The PGDM
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PREPARE YOUR FUTURE PLAN

You are at career crossroads, ready to plan your future. You may wish to learn a managerial excellence, business acumen or about to board a ship for an entrepreneurship journey. You need to develop the skills, abilities and perspectives that turn you with abilities to forge professionals and personal bonds enhancing lifelong rewards. In our MBA, you will be inspired by, and learn along with, the best brain in the business and academic community.

Our Differentiator
To succeed in today’s global business environment our MBA programmes provide academic excellence, opportunity and connections combine together to help you discover your potentials. An intensely experiential learning, balancing theory and practice to evolve your leadership and growth needs.

Start your career journey with us
Our MBA programmes are stimulating and rewarding to create a truly vibrant on-campus experience. It helps you meet life challenges smartly and success driven. Our modules on Positive Impact Leadership conceived by our in-house faculty, spiritualism and variety of electives to choose from will support your career goals as a tough person in complex world.

Our MBA will transform not only your life, but also the way you perceive the world and your action in life. From its rigorous coursework to its mind-expanding range of electives, ACN School of Business competent MBA programmes are designed to match your life goals.
Multinational corporate houses want leaders who can deliver results in a fast-changing business environment. The Post Graduate Diploma in Management Programme of ACN School of Business starts with a commitment in academic excellence to a learning policy that whatever we learn in the classroom, nothing replicates the live business situation. We adopt extensive Case-Study methodology to immerse into a real business environment, besides learning outside the classroom and variety of electives to suit your career aspirations. We equip you with the skills to think globally with a life changing learning experience and take yourself to a market looking for skills and outlook similar to you. As you raise your game and your career path becomes clearer, you have an access to top-level recruiters with whom we tied-up to give you a unique advantage to map out your future.

THE E-PGDM PROGRAMME
Executive Post Graduate Diploma in Management Programme (E-PGDM) is meant for working professionals with minimum two years experience to sharpen their management skills. Drawing the best and brightest candidates, ACN School of Business E-PGDM Programme elevates your career opportunities worldwide. The six semesters spread across 3 years curriculum develops a thoughtful leaders in you who create value for their organizations and their communities. This Programme is particularly useful for those who are unable to take break from work to pursue their academic aspirations.

Learners can continue to work while attending this Programme, they fly from many cities worldwide to attend classes for 2 weeks every sixth month. The course is rigorous and challenging, they have coursework at home to devote 8 hours of study per week. During class sessions learners stay in-campus or manage their alternative stay for full days teaching with guest lectures, projects, group assignment and examinations. Programme is duly recognized by AICTE equivalent to MBA.
## CURRICULUM OVERVIEW

**Trimester 1 / Semester 1**

**BUSINESS ENVIRONMENT**
- Managerial Principles & Practices
- Business Economics & Society
- Accounting
- Organizational Behavior 1
- Teamwork & Leadership
- Business Communication

**Trimester 2 / Semester 2**

**TOOLS & TECHNIQUES**
- Organizational Behavior 2
- Business Statistics
- Operations Research
- Research Methodology
- Business Law
- Management Information System
- Business Software Application
- Positive Impact Leadership

**Trimester 4 / Semester 4**

**STRATEGY & LEADERSHIP**
- Business Strategy
- Leadership Development
- Capstone
- Internship & Field Assignments
- Business Ethics
- Business Negotiation
- International Immersion

**Trimesters 3 / Semester 3**

**MANAGING ORGANIZATION**
- Sales & Marketing
- Financial Management
- Human Resource Management
- Productions & Operations
- Entrepreneurship

**Trimester 5 / Semester 5**

**SPECIALIZATION ELECTIVES 1 & 2**
(3 modules each)
- Elective1, Module1
- Elective1, Module2
- Elective1, Module3
- Elective2, Module1
- Elective2, Module2
- Elective2, Module3

**Trimesters 6 / Semester 6**

**SPECIALIZATION ELECTIVES 1 & 2**
(3 modules each)
- Elective1, Module4
- Elective1, Module5
- Elective1, Module6
- Elective2, Module4
- Elective2, Module5
- Elective2, Module6
The 24-months PGDM programme is comprised of six trimesters, each lasting fourteen weeks. At the end of every trimester, there is an assessment (exam, essay and project work) and a short break.

The 36-months E-PGDM programme is comprised of six semesters, each having 2-3 weeks of in-campus classes and extensive course work at home. At the end of every semester, there is an assessment (exam & essay) with considerable weightage to course work.

**Core Courses**
The first two trimesters / semesters of the programme is built around 12 core courses, which provide you with a solid understanding of the key management disciplines. This period help students to sharpen their leadership skills as well. Third trimester / semester will enable you with organizational functional roles, whereas fourth trimester / semester will help you learn corporate strategy practices and skills for effective business decisions.

**Elective Courses**
During the last two trimesters / semesters of the programme, ACNSB offers you an unparalleled range of over 60 innovative electives, all taught from an international perspective. While some students prefer to concentrate on certain disciplines, such as HR or Entrepreneurship, others choose to take courses in a wider variety of subjects to prepare for a career in general management.

Some of the Industry ready Electives:
- Financial Statement Analysis
- Financial Modeling
- Models for Strategic Planning
- Six Sigma

**Project & Internship**
Students have to decide on an Independent Study Project (ISP) on any topic or area of their interest or as per their career aspirations under the mentorship of a faculty member. The PGDM students will also have an opportunity to acquire practical learning at work place in their career interest for specific industry sector.

**International Immersion**
Enhance your global learning experience by taking part in our International Immersion Programme – an opportunity for students to explore new culture and grow global network at one of our partner B-schools in France, Spain, Singapore, Malaysia, UK and US. Your choice of school may be guided by location, language and elective availability, or your desire to move your career to a particular country after graduation. The week-long visits offer business culture understanding through company visits, panels, workshops, feedback sessions and lectures and at the end make a presentation. This optional module you pay additional maximum of 2000 USD for your travel and visa cost.

**Capstone Business Simulation**
Learn business acumen and knowledge through Capstone Business Simulations to understand how different functional areas of a business interact and impact one another.

**Strategy and Leadership**
This module prepares students to reflect on their learning experience and define for themselves certain affirmative action. Under this module we stimulate students thinking process and approach towards social and business issues and personal mastery. Learning and reflection would be enabled through interactive classroom sessions, panel discussions, field visits and invited talks from current thought leaders.
An action-packed PGDM / EPGDM programme consist of an enterprising group of learners with an array of personal and professional passions, and the outcome has to be electrifying. During the programme we have some of the most fantabulous learning experiences beyond the classroom.

Students Knowledge Clubs
These clubs are the most vital elements of our experiential learning outside classroom. Joining them is a superb way to enhance communication, enrich world views and acquire skills for business world. It is compulsory for all students to join at least three clubs according to their interest and career aspirations. These knowledge clubs are industry specific, location and market specific, functional department specific and language and culture specific. Clubs are jointly managed by member students and mentor faculty. Each Club’s knowledge creation is shared within wider co-learners community to have better insights into global business trends and practices.

Outbound learning
Outbound learning activities are designed to improve planning, delegation, teamwork, motivation, leadership and communication skills. Students are divided into teams and assigned tasks or activities to complete in allotted time. Achievement and performance during these activities is reviewed in group discussions to identify behaviors that enhance performance or lead to failure or low performance. Strategies are formulated to deal with obstacles or factors that hinder; these strategies are then executed in following activities to test their effectiveness. ACNSB has tied up with Pegasus Institute of Excellence for outbound learning camp.

Career orientation assessments
Career choice is the most important element for being successful. What career best suit your personality is sometime confusing to your own self. These career orientation assessments give insight into your career personality. Based on a characterization of personality in terms of 'various personality types models, students will learn what kind of occupations, industry or work environment suit them best. These reports are also used by our Career Services team to help meet your potential future employers.

Social trips
Social Study Trips are organized to explore social or environmental issue and its impact on the affected people. It help develop a system thinking approach to analyzing and understanding complex issues which prepare you to lead effectively across multiple domains or sectors. These trips also introduce you to a variety of perspectives, approaches and leadership styles while you conduct a meaningful, short-term project to further your team's learning goals on social innovation. A faculty advisor will be part of your journey of discovery, supporting your learning and contributing relevant expertise.

Management fests, quiz & competitions
At ACNSB, we strongly believe that our students, apart from being equipped with high quality learning and relevant practical experience, must also interact with other management students in India. To reinforce this belief, we provide our students with a platform to participate in various events hosted by other educational institutions across the country. Our students from both the programme (PGDM / EPGDM) collectively organize National Management Fest to experience organizational skills besides exciting learning. Varieties of events are conducted in different verticals like Finance, Business Quiz, Operations, Marketing and HR at various levels of competitions. All participating students will cherish this event and it will encourage them to go beyond classroom studies.
Whatever your career aspirations take advantage of the resources and expertise available from Career Services.

ACNSB’s Career Development Centre will help you choose the best possible career path so that you bring a positive impact on your career development and business community. Post career orientation assessment test our career counselors review each case separately, organize career workshop through facilitators and sector specialists. To enhance placement avenues we tie-up with banks and companies to better understand their resource requirement and help prepare our graduates accordingly before sending them for final interviews. ACNSB’s career development centre team’s mission is to use their expertise to prepare students for diverse career opportunities.

**Expertise includes**

- Sector recruitment advisory and career coaches to help plan for career goals
- Advice on the application process highlighting key points in CV and constructing a powerful covering letter
- Mock interview training
- Excellent links to MBA recruiters in various industry sector, plus on-campus employer presentations, career fairs and interviews.

**Employment Statistics**

**Rs 525,000**  
Average Salary

**65%**  
Change their country of work, sector or job function upon graduation

**5**  
Countries of employment post graduation

**6%**  
Started their own ventures upon graduation
INSPIRING MINDS

ABU SAMA
Indian Revenue Service

ARUN HOLLA
Senior Director
EFI, Bangalore

ANTARA HAZARIKA
Chief Idea Facilitator
Seeding Ideas, Mumbai

BEJOY GEORGE
CEO, Axis Aerospace
Bangalore

CHRIS HAND
Head-Communication Design
Pearl Academy, New Delhi

DHARMEDRA RAI
Tony Buzan Mindmap Trainer
Mumbai

DILIP SINGH
Indian Administrative Service
Haryana

Ganesh Apte
Advisor & Consultant
Business Interface, Mumbai

ISLAM SHIKOH
Sr Vice President, HR
MashreqBank, Dubai

MANISH SOOD
Director, Virtusa
Bangalore

MIRZA YAWAR BAIG
Leadership Development Expert
Yawar Baig Associates, Hyderabad

NAVEEN RAWAL
Senior Advisor, IBM Global
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PROF. JAVED AKHTAR
HOD, DBA – AMU
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Associate Prof, Corporate Strategy & Policy
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PROF PARMESHWAR P IYER
Principal Research Scientist
Indian Institute of Science, Bangalore

PROF RAMESH G TAGAT
Consultant & Academician
IIM, Bangalore

ROII PATTERSON
Social Entrepreneur
Quebec, Canada

SAIF AHMAD
Managing Partner, Zamzam Capital
Bangalore

SANJIV AGRAWAL
Head – Human Resources
HSBC Global Resourcing, Hyderabad

SHUBHANKAR ROY CHOWDHURY
Director – HR
Lenovo, Asia Pacific

SOFIA MAHESHWARI
CEO, Braintease Consultants
New Delhi

SUSHIL JAIN
Social Worker
Aligarh

ZAFAR H ANJUM
Online Editor, Executive Network Media
Singapore

ZERIN RAHIMAN
Director, IndigoEdge Investment
Bangalore
We are looking for passionate individual having desire to attain self actualization through intellectual curiosity. Our programmes require you to stretch yourself in rigorous academic activities, as well as personal contribution to the other activities of the school. We expect you to succeed as a leader in a competitive, global business environment.

**Admissions Criteria**
A candidate aspiring for admission should have at least three years Bachelor’s Degree or equivalent in any discipline. Final year students can also apply.

**Leadership Potential and Professional Experience**
For EPGDM programme we look for applicants who can demonstrate their potential as leaders. For this, we require a minimum of 1 year post graduate work experience.

**Application**
We encourage you to take any of Management Aptitude Test (GMAT, CAT, and MAT) to enhance your chance of securing admission; however this should not become a hurdle for an internally motivated individual. Students would be screened on a merit basis from the above test score. Selection will be made on the basis of cumulative performance in written test, GD, PI, Previous academic achievements and work experience.

**Language Policy**
We strongly believe that the ability to communicate in more than one language will give you an advantage in the global job market. The programme is taught exclusively in English, and therefore, fluency in English is a prerequisite. In the absence of such situation you need to attend English proficiency course under extra sessions and nominal charges, else student will have to demonstrate basic-level ability in English language.

**Admissions Process**
The admission form may be obtained from the office ACN School of Business on payment of Rs. 1000/- in cash or by post sending a DD of Rs. 1100/- in favor of The Director, ACN School of Business, Aligarh.

**Financing**

**Rs. 325,000**
Tuition fee for the classes of 2014-15

**Rs. 2.5 million**
Total scholarship funds awarded in 2013-14

Once your admission has been confirmed, you can apply for **RAC scholarship** with an application being endorsed by Director – **ACN School of Business**.
CONNECT WITH US

Information Session
We would be delighted to meet you at one of our regular information sessions at our Aligarh corporate office, almost every Saturday afternoons from 3pm onwards. Please register online for information session on your choice date. In addition, we host bigger events throughout the year, which enable you to meet current students and admissions staff.

Call or Email Us
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      epgdm.info@acnsb.edu.in

Meet Us in your City
Throughout the year, we host and attend MBA events worldwide as well as virtually. Join us at one of these sessions to learn more about the programme and meet faculty and alumni. Please refer to our website for a complete list of upcoming events.

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