



One Year Full Time Residential Program

Post Graduate Certificate in Management (PGCM)

Transforming Talent to Business Leadership



Approved by AICTE











Specialization in

General Management

Entrepreneurship & Family Business

Investment Banking

Business Analytics

Program Overview

Post Graduate Certificate in Management (PGCM) offered by SDM Institute for Management Development (SDMIMD) is an All India Council for Technical Education (AICTE), Government of India approved program. PGCM is One-Year rigorous and demanding program offered for aspirants looking for career growth and path to setting up own business.

We look forward to have.

- Aspirants with work experience or Fresh graduates from any UGC recognized degree with a strong inclination for entrepreneurship / executive role in corporate / decision making roles
- Those aspiring to manage their family businesses
- Graduates aspiring for a career in financial markets/investment banking, and the entrepreneurial aspirants with business ideas for the respective specializations.
- The program aims to impart relevant managerial principles, theories, concepts, cases studies and provide opportunities to interact with the experts and senior corporate leaders. The program objectives are as under,
- Creating future leaders who have Indian ethos and the relevant global knowledge
- · Developing relevant communication skills,
- Providing opportunity to reach one's full potential as a management aspirant
- Developing the confidence and elan to effortlessly execute the chosen tasks with creativity and resolve.
- Understand situational leadership by analyzing real life case studies
- Developing competency to handle change and create value for oneself and the stakeholders

Highlights of the Program

- 12 months plus rigorous of full-time classroom program followed by 3 Months of corporate internship
- High performing select students are eligible for Student Exchange Program (SEP) at globally acclaimed partner institutions (based on selection criteria laid down by SDMIMD).
- Entrepreneurship aspirants have the facility to receive guidance and hand holding from the partnering organization M/s Silicon Rd
- Students aspiring for a career in financial markets/ Investment banking will undergo all the courses designed by National Stock Exchange (NSE). On successful completion, students will receive the coveted NSE certification in Investment Banking in addition to PGCM, from SDMIMD
- Students of the PGCM Business Analytics specialization will receive the Business Analytics Certification from the All India Management Association (AIMA) in addition to the SDMIMD PGCM certificate.
- The Socially Relevant Projects (SRP), Live Projects, and Dissertation Work make the candidates ready to lead businesses and/or prepare for the corporate world.



SDMIMD is promoted by Shri Dharmasthala Manjunatheshwara Educational Trust, a much-admired non-profit educational trust that runs over 40 recognized educational institutions in Karnataka, including Engineering, Medical, Dental, Law, Ayurveda, and Naturopathy colleges. Part of the 600-year-old Dharmasthala Temple, the Trust under the able leadership of our Chairman, Padma Vibhushan Dr. D. Veerendra Heggade, has played an active role in bettering the lives of socially and economically disadvantaged people in Karnataka. The sister organisation, Shri Kshethra Dharmasthala Rural Development Project (SKDRDP) empowers the lives of over 40 lakh members through 4.77 lakh self-help groups by offering microfinance, thus enabling their families to live a life of dignity and self-sufficiency.

International Recognition

SDMIMD 2-Year flagship Post Graduate Diploma in Management (PGDM) program has been recognized internationally by the European Federation of Management Development (EFMD) and the ACBSP, USA

This PGCM program has been created with the same standards by the faculty.

Additionally, SDMIMD with its accreditation stamp by international agencies, Business School Impact System (BSIS, by EFMD) label and India QS I-Gauge Diamond Rating, by the India arm of the QS-World Ratings body for higher education institutions, the faculty have planned and designed the PGCM curriculum in consonance with global standards and cutting-edge industry relevance.



Specializations in PGCM

The specialization offered in – General Management; Entrepreneurship & Family Business; Investment Banking; and Business Analytics - are designed to impart conceptual knowledge, analytical skills, and the ability to appreciate real life situations in the chosen discipline. The collaborative offering with the major players who are known achievers in that area, in the specialization makes the electives more focused and rigorous.



Industry-Institute-Interface

·SDMIMD with its world class infrastructure, international academic standards and recognition from the National & International accreditation bodies, has collaborative arrangements with a number of corporate bodies. The engagement with corporates for live-projects, summer internship projects, dissertation work, invited talks, panel discussions, and placement activities have always ensured that students get good corporate exposure as part of the course. There are opportunities for more than 50 live interactions with corporates every year.



Focused Specialization and Social Project Engagement

·Specialization specific courses on Entrepreneurship & Family Business in partnership with M/S Silicon Rd. LLC; Investment Banking in Partnership with the National Stock Exchange (NSE) of India; and Business Analytics with All India Management Association (AIMA) & Business Analytics Institute, Uruguay; provides opportunity to have focused approach.



Alumni Connect

SDMites spread across 25 countries create a network of more than 3000 leaders across industries and geographies.

Study Abroad Programs

·SDMIMD has study abroad programs – a full term or partial term, in association with Mays Business School at Texas A&M University, Texas, USA, Global Management Education Institute of Shanghai University in China, Bordeaux University, France, University of Pau, France, University of Montevideo, Uruguay, EAE Business School, Spain (Barcelona & Madrid), Universidad Sergio Arboleda, Colombia, Universidad EAN, Suramerica, Colombia, , Abu Dhabi University, UAE, Zheijang University,

Business Analytics Institute, Europe, British University in Dubai, Heilbronn University, Germany, College of Management, National Sun Yat-Sen University, Taiwan, La Rochella Business School, France, Montpellier Business School, France and University of Dundee, Scotland, UK. These programs enable the students to understand the business practices and the culture of other Nations. This gives the students' an edge when it comes to international opportunities.



Shanghai University, China



Texas A&M University, USA



British University in Dubai



University of Bordeaux, France



ESC Pau, France



University of Montevideo, Uruguay



Universidad Sergio Arboled, Colombia





Business Analytics Institute, France



Heilbronn University, Germany



Montpellier Business School, France



EAE Business School, Spain



National Sun-Yat-Sen University, Taiwan



La Rochelle Business School, France



University of Dundee, UK

Program Structure



Preparatory Program	August 2021*	
Term I	August to October 2021*	
Term II	November 2021 to January 2022	
Term III	February to April 2022	
Term IV	May to July 2022	
Term V (Dissertation Work)	August to October 2022*	
Certificate Awarding Ceremony	November 2022	

^{*} Tentative dates

Preparatory Program

With the completion of the admissions process, candidates are introduced to the basics of management through MOOCs (Massive Open Online Courses). Institute will provide access and permission to attend recommended MOOC courses as part of the preparatory program before commencement of Term I.





PGCM will run over 4 terms during the year. Each term will be of approximately 3 months duration. The proposed courses in Term I and Term 2 are detailed below.

Core Courses in Term I

Financial Reporting and Analysis
Marketing Management
Human Resources Management
Information Technology for Management
Business Data Analysis
Organization Behaviour
Business Communication
Essentials of Business Analytics

Core Courses in Term II

Corporate Finance
Costing for Decision Making
Marketing Research Methods
Operations Management
Economics (Micro + Macro)
Management Information Systems
Business in Global Markets
Social Relevant Project at NGO / Organization

Core Courses Term III

Workplace Learning & Development Business Ethics & Corporate Social Responsibility Project Management

Cores Courses Term IV

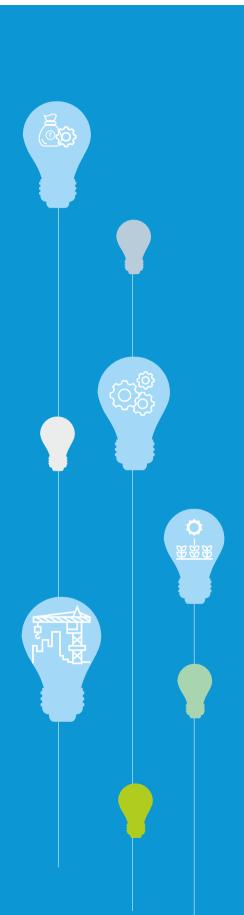
Digital Marketing Recruitment & Selection & Compensation Management Strategic Management

Specializations:

Students are engaged in their area of specialization right from Term I. Students are required to indicate their area of chosen specialization in the beginning. The fundamentals pertaining to the area of specialization will be introduced conceptually during the first two terms. In Term III and Term IV, students will be offered the opportunity to choose specialization in one of the 3 streams indicated. The choice of specialization has to be made at the time of application and cannot be changed after the commencement of the course. Rules regarding specializations will be explained in details when when students join the program in August 2021.

Dissertation Project

The program will end with a 3-month dissertation project to be undertaken by the students from August 2022 to October 2022. The dissertation will be directly related to the specialization vertical chosen. The award function for students who complete the program successfully will be held after November 2022.







How to Apply?

Application for the business-school program is a chance to demonstrate your level of familiarity with management education and to present the personality, strengths and resources to the selection committee. You need to be aware of all aspects of the application need to reflect this understanding.

Please see below the relevant details for submission of application and admission selection process for PGCM 2021-22 Batch.

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Eligibility

- Graduates from any discipline
- Should have obtained at least 50% marks in Graduation
- Final year students are eligible to apply

Preference will be given to candidates with work experience, from family business and those with a proven inclination for entrepreneurship.

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Entrance Exam

- Competitive Entrance Exam with valid CAT, MAT, XAT, GMAT, KMAT, NMAT or Apply for SDMIMD Admission Test (SAT)
- The SDMIMD Admission Test (SAT) online entrance test has Quantitative, Reasoning, Logical and Passage. The test has 35 questions which are to be answered in 45 minutes.
- The information about the test, date, time and necessary instructions will reach you by email after registration.

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Application

Please note the intake for the one-year PGCM Program is limited.

- The application form for PGCM 2021-22 is available in the Program webpage.
- The last date for applying for the Program is 10 July 2021.
- Application Fee Rs.500/- to be paid online while submitting the application. Visit http://sdmimd.ac.in/onlinepayment for online payment.



Selection Process

- Personal Interview (PI) will be conducted in-person OR online
- Candidates will receive the selection results a day after the personal interview.
- An admission call letter for selected students will be sent by email.

Program Fee

The total fee for the "One- Year Post Graduate Certificate in Management" is Rs. 5,90,000/- payable in 5 instalments as per the following schedule:

Description	Amount in INR	Last Date for Payment – on or before
1st Instalment	1,00,000 + Rs.7000/-* *Refundable Caution Deposit (On acceptance of the PGCM 2021-22 seat offer)	Within 15 days of initial letter of offer for the program
2nd Instalment	1,50,000	20th September 2021
3rd Instalment	1,40,000	15th October 2021
4th Instalment	1,00,000	10th January 2022
5th Instalment	1,00,000	15th April 2022
Total	Rs.5,90,000 + Rs.7,000/-	

Hostel/Mess

Students wishing to stay on campus should indicate this when responding to the seat offer letter. The fee for the single room facility is Rs. 30,000 for the duration of the course, including dissertation time. Allocation of hostel room will be subject to availability and will be informed to the students within a week of their request.

Mess facility will be available to students during the period July 2021 to March 2022 and again from June 2022 to Oct 2022. Mess bill will be charged on a monthly basis and is likely to be around Rs. 3,000 per month.

Refund rules:

The PGCM 2021-22 Program will be commencing during August 2021. In case a student wishes to withdraw from the program after accepting the offer, this has to be informed to the PGCM office latest by July 31, 2021. Refund will be made to candidates who intimate their withdrawal on or before July 31, 2021, as per the AICTE norms. In case the withdrawal is made after 31 July 2021, refund will be made only if the seat so falling vacant is filled up.

Payment Option

Online Payment (Net Banking, Credit Cards, Debit

Cards, Etc.)

Online Payment link:

https://www.sdmimd.ac.in/sdmpayment/

Or

E-remittance:

The Federal Bank Ltd

Branch Mysore, Jayalakshmi Puram

Beneficiary: SDM Institute for Management

Development

SB A/C: 16890100038823

IFSC Code: FDRL0001689

Or

D.D. should be in favour of The Director, SDM Institute for Management Development, Payable at Mysore,

D.D. / Multicity Cheque No

Scholarship Schemes For PGCM 2021-22

- Merit Scholarship* Rs. 50,000 for finally selected applicants with minimum 70% each in 10th Standard; 12th Standard / PUC 2; and Degree.
- Empowering Woman* Rs. 50,000 scholarship for finally selected woman applicants with 60% aggregate each in 10th Standard; 12th Standard / PUC 2; and Degree; with minimum one-year work experience.
- Subsidy for students selected for Student Exchange Program ranging from Rs.25000 to Rs.75000, depending upon the duration / country of visit.

Conditions

- Scholarship subject to the applicant joining the PGCM Program 2021-22 Batch, and successfully completing the program
- Students will be entitled to only one of the above scholarships
- Scholarship amounts will be adjusted against the last instalment





FOR ANY QUERIES CONTACT

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Shri Dharmasthala Manjunatheshwara Institute for Management Development

No. 1, Chamundi Hill Road, Siddharthanagar Post Mysore – 570011, Karnataka, INDIA.





Entrepreneurship & Family Business

The young India is unshackling itself from the safe and secure practice of working for someone else and working for a salary. In the last decade, the number of start ups which erupted surpass the combined number of them in the 6 decades before them. Technology, sustainability, environment, data analytics, retail, logistics, innovation and many other enabled areas have become the experimenting ground for the energetic youth of India who now are making their mark across the world.

India is also known for its long history of famous business families and vast number of large and small family businesses, which constitute over 65% of all businesses in the Nation.

SDMIMD is introducing this PGCM program exclusively designed to cater for the aspirants for entrepreneurship, including for those who have grown up in a family business environment.

The program aims to impart knowledge and provide opportunity for practicing concepts, theories and principles of management followed by rigorous engagement by domain experts from the entrepreneurial ventures, funding agencies and practitioners.

SDMIMD will be partnering with M/S Silicon Road., a USA and Mysore based start-up ideation, venture capital and accelerator organization founded by Mr. Sid Mookerji, a well-known Mysore & Atlanta, USA based serial entrepreneur.

Objectives of the PGCM Entrepreneurship and Family Business program

- To help and nurture the flowering of the business idea in the mind of the learner into a sustainable business venture
- To prepare the learner for owning and managing his/her own business venture
- To transform an entrepreneurship aspirant into a well-informed, ambitious business founder who is confident of facing the real world of business and entrepreneurship.

About M/S Silicon Road.

- M/S Silicon Road is based at Atlanta, USA and Mysore, founded by Mr. Sid Mookerji, a serial entrepreneur. Silicon Rd. aims at creating a sustainable innovation ecosystem for start ups and funding mentorship.
- Silicon Rd. conducts regular training program, accelerator workshops, events and enables funding of business ideas in retail, E-commerce and food technology.
- Silicon Rd. has a close knit group of resource experts for nurturing and mentoring start up aspirants and over 5-6 years, have developed result oriented processes to spawn start ups.
- Silicon Rd. has ongoing partnerships with the industry, academic institutions, successful start up founders and also performs its role as an interface for hosting well known start-up accelerator organizations such as the TiE, USA.

Highlights of the PGCM-Entrepreneurship and Family Business

Post Graduate Certificate in Management (PGCM), an AICTE, Govt. of India approved One-Year plus rigorous and demanding program offered by the SDM Institute for Management Development Mysore for aspirants looking for career growth and path to setting up own business. We look forward to have,

- Aspirants with work experience
- Those aspiring to manage their family business
- Fresh graduates from any UGC recognized discipline
- Entrepreneurial aspirants with business ideas

The program aims to impart relevant managerial principles, theories, cases studies and opportunities to interact with the experts and senior corporate leaders. The program construct gives direction for,

- Creating future leaders who are Indian in ethos and global in relevance
- Developing relevant communication skills,
- Providing opportunity to reach one's full potential as a management professional
- Developing the confidence and elan to effortlessly execute the chosen tasks with creativity and resolve.
- Understand situational leadership by analyzing admired case studies
- Developing competency to handle change and create value for oneself and the stakeholders
- For 15 Months Full-time PGCM program has 72 credits distributed in 5 Terms and has 750 teaching hours including Socially Relevant Project, Study Abroad Program, and Immersion Program.

PGCM Entrepreneurship & Family Business specialization students will be studying the Core Course(s) detailed in Terms I to IV which are mandatory along with the specific Course(s) listed below in each of the identified terms. The program structure ensured the student to be with the specialization right from the commencement of the PGCM program.

Term I

• Entrepreneurship Primer I

Term II

Introduction to Family Business

Term III

- Entrepreneurship Primer II
- Business Model Strategy (Customer Development Model, Business Model Development, Value Proposition Development, The Lean Startup Process, Product Management)
- Design Thinking (Elements & Applying Design Thinking Principles)

Term IV

- Growth Hacking Techniques & Smart Scaling, Case Studies
- itch Doctoring (Storytelling, Pitching Process, Shark Tank)
- Fund Raising Process (Bootstrapping to Series 'X')
- Legal Process Managing Trademarks, Copyrights, Patents, Intellectual Property Rights (IPR), and Legal issues, Legal Documents for Fund Raising

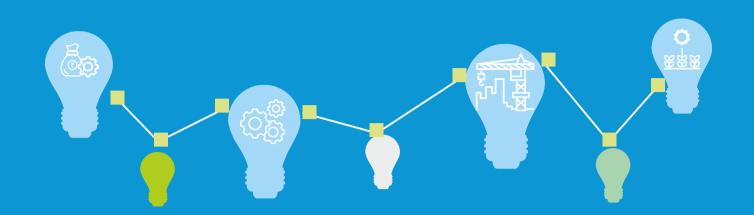
Dissertation Project

The program will end with 3 Month immersion program to be undertaken by the students from August 2022 to October 2022. The dissertation will be directly related to the specialization vertical chosen. The award function for students who complete the program successfully will be held in November 2022.

For clarification and information about the specialization in Investment Banking, please contact:

Dr. Sunil M.V., Assistant Professor – General Management SDMIMD Mysore Mobile: 9986439832 | Email: sunilmv@sdmimd.ac.in Mr. Sanjay Srinivasmurthy
Director – Operations
Silicon Rd Inc., Mysore
Mobile: 9900503032 | Email: sanjay.s@siliconrd.com





Business Analytics

Learn industry-relevant skills and build a rewarding career in Business Analytics

"Information is the oil of the 21st century and analytics is the combustion engine."

- Peter Sondergaard, Gartner Research.

Significance of Business Analytics

With the widespread proliferation of IT applications in business, a humongous amount of data is being generated each day. Technologies such as RFID, GPS, Social Networks, IoT, Mobile Apps are enabling rich tail of micro-level data pertaining to employees, suppliers, customers, and their behaviour. The huge amount of available data presents many new opportunities for analysis and requires new approaches to handle them.

Business Analytics basically refers to the organisation's ability to collect, maintain, organise and analyse data to improve business performance. In addition to the regular querying system, which is primarily transaction-oriented, a plethora of powerful analytical, mining, and visualisation tools have evolved and is facilitating the extraction of strategic insights from massive repositories. These technological tools and techniques are aiding organisations in getting historical, current, and predictive insights of their operations to make the right decisions at the right time.

Companies across sectors and types, are increasingly adopting analytics and investing hugely on it to solve their business problems. The wide adaption has given impetus to the analytics industry and is creating enormous job opportunities. As per a report by Allied Market Research, the Global Big Data and Business Analytics Market is expected to grow at a CAGR of 10.9% to reach \$420 Billion by 2027.

SDMIMD's edge for learning Business Analytics

- State of the art infrastructure and learning resources.
- Internationally accredited academic processes.
- Student exchange program with 16 reputed international institutions
- Industry-relevant curriculum with hands-on exposure
- Tie-up with European Business Analytics Institute
- Dual Certification PGCM from SDMIMD and Professional Diploma from All India Management Education (AIMA)



Business Analytics Institute (BAI) (https://www.baieurope.com/)

BAI is based in France and is dedicated to helping managers to improve organizational decision-making ability by leveraging both human and machine intelligence. The institute offers a wide range of training and consulting services to meet market demand: e-learning and digital content, one-day Master Classes in the major European capitals, white-label modules for corporate and executive education, and a Summer School. BAI's expertise focuses on managerial decision-making practices, digital transformation, machine learning, and artificial intelligence.



The All India Management Association (AIMA)

The All India Management Association (AIMA) is the apex body for management in India with over 38000 members and close to 6000 corporate /institutional members through 66 Local Management Associations affiliated to it. AIMA was formed over 60 years ago and is a non-lobbying, not for profit organisation, working closely with industry, Government, academia and students, to further the cause of the management profession in India (https://www.aima.in/)

Business Analytics Specialization

PGCM students with Business Analytics specialization will be studying the Core Course(s) detailed in Terms I to IV which are mandatory along with the specific Course(s) listed below in each of the identified terms. The program structure ensured the student to be with the specialization right from the commencement of the PGCM program.

Term II

- Data Analysis and Business Modelling with Spreadsheets
- Data Analysis using R

Term III

- Analytics in Action
- Enterprise Data Management
- Web and Social Network Analytics
- Machine Learning with Python
- Data Visualization using Tableau

For clarification and information about the specialization in Business Analytics please contact:

Prof. M. Minhaj, Associate Professor, SDMIMD

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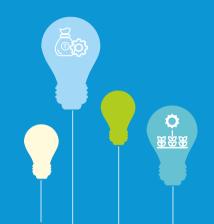
Term IV

- HR Analytics
- Logistic & Supply Chain Analytics
- Marketing Analytics
- Financial Analytics
- Big Data Technologies

Dissertation Project

The program will end with 3 Month dissertation project to be undertaken by the students from August 2022 to October 2022. The dissertation will be directly related to the specialization vertical chosen. The award function for students who complete the program successfully will be held in November 2022.





General Management

"The purpose of learning is growth, and our minds, unlike our bodies, can continue growing as long as we live."

- Mortimer Adler

One-Year PGCM Program is the fastest path for the SDMIMD stamp for your corporate career. The program is designed to build upon the business fundamentals and aimed at imparting skills & knowledge that will propel the career forward. The salubrious & eco-friendly campus and facilities will help holistic development and learning.

SDMIMD's exclusive PGCM - General Management is designed with diverse coverage, professional approach, Indian value systems, and industry perspectives.

The structure of SDMIMD PGCM – General Management is inspired by 25 years long journey of imparting management learnings, close interactions with renowned corporate leaders, management research, as well as the evolutionary changes taking place in the environment.

SDMIMD edge for learning General Management

- Internationally accredited academic processes.
- Faculty with rich academic and industry experience.
- State of the art infrastructure and learning resources.
- Student exchange program with 16 reputed international institutions.
- Academic rigour and immersion into the specialization.
- Industry-relevant curriculum with hands-on exposure to Socially Relevant Projects, Live Projects, and Participation in Conferences.
- 100% placement record from several years in PGDM.
- Co-learning with participants with industry experience.
- Interaction with industry experts and invited talks from the corporate.
- The general specialization courses which is focused on the corporate readiness and acceptability for the different roles is detailed below -

Term II

- Indian Economics & Policy Environment
- Business Negotiations Skills

Term III

- Advanced Corporate Finance with Analytics
- Business Marketing
- Business Analytics in Action
- Strategic Management
- Creativity & Innovation in Management

Term IV

- Investment Analysis and Portfolio Management
- Product & Sustainable Marketing
- Sales Management
- Global Supply Chain & Operations
- Machine Learning in Practice
- Big Data Technologies
- R for Analytics

Dissertation Project

The program will end with 3 Month dissertation project to be undertaken by the students from August 2022 to October 2022. The dissertation will be directly related to the specialization vertical chosen. The award function for students who complete the program successfully will be held in November 2022.

For clarification and information about the specialization in Business Analytics please contact:

Dr. Sunil M.V.

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Investment Banking

About Investment Banks and Career Opportunities:

Investment banks are companies that help other companies to increase financial capital in capital markets through issuance of stocks and bonds, among others. Investment banks also offer financial services such as derivatives trading, foreign exchange, commodities and equity or advisory services for mergers and acquisitions. Investment banks are also involved in initial public offerings (IPOs).

Indian Financial Markets are among the highest growth markets. Recently, there has been a spate of IPOs in the Indian market and the secondary market indices are at an all time high. All these fundamentals provide an excellent opportunity for aspirants in the field. Investment Banking and research professionals would therefore be in high demand. India has the unique selling proposition of harbouring the best talent pool in the world, proven by the fact that today the country houses the largest number of captive IB offices as well as third party services (Financial KPOs). Further, not just the financial markets but the corporate finance activity is also on the uptick and there is a huge demand for financial and business analysts in the non-financial corporate sector.

About NSE Academy:

NSE Academy is a wholly owned subsidiary of National Stock Exchange of India and it is India's premier and leading BFSI/Capital Markets Certification entity set up to promote financial education as a necessary life skill and helps in development of pool of human resources having right skills and expertise in each segment of the BFSI industry by providing training and certifications. NSE Academy works with Schools, Universities, working professionals and organisations in developing such financial skills through various programs.

SDMIMD edge for learning Investment Banking

- Rigorous training in investment banking courses exclusively designed by faculty of SDMIMD and NSE Academy.
- Dual Certification Program. Apart from the SDMIMD PGCM Certification successful candidates will be awarded Certificate in Investment Banking from NSE Academy.
- Opportunity to take up NSCMP (NSC Certified Capital Market Professional) at no extra cost.
- Internship assistance in leading stock broking houses / financial service companies.

Term II

• Introduction to Financial Markets

Term III

- Investment Banking
- Mergers and Acquisitions
- Capital Market Operations
- Mutual Funds and Fixed Income Securities
- Investment Advisory
- Equity Research

Term IV

- Computer Applications in Investment Banking
- Financial Valuation and Modelling
- Credit Research
- Technical Analysis
- Taxation and Money-laundering
- · Quantitative Techniques for Investment Banking

Dissertation Project

The program will end with 3 Month dissertation project to be undertaken by the students from August 2022 to October 2022. The dissertation will be directly related to the specialization vertical chosen. The award function for students who complete the program successfully will be held in November 2022.

For clarification and information about the specialization in Business Analytics please contact:

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