
Master of Management Studies in Operations,  
Jainmat Dajaj Institute of Management Studies, India  
Area of Specialisation: Operations Management

## Monica Gallant

Associate Professor - Accounting and Assistant Dean  
- Executive MBA (Dubai On-campus and Middle East  
Online)  
Doctorate of Education, University of Southern  
Queensland  
Areas of Specialisation: Finance and Accounting

## Arumugam Seetharaman

Professor & Dean - Research  
PhD in Accounting & Finance, University of Madras, India  
Area of Specialisation: Business Strategy

## Nitin Patwa

Associate Professor, Director - Simulation, and  
Deputy Director - Undergraduate Programs (Dubai)  
Master of Financial Analysis & Control, INV University,  
India  
Areas of Specialisation: Probability and Statistics



Bhanu Ranjan

Associate Professor - Communications and  
Negotiations & Assistant Dean - Executive MBA  
(Singapore)  
PhD in Educational Technology and Learning  
Science, U.S. University of Virginia, India  
Areas of Specialisation: Communication and  
Learning

## Balakrishna Grandhi

Professor - Marketing & Strategy, Dean - Global MBA &  
Master of Global Business  
PhD in Marketing, Carlson School of Management, USA  
Area of Specialisation: Marketing



Vanita Bhoola

Assistant Dean & Associate Professor - Executive  
MBA & Executive Education  
PhD, Indian Institute of Technological Engineering  
Areas of Specialisation: Logistics and Operations

## Theodore Tolias

Adjunct Faculty  
PhD in Economics, University of Manitoba, Canada  
Areas of Specialisation: Economics and International  
Business

## Smitha Sarma Ranganathan

Assistant Professor  
PhD in Management, Jain University, India  
Area of Specialisation: Marketing



Nicolas Hamelin

Associate Professor - Marketing and  
Director - International Centre  
PhD (DPhil) in Physics, Sussex University, United  
Kingdom  
Area of Specialisation: Marketing

## Sarah Coldwell

Adjunct Faculty  
PhD in International Psychology, The Chicago School of  
Professional Psychology, USA  
Area of Specialisation: Communication

## Nawazish Mirza

Associate Professor - Finance, Area Head - Finance  
PhD in Financial Markets, University of Paris Dauphine,  
France  
Areas of Specialisation: Accounting and Finance

## Marcus Pitt

Adjunct Faculty  
Doctorate of Education, Monash University, Australia  
Area of Specialisation: Consulting

## Mo Kader

Adjunct Faculty  
PhD, Kassel University, Germany  
Areas of Specialisation: Marketing, Strategic  
Management, Organisational Behaviour

## Vincent Connell

Adjunct Faculty  
PhD, London School of Economics & Political Science, UK  
Area of Specialisation: Accounting and Finance

## Johan Klerk

Adjunct Faculty  
Doctor of Business Administration, Swiss Management  
University, Switzerland  
Areas of Specialisation: Strategy and Economics

## OUTSTANDING PEER GROUP

A truly dynamic student body is the foundation of the SP with EMBA experience. When participants join this program, they become part of a community of exceptional students and professionals representing a range of technical, academic strengths, professional expertise and global experiences. Not only do participants leave with meaningful and lasting relationships that can be leveraged personally and professionally, but with the opportunity to find mutual and common ground and the ability to join the business world from various perspectives. Find out more about the students who joined our EMBA in 2023.

### AVERAGE AGE

36.1  
Years

### WOMEN

22%

### AVERAGE IN-CLASS WORK EXPERIENCE

12.4  
Years

### NATIONALITIES



### ACADEMIC BACKGROUND

88%  
Bachelor's degree

10%  
Master's degree

2%  
Others

### ROLES

18%  
Junior management

59%  
Middle management

23%  
Senior management

### INDUSTRIES

Automotive  
Automation  
Aviation/Aeronautics  
BFSI  
Manufacturing  
Consultancy

Construction  
Education  
Finance  
Healthcare  
Marine  
Media

Information Technology  
Oil & Gas  
Recruitment  
Shipping  
Telecommunications  
Travel & Tourism

### COMPANIES OUR STUDENTS REPRESENT

Aditya Birla  
Alkerm  
ANZ  
AWS  
AXA GORO  
BAE Systems Applied Intelligence  
Barclays  
BW Offshore  
Citibank  
Electricity & Water Authority, Bahrain  
Emirates Safety Services LLC  
Entel Limited  
Ernst & Young LLP  
Hewlett-Packard  
HSEC

IDEC Corporation  
IIFL Securities Limited  
JP Morgan  
KNE Networks  
Linde Gas Asia Pte Ltd  
Lulu Group International  
Lusoft - A DXC Technology Company  
Mahindra & Mahindra  
Microsoft India Pvt Ltd  
Modex Omnivore  
NCS Pvt Ltd  
NDCH DeraBassi  
Nokia  
Novartis  
OCAC

OSM Tanker Management  
Pacific International Lines  
Panasonic Avionics  
PayMaya Philippines, Inc  
Repro Home Finance  
Republic Comml  
SCM Talent Group  
Seaman Tutors  
Sympro  
Tasly Shipping  
Visa Worldwide Pte Ltd  
VMware  
White Hat Jr

# PROGRAM CURRICULUM

A great career in business starts with your ability to apply fundamentals. Master these essential building blocks through courses in topics such as Managerial Economics, Corporate Finance, Marketing Management, and Operations. As you progress through the program, you have the option to customize your education by choosing to specialize in an area targeting your career. Each specialization offers an intensive curriculum that combines practical management knowledge with cutting-edge tools and frameworks, and real-world learning experiences with industry experts.

CODE	CORE UNIT (SUBJECT)	CORE/ELECTIVES	CREDIT	PRE-REQUISITES OR CO-REQUISITES	DELIVERY MODE
<b>TERM 1 - CORE</b>					
<b>TERM 1A</b>					
MBAE-COM 103	Personal Effectiveness	Core	1	Nil	F2F / Online
MBAE-ECO 104	Business Economics	Core	1	Nil	Online only
MBAE-ACC 104	Financial Accounting	Core	1	Nil	F2F / Online
MBAE-MKT 106	Marketing Management	Core	1	Nil	Online only
MBAE-ACC 105	Management Accounting	Core	1	Financial Accounting	F2F / Online
MBAE-HRM 104	Human Resource Management	Core	1	Nil	Online only
MBAE-FIN 108	Corporate Finance	Core	1	Financial Accounting	F2F / Online
MBAE-QTT 105	Business Statistics	Core	1	Nil	F2F / Online
MBAE-OPS 107	Operations Management	Core	1	Nil	Online only
Total Term 1A Credits:			8		
<b>TERM 1B</b>					
MBAE-HRM 105	Negotiation and Conflict Resolution Management	Core	1	Nil	Online only
MBAE-QTT 106	Big Data Analytics and Cloud Technologies	Core	1	Nil	F2F / Online
MBAE-MKT 109	Strategic Marketing	Core	1	Marketing Management	F2F / Online
MBAE-ENT 101	Innovation and Entrepreneurship	Core	1	Nil	F2F / Online
MBAE-FIN 109	Strategic Finance	Core	1	Corporate Finance	F2F / Online
MBAE-HRM 100	Leading Teams and Organizations (Simulation)	Core	1	Nil	Online only
MBAE-MGT 103	Strategic Management	Core	1	Nil	F2F / Online
Total Term 1B Credits:			7		
<b>TOTAL TERM 1 CREDITS</b>			<b>15</b>		

<b>TERM 2</b>					
<b>TERM 2A - CORE</b>					
MBAE-MGT 204	Corporate Governance and Ethics	Core	1	Nil	F2F / Online
MBAE-HRM 207	Leadership and Cross-Cultural Management	Core	1	Nil	F2F / Online
MBAE-MGT 205	Business Acumen	Core	1	Nil	Online only
MBAE-MGT 206	Change Management	Core	1	Nil	F2F / Online
MBAE-PRO 203	Global Strategy Immersion Project	Core	2	Strategic Management	
<b>TOTAL CORE CREDITS IN TERM 2A</b>			<b>6</b>		

**TERM 2A - CORE**

Note: Any 5 electives out of 12 electives offered.

To qualify for 'Specialisation' in Marketing, Operations, Finance or Entrepreneurship, students need to take 3 electives in same specialisation area + Applied Strategic Project in the area of specialisation.

A Specialisation comprises 8 credit points i.e. 3 electives within a chosen Specialisation (3 credit points) and the Applied Strategic Project within that Specialisation (5 credit points)

**MARKETING**

MBAE MKT 210	Sales Management	Elective	1	Strategic Marketing	F2F / Online
MBAE MKT 211	Digital Marketing and Analytics	Elective	1	Strategic Marketing	F2F / Online
MBAE MKT 212	Strategic Brand Management	Elective	1	Strategic Marketing	F2F / Online

**FINANCE**

MBAE FIN 210	Corporate Valuation	Elective	1	Strategic Finance	F2F / Online
MBAE FIN 211	Mergers and Acquisitions	Elective	1	Strategic Finance	F2F / Online
MBAE FIN 212	Project Finance	Elective	1	Strategic Finance	F2F / Online

**OPERATIONS**

MBAE LSC 204	Supply Chain Management and Analytics	Elective	1	Operations Management	F2F / Online
MBAE OPS 208	Project Management	Elective	1	Operations Management	F2F / Online
MBAE OPS 209	Operations Excellence in Services and Manufacturing	Elective	1	Operations Management	F2F / Online

**ENTREPRENEURSHIP**

MBAE ENT 202	New Ventures	Elective	1	Strategic Management	F2F / Online
MBAE ENT 203	Technology Entrepreneurship	Elective	1	Strategic Management	F2F / Online
MBAE ENT 204	Small Business Growth	Elective	1	Strategic Management	F2F / Online

**ADDITIONAL ELECTIVES**

MBAE HRM 200	Strategic HRM	Elective	1	Human Resource Management	F2F / Online
MBAE MGT 207	Corporate Dividend	Elective	1	Strategic Finance, Strategic Management	F2F / Online
MBAE MGT 208	Blue Ocean Strategy	Elective	1	Strategic Management	F2F / Online

**Total Elective Credits in Term 2A**
**5**
**TOTAL TERM 2 CREDITS (6 CORE SUBJECTS + 5 ELECTIVES)**
**11**
**TERM 3 - CORE**

MBAE QTT 307	Research Methodology	Core	2	Business Statistics	Online only
MBAE MGT 309	Integrative Decision Making (Simulation)	Core	1	Strategic Management	Online only
MBAE HRM 309	Executive Career Acceleration Pathway (ECAP)**	Core	1	N/A	Online only
MBAE PRO 304	Applied Strategic Project**	Core	5	Research Methodology	

**TOTAL TERM 3 CREDITS**
**9**
**TOTAL COURSE CREDITS**

Total Core credits for the Course (13 Units + 10 Online units)	23
Total Project Credits for the Course (2 CAP + 5 APB)	7
Total Elective Credits for the Course (5 Units/Subjects)	5
Total ECAP Credit for the course	1
<b>TOTAL COURSE CREDITS</b>	<b>36</b>

**NOTE:**

\*\*ECAP - Student must attend at least 10 ECAP Workshops/Events linking to an individual Learning Journal/ECAP delivery across Term 2 and 3.

\*\*Applied Strategic Project - In order to qualify for 'Specialisation', the Applied Strategic Project needs to be in the area of specialisation.

## STUDENT EXPERIENCES



"The Data Quality AGR has contributed greatly towards the data quality initiative of my organisation. I was nominated as a part of the Global Data Quality Council and received recognition from the senior management on various occasions. This research project helped in broader stakeholder management involving senior leadership, proficiency in research and analysis, design of the product vision & alignment to the company's vision and product lifecycle management as part of my product management career strategy."

**Meera Dattary | EMBA 2019**  
Product Manager - Morning Star



S P Jain has been delivering an online MBA much before the pandemic, clearly showing how prepared the School has been for virtual education. The weekend format of the course helped ensure that there was no time lost from work, while the state-of-the-art ELO platform ensured regular class participation. Without any doubt, this is the classroom of tomorrow, right here, today.

**Amit Shekhar | EMBA 2020**  
Vice President - Citibank



I received excellent reviews about S P Jain's EMBA back when I was in London, and this global recognition is the first thing that encouraged me to pursue the program. The EMBA has a uniquely international approach covering western and Asian case studies, and is designed specially to prepare executives for the challenges of the rapidly growing global markets.

**Neha Mittal | EMBA 2020**  
Project Manager - Thales Group



Given the pace with which the global economy is changing, there could have been no better time to upskill with an MBA. The S P Jain Executive MBA is made up of senior professionals from a wide range of industries, and our peer to peer learning experience has been immense thanks to the knowledge they bring to the classroom.

**Parag Somani | EMBA 2020**  
Head - Exports Sales, Melangor Pte Ltd (BK Birla Group)



## HOW TO JOIN

### STEP 1

#### ELIGIBILITY

All applicants (domestic and international) must have:

- An undergraduate degree from a recognised university or an approved tertiary institution
- Evidence of having worked after graduation on a full-time basis in a role which has been assessed by S P Jain as relevant to the course of study for a minimum period of 3 years

In exceptional cases, and no more than 5% of a cohort, professional experience deemed equivalent to an undergraduate degree may enable consideration for eligibility, subject to the approval of the Course Director (Dean).

#### ENGLISH LANGUAGE ENTRY REQUIREMENTS

Applicants who have not completed their most recent education qualifications in English are required to take any of the following recognised formal English language tests and obtain currently valid minimum scores as below:

- IELTS score of 6.5
- TOEFL iBT score of 70
- PTE score of 60

### STEP 2

#### APPLICATION

The application can be submitted online at no cost.

### STEP 3

#### ENTRANCE TEST

Applicants must appear for GMAT, GRE, GMAC Executive Assessment, CAT (Common Admission Test - offered in India) or SPIAT (S P Jain Aptitude Test) and achieve an acceptable score as listed in the Postgraduate Admission and Selection Policy (For more information: <https://saijy.spjainv>).

Candidates may apply even if they have not yet taken the aptitude test, or if their scores are pending. However, candidates will not be shortlisted for an evaluation interview until they submit their final test scores. S P Jain accepts the best score from the stated tests.

### STEP 4

#### EVALUATION

i. The School establishes a shortlist of potential applicants based on:

- Past academic performance and other achievements
- Past work experience
- English language proficiency to ensure successful participation
- Outcomes and scores of aptitude tests

All shortlisted applicants will be notified by the School in writing.

ii. As part of the final stage of applicant evaluation, all shortlisted candidates will be required to undertake:

- An Essay
- A personal interview with a member of the School's selection committee at one of the School's campuses or online. The interview is designed to assess the applicant's communication skills, analytical skills, aptitude and subject knowledge.

### STEP 5

#### RESULTS

Applicants are emailed an admission decision approximately a week after evaluations.

# CONTACT US

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