

Army

Architecture

Fashion

IT

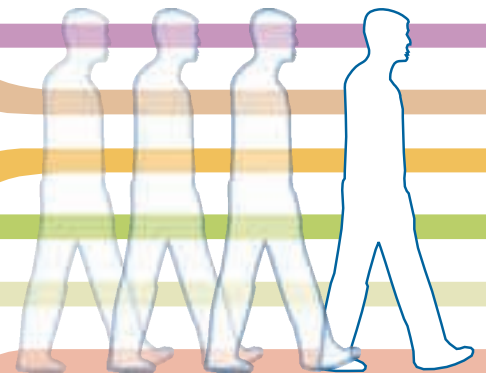
Where you come from  
doesn't matter...

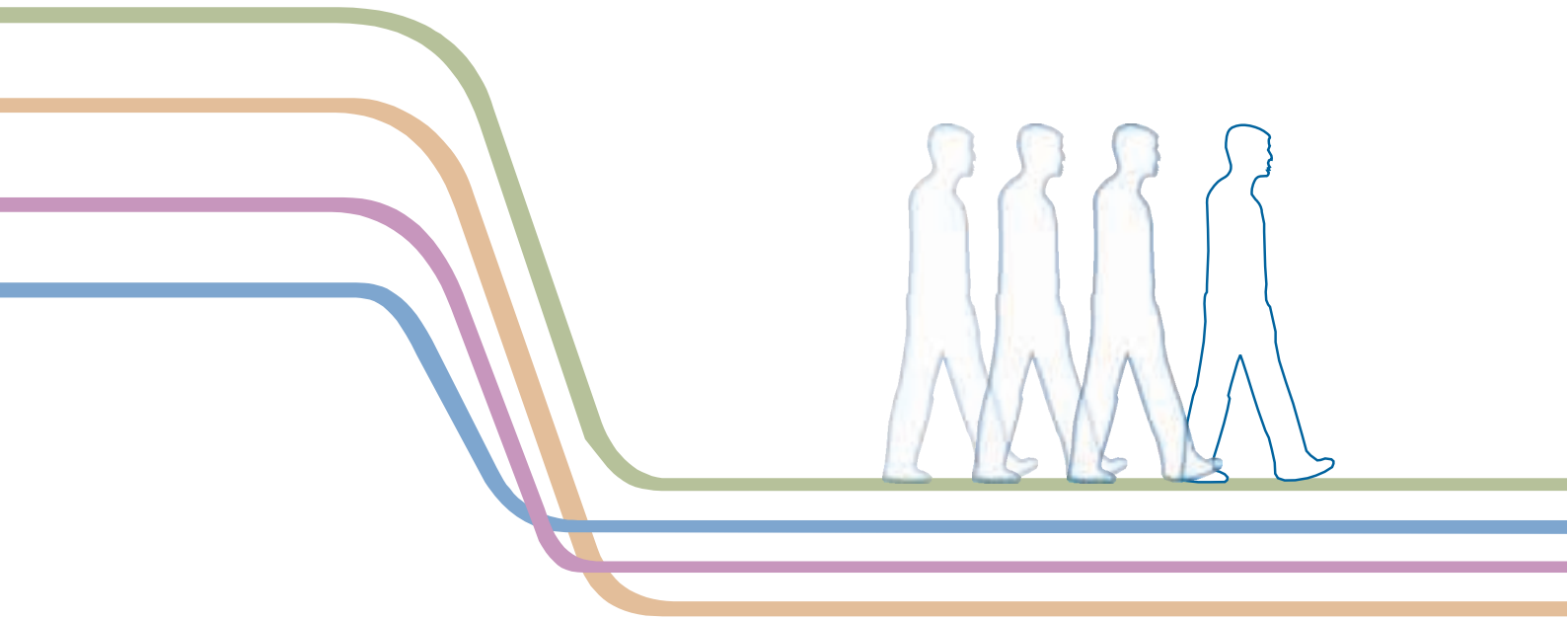
Media

Retail

Finance

Healthcare





## ...where you go, definitely does.

At the Indian School of Business (ISB), the idea of learning is boundless. Here, everyone is invited.

We integrate students from diverse backgrounds and transform them into future leaders. We

believe that it's not about what you are experienced in, but about how you take it

forward. We offer extraordinary learning opportunities to help students carve a new path towards meeting their career goals. So, come be a

part of the ISB Experience.



## ISB Vision

To be an internationally top-ranked, research-driven, independent management institution that grooms future leaders for India and the world.

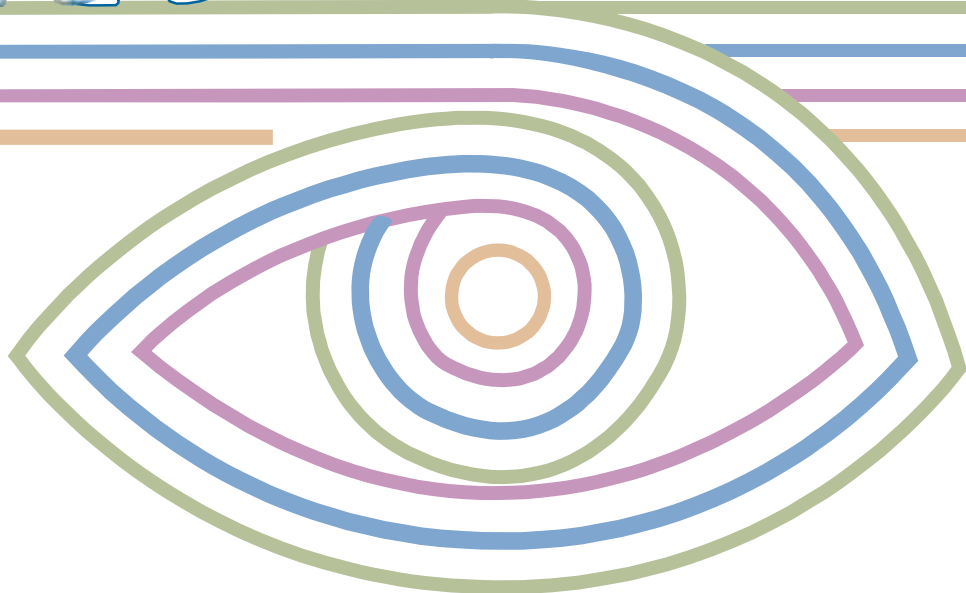
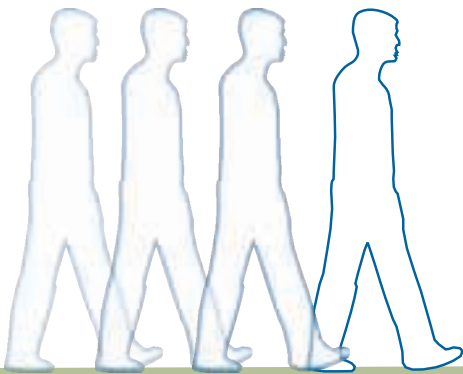


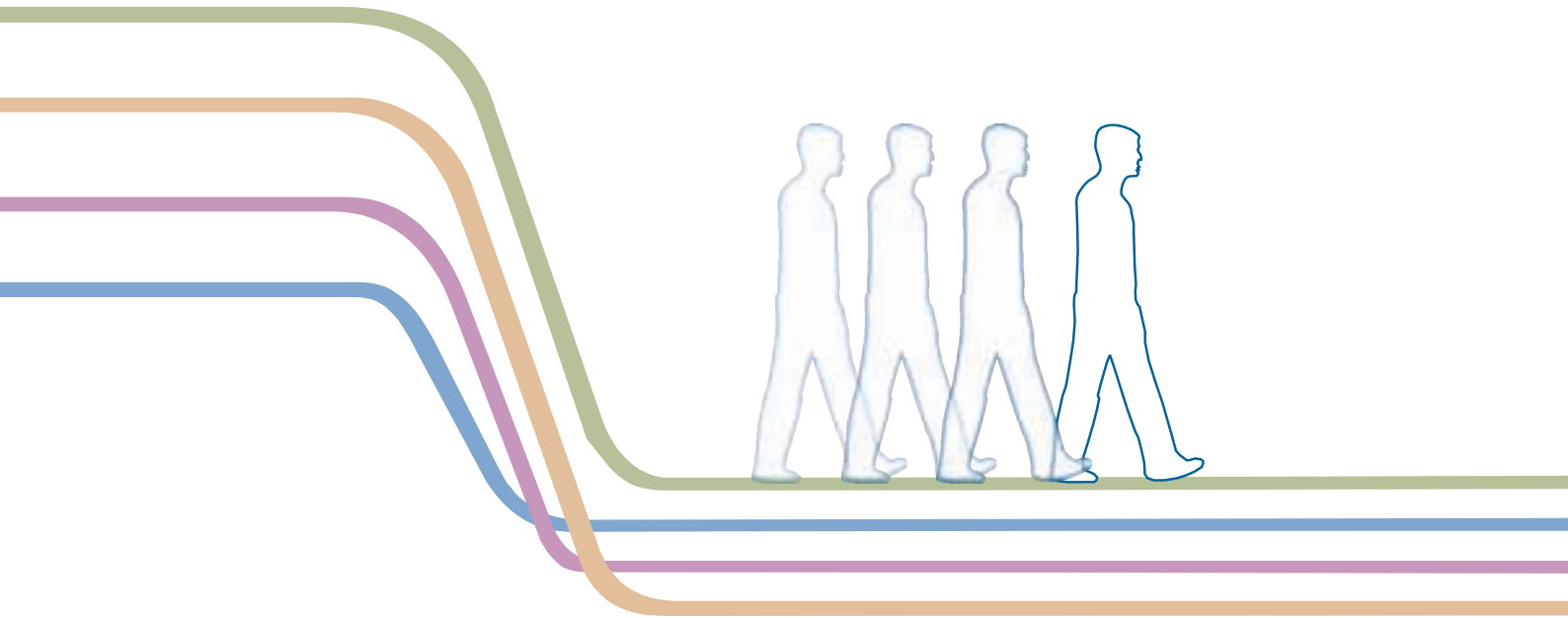
Associate Schools



### Associate schools

The School is associated with internationally renowned Business Schools like the Wharton School, Kellogg School of Management and London Business School. Our association with world-class business schools is a step to ensure that your exposure is global. Faculty, research, student exchange and curriculum development are aspects that base our relationship with these schools.





## Among the top Global B-schools

Founded by eminent business leaders, entrepreneurs and academicians from around the world, the ISB has lived up to its vision of becoming a global leader in management education.

The ISB enjoys the distinction of being the first Indian B-school to be ranked among the top 20 global business schools in the Annual MBA Rankings by Financial Times, London. The FT ranking is based on various parameters covering specifics like career progress of the graduates, diversity of experience, international alumni, idea generation and research etc.

Over the years, the ISB's achievements have been impressive. Student strength ramped up to 440, and the class profile enhanced to be on par with leading international B-Schools on all parameters. Today, the ISB figures amongst the largest providers of executive education in Asia.

The ISB's Centres of Excellence aim at promoting research in and creating knowledge of emerging economies. The Wadhvani Centre for Entrepreneurial Development (WCED); The Centre for Global Logistics & Manufacturing Strategies (GLAMS); the Centre for Information Technology & Networked Economy (CITNE); the Centre for Leadership, Innovation & Change (CLIC); and the Centre for Analytical Finance (CAF), have been established.

The Centres foster academic and applied research, by working closely with the industry to evolve new theories and innovative solutions for current problems faced by them. The K-Hub, set up by the WCED with the support of the Government of Andhra Pradesh, focuses on creating high-quality entrepreneurial ventures in select industries.

Our global faculty and effectively crafted curriculum make sure that the students are exposed to relevant management concepts that are ideally suited to enable them to take up leadership roles in the future.



*ISB Ranked 20: Annual MBA Rankings 2008, Financial Times, London.*



## The Post Graduate Programme in Management

Challenging, comprehensive and global in scope, the one year full-time Post Graduate Programme in Management at the ISB aims to make you a future ready leader. Designed for professionals with work experience, it covers a wide spectrum through globally developed contemporary curriculum, case studies and real life projects.

The course emphasises holistic learning and provides multiple learning opportunities through interactions with faculty, peers and business leaders. It is unique as it provides a comprehensive management programme in the span of one year.

The PGP minimises the opportunity cost of pursuing management education, in terms of

both time and money, without compromising on quality and content; making it a highly attractive value proposition.

The unique interventions of our course are:

### Leadership Development Programme (LDP)

- Spirit of team play and leadership
- Lectures, discussions, workshops and group practice sessions
- Effective listening and communication, presentation, team building, assertiveness and problem solving
- 360 degree feedback
- Development of strengths

## Planning An Entrepreneurial Venture (PAEV)

- Helps students identify an entrepreneurial opportunity and prepare a business plan
- Familiarises students with the process and practice of entrepreneurship and new venture creation
- Equips students with conceptual frameworks for evaluating techno-commercial attractiveness for investment and launching a new venture
- Enables students to understand and apply the techniques and processes used to prepare realistic business plans

## Experiential Learning Programme (ELP)

- Allows student teams to work with industry partners on real-world business issues
- Provides the students an opportunity to gain new perspectives on business, major global issues and more

## Independent Study Programme (ISP)

- Allows students to explore areas of interest which are not covered in the curriculum
- The student selects a topic and then enrolls for the ISP under the guidance of a faculty member
- A student can take on two such programmes during terms five to eight

## Corporate Interaction

- Interaction with business leaders and entrepreneurs is programmed throughout



the academic year, with visits, workshops and club activities

- Gives students a practitioner's perspective of the real business world

## The International Student Exchange Programme

- The ISB has exchange programmes with 33 schools globally
- The programme gives students an opportunity to study for one to two terms at a leading B-School outside India
- The tuition fee is part of the ISB fee. The student has to pay travel & living expenses

# Courses and Faculty for the Academic Year 2008-2009

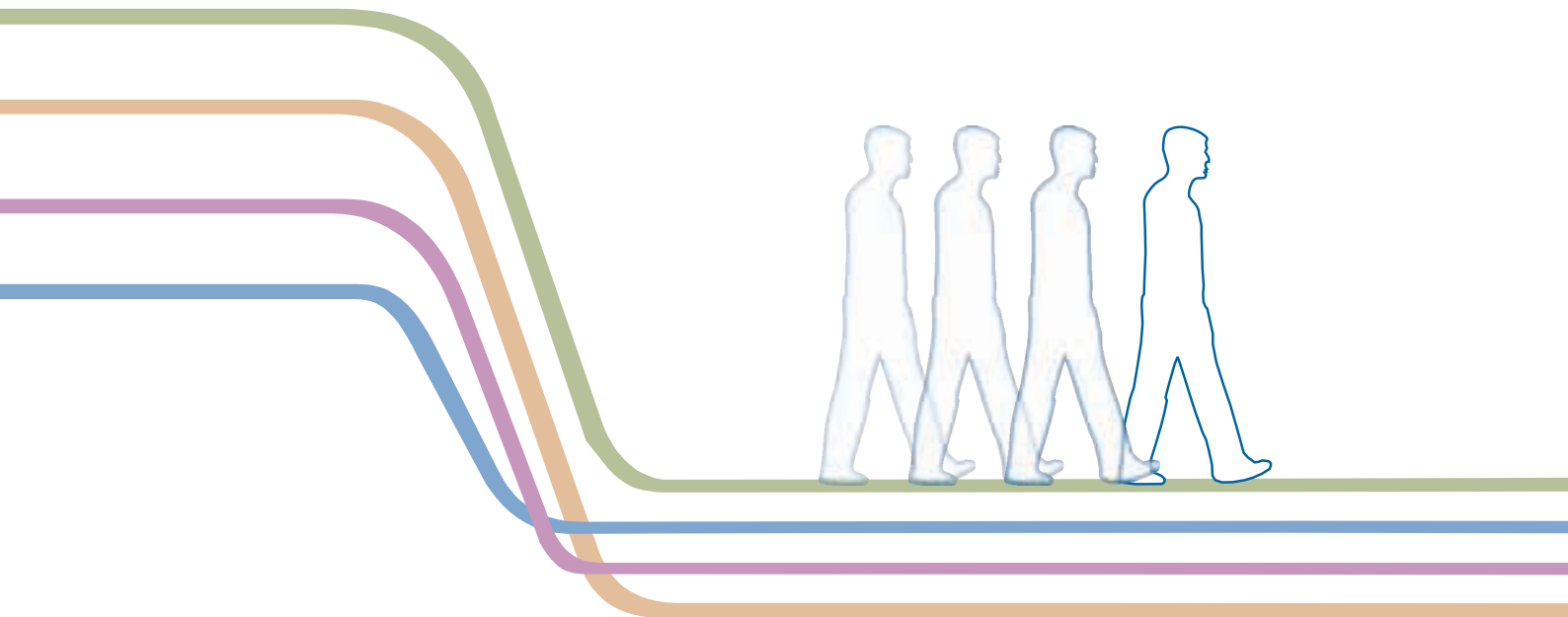
## Core Courses Term 1 - 4 : 2008-09

Course Title	Faculty & Affiliation	Academic Area
<b>Term 1: April 28 - June 08, 2008</b>		
Financial Accounting in Decision Making	Mohan Venkatachalam, Duke	Accounting
Marketing Management	Mark Finn, Kellogg David Bell, Wharton	Marketing
Managerial Economics	Piyush Kumar, Terry(UGA) Amit Bubna, ISB	Economics & Public Policy
Statistical Methods for Management Decisions	Shamika Ravi, ISB Robert Stine, Wharton Richard Waterman, Wharton	Operations
<b>Term 2: June 09 - July 20, 2008</b>		
Competitive Strategy	Prashant Kale, Rice Harbir Singh, Wharton Akbar Zaheer, Carlson School, Minnesota	Strategy
Decision Models & Optimisation	Sumit Kunnumkal, ISB Miliind Sohoni, ISB	Operations
Global Economics	Amartya Lahiri, British Columbia Krishna Kumar, RAND Corporation	Economics & Public Policy
Marketing Decision Making	Pradeep Bharadwaj, UCLA Jagmohan Raju, Wharton	Strategic Marketing
<b>Term 3: July 21 - August 31, 2008</b>		
Corporate Finance	Bhagwan Chowdhry, UCLA N R Prabhala, Maryland	Finance
Entrepreneurship	Atul Nerkar, Kenan-Flagler Rama Velamuri, CEIBS	Entrepreneurship
Leadership Development Programme	Chitra Rao / Lalitha Maheshwaran Philip Mathews / Rajeshwar Upadhyay / S Ramnarayan / Usha Venkatachalam	
Managerial Accounting	Sri Sridharan, Kellogg Sunil Dutta, Haas	Accounting
Operations Management	Aditya Jain, ISB Ram Bala, ISB	Operations
<b>Term 4: September 01 - October 12, 2008</b>		
Government, Society & Business	Mudit Kapoor, ISB A K Shiva Kumar, UNICEF	Economics & Public Policy
Investment Analysis	A Subrahmanyam, UCLA Ramana Sonti, ISB	Finance
Management of Organisations	Stefan Thau, LBS Luis L. Martins, Georgia Tech	Organisational Behaviour
Strategic Analysis of IT	Rajiv Banker, Temple V Sambamurthy, Michigan	Information Systems

## Elective Courses Term 5 - 8 : 2008-09

<b>Analytical Finance</b>		
Advanced Corporate Finance	Sankar De	ISB
Advanced Portfolio Management	Ramana Sonti	ISB
Behavioral Finance	Sumit Agarwal	ISB
Business Valuation using Financial Statements	Sanjay Kallapur	ISB
Capital Raising Strategies in Corporations	Nikunj Kapadia / N K Chidambaram	Isenberg: U Mass Amherst/Rutgers
Cases in Corporate Finance Strategy	Suren Mansinghka	UC Irvine
Corporate Control, Mergers & Acquisitions	Sreenivas Kamma	Indiana
Financial Engineering	Sanjiv Ranjan Das & Krishna Ramaswamy	Santa Clara University/Wharton
Financial Institutions	Sumit Agarwal	ISB
Financial Statement Analysis	Shiva Sivaramakrishnan	Houston
Financial Valuation of Technology Business	Rajiv Banker & Amit Mehra	Temple / ISB
Fixed Income	Kuldeep Shastri	Pittsburgh
Indian Financial System	Rajesh Chakrabarti	ISB
International Finance	Rajesh Chakrabarti	ISB
Investing in Private Equity	Amit Bubna / Vinay Nair	ISB / Old Lane LP & New York University
Microfinance	Shamika Ravi	ISB
Options & Futures	Ram Thirumalai	ISB
Strategic Performance Management	Dhinu Srinivasan / Nandu Nagarajan	Pittsburgh

<b>Entrepreneurship</b>		
Business Law	Sumesh Reddy	Dr. Reddy's Laboratories
Business Valuation using Financial Statements	Sanjay Kallapur	ISB
Capital Raising Strategies in Corporations	Nikunj Kapadia / N K Chidambaram	Isenberg: U Mass, Amherst/ Rutgers
Investing in Private Equity	Amit Bubna / Vinay Nair	ISB / Old Lane LP & New York University
Marketing Research	Naresh Malhotra	Georgia Tech
Microfinance	Shamika Ravi	ISB
Negotiation Analysis	Dishan Kamdar	ISB
Negotiation Analysis	Amit Nandkeolyar	ISB
New Product Development	Arun Pereira	Saint Louis University
Planning an Entrepreneurial Venture	K Ramachandran	ISB
Strategic Innovation Management	Mitrabarun Sarkar	University of Central Florida
<b>Information Technology Management</b>		
Business Intelligence Using Data Mining	Ananth Srinivasan	University of Auckland, NZ
Financial Valuation of Technology Business	Rajiv Banker & Amit Mehra	Temple / ISB
Mobile Policy and M-Commerce	Gireesh Shrimali	ISB
Outsourcing and IT-Based Businesses	Nishtha Langer	ISB
Product Innovation in Technology Businesses	V Sambamurthy & Mani Subramani	MSU / University of Minnesota
Strategic Innovation Management	Mitrabarun Sarkar	University of Central Florida
Strategies for Managing Networked Businesses	Amit Mehra	ISB
Technology and Strategic Consulting	Rajiv Banker / Nishtha Langer	Temple / ISB
<b>Operations Management</b>		
Global Operations Management	Vishwanadham N	ISB
Logistics & Supply Chain Management	Milind Sohoni	ISB
Managing Product Development	Ram Bala	ISB
Operations Strategy	Aditya Jain	ISB
Outsourcing and IT-Based Businesses	Nishtha Langer	ISB
Revenue Management & Pricing	Sridhar Seshadri	Stern NYU
Service Operations Management	Sumit Kunnumkal	ISB
<b>Strategic Marketing</b>		
Advertising	Jaideep Sengupta	HKUST Business School
Branding	Sridhar Samu	ISB
Business to Business Marketing	Sudipt Roy	ISB
Consumer Behaviour	Priya Raghuvir	University of California, Berkeley
Customer Relationship Management	Dipankar Chakravarti	University of Colorado
Database Marketing	Seethu Seetharaman	Rice University
Hi Tech Marketing	Sanjit Sengupta	San Francisco State University
International Marketing	Venkatesh Shankar	Texas A & M
Marketing Execution	P N Thirunarayana	IIMB
Marketing Decision Models	Arun Pereira	Saint Louis University
Marketing Research	Naresh Malhotra	Georgia Tech
Marketing Services	V S Mahesh	University of Buckingham
Marketing Strategy	George Day & V Kumar	Wharton & University of Connecticut
Marketing Strategy and Economic Analyses	Sanjay Jain	Texas A & M
New Product Development	Arun Pereira	Saint Louis University
Retailing	Ram Rao	UT Dallas
Rural Marketing	Harish Bijoor	Bijoor Consults, Inc.
Sales Management	Murali Mantrala	University of Missouri
<b>Strategy and Leadership</b>		
Business Law	Sumesh Reddy	Dr. Reddy's Laboratories
Change Management	S Ramnarayan	ISB
Corporate Development: Mergers, Acquisitions and Alliances	Anju Seth	University of Illinois
Economics of Strategy	Louis A Thomas	Wharton
Gender and Leadership	Lynda Moore / Stacy Blake-Beard	Simmons
Global Strategic Management	Charles Dhanaraj	Indiana University
Investing in Private Equity	Amit Bubna / Vinay Nair	ISB / Old Lane LP & New York University
Managing Complex Projects	Edward W Rogers	NASA
Managing Strategic Partnerships	Phanish Puranam & Saikat Chaudhuri	LBS / Wharton
Managing Teams	Henry Moon	LBS
Managing the Globalizing Enterprise	Kannan Srikanth	ISB
Marketing Strategy	George Day & V Kumar	Wharton & University of Connecticut
Marketing Strategy and Economic Analyses	Sanjay Jain	Texas A & M
Negotiation Analysis	Dishan Kamdar	ISB
Negotiation Analysis	Amit Nandkeolyar	ISB
Operations Strategy	Aditya Jain	ISB
Strategic Innovation Management	Mitrabarun Sarkar	University of Central Florida
Strategic Performance Management	Dhinu Srinivasan / Nandu Nagarajan	Pittsburgh
Strategic Technology Partnerships	Charles Dhanaraj	Indiana University
Strategy Implementation	Ranjan Das	The Strategy Academy



## Relevant and very now

### Contemporary Curriculum

The ISB curriculum is based on a blend of cutting edge research, global best practices and an understanding of local realities, for knowledge of the new emerging economies of the world. It is reviewed and upgraded every year for its theoretical intensity and practical relevance.

The one year programme starts with the orientation and pre-term courses followed by eight terms of six weeks each. The first four

terms cover the core courses, laying the foundation for the advanced elective courses in later terms. A wide array of over 75 electives is on offer across the six leading concentration areas in this programme - Analytical Finance; Entrepreneurship; Strategy & Leadership; Operations Management; Information Technology Management; and Strategic Marketing. Students can choose a maximum of two concentrations.

# Learn with the thought leaders

## Global Faculty

The ISB's faculty includes eminent management academicians with international research and teaching experience. An ideal mix of resident and international faculty gives students the benefit of international exposure as well as a strong research base.

The ISB follows a tenure system similar to other institutes. Senior faculty from the associate schools are designated Area Leaders. They play a key role in shaping the school's programme.

Faculty from Berkeley, Columbia University, Cornell, Chicago, INSEAD, HKUST, Duke, and UCLA, amongst others, teach at the ISB. Inspirational encounters with industry

stalwarts like Mr. Rajat Gupta, Senior Partner Emeritus, McKinsey & Company Inc.; and Dr. C Rangarajan, Chairman of the 12th Finance Commission, India, prove to be extremely enriching experiences for aspiring business leaders.

The programme offers content that is contemporary and global in its perspective. Our location in India and the Asian region provides the setting for a thought-provoking interplay that draws on the best of management thinking and practices from both the West and the East.

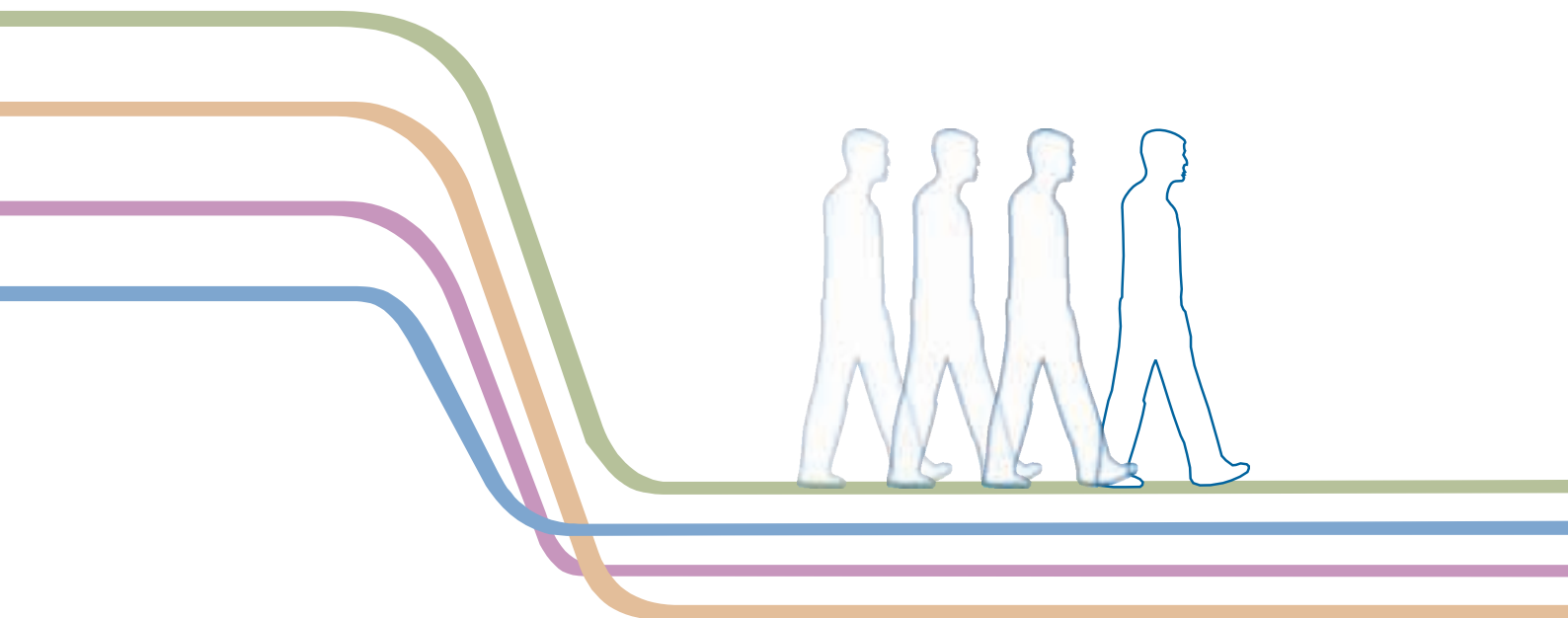


## The International Student Exchange Programme

This programme provides students the opportunity to study for one to two terms at a leading B-school outside India. It is meant to expose them to the global economic scenario, while serving as a medium to exchange experiences and forge associations. The ISB also invites international students for short term campus visits.

The ISB currently has exchange programmes with 33 leading institutions worldwide including Kellogg School of Management,

The Wharton School, The London Business School, University of Cape Town Graduate School of Business - South Africa, Darden Graduate School of Business, Fuqua School of Business, University of North Carolina, Cheung Kong Graduate School of Business - China, KAIST Graduate School of Business - Korea, National University of Singapore and others.



# International Student Exchange Schools



## UK

- London Business School
- Judge Business School, Cambridge University



## Canada

- Rotman School of Management, University of Toronto
- Queen's School of Business, Queen's University
- Schulich School of Business, York University



## Netherlands

- Erasmus Rotterdam School of Management



## China

- Cheung Kong Graduate School of Business
- School of Economics and Management, Tsinghua University
- CEIBS-China Europe International Business School



## Germany

- Otto Beisheim Graduate School of Management, WHU



## Spain

- IESE Business School, University of Navarra
- IE Business School
- ESADE Business School



## Hong Kong

- School of Business and Management, The Hong Kong University of Science and Technology



## France

- HEC School of Management



## USA

- Darden Graduate School of Business, University of Virginia
- Fuqua School of Business, Duke University
- Haas School of Business, University of California, Berkeley
- Kellogg School of Management, Northwestern University
- Kenan Flagler Business School, University of North Carolina
- Thunderbird School of Global Management, The Wharton School, University of Pennsylvania
- Tuck School of Business, Dartmouth College
- The Fletcher School, Tufts University



## Australia

- Melbourne Business School, University of Melbourne



## Taiwan

- College of Commerce, National Chengchi University



## South Korea

- KAIST Graduate School of Business
- School of Business Administration, Sung Kyun Kwan University



## Singapore

- NUS Business School, National University of Singapore



## Pakistan

- Lahore University of Management Sciences



## Italy

- Bocconi University



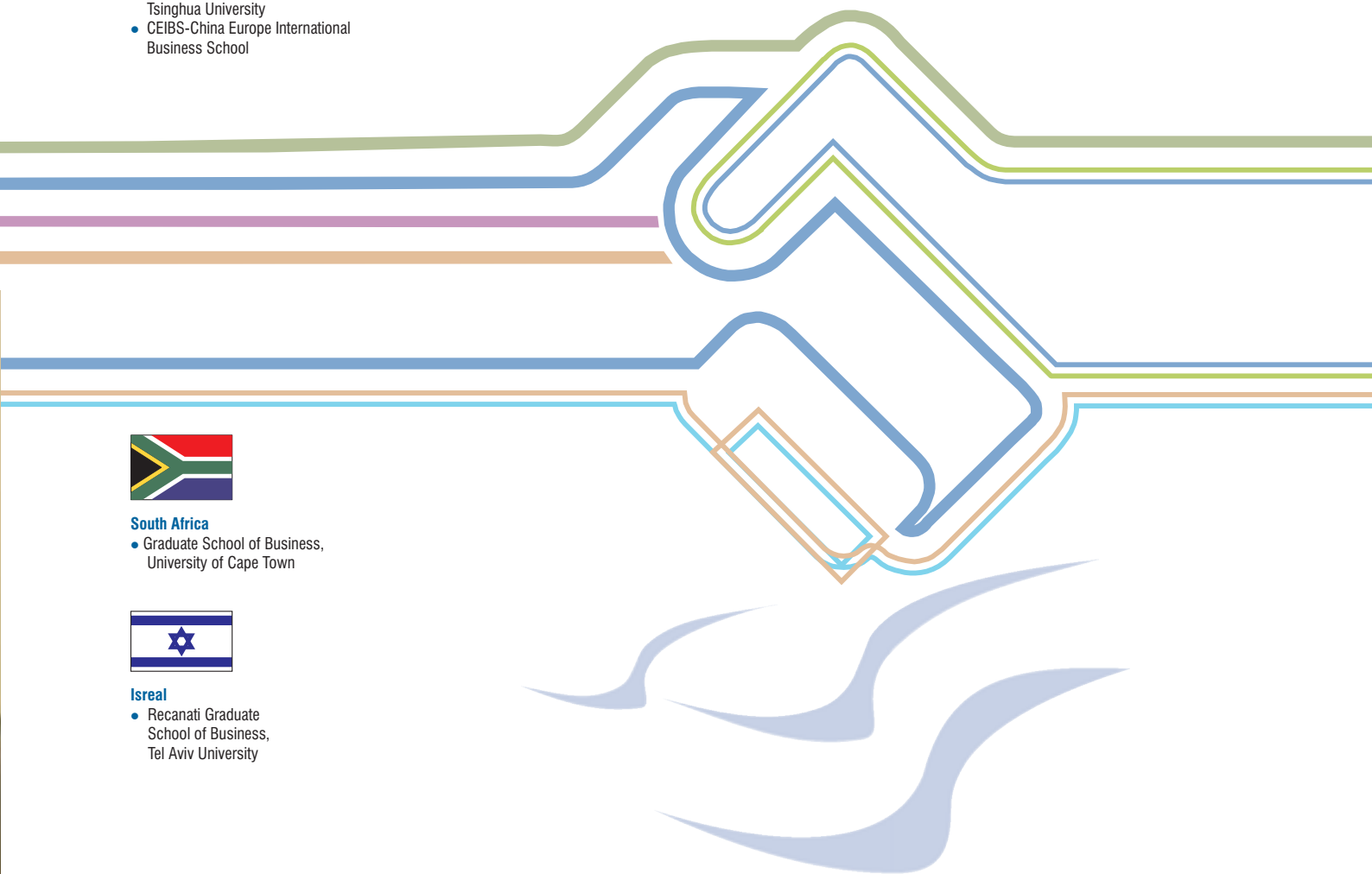
## South Africa

- Graduate School of Business, University of Cape Town



## Israel

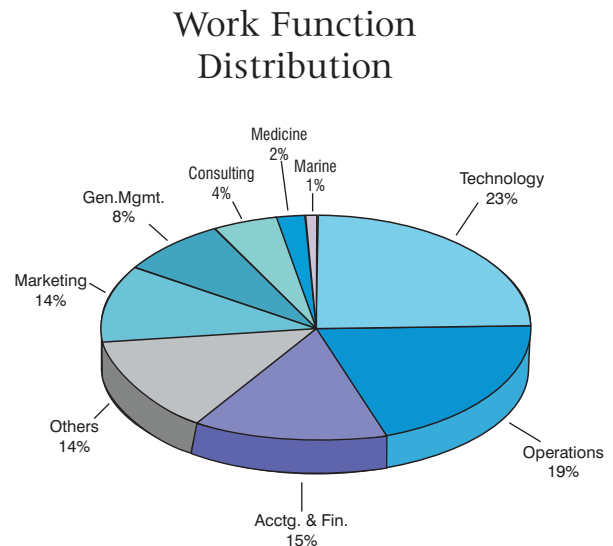
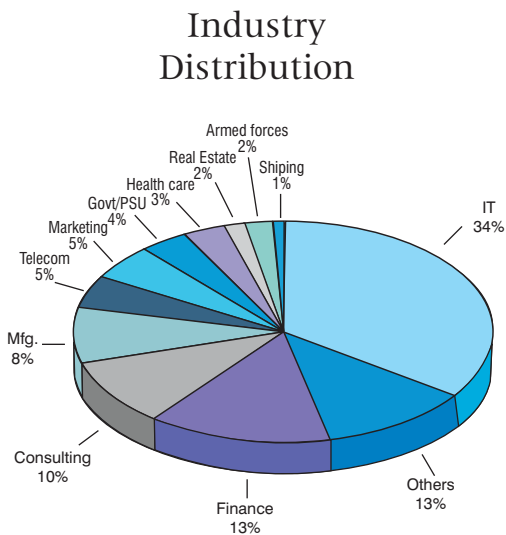
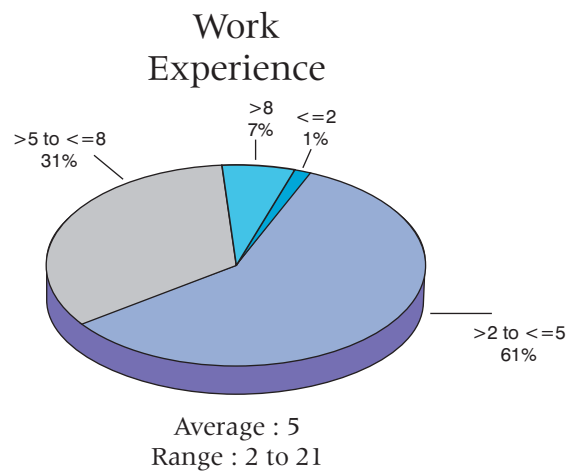
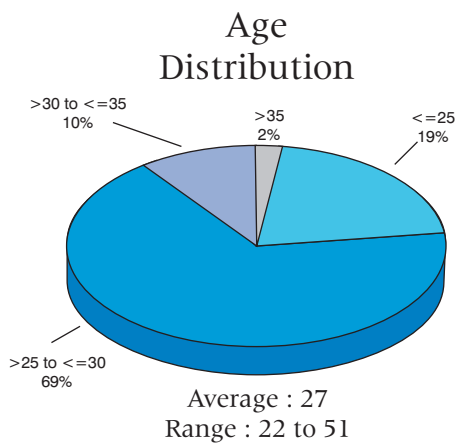
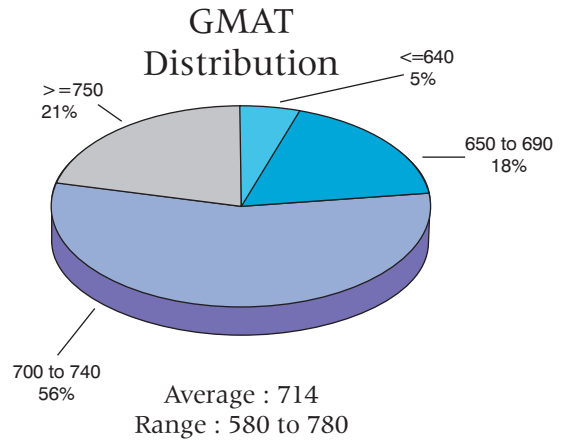
- Recanati Graduate School of Business, Tel Aviv University



# Class of 2009 profile

Class Size : 442

Men	337	76%
Women	105	24%
Married	118	27%
Single	324	73%
International	19	4%





## Mindshare and worldview

### Network

At the ISB, you'll be surrounded by an experienced peer group of exceptional achievers, industry experts and technology savvy professionals who encourage a healthy exchange of views, ideas and experiences. Networking with peers, who have an understanding of the global market and the emerging Indian economy, makes the learning experience at the ISB more exciting

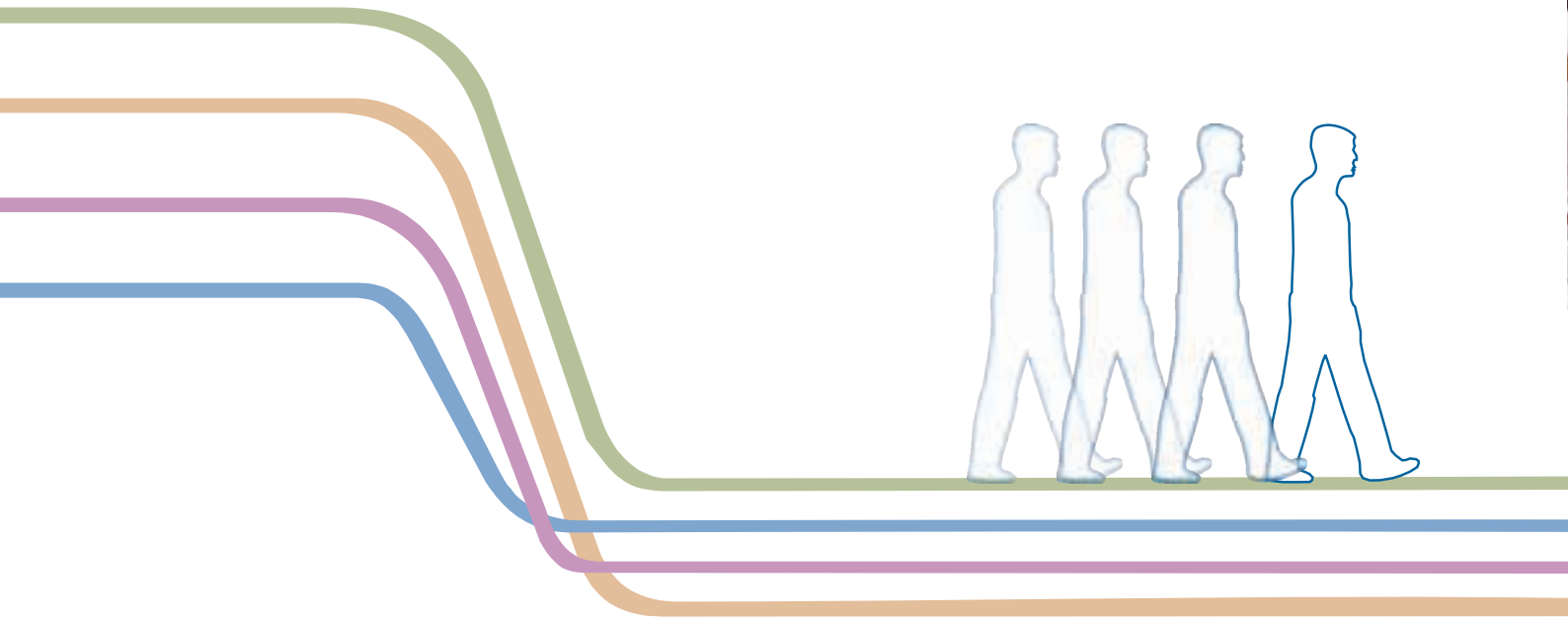
and enriching. Every class brings with it work experience from diverse fields such as IT, banking, FMCG, biotech, manufacturing, shipping, telecom, advertising, petroleum and defence services. Again, the international exposure that the students bring into the classroom, having worked in practically all the major countries of the world, adds value to an extremely stimulating class environment.

# The difference 365 days can create

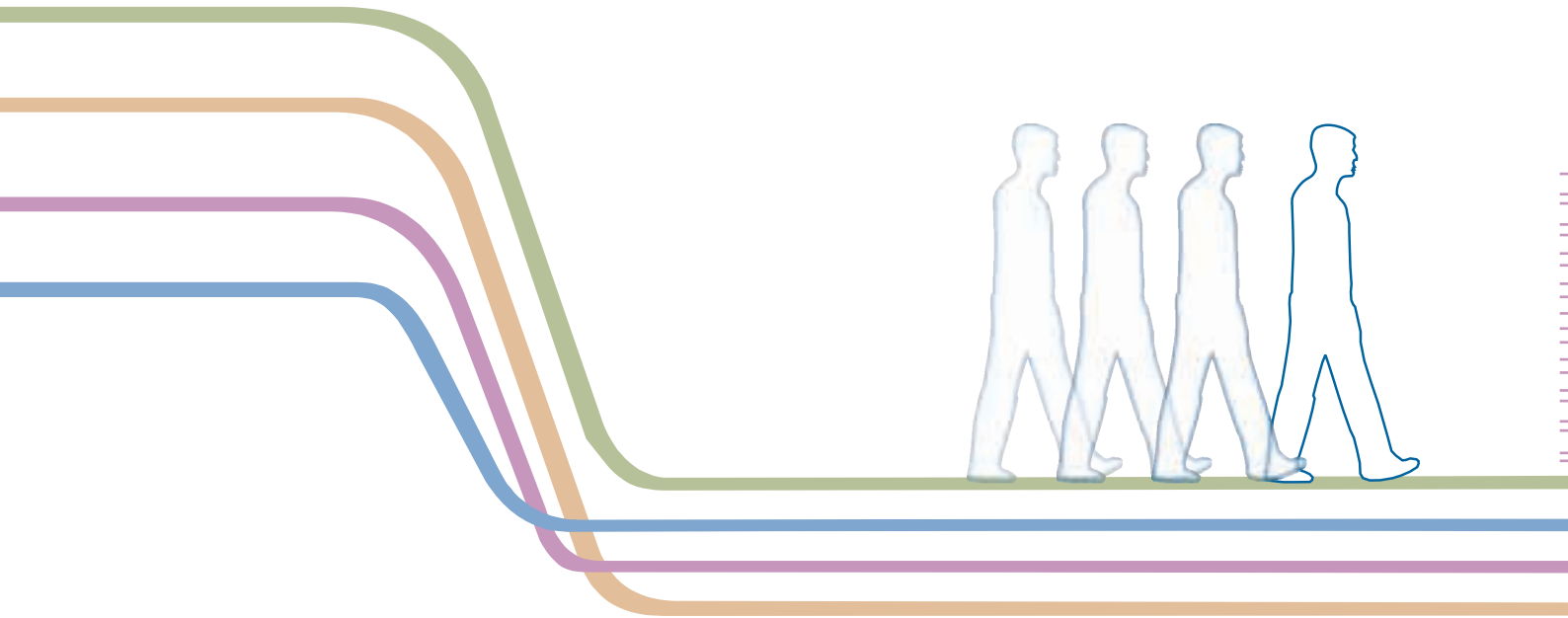
## One Year Advantage

In tune with global trends, the ISB has pioneered an innovative one year Post Graduate Programme in Management, conceived and framed for today's young professionals with prior work experience. In the one year that these future business leaders spend at the ISB, they develop a coherent understanding of emerging economies. Working professionals find the one-year programme to be of tremendous benefit. You learn the core courses in the first

four terms and the electives in the next four terms. So, there is no loss in learning or subjects, as the number of contact hours is close to that of a conventional two year programme. The rigour and intensity of the course is challenging and enables students to learn not just from the faculty and their own peer interactions but also from exposure to successful leaders and entrepreneurs, who frequently visit the campus. The one year programme is ideal for professionals to relearn and equip themselves, to get future ready and take on tomorrow.







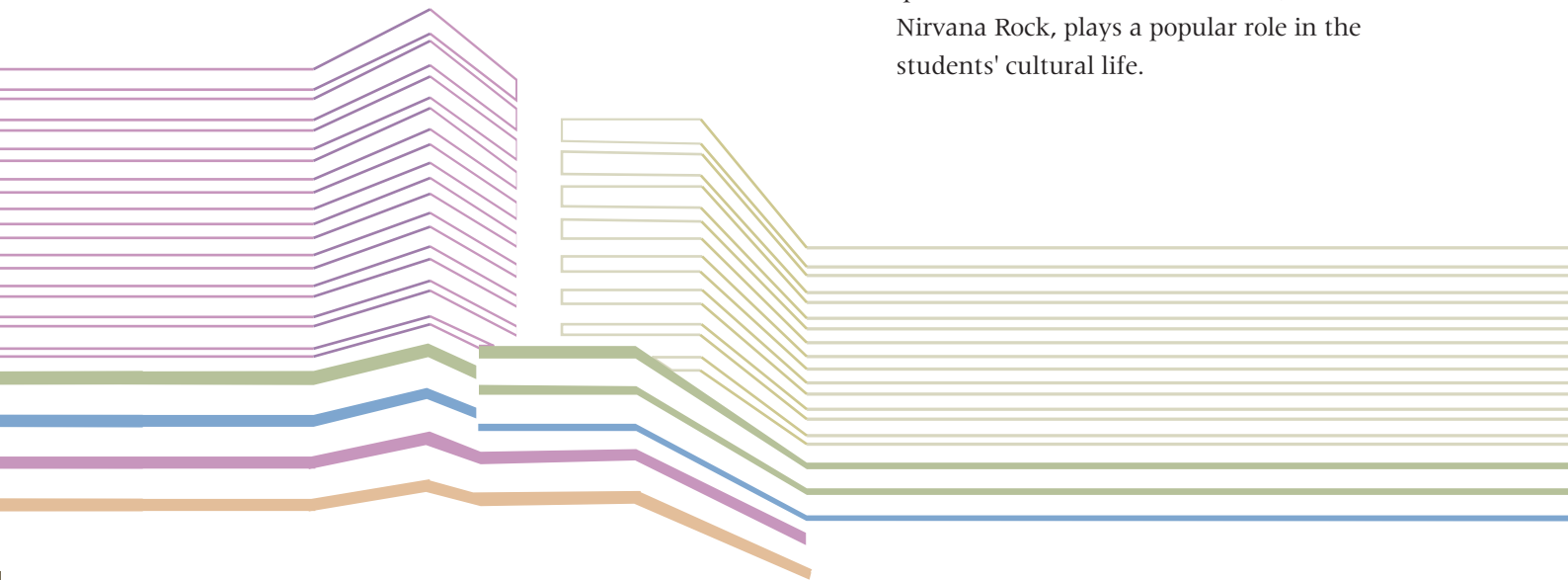
## Top-of-the-line and best-in-class

### Infrastructure

The ISB offers an ideal learning environment. Spread over an expanse of 260 acres, the completely wi-fi enabled campus has state-of-the-art air-conditioned lecture theatres, an excellent library, video conferencing etc. The Academic Centre is equipped with broadband communications network to ensure instant global connectivity, while the Learning Resource Centre (LRC), the ISB's knowledge hub, holds a huge collection of printed as well as electronic books.

The Student Village comprises fully air conditioned serviced apartments, with elegant contemporary furniture and fittings, kitchenette, television with cable connection etc. The ISB is one of the few schools conducive to families living on campus. The School provides dining, housekeeping and banking facilities. Also on campus are a Wellness Centre, a grocery store, courier services, travel desk and a bookstore. Students' every need is addressed, allowing them to focus exclusively on learning.

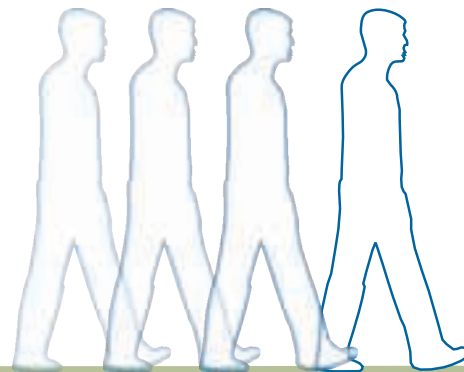
The ISB offers excellent recreational facilities - a well-equipped gymnasium, swimming pool, tennis, basketball, badminton & squash courts, a football field and jogging track. The campus offers enchanting walks and pathways leading to sunset view points and quaint rock formations. One such, christened Nirvana Rock, plays a popular role in the students' cultural life.



# Recruitment

## Building Bright Futures

The Career Advancement Services at the ISB facilitates excellent placements as well as dramatic career shifts. A team of dedicated and trained professionals provides career counselling and information services and conducts skill development workshops for all students. The ISB has set the trend for lateral recruiting by companies, as our students, with an average work experience of five years, come out ready to hit the ground, running. Around 230 companies participated in the placement process last year and offered leadership roles to students. The offers comprised a wide range of functions and industries. 61 International recruiters came to the campus this year.



## Excellent Placement Record

The ISB continues to have an excellent placement track record with over 657 offers being made. The average annual domestic offer was INR 1,900,000 while the average International offer was USD 144,812. The average salary for women was INR 1,650,000. Recruiters from 23 geographies hired students from campus, for key roles across the globe.







## Criteria for Admission

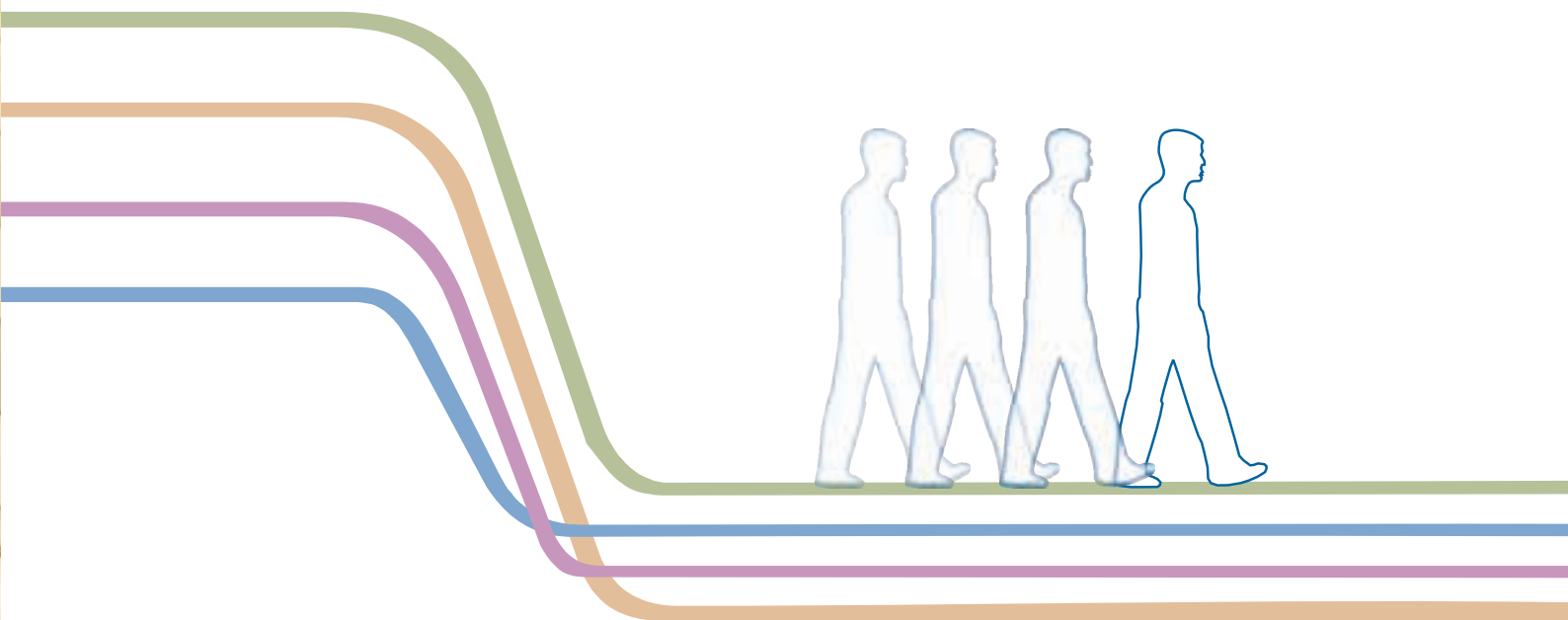
The ISB aims to bring together people from a wide variety of backgrounds, nationalities, education and experience, which adds to a varied learning experience. The common denominators are leadership qualities, ability to work in a team, superior academic credentials and display of consistent intellectual prowess. Excellent written and verbal communication skills are essential.

To be eligible, you must meet the following requirements:

- A bachelor's degree in any discipline.
- Preferably two years of full-time post qualification work experience.

- GMAT score. Scores of the last five years are valid.
- TOEFL/ IELTS score is required only if the language of instruction during undergraduate education was not English

Admissions will evaluate all applications on the above basis. Shortlisted candidates will be interviewed as a part of the selection process.



### Admission Schedule

Particulars	Cycle 1	Cycle 2
Application Deadline	Sept. 15, 08	Dec. 01, 08
Offer Decision by	Nov. 20, 08	Feb. 10, 09
Acceptance Decision	15 days from date of offer	15 days from the date of offer

The application is online and open from June 1, 2008. Please visit [www.isb.edu/isbapp](http://www.isb.edu/isbapp) for more details. Commencement of Pre-Term Courses April 14 to April 29, 2009. Commencement of Core Term Classes - April 30, 2009, International Applicant Deadline - Jan 31, 09

# Parameters that Count

## Leadership Potential

Preference is given to students who have demonstrated leadership qualities in their work or academic life. This is assessed primarily through recommendations or references included in the application. Students must include recommendations from their workplace, preferably from their direct supervisor. While most applicants may not have had a chance to demonstrate leadership skills at the public level, initiatives at work or in their personal life will help the committee assess the candidate's potential.

## Diversity

The ISB believes that student diversity is a very important element of an international education. Applicants are encouraged to describe their backgrounds and provide details about what and how they can contribute to the student community. Diversity can be in the form of educational background, work experience, nationality or personal experiences and goals.



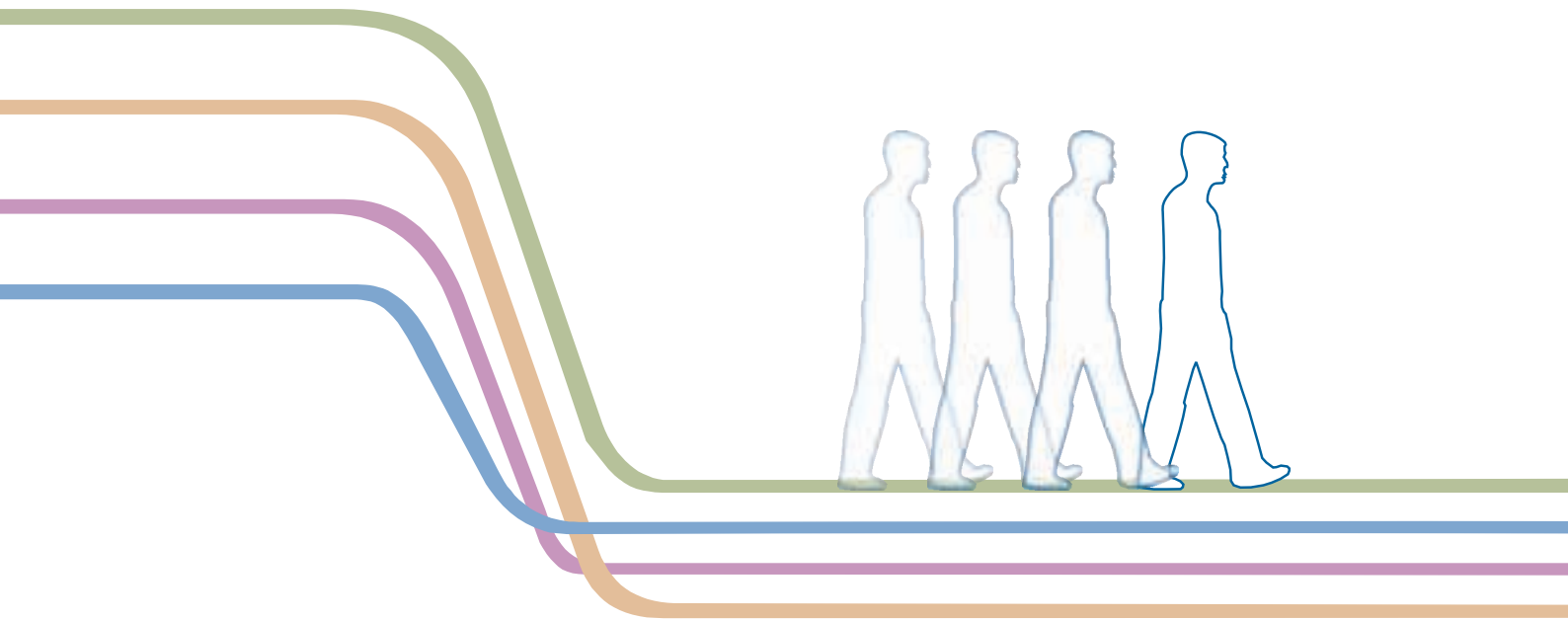
## Academic Background and Analytical Ability

The programme is rigorous, and since its duration makes it even more challenging, students must possess a convincing academic record. Our evaluation therefore, considers the student's undergraduate performance. However there is no cut-off score. Likewise we also assess analytical ability based on GMAT. Here again, we do not have a cut-off GMAT score. While a good GMAT score helps, an average score can be compensated for by achievements in other areas.

## Work Experience

The ISB prefers applicants with substantial work experience (preferably at least two years). The diverse professional experience of students contributes to the rich and stimulating learning in the ISB programme. We are specifically interested in how they have contributed to their organization or added value to their professional roles. Successful applicants must demonstrate managerial and leadership potential, maturity, drive and focus.





## Financial Aid & Other Options

### The Corporate Leadership Immersion Programme (CLIP)

CLIP allows corporates to plan the career paths of high performing employees by grooming them for senior management positions within the company. A place on CLIP or the sponsorship programme is an incentive for the employee that will encourage him/her to stay and grow with the company. It also accelerates the speed at which managers can move into senior management positions. For employers, it is also a chance to motivate employees by investing in a world-class education for them. Organisations that have sponsored their employees include Citibank, Intel Corporation, Hindustan Lever Limited, The Standard Chartered Group, ITC, Satyam and Dr. Reddy's Labs. Sponsored candidates have to meet the ISB admission criteria.

### Scholarships

Each year the ISB awards several scholarships, in the form of fee remission, to outstanding candidates. These scholarships vary in amounts and include some full scholarships. Scholarships are both need and merit based. Recipients are selected on the

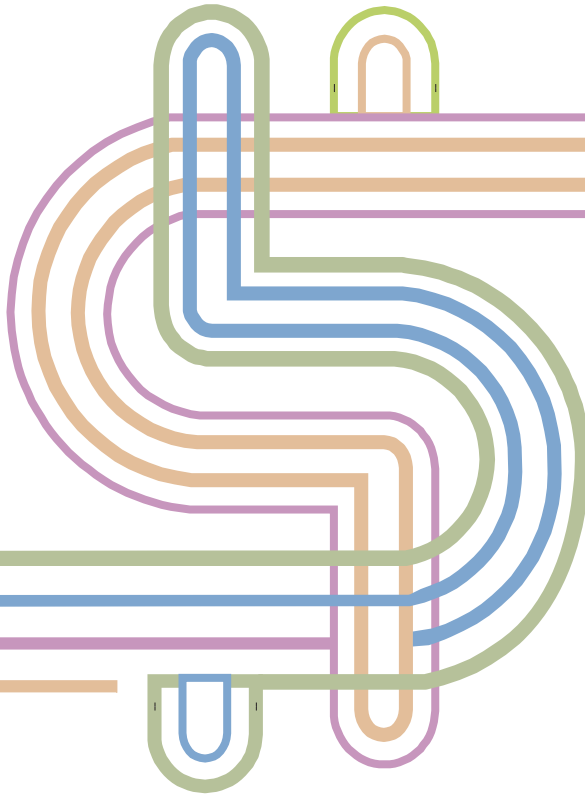
basis of exceptional academic and professional performance, as well as personal qualities such as leadership, integrity, and community service. The ISB will award approximately 100 scholarships ranging between INR 100,000 to 350,000. These include

- The ISB Tuition Waivers
- ISB Merit Scholarships
- ISB AIESEC Scholarships (for international AIESEC-ers only).
- Foreign Student Scholarships.

The ISB also partners with several corporates to provide scholarships up to INR 1,100,000 during the course of the academic year. These comprise scholarships from:

- Citigroup
- Novartis
- Sierra Atlantic Scholarship
- Ambit Corporate Scholarship and Tata Motors Scholarship.

Application criteria and selection procedures vary for each of these.



## Educational Loans

- The ISB has inked loan agreements with four leading banks/ institutions that provide funding to cover up to 95% of the programme cost.
- Programme cost includes tuition fees, living expenses, food, laptop and books.
- Loans are offered at lowered interest rates starting from 9.25 % per annum.
- An additional privilege extended to ISB students is that the loans are available without any collateral.
- Over 70% of ISB students have taken educational loans from banks in the past.
- Life Insurance is mandatory for the loan amount availed.
- Only Indian passport holders are eligible to avail these loans.
- International applicants may seek student loans from the International Education Finance Corporation at [www.iefc.com](http://www.iefc.com) (ISLP eligible school list code 99978100)

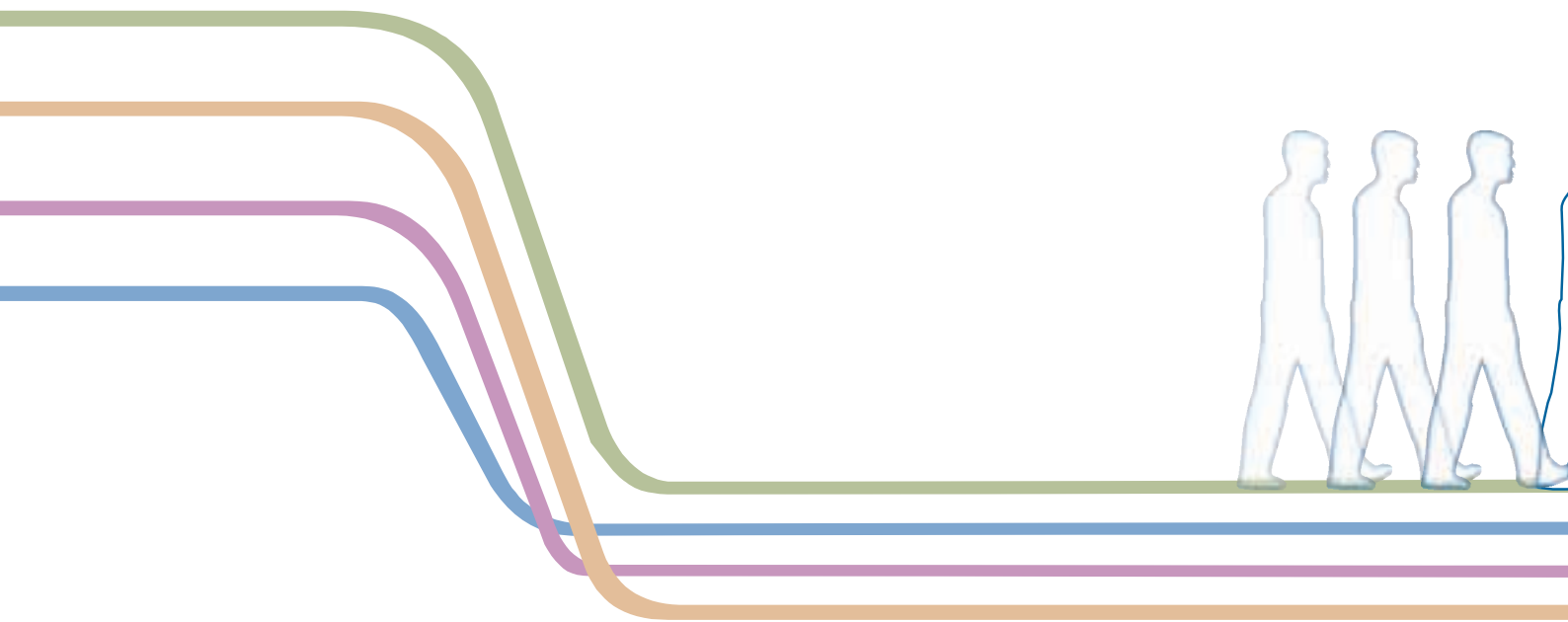
Education Loan Details For PGP 2007-2008

	<b>HDFC</b>	<b>Andhra Bank</b>	<b>SBI</b>	<b>UBI</b>
Maximum loan amount	16 lakhs or 90% of the cost whichever is applicable.	15 lakhs or 90% of the cost whichever is applicable.	16 lakhs or 95% of the cost whichever is applicable.	15 lakhs or 90% of the cost whichever is applicable.
Interest rate	9.5% (Floating)	9.25% (Floating) 8.75% (Floating for women)	9.5% (Fixed for male) 9.25% (Fixed for women)	9.5% (Fixed for male) 9.25% (Fixed for women)
Repayment period	10 years	5 - 7 years	7 years	7 years
Moratorium	15 months	18 months	15 months	18 months
EMI Option	Standard	Standard	Standard	Standard
EMI Standard Security	INR 1,294 per lakh 1) Co-applicant or 2) Personal Guarantor along with 3) ISB Certificate & Transcript	INR 1,634 per lakh for 7 years Co-obligation of earning parent / spouse	INR 1,634 per lakh for 7 years Upto 7.5 lakhs, no third party guarantee. Above 7.5 lakhs guarantee of parent/Guardian or any third party (preferably the earning sibling of the student)	INR 1,634 per lakh 1) Co-applicant or 2) Personal Guarantor along with 3) ISB Certificate & Transcript
Insurance cover	On the loan amount availed (required)	On the loan amount availed (required)	On the loan amount availed (required)	On the loan amount availed (required)

Please Note: For all the above listed loans terms and conditions apply. If a student receives an educational loan, the ISB will be the primary recipient of the funding awarded, until the course cost is covered. Any amount above and beyond this will be passed on to the student.

## International Applications

Applicable to all international applicants, that is non-Indian passport holders, the rolling application process begins on June 1, 2008. The applicant needs to submit an application online and successful applicants are likely to be interviewed within one month of the application submission date and will be informed about the decision two weeks from the date of the interview. Applications may be submitted on any date before January 31, 2009.

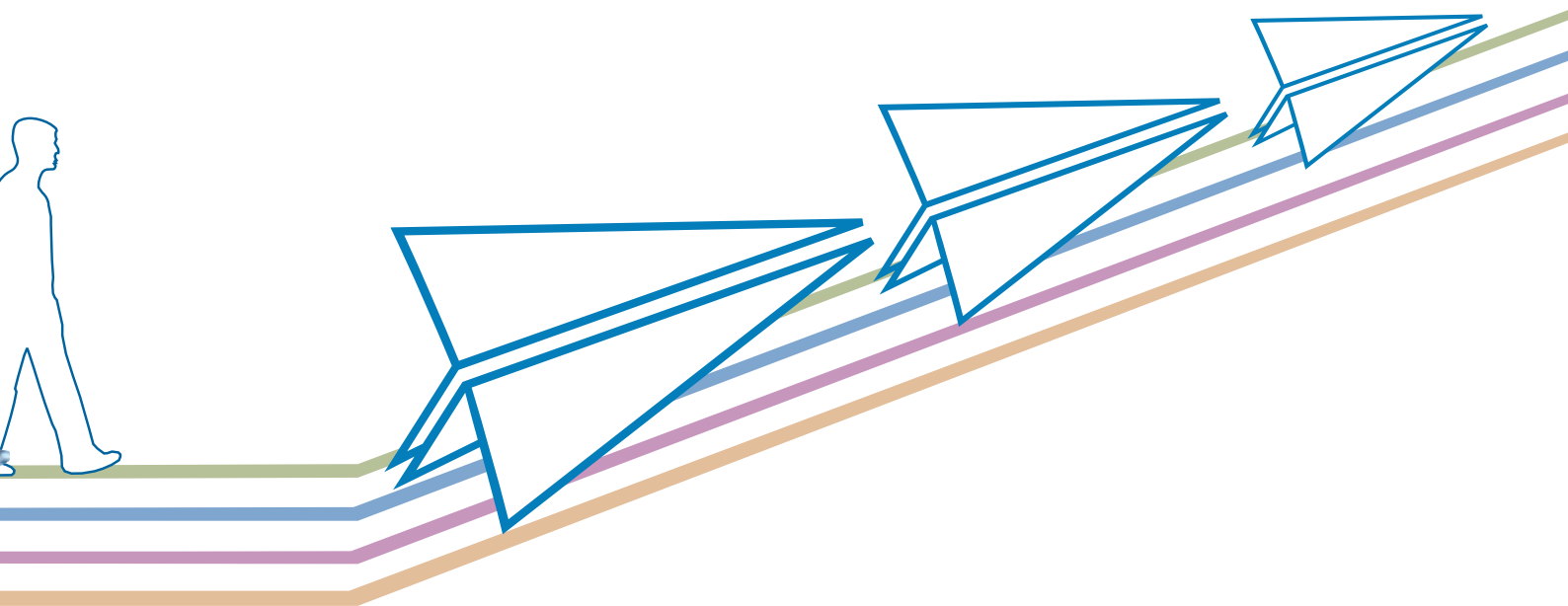


## PGP 2009-2010 Investment

The ISB is committed to enrolling the best qualified students, regardless of the ability to pay. The School awards institutional grants and corporate-sponsored scholarship assistance in addition to facilitating agreements with financial institutions to provide long-term, low interest loans.

Particulars	Amount (Approx.)			
	Single Person		Family	
	INR	USD*	INR	USD*
Tuition Fees	1,650,000	41,250	1,650,000	41,250
Accommodation	126,000	3,150	2,16,000	5,500
ISB Alumni Association Membership Fee	7,000	175	7,000	175
Refundable Security Deposit	15,000	375	15,000	375
<b>Total</b>	<b>1,798,000</b>	<b>44,950</b>	<b>1,888,000</b>	<b>47,300</b>





## Miscellaneous Expenses

Please also budget for some miscellaneous expenses which may vary depending on your needs and preferences (like schooling for children, sightseeing, etc.)

## Exchange Programme Expenses

If you wish to participate in the exchange programme certain expenses have to be borne by the student depending upon the travelling and accommodation costs incurred. It may vary from USD 6,000 to USD 10,000 (approx.) depending upon the school you have been admitted to.

\*Note: USD amounts are approximate and are likely to change depending on the exchange rate. The School realises its fee in Indian Rupees. There are options available to make payments in foreign currency also; in which case the amount realised must be equivalent to the amounts fixed in INR. Service Tax, if any, will be charged extra. At present ISB does not charge any service tax with respect to the educational programme. But should we be subject to it by a Service Tax Departmental order at a future date, then we reserve our right to collect the same from you. At present the service tax rate in India is 12.36%. It is mandatory to live on the campus. Tuition fees cover course packs provided but certain courses require mandatory text books over and above the study material supplied by ISB. Every student is required to have a laptop computer. You can buy one from vendors identified by the School (ISB will help you to get special rates) or bring your own. Rates may vary according to the model opted for. Expenses pertaining to meals can differ depending upon the plan opted for and the expense could be in the range of INR 60,000. The family residential facilities have kitchens for people who would like to cook.



## Competitive Fee Structure

With the help of pre-approved loans, you can make your way into the ISB and after a year, emerge into the world of opportunities.

The loans have a moratorium period of 15 to 18 months and can be repaid over a period of 10 years. Till date, all students availing a loan have been able to repay it well within five years, thanks to the substantially higher salaries they are able to command at the end of the one year Programme. This means that

the EMIs work out to just a fraction of your earnings post-ISB.

Of course, the PGP in Management at the ISB is an investment that offers priceless returns, both in terms of monetary gain as well as personal enrichment. It helps you take on tomorrow with confidence and foresight.

India Comparison	ISB	Other Indian B-schools
Duration	1 Year	2 Years
Tuition Fee	INR 1,650,000	INR 400,000 - 1,100,000
Loss of salary for 2nd year	Nil	INR 1,900,000
Total cost	INR 1,650,000*	INR 2,200,000 - 2,500,000

(Tuition and opportunity cost) \* A 2 Year management programme has an 'Opportunity Cost' of loss of post- MBA salary for the additional second year. (The number used is the average salary of an ISB graduate in 2008)

International Comparison	ISB	Other B-Schools	
Duration	1 Year	1 Year MBA*	2 Year MBA*
Tuition Fee	INR 1,650,000	INR 2,300,000	INR 3,400,000
Living Expenses (Estimated)	INR 263,000	INR 1,763,000	INR 5,500,000
Total Cost	INR 1,913,000	INR 3,200,000	INR 5,500,000

\* Estimated average fee of comparable one year international programmes. \*\*Estimated fee for Top 10 B-Schools from Business Week 2006. The above table is for the purpose of illustration only.

# Board of Directors

## Executive Board

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Chairman, ISB  
Senior Partner Emeritus, McKinsey & Company, Inc

Anil Ambani  
Group Chairman and CEO  
Reliance Anil Dhirubhai Ambani Group

Rahul Bajaj  
Chairman, Bajaj Auto Limited

Purnendu Chatterjee  
Chairman, The Chatterjee Group

Keki Dadiseth  
Chairman, Omnicom India

Yogesh Deveshwar  
Chairman, ITC Limited

Adi Godrej  
Chairman, The Godrej Group

K V Kamath  
Managing Director and CEO  
ICICI Bank Limited

Uday Kotak  
Executive Vice Chairman and Managing Director, Kotak Mahindra Bank Limited

Anil Kumar  
Director, McKinsey & Company, Inc.

Harish Manwani  
President, Asia & Africa Unilever Plc  
Chairman, Hindustan Unilever Limited

Kiran Mazumdar Shaw  
Chairman and Managing Director  
Biocon India Limited

Lakshmi Mittal  
President and CEO, ArcelorMittal

Sunil Kant Munjal  
Managing Director  
Hero Corporate Services Limited

N R Narayana Murthy  
Chief Mentor  
Infosys Technologies Limited

Shiv Nadar  
Founder, HCL Technologies Limited

Sanjay Nayar  
CEO, Citigroup India and Area Head  
Bangladesh, Sri Lanka and Nepal, Citigroup

Deepak Parekh  
Chairman, HDFC

Rajendra Pawar  
Chairman, NIIT Limited

N Prasad  
Vice Chairman, Matrix Laboratories Ltd

B Ramalinga Raju  
Founder and Chairman  
Satyam Computer Services Limited

Srini Raju  
Managing Director and Co-Founder  
Peepul Capital

Girish Reddy  
Founder, Prisma Capital Partners LP

K Anji Reddy  
Chairman, Dr Reddy's Laboratories Ltd

Analjit Singh  
Chairman, Max India Limited

K P Singh  
Chairman of the Board, DLF Limited

Syam Prasad Reddy  
Chairman and Managing Director  
Indu Projects Ltd

Pramath Raj Sinha  
Founding Dean, Indian School of Business  
Founder and Managing Director,  
9.9 Mediaworx Pvt Ltd

Mallika Srinivasan  
Director,  
Tractor and Farm Equipment Limited

## Governing Board

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Chairman, ISB  
Senior Partner Emeritus, McKinsey & Company, Inc

Bernard Arnault  
Chairman and CEO, LVMH

Manvinder S Banga  
President - Foods, Unilever Plc

Scott Bayman  
Former President and CEO  
GE India

Riley Bechtel  
Chairman and CEO, Bechtel Group, Inc.

Lloyd C Blankfein  
Chairman and CEO  
The Goldman Sachs Group, Inc.

Robin Buchanan  
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Ronnie Chan  
Chairman  
Hang Lung Development Company

Michael S Dell  
Chairman of the Board, Dell Inc.

Juergen Fitschen  
Member of the Group Executive Committee,  
Deutsche Bank AG

Prabhu Goel  
Founder and Chairman, Signet Solar Inc.

Vinita Gupta  
Founder, Quick Eagle Network

Vinod Gupta  
Founder and CEO, InfoUSA, Inc.

Urs Hofmann  
Managing Director, Credit Suisse Group

Donald Jacobs  
Dean Emeritus  
Kellogg School of Management

Dipak Jain  
Dean, Kellogg School of Management

Uday Khemka  
Director, SUN Group of Companies

Vinod Khosla  
General Partner  
Kleiner Perkins Caufield & Byers

Bon-Moo Koo  
Chairman  
LG Chemical Ltd. / LG Electronics Inc.

Arjun Malhotra  
Chairman and CEO  
Headstrong Corporation

Aman Mehta  
Former Chief Executive Officer  
HSBC Limited

Victor Menezes  
Former Senior Vice Chairman  
Citigroup

Heinz-Werner Meier  
Chairman of Management Board and Senior Vice President  
Sanofi Aventis Deutschland GmbH

Yoshihiko Miyauchi  
Chairman and CEO, Orix Corporation

Mark Moody-Stuart  
Director, HSBC Holdings Plc

James Murdoch  
Chairman and CEO,  
British Sky Broadcasting

Vikram S Pandit  
Chief Executive Officer, Citigroup Inc

Teh Kok Peng  
President,  
GIC Special Investments Pte Limited

M Rammohan Rao  
Dean, Indian School of Business

Thomas Robertson  
Dean, The Wharton School

Arun Sarin  
Chief Executive,  
Vodafone Group Plc

James Schiro  
Chief Executive Officer  
Zurich Financial Services

Ajay Shah  
Founder and CEO  
Shah Capital Partners

Charles Miller Smith  
Chairman, Scottish Power Plc

Martin Sorrell  
Chief Executive Officer  
WPP Group Plc

Sanjay Subhedar  
General Partner, Storm Ventures

Rana Talwar  
Chairman, Sabre Capital Worldwide

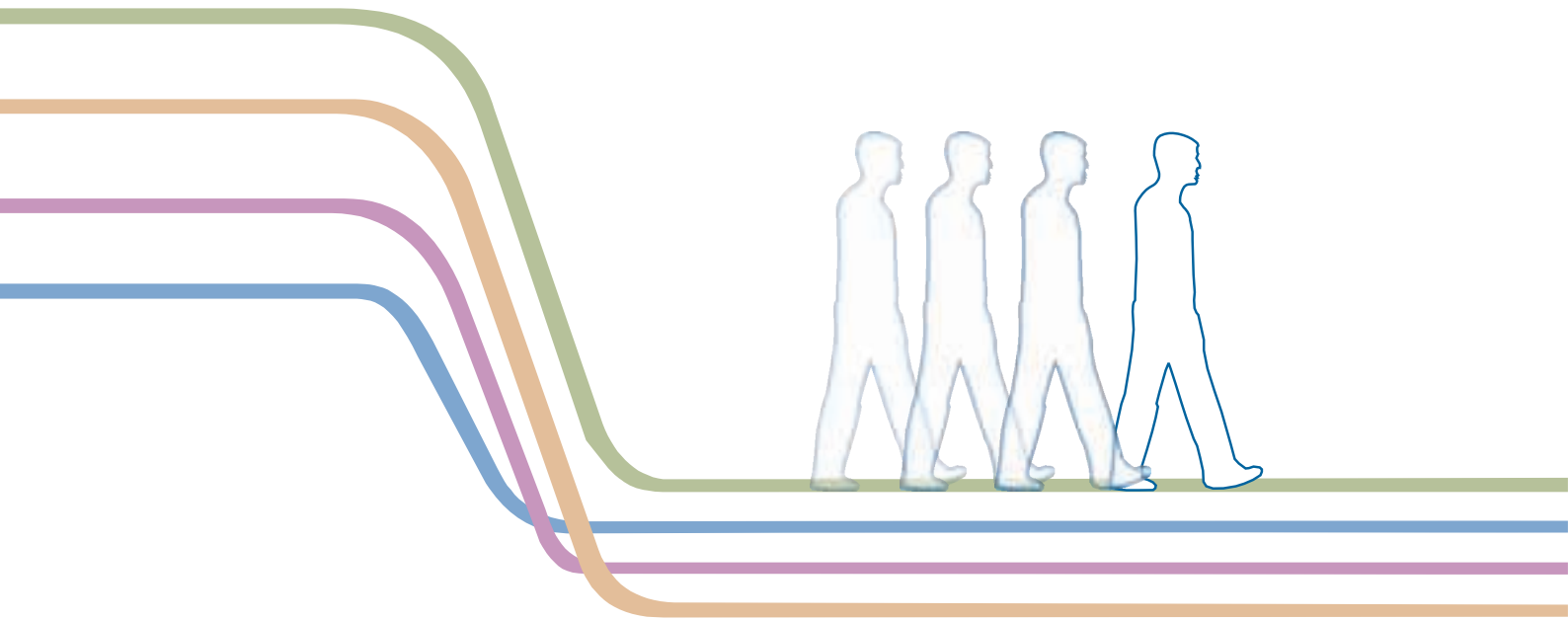
Daniel Vasella  
Chairman and CEO  
Novartis International AG

Romesh Wadhvani  
CEO and Managing Partner  
Symphony Technology Group

Jacob Wallenberg  
Chairman, Skandinaviska Enskilda Banken

Arshad Zakaria  
President and CEO,  
New Vernon Capital LLC,

Peter Zencke  
Executive Board Member, SAP AG





## Future belongs to India; future resides in Hyderabad

The dawn of the India age is evident in more ways than one. One can either go by the sheer numbers or the bytes from thinkers and decision makers across the world who have been impacted by the sheer potential and promising future of India. No matter which side of the story you look at, India can't be ignored any longer. It's the 'I' in BRIC that has got the attention of the world lately and, rightly so, the world is taking a hard look at India. Its gross domestic product is set to pass the next trillion mark by 2016 at the latest, considering India crossed the trillion-dollar mark only this year an expected 8% growth is a huge leap. From a developing country to one all set to become the world's fifth largest market, India has covered much ground. It is today a force to reckon with, in the new global economic order.

Nothing sums up the buoyant scenario better than this statement by Dr. Manmohan Singh, Prime Minister of India: "India. An idea whose time has come."

The land of opportunity beckons you and there's no better place than the ISB, Hyderabad, to be at the epicentre of future growth. To make your presence felt in the ever-changing global economic context. To be a change leader. To be part of the India story and yet make a difference on a global scale.

Transform yourself into a world ready business leader. Spend a year at the ISB. Where you obtain a global outlook. Where you learn from renowned thought leaders, leading industry experts and eminent personalities. Where you interact with peer groups from diverse backgrounds who have varied experience in developed as well as emerging countries. Where you become a part of a growing network of alumni. Where you overtake yourself and surpass expectations.



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