

AEREN FOUNDATION'S

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PROSPECTUS



Gateway To Excellence

Indian School of Business Management and Administration



business today
B-School Compendium

March 2011
 Pg 50



Mr. Vinay Agrawal,
 Ex. Director, ISBM

ISBM Building leadership

The Indian School of Business Management and Administration (ISBM), an ISO-9001-2008 certified institute, provides the best of distance learning programmes that combine the latest academic knowledge and international practices.

All 'Management' is 'People Management'. You don't ever manage a department or a project or a company you don't ever manage people. That's why leadership skill is so important to a Manager. And leadership is about building great companies while treating employees well.

"Management is a skill, not a theory." ISBM fully appreciates this philosophy and knows fully that the three-hour classroom examination is an obsolete method of assessing students' true potentials.

Businesses and the way they are conducted have seen a great transformation over the recent past. And, as the pace of change in business and technology accelerates, the focus of businesses has also shifted from domestic, nationalistic enterprises and markets to multinational enterprises and the global market. The Indian school of business management and administration (ISBM) realized this need nearly two decades ago, ISBM grows working students to become able administrators and managers by preparing them for handling the ever-changing business dynamics through distance education.

ISBM, an ISO-9001-2008 certified management institute, combines the latest academic knowledge with international

competence to expand the scope of imparting knowledge and leadership building.

ISBM is well equipped to provide high quality education through distance learning across the globe. It imparts cutting edge research-driven knowledge and skills in a targeted, dynamic and productive way to suit the needs of globalised, culturally diverse and technologically advanced businesses.

Faster, Shorter
 ISBM tries to expose the students to the best of international principles, practices and functions of management. The institute's programmes are also much less expensive than the traditional, old-fashioned long-term courses.

ISBM offers both fast-track and regular courses like Diploma in Business Management (3 months and 1 year), Post-Graduate Diploma in Business Management (4 months and 2 years), Master of Business Administration (6 months and 2 years), Executive Masters in Business Administration (6 months and 2 years), Chartered Certified Accountant (6 months and 2 years), Chartered Finance Manager (6 months and 2 years), Professional Doctorate in Management (6 months and 2 years), Executive Diploma in Export Management (3 months and 1 year), Graduate Diploma in Business Management (1 year and 3 years), Doctor of Business Management Studies (1 year and 2 years) and Master in Business Administration (1 year and 2 years).

Flexible Programmes
 Through short - duration, fast track correspondence programmes in various faculties, the courses provide broad

OUTLOOK

OUTLOOK spotlight



Dr. Vinay Agrawal, Executive Director, ISBM

ISBM Grooming tomorrows business leaders

The Indian school of Business Management and Administration (ISBM) plays a leadership role in bringing more talent into the world of businesses and enterprise and thereby spearheading wealth creation through better and efficient management practices. Business and the way they are conducted have seen a great transformation over the recent past. And as the pace of change in business and technology accelerates the focus of business has also shifted from domestic nationalistic enterprises and markets to multinational enterprises and the global market. The new environment calls for a totally different approach to business management. Management education can no longer remain within its conventional structure, it too needs to change. The Indian school of Business Management and Administration (ISBM) realized this need over a decade ago.

Today's managers need softer skills and global perspective. The softer but crucial aspects of management training are character or attitude building developing a mindset for holistic systematic thinking and recognizing skills for administration all these in

addition to the conventional inputs towards development of analytic, rational skills.

Conventional classroom education is passé and the appropriateness of classroom lecturing as a mode of teaching and learning in management education is increasingly being questioned. Business schools the world over are now pursuing alternative approaches of non classroom education.

The emphasis is now on real life experience and developing analytical skills. By applying business know how to real life professional experiences.

ISBM has transformed itself as the perfect incubator for the unique corporate culture of the 21st century. ISBM grows working students to become able administrators and managers by preparing them for handling the ever changing business dynamics through distance education.

ISBM offers short duration programmes in various faculties, enabling the students to acquire value based and world class management qualifications while working. These qualifications will obviously enhance the career of students in business and management.

FASTER SHORTER
 ISBM paves the path to early success

in life through its fast track short duration correspondence courses. These courses consist of case studies that provide broad exposure to relevant business concepts and management specifics, this helps them to get started as 'managers' by enhancing their productivity, capability to formulate business policies, strategies and their implications for the organization.

ISBM tries to expose the students to the best of international principles, practices and functions of management. At ISBM, the courses re designed for those who have a burning desire to pursue a career in business and management. The students will get qualified without disrupting their current career progression and earning.

Such candidates can opt for the flexible management courses at ISBM and get qualified in a short duration at their own pace. The Institute's programmes are also much less expensive than the traditional old fashioned and long term courses.

ISBM offers both track and regular courses like Diploma in Business Management (3 months and 1 Year) post graduate diploma in Business Management.

THE HINDU BusinessLine

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Education

ISBM collaborates with Pearson Education

Updated: July 13, 2016 19:23 IST | PTI

Indian School of Business Management and Administration (ISBM) has joined hands with British multinational publishing company Pearson Education.

ISBM and Pearson will give the students access to their learning resources online.

The content provided will include videos, powerpoint presentations and PDFs.

Also, it will include mock tests and questionnaires.

"ISBM and Pearson together will be committed to provide educational services in all available media spanning the learning curve from birth through university and beyond," ISBM Executive Director Vinay M Agarwal said.

Like 4





What people need and what they want could be very different.

-Elbert Hubbard



Quality Policy

We at ISBM are committed to satisfy our students by providing excellent service in the field of education. We aim to do this with a high degree of social sensitivity through innovation and continual...

Upgrading of our skills and provide quick response to student queries.

Nurturing talent, building a learning environment and developing linkages with universities and institutes for maximum benefit of our students.

Improvement of course curriculum through educational research and dialogue with business enterprises characterized by significance, relevance, excellence and vigor.

Reviewing of institutional processes by involvement of faculties, students and staff.

Using information technology's support to reach maximum numbers of our students and to train them.

We ensure all this by setting quality objectives and continual improvement in our services and this global, culturally diverse and technically advanced social arena, characterized by rapid change and complex interdependencies, we aim to empower business and their leaders to understand and address the far reaching changes affecting the world.



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ISBM paves a path to early success in life through its fast-track, short duration correspondence courses. These courses consist of concepts and case studies that provide broad exposure to relevant business concepts and management specifics. This helps them to get started by enhancing their productivity, capability to formulate business policies, strategies and their implications for the organization.

ISBM will:

- Enhance the career of students in business and management sectors.
- Democratize higher education by taking it to the door step of the learners.
- Providing access to high quality education to all those who seek it irrespective of age, region or formal qualifications.
- Provide short duration programs in various faculties which enable the candidates /students to acquire value based and world-class Management qualifications while working.
- Offer need-based programs by imparting professional and vocational orientation to the courses.
- Promote and develop distance education in India.
- Set and maintain standards in distance education across the country as an apex body for the purpose.

ISBM adheres to the best of international management principles, practices of management. These courses are designed for those who have burning desire to pursue a career in business and management. The students will qualify without disrupting their current career progression and earning. Candidates can opt for flexible management courses and qualify by short duration from the comfort of their location.

We invite all those who share our vision, goals and purpose to join hands to build a new cadre of encoder of management professionals, who will participate actively in the growth of this era of economic growth , liberalization and globalization.

Come, let's build a prosperous new world together.



Indian School of Business Management and Administration (ISBM) was established in 1992 by a well-known NGO Aeren Foundation. The dominance of conventional classroom lecturing as a mode of teaching and learning in management education has increasingly being questioned for its appropriateness.

Hence ,it is no surprise that leading U.S. business schools in recent past are reported to have been pursuing alternative approaches to classroom education. It was more than a decade ago that ISBM realized, the softer but crucial aspects of management training are, character or attitude building, developing a mindset for holistic, systematic thinking and recognizing skills for administration.

The pace of change in business and technology is accelerating. Over past few decades business has transformed from domestic, nationalistic enterprises and markets into multinational enterprises and a single global market. We assure you that a right blend of intellectual avenues will be made available to students. It is essential for us to deliver quality education in the current learner centric environment in order to stand up to the expectations of students and parents. The main difference between ISBM and other management institutes is that of its examination pattern and its liberty. After completion of your studies with the help of the comprehensive course material provided by ISBM you are graded according to the best answers submitted, which in return provides an edge to get the best possible employment opportunity, or promote your designation as many new opportunities will be-open to you to give you a better future.

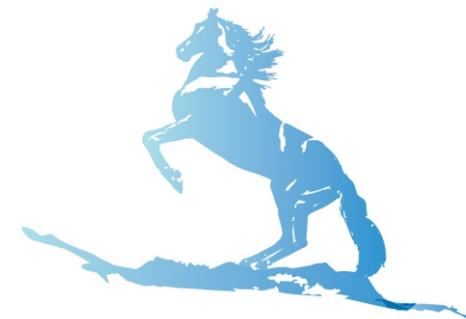
Pedagogic innovations based on commitment to simple but practical objectives, namely influencing practice and promoting value based growth, have found deep roots in our academic objectives. Recognizing the primary accountability of an adult student for learning, and being socially responsive, has been our belief, and the same is epitomized in the words of Einstein and White head that invariably appear epigraphically in all our formal communications. We have several ideas that we propose to present to the business community. We believe that walls that currently exist in the society between organizations that serve each other are a hindrance to overall social performance. We are looking forward to a positive response from the business community to our programs and plans. Any guidance and suggestions towards this end would be most welcome.

We at ISBM wish our students outshine in their respective careers.



Thank You,

Mr. Mahesh Agrawal





Our VISION is to...

- Be a premier focus of management education.
- Nurture thoughts, leaders and practitioners through innovative education. Shape a better future for mankind by developing effective and socially responsible individuals & organizations.



Our MISSION is to...

Prepare the innovative and entrepreneurial leaders of the future with the capacity to anticipate and manage change in international business and the professional environment. We ensure that our students become complete and successful managers in the shortest period. Students from our accredited and approved courses can be confident that they hold a nationally and internationally recognized award which will, open doors and enhance their career opportunities



Our Goals and Objectives

- Develop competent and effective professional managers.
- Foster intellectual excellence.
- Acquire systematic approach to identification of business problems and their solutions.
- To teach the practical skills for everyday life.
- Acquire a broad knowledge of concepts, policies and techniques applicable to efficient administration and management of business.
- Reach those who either live in or are posted in remote areas of India and have no regular educational facilities. Provide opportunity to the students who have left their education due to some unavoidable reasons and now want to continue with their career progression.
- Meet the need of exposing students to CSR (Corporate Social Responsibility) and help them to understand the environmental impact of business.





- The Course Material offered by ISBM is self explanatory & easy to understand.
- The Course Content is equipped with examples & case studies.
- The Study material includes full range of syllabus thus enabling the student with full & complete content which saves the students time & money as they receive a complete package of relevant material.
- The Course contents are with latest headings which many multinational companies entail.
- The students can take up the examination at their own pace as and when they are confident of giving the examination, they can request for question papers which can be answered at their geographical locations.
- If the student desires to appear for his examination online, he can opt for it at the nearest ISBM center.

The same can be opted at the time of Registration.

- ISBM provides Alumni Verification services which assures the student that the certificate is validated anytime in any corner of the world.





Accreditation & Recognition

ISBM has covered innumerable milestones at different levels. What makes us an eminent brand is our youthful zest and enthusiasm to continuously reach new bench marks . ISBM was established in 1992 by a well known Non-Governmental Organization (NGO) AEREN Foundation registered under Act 29 of 1950.Govt.of Maharashtra.

 <p>Registered with British Standard institution which is accredited by ANAB</p>	 <p>Recognized by Council of Distance Learning India</p>	 <p>British Academy of Management</p>
 <p>Affiliated by Indian society of technical education Statutory Partner of AICTE)</p>	 <p>Member of National Center for higher Education Management Systems, USA.</p>	 <p>Registered with Nimbus certification which is registered with Accreditation services for certifying bodies Europe. This accreditation ensures authenticity of valid certificate issued from ISBM .</p>
 <p>ISBM is member of National Human Resource Development India</p>	 <p>Partnered with Aptech testing services for online examination</p>	 <p>Active member of Al-Noor Charitable society An organization working for the up liftment of the society by educating the students Founded by her Excellency Mrs. Salma Hamid Ansari Wife of vice-President of India</p>
<p>Government of India</p> <p>Accredited by National Development agency promoted by Planning commission, Government Of India-NDA</p>	 <p>Registered With ACS Registrars Which is accredited by United Kingdom Accreditation services.</p>	 <p>Accredited member of International Association for Distance Learning Europe</p>



Accreditation & Recognition



ISBM is member of Bombay Management Association (BMA) which is India's most premier Management Association, established in 1954.



ISBM is associated with National Academy of Indian Payroll.



ISBM is associated with Richfield University, Los Angeles, USA



ISBM is a member of Indo-American Chamber of Commerce (IACC). The Indo-American Chamber of Commerce (IACC), established in 1968, is the apex bi-lateral Chamber synergizing India-US Economic Engagement.



ISBM is associated with National Small Industries Corporation Limited



ISBM is in collaboration with Pearson Education as its Content Partner.



Member of The Council of EU Chambers of Commerce in India.



ISBM is the first bearer of Globally Assured Mark for "Quality Education" in education sector.



Partnered with New London College for international courses to be run here in India. New London College is accredited by many certifying bodies internationally. ISBM has partnered with New London College for delivering its courses in India.



ISBM has an exclusive tie up with the Chartered Management Institute (CMI)



Awards



Education Leadership Award, 2017



National Education Excellence Awards 2017



Outstanding Business School, 2016



Indian Achievers Award for Education Leadership



Brands Academy Education Excellence Awards 2015



Globally Assured Mark for "Quality Education" in Distance Education Service



"Most Promising Brand of the Year" at World Brands Summit Dubai, 2014



Most Innovative Distance Learning Institute in India, 2014



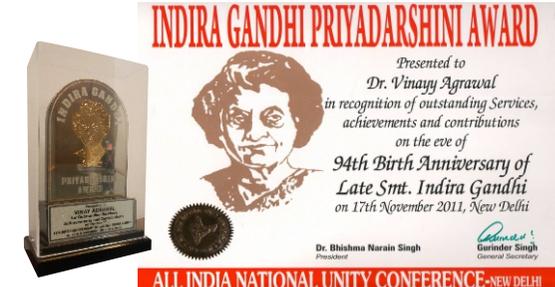
Most Promising Brand of the Year at World Brands Summit Dubai - 2014.



Shiksha Bharati Puruskar' from the governor of Puducherry His Excellency 'Mr. Iqbal Singh'

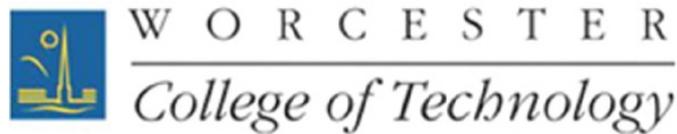
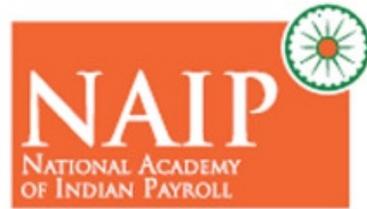


Most Innovative Distance Learning Institute in Mumbai, 2012



Indira Gandhi Priyadarshani Award







Placements

Dreams come true would be an apt description for ISBM placements where student not only get their dream profiles but also get a attractive compensation. We are proud to announce that our students have been successfully placed at some of the country's premium organizations.

The Institute has an impeccable record of 100% placement assistance. On successful completion of the program, the Institute helps the students in meeting their career aspirations. The Institute has a dedicated placement cell, which is in constant touch with the industry and essentially keeps the students informed about the requirements and developments in different industry sectors regarding the career opportunities available. Successful Placement for each student at the Institute is a result of a very systematic interaction with the industry and continuous career counseling to the students.

BIG VACANCY.COM

Placement Website
www.bigvacancy.com



List of a few organizations where our students are placed

36 Wireless Communication
 Adani Exports Ltd.
 Air Sahara
 Akai Cons. Electronics Ltd.
 Alaska Electronics
 Allianz Bajaj life Insurance Co. Ltd.
 Alwo Ltd.
 Ambuja Cement
 AMP Sanmar Assurance Co. Ltd.
 Amrut Software
 Andhra bank
 Apitco Ltd.
 Apna Loan India Pvt. Ltd.
 Apollo Hospitals
 Apollo Technologies
 Apollo Tyres Ltd.
 Aptech Ltd
 Arvind Mills Ltd.
 Arya Omnitalk Wireless Solutions
 Asea Brown Boveri Ltd. (ABB)
 Asian Motors Pvt Ltd
 Avhan Technologies
 Bajaj Allianz General Insurance Co. Ltd.
 Bajaj Auto Ltd.
 Ballarpur Industries Ltd. (BILT)
 Basix
 Batilwala & Karani Secu.India Pvt. Ltd.
 Bayer India Ltd.
 Bennett Coleman & Co. Ltd.
 Berger Paint India Ltd
 Bharath Earth Movers Ltd. (B.E.M.L)
 Bharti Cellular Ltd. (AIRTEL)
 BK Birla Group
 BLB Ltd
 Blowplast Ergonomics
 Blue Foods Pvt. Ltd
 Blue Star Ltd.
 BPL Mobile Ltd.
 British Oxygen Company (BOC)
 Business Development Bureau
 Cadila Pharmaceuticals Pvt. Ltd.
 Cafe Coffee day
 Canon India
 CEAT Ltd.
 Celetron India Pvt. Ltd.
 Chowgule Brothers pvt. ltd
 Cipla Ltd
 Citi Bank
 Citi Financial Insurance Services Ltd.
 Clariant (India) Ltd.
 Claris Life Sciences
 Classic Flooring & Fitting Pvt. Ltd.
 Club Mahindra
 Coates Of India Ltd.
 Cognizant Technologies
 Coke India Limited
 Daimler Chrysler India (P) Ltd.
 Deepak Nitrite Ltd.
 Dell International Services
 Deloitte Touche Tohmatsu India P. Ltd.
 Dharti Enterprises (Build.& Developers)
 Dharti Enterprises Pvt .Ltd
 Dolphin Enterprises

Dr. Reddy's Foundation.
 Duncans Industries Ltd.
 Eli Lily Co. Pvt.Ltd.
 Emco Ltd
 Emcure Pharmaceutical
 Emergency Electronics
 Emerson Network Power(I)(P)Ltd.
 E-serve International Ltd.
 Essar Group
 FOC IGS
 Fort point Automotive Pvt. Ltd.
 Franklin Templeton Investments
 Freight Systems India Ltd.
 Gammon India Ltd.
 Garware Wall Ropes Ltd.
 Geometric Software Ltd.
 GETIT Infomediary Ltd.
 Global Tel.Sys.Ltd. Godrej Agrovet
 Godrej Sara lee Ltd.
 Goodlass Nerolac
 Goodlass Nerolac
 Group Nihilent Technologies
 HCL Infosystems Ltd.
 HDFC Bank
 HDFC Std Life Insurance Co. Ltd.
 Henkel Spic India Ltd.
 Heritage Motors
 Hettich India Ltd.
 Hexaware Technologies Ltd.
 Hexogon Group
 Hinduja TMT Ltd.
 Hindustan Composites Ltd.
 Hindustan Construction Co.
 Hindustan Inks & Resins Ltd.
 Hindustan Lever
 Hindustan Times
 Hiranandani Group of companies.
 Hitech Drilling Services India Ltd
 HSBC Life Co. (UK)
 HSBC Software
 ICB Ltd
 ICICI Bank
 ICICI Lombard General Insurance
 ICICI Prudential Life Insurance Co.
 ICICI Prudential Lombard
 IL&FS Investment Mark India Ltd.
 IMRB International
 IMS Learning Resources (P) Ltd.
 India Bulls.
 India Fashion Ltd
 India Infoline
 India Life Pension Ltd.
 Indiacom Directories Ltd.
 Indian Express
 Indian Hotel Co. Pvt. Ltd
 Indira Bulls
 Indus Ind. Bank Ltd.
 ING Vysya Bank
 Integra Software Solutions Ltd.
 Intelenet Global Services Ltd
 International Filter Pvt. Ltd.
 ISPAT Industries Ltd.
 J K Tyres

J L & T Infotech Ltd.
 J.I. Ruwala & Co.
 J.P. Morgan
 James Martrin & Ca.
 Jataayu Pvt. Ltd.
 JW Marriott Hotel
 K.K. Electronics
 Khandwala Securities
 Kiroloskar Pneumatic Ltd.
 Krystal Trade com Pvt. Ltd.
 Larsen & Toubro Ltd.
 Laxman Traders
 Laxmi Machine Works Ltd.
 Leela Hotels
 Level up Network
 LG Electronics India (P) Ltd.
 Limca Books
 Lowe Lintas India Pvt. Ltd.
 Lupin Labs Ltd.
 Mafoi Management Consultants
 Magma Leasing Ltd.
 Magna Publishing Co. Ltd.
 Maharashtra Knowledge Corp.Ltd.
 Maini Group
 Man New York Life Insurance
 Mankar Computer Pvt.
 Maruti Udyog Ltd.
 Medi Media Health Pvt. Ltd.
 Mehta Group
 Mercer Human Resource Consulting
 Metlife India Insurance Ltd.
 MIRC Electronics Ltd.
 MSEB
 Natvar Parik Industries Ltd. (NPIL)
 Naukri.com
 Netguru India Niche Consulting
 NJI Investments
 NKE Electronics & Communications
 N-Logue Communications Ltd.
 Nucleus Software Exports Ltd.
 Oberoi Hotels
 Onida Electronics.
 Oswal Group Pantaloons
 Parle
 Pantaloons
 PAR Computer Services(P) Ltd.
 PCS Industries Ltd.
 People One Consulting
 Perfect Office System Pvt. Ltd.
 Philips India Ltd.
 Plating Product Agencies.
 Play Win (Zee Network)
 Poonawalla Group
 Powerware International Ltd.
 Process Services
 Prudential ICICI Asset Mgt.Co.Ltd.
 Pudumjee pulp & Paper Industry
 Rallis India Ltd.
 Raymonds Ltd.
 Redington Ltd.
 Redoffisopm DYR
 Reliance Energy
 Reliance Industries Ltd.

Resource Technology Outsourcing
 RPG Group
 S. Kumars Nation wide
 SAE International
 Safari Industries
 Safe Express Pvt. Ltd.
 Sai Service Agency
 Salora International Ltd.
 SAP Labs India Pvt. Ltd.
 Satellite Group
 Satyam Computer Services Ltd.
 Satyam Infoway Ltd.
 Saurashtra Cements Ltd.
 SBI Life Insurance
 Septech Marketing Pvt Ltd.
 Share Khan (SSKI)
 Shoppers Stop
 SICPA
 Siemens Information Systems
 SITEL
 SKF Bearing India Ltd.
 Skoda Auto
 Sodexo Pass Services Ltd.
 Solero Organics
 Spark Jewellery
 SREI International Finance Ltd.
 St. Peters High School
 Standard Chartered bank
 Star Network
 Star TV
 Sulzer pumps India
 Sun-n-Sand
 Sykes & Rays Equities
 T.C.I India Ltd
 Tata AIG Life Insurance Co. Ltd.
 Tata Consultancy Services
 Tata Finance Ltd
 Tata Motors Ltd
 Tata Ryerson Ltd.
 Tata Tea
 Tata Tech.Ltd et Airways India Ltd.
 Telisystem India Pvt. Ltd
 The Anika Apparels Ltd.
 The Leela
 Thermax Ltd.
 Triple Point Technology
 TVS Motor Co. Ltd.
 UCO Bank
 UTV Ltd.
 Vinayak Electronics
 Vinonix System
 VSNL
 Way 2 Wealth
 Welspun India Ltd.
 Wipro Spectra mind Services (P) Ltd.
 Wockhardt India Ltd.
 Wodaji Trading Corporation
 Yamaha Motors India Pvt. Ltd.
 Zee Network
 Zensar Technologies Ltd.
 Zydus Cadilla Health Care Ltd.
 and many more....



What our Students Say



ISBM students have gained necessary management skills from our courses and have been performing well in their respective fields. No wonder the number of ISBM students is growing day by day. Working class professionals who take up our courses have always expressed their appreciation for our pedagogy and methodology which provide the flexibility to complete management courses with ease. Our support and the education methodology ensured that the existing profile of our students doesn't get disturbed while they complete ISBM courses. After completing our courses, students elevate their profiles and soar high in their professional careers.

Testimonials

I am Abhinay Malviya, regular student of ISBM. Hereby like to admit that the services and support provided by the staff of your institute is quite satisfactory and very helpful. My doubts regarding my course are being cleared thoroughly and the constant support from your side is making me able to complete my course very comfortably. I request you to continue this kind act in future also.

Thanking you,

Yours sincerely

Abhinay Malviya (Ahmednagari)

Jetking Computer Hardware & Network Institute

I am very thankful to your Institute for assisting me in completing my studies for providing me admission in the courses which ISBM provides, they are really very helpful for working professionals like me, who hardly get time for studies with work,

The pre-admission counseling, admission support and post admission services are very best in the industry.

From Mother Dairy

Pijush Kanti Mahapatra

Testimonial

I am delighted to pursue MBA (Operation Management) with ISBM through distance learning which allowed me to balance both my professional and my family commitments.

I found the course materials are well designed, keeping in view the needs of the remote student in mind. I recommend ISBM for those who want to pursue MBA.

Joginder Singh (Asst Manager-Purchase)

Calsonic Kansen Motherson Auto Products Ltd.



I completed my MBA (Operations) from ISBM in 2008. It has actually given me a platform to see my dreams come true. Within a span of two months of completion of the course I got a new job offer as a manager and several other companies are trying to approach me for a desired profile. Thank You ISBM

Thank You

Gurpreet (Operations Manager American Epay)

The time knowledge and cooperation utilized from the institute and staff members while pursuing Professional Doctorate in Management (PD Mi is worth a life time achievement. Sometimes words are not sufficient and adequate to express ones gratitude. There is a feeling of warmth and sheer closeness with the institute which can never get detached during lifetime. I express my sincere thanks, whole hearted support and wishes for all time ahead to ISBM (INDIAN SCHOOL OF BUSINESS MANAGEMENT AND ADMINISTRATION).

Dr. Mukesh Setia

(Director AVTE INDIA PVT LTD.)

My participation in the MBA (Hospital Administration) has made me a more effective Director and has supported my contribution to my organizations strategies and development. I was able to select units that suited my professional development needs, and the course materials covered a range of topics that complemented my on-the job learning. I have gained a greater appreciation of how other professions operate and also developed a better understanding of the constraints which organizations face. I am delighted to have completed the MBA (Hospital Administration with ISBM, I had been searching for the right program for a number of years, and now that I have completed the course there is a void in my life. I recommend ISBM on the quality of the learning materials and on the people and resources that administer this program.

Dr. Nitin S. Shah (Director, Sal Hospital)



Students Testimonials

I convey my heartiest thanks to your chapter for having accorded due help in getting admission to the course cited in the subject.

I shall be failing in my duty, if I do not mention the specific assistance accorded by Miss Kamlesh of your chapter during this period when I troubled her time and again and I hope the same shall continue till I clear the said course and there after.

BS Sobti (General Manager- Mallerkotla Const. Co. Pvt Ltd.)



I am very thankful to your institute for providing me the admission in your institute to complete me the professional course ADFM (Advance Diploma in Fashion Management). It is very helpful to provide these types of courses in short span of time, for the working professional like us. Your institute has provided good support and environment to complete the course.

The counselors of your institute provided me support every time, when I had needed to complete my ADFM course on time.

The support provided by Miss. Sakshi was very energetic and good. I am very thankful to whole team of ISBM (Ludhiana)

**For Moti Collection
Manager**

First of all, I am very thankful to you for enrolling me to your institute for GDM (Graduate Diploma in Management). This course is really very helpful for my carrier and candidate like no others.

I am also very thankful to Ms. Manisha and other staff member who supported me and help me in every aspect. Thanks & Regards,

Rahul Verma (AARTI STEELS LIMITED)

I Sandeep Bafna student of ISBM have taken admission in MBA through Ms Pallavi. I hereby like to admit that the services and support provided by the staff of your institute is quite satisfactory & helpful.

I expect this kind of support in future also.

SK Bafna - DY Manager (Purchase) Century Yarn/ Denim

I am very thankful to your institute to provide me the admission in your institute to complete my the professional course MBA (Purchase Management & Material Management).

Your institute has provided very good support to complete the course. The counselors of your institute are supportive and helped me any time for study related any problems, during this period Ms Shakshi and Ms Puja provided full support to solve problems, and I hope so in future the same.

I am very much thankful to her as well as the whole ISBM team. My best wishes are always with your institute and wish the institute may grow every time.

Ankur Jain (Sr. Executive Purchase-NEW SWAN ENTERPRISES UNIT-2)



I am very thankful to your institute for providing me admission in your institute for completing my studies. The courses which ISBM provide are really very helpful for making professionals like us. Who hardly get time for studies after work.

The Pre admission facilities like career counseling, admission support and post admission services are really very good and best in the industry.

Best Wishes,
Aamit Charley
 (Welspun Retail Limited)

I am very thankful to your institute to provide me the admission in your institute to complete me the professional course ADBM(Material Management). These types of course are very helpful to working professionals like us. Your institute has provided very good support and environment to complete the course. The counselors of your institute are supportive and helped me anytime for study related any problems, which becomes very helpful to complete my course in time.

The support provided by Mr. Sadik Merchant is very motivating, I am very much thankful to her as well as the whole team of ISBM.

My best wishes are always with your institute. Thanking You,
Mahadev Das (Onshore Construction Company Pvt Ltd. Store Keeper)

The purpose of writing this letter is to send my sincere appreciation for Mr. Sadik Merchant.

The extra effort by Mr.Sadik Merchant was most impressive, my doubts regarding the courses had been cleared thoroughly, the constant support from your side is making me able to complete my course more comfortably & I never saw such ever committed working people before.

It has been my experience that when employee provide quality service of the highest caliber, they tend to be employees that are quickly promoted to leaderships position and competing organizations seek to hire them, so do take care of this employee, as he is true asset to your organization.

I commend both Mr. Sadik Merchant & your Institute for the value of service provided.

Based on the service I have received from Mr. Sadik Merchant I will not hesitate to recommend your institute to all my business associates & friends. Thanks & Regards,

Ms mercy Charry (Operation Manager) Sea & Seas Shipping Pvt Ltd.

In my opinion, the EMBA course was most valuable learning experience in my career. It helped pull together my Marketing, Human Resource and Operations knowledge into a coherent picture of how a business operates. Best of all, I came away with some strong insights into your program's, that I could incorporate immediately into my present job. I feel that I have received full value-added learning from ISBM. The learning environment is good and the with web instructors have an excellent background in their field of study. I really can't tell you how your program has helped me look at things differently with more perspective in my work.

Sunil Kumar Singh (DGM (Marketing), GHCL Limited)



More testimonials can be found on our website...

ISBM ONLINE PROGRAM FEATURES

E-learning



ISBM has introduced an easy accessible and adaptive way of learning. ISBM's E-learning modules have their own unique features which not only assist students but also working professionals, home makers and those who have a determined interest in learning and broaden their knowledge.

E-learning key features

- Real-time access
- Paperless
- Possibly adaptive
- Personalized learning
- Global



ISBM's E-learning wings

- Live Video Lecture
- E-Library
- LMS
- Recorded Video Lecture
- YouTube
- Pearson

Live Video Lecture



ISBM provides interactive business and management live video lectures conducted by eminent faculties from reputed organizations, colleges and Universities around the globe. These lectures are delivered live and are interactive sessions where students can raise their doubts via single click.

Our video lectures are conducted online across the globe to help students, apprentice, working professionals understand the core of business management. Access to these lectures shall stay with students

for viewing later in recorded format. Not only student's foundation and basic knowledge will be set in an apt manner, but simultaneously, students will learn about advanced concepts related to the same. With our engaging and live/recorded video formats, our faculties make even the most challenging topics easy to comprehend and enjoyable to learn, through interaction over chat and emails. Core and crucial areas pertaining to business management are covered by our panel of experts which will help students in improving their business management expertise.

Recorded Video Lecture



Recorded lectures are stored in our E-library for student's reference purpose. Recorded Lectures are delivered by eminent faculties from the industry. These lectures are not only course specific but also in sync with live examples, current affairs, case studies and presentations. While these lectures are conducted, students can post their queries, doubts to respective faculties which would be sermonized via email or chat option. Students can any time use this option for their reference purpose. This is the most user friendly and any time accessible learning tool.

E-library



E-library is the most useful Learning tool for students. These days students, working professionals, and any field learners are seen using Smartphone's, Tablets, and Laptops everywhere. E-library is accessible to all students with their login credentials. This is an easy access to all possible study material. A huge collection of E- Books, Case study, Sample Papers, Course Content, Recorded Lectures, Projects is available at E-library. ISBM ensures the E-library is updated time to time.



Youtube



The most visited site for videos and movies. ISBM has its own private channel where students can subscribe and view lectures. Students can post their comments and suggestions.

LMS

Learning Management System is the place where a student's E-learning Journey begins. Student time table, Course fees, admission details, Assignments and much more is available once the student logs in. Access to E-library, lectures, Sample Question papers, case study is made available on LMS for all students.

Pearson



ISBM in collaboration with Pearson Education

Pearson Education is the world's biggest education company. Pearson Education's solutions cover a wide spectrum of subjects including business, technology, sciences, law and the humanities. They include books and resources that help students learn, teachers teach, and professionals evolve throughout their careers. The carefully designed learning tools help people around the world to expand their knowledge, develop their skills and realize their potential.

Pearson & ISBM in collaboration will energize content for ISBM courses, thus the students learning these courses will now have an edge over other students learning the same courses in other institutes.

Key features which are available in ISBM Pearson access for students

- Course Content
- Student Resources
- Video Resources
- Test
- Assignments
- Grade Book
- Class information
- Roster
- Forums
- Wiki
- Statistics

ISBM ONLINE PROGRAM FEATURES



Online admission facility

Students can now avail the facility of enrolling online. Students across the globe can enroll for their desired courses, anytime and anywhere. Online admission facility will allow students to choose their course, take career counseling online, and verify their eligibility and most importantly students can pay their fees online via wide range of payment options.

Social Media Presence

ISBM has its online presence across the globe. ISBM has a high powered website which has the most updated information about all the courses, accreditations, awards, alumni, fees etc. Along with ISBM's dynamic website ISBM has its presence on Facebook, Twitter, LinkedIn, Blog, YouTube channel.

Following are the links for the same

- **Website** : www.isbm.org.in
- **Facebook** : www.facebook.com/isbma
- **Twitter**: www.twitter.com/ISBM_Programs
- **LinkedIn**: www.linkedin.com/company/isbm
- **Blogs**: www.blog.isbm.org.in
- **YouTube**: www.youtube.com/c/isbmeducation







COURSE	DBM (Diploma in Business Management)	EDEM (Executive Diploma in Export Management)	DEM (Diploma in Export Management)	DCGS (Diploma in Corporate Ethics, Governance and Social Responsibility)	DPDDD (Diploma in Principles of Direct, Database and Digital Marketing)
Pre-requisites	10th or equivalent	10+2 or equivalent	10+2 or equivalent	12th or equivalent	12th or equivalent
Duration Fast Track Regular	3 Months 1 Year	3 Months 1 Year	3 Months	3 Months	3 Months
Subjects	<ul style="list-style-type: none"> Principles & Practice of Management Specialization (one subject) 	<ul style="list-style-type: none"> Export Management Export Marketing International Law International Business 	<ul style="list-style-type: none"> Fundamentals of Entrepreneurship Entrepreneurship Development in Emerging Markets Entrepreneurial Leadership Creative & Business Leaders Idea to Opportunity Legal Aspects of Business Entrepreneurship & Intellectual Property Rights Business Plan Marketing Plan Operation & Production Plan Venture Team & Organizational Plan Financial Venture Launching a Venture Managing Growth Start-up to Going Public Revival, Exit & End to a Venture 	<ul style="list-style-type: none"> Corporate Ethics, Governance and Corporate Social Responsibility Ethical Business and Social Responsibility Ethical Challenges in the Financial Sector-1 Ethical Challenges in the Financial Sector-2 Ethical Challenges in Marketing-1 Ethical Challenges in Marketing-2 Ethical Challenges in Advertising Morality, Trust and Integrity : The Foundations of Business Ethics Corporate Social Responsibility in the South east Asian Context Ethical Challenges in Business 	<ul style="list-style-type: none"> Introducing Direct And Digital Marketing Using Direct Marketing To Analyze The Marketing Situation Setting Objectives And Strategies With In Direct Marketing Direct Marketing Implementation And Control
Exam Duration	Home : 10 Days Study Center : 3 hrs /- Paper Online Exams : 3 hrs /- Paper	Home : 10 Days Study Center : 3 hrs /- Paper Online Exams : 3 hrs /- Paper	Home : 10 Days Study Center : 3 hrs /- Paper Online Exams : 3 hrs /- Paper	Online Exams : 3 hrs /- Paper	Online Exams : 3 hrs /- Paper
Total Fees for Indian Residents	₹ 7900 + Service Tax	₹ 14900 + Service Tax	₹ 15900 + Service Tax	₹ 15900 + Service Tax	₹ 15900 + Service Tax
Fees for Foreign Residents	US \$ 500	US \$ 1000	US \$ 1100	US \$ 1100	US \$ 1100

Courses

ADVANCE DIPLOMA COURSES

COURSE	DSMM (Diploma in Social Media Marketing)	ADFM (Advance Diploma in Finance Management)	ADHRM (Advance Diploma in Human Resource Management)	ADMM (Advance Diploma in Marketing Management)	ADIM (Advance Diploma in Industrial Management)
Pre-requisites	12th or equivalent	10+2 or equivalent	10+2 or equivalent	10+2 or equivalent	10+2 or equivalent
Duration Fast Track Regular	3 Months	3 Months 1 Year	3 Months 1 Year	3 Months 1 Year	3 Months 1 Year
Subjects	<ul style="list-style-type: none"> • Strategic Planning with Social Media • Social Consumers • Digital Communities • Social Publishing • Social Entertainment • Social Commerce • Social Media Metrics 	<ul style="list-style-type: none"> • Financial and Cost Accounting • Financial Management • Portfolio & Risk Management • Managerial Economics 	<ul style="list-style-type: none"> • Organizational Behaviors and Business Communication • Effective H.R. Training • Development and Strategy • Industrial Relations & Labor Law • Human Resource Management 	<ul style="list-style-type: none"> • Marketing Management • Marketing Research & Advertising • Consumer Behavior • Sales Force and Strategic Management 	<ul style="list-style-type: none"> • Industrial Personnel Management • Project Control • TQM • Industrial Marketing
Exam Duration	Online Exams : 3 hrs /- Paper	Home : 10 Days Study Center : 3 hrs /- Paper Online Exams : 3 hrs /- Paper	Home : 10 Days Study Center : 3 hrs /- Paper Online Exams : 3 hrs /- Paper	Home : 10 Days Study Center : 3 hrs /- Paper Online Exams : 3 hrs /- Paper	Home : 10 Days Study Center : 3 hrs /- Paper Online Exams : 3 hrs /- Paper
Total Fees for Indian Residents	₹ 15900 + Service Tax	₹ 14900 + Service Tax	₹ 14900 + Service Tax	₹ 14900 + Service Tax	₹ 14900 + Service Tax
Fees for Foreign Residents	US \$ 1100	US \$ 1000	US \$ 1000	US \$ 1000	US \$ 1000



COURSE	ADBRM (Advance Diploma in Brand Management)	ADLM (Advance Diploma in Logistic Management)	ADSCM (Advance Diploma in Supply Chain Management)	ADRSM (Advance Diploma in Risk & Safety Management)	ADTM (Advance Diploma in Textile Management)
Pre-requisites	10+2 or equivalent	10+2 or equivalent	10+2 or equivalent	10+2 or equivalent	10+2 or equivalent
Duration Fast Track Regular	3 Months 1 Year	3 Months 1 Year	3 Months 1 Year	3 Months 1 Year	3 Months 1 Year
Subjects	<ul style="list-style-type: none"> • E-Business • Brand Management • Marketing Management • Consumer Behavior 	<ul style="list-style-type: none"> • Logistic Management • Supply Chain Management • Production and Operation Management • Material Management 	<ul style="list-style-type: none"> • Material Management • Logistic and Distribution Management • Production Management • Supply Chain Management 	<ul style="list-style-type: none"> • Risk and Safety Management • Fire Safety, Explosions and Process Safety • Production Management • Disaster Management 	<ul style="list-style-type: none"> • Brand Management • Textile Management • Merchandising • Supply Chain Management
Exam Duration	Home : 10 Days Study Center : 3 hrs /- Paper Online Exams : 3 hrs /- Paper	Home : 10 Days Study Center : 3 hrs /- Paper Online Exams : 3 hrs /- Paper	Home : 10 Days Study Center : 3 hrs /- Paper Online Exams : 3 hrs /- Paper	Home : 10 Days Study Center : 3 hrs /- Paper Online Exams : 3 hrs /- Paper	Home : 10 Days Study Center : 3 hrs /- Paper Online Exams : 3 hrs /- Paper
Total Fees for Indian Residents	₹ 14900 + Service Tax	₹ 14900 + Service Tax	₹ 14900 + Service Tax	₹ 14900 + Service Tax	₹ 14900 + Service Tax
Fees for Foreign Residents	US \$ 1000	US \$ 1000	US \$ 1000	US \$ 1000	US \$ 1000

Courses

ADVANCE DIPLOMA COURSES

COURSE	ADBIM (Advance Diploma in Business Management)	ADBFI (Advance Diploma in Banking, Finance and Insurance Management)	ADRM (Advance Diploma in Retail Management)	ADMTM (Advance Diploma in Material Management)	ADFTM (Advance Diploma in Foreign Trade Management)
Pre-requisites	10+2 or equivalent	10+2 or equivalent	10+2 or equivalent	10+2 or equivalent	10+2 or equivalent
Duration Fast Track Regular	3 Months 1 Year	3 Months 1 Year	3 Months 1 Year	3 Months 1 Year	3 Months 1 Year
Subjects	<ul style="list-style-type: none"> • Human Resource Management • Financial Management • Strategic Management • Organizational Behavior • Marketing Management 	<ul style="list-style-type: none"> • Banking Management • Risk Management • Investments • Marketing of Financial Services 	<ul style="list-style-type: none"> • Consumer Behavior • Retail Marketing & Selling Skills • Customer Service Concepts • Retail Operations • Retail Environment 	<ul style="list-style-type: none"> • Purchasing & Material Management • Production Management • Supply Chain Management • Inventory Management 	<ul style="list-style-type: none"> • Global Business Environment • International Marketing • Management and Research • WTO & Foreign Trade Policy • Trade Documentation & Logistics
Exam Duration	Home : 10 Days Study Center : 3 hrs /- Paper Online Exams : 3 hrs /- Paper	Home : 10 Days Study Center : 3 hrs /- Paper Online Exams : 3 hrs /- Paper	Home : 10 Days Study Center : 3 hrs /- Paper Online Exams : 3 hrs /- Paper	Home : 10 Days Study Center : 3 hrs /- Paper Online Exams : 3 hrs /- Paper	Home : 10 Days Study Center : 3 hrs /- Paper Online Exams : 3 hrs /- Paper
Total Fees for Indian Residents	₹ 14900 + Service Tax	₹ 14900 + Service Tax	₹ 14900 + Service Tax	₹ 14900 + Service Tax	₹ 14900 + Service Tax
Fees for Foreign Residents	US \$ 1000	US \$ 1000	US \$ 1000	US \$ 1000	US \$ 1000

COURSE	ADHSM (Advance Diploma in Hospitality Management)	ADTCM (Advance Diploma in Tax Consultancy Management)	ADPM (Advance Diploma in Project Management)	ADOM (Advance Diploma in Operation Management)	ADTQM (Advance Diploma in Total Quality Management)
Pre-requisites	10+2 or equivalent	10+2 or equivalent	10+2 or equivalent	10+2 or equivalent	10+2 or equivalent
Duration Fast Track Regular	3 Months 1 Year	3 Months 1 Year	3 Months 1 Year	3 Months 1 Year	3 Months 1 Year
Subjects	<ul style="list-style-type: none"> Hospitality Management Front Office Management Food and Beverage Management Customer Care Management 	<ul style="list-style-type: none"> Auditing Accounting Taxation Cost Accounting 	<ul style="list-style-type: none"> Project Budgeting Project Management Project HRM Project Finance Mgt. Project Marketing 	<ul style="list-style-type: none"> Operation Management Production Control Inventory Management HRM 	<ul style="list-style-type: none"> Quality Management Quality Standards and Policy Six Sigma Quality Standards
Exam Duration	Home : 10 Days Study Center : 3 hrs /- Paper Online Exams : 3 hrs /- Paper	Home : 10 Days Study Center : 3 hrs /- Paper Online Exams : 3 hrs /- Paper	Home : 10 Days Study Center : 3 hrs /- Paper Online Exams : 3 hrs /- Paper	Home : 10 Days Study Center : 3 hrs /- Paper Online Exams : 3 hrs /- Paper	Home : 10 Days Study Center : 3 hrs /- Paper Online Exams : 3 hrs /- Paper
Total Fees for Indian Residents	₹ 14900 + Service Tax	₹ 14900 + Service Tax	₹ 14900 + Service Tax	₹ 14900 + Service Tax	₹ 14900 + Service Tax
Fees for Foreign Residents	US \$ 1000	US \$ 1000	US \$ 1000	US \$ 1000	US \$ 1000

Courses

ADVANCE DIPLOMA COURSES

COURSE	ADFTM (Advance Diploma in Fashion Management)	ADHTM (Advance Diploma in Hotel Management)	ADITM (Advance Diploma in Information Technology)	ADHDM (Advance Diploma in Hardware Management)	ADPDM (Advance Diploma in Production Management)
Pre-requisites	10+2 or equivalent	10+2 or equivalent	10+2 or equivalent	10+2 or equivalent	10+2 or equivalent
Duration Fast Track Regular	3 Months 1 Year	3 Months 1 Year	3 Months 1 Year	3 Months 1 Year	3 Months 1 Year
Subjects	<ul style="list-style-type: none"> • Textile Designing • Brand Management • Consumer Behavior • Event and Promotions 	<ul style="list-style-type: none"> • Food and Beverage Management • Front Office Management • Room Service Management • Total Quality Management 	<ul style="list-style-type: none"> • IT • Networking • PC architecture and Maintenance • E-Commerce 	<ul style="list-style-type: none"> • PC Architecture and Mantaince • Networking • Internet • Peripherals and Interface 	<ul style="list-style-type: none"> • Production Management • Total Quality Management • Supply Chain Management • Safety Management
Exam Duration	Home : 10 Days Study Center : 3 hrs /- Paper Online Exams : 3 hrs /- Paper	Home : 10 Days Study Center : 3 hrs /- Paper Online Exams : 3 hrs /- Paper	Home : 10 Days Study Center : 3 hrs /- Paper Online Exams : 3 hrs /- Paper	Home : 10 Days Study Center : 3 hrs /- Paper Online Exams : 3 hrs /- Paper	Home : 10 Days Study Center : 3 hrs /- Paper Online Exams : 3 hrs /- Paper
Total Fees for Indian Residents	₹ 14900 + Service Tax	₹ 14900 + Service Tax	₹ 14900 + Service Tax	₹ 14900 + Service Tax	₹ 14900 + Service Tax
Fees for Foreign Residents	US \$ 1000	US \$ 1000	US \$ 1000	US \$ 1000	US \$ 1000



Courses

ADVANCE DIPLOMA COURSES

COURSE	ADFM (Advance Diploma in Finance Management)	ADHRM (Advance Diploma in Human Resource Management)	ADMM (Advance Diploma in Marketing Management)	ADBIM (Advance Diploma in Biotechnology Management)	ADF & NM (Advance Diploma in Food & Nutrition Management)	ADPM (Advance Diploma in Purchase Management)
Pre-requisites	10+2 or equivalent	10+2 or equivalent	10+2 or equivalent	10+2 or equivalent	10+2 or equivalent	10+2 or equivalent
Duration Fast Track Regular	3 Months 1 Year	3 Months 1 Year	3 Months 1 Year	3 Months 1 Year	3 Months 1 Year	3 Months 1 Year
Subjects	<ul style="list-style-type: none"> • Financial and cost Accounting • Financial Management • Portfolio and Risk Management • Managerial Economics 	<ul style="list-style-type: none"> • Organizational Behavior & Business Communication • Effective HR Training & Development Strategy • Industrial Relations & Labor Law • Human Resource Management 	<ul style="list-style-type: none"> • Marketing Management • Marketing Research and advertising • Consumer behaviour • Sales force and strategic management 	<ul style="list-style-type: none"> • General Management. • Basic Biotechnology • Modern Concepts of Biotechnology • Environmental Studies 	<ul style="list-style-type: none"> • General Management. • Health Care Management. • Food and Beverage Management • Food and Nutrition Management 	<ul style="list-style-type: none"> • Purchase Management • Negotiation Management • Material Management • Supply Chain Management
Exam Duration	Home : 10 Days Study Center : 3 hrs /- Paper Online Exams : 3 hrs /- Paper	Home : 10 Days Study Center : 3 hrs /- Paper Online Exams : 3 hrs /- Paper	Home : 10 Days Study Center : 3 hrs /- Paper Online Exams : 3 hrs /- Paper	Home : 10 Days Study Center : 3 hrs /- Paper Online Exams : 3 hrs /- Paper	Home : 10 Days Study Center : 3 hrs /- Paper Online Exams : 3 hrs /- Paper	Home : 10 Days Study Center : 3 hrs /- Paper Online Exams : 3 hrs /- Paper
Total Fees for Indian Residents	₹ 14900 + Service Tax	₹ 14900 + Service Tax	₹ 14900 + Service Tax	₹ 14900 + Service Tax	₹ 14900 + Service Tax	₹ 14900 + Service Tax
Fees for Foreign Residents	US \$ 1000	US \$ 1000	US \$ 1000	US \$ 1000	US \$ 1000	US \$ 1000

Courses

ADVANCE DIPLOMA COURSES

COURSE	ADSM (Advance Diploma in Store Management)	ADIDM (Advance Diploma in Interior Design Management)	ADCRM (Advance Diploma in Construction Management)	ADCM (Advance Diploma in Clinical Management)	ADCRM (Advance Diploma in Customer Relationship Management)	ADCL (Advance Diploma in Corporate Law)
Pre-requisites	10+2 or equivalent	10+2 or equivalent	10+2 or equivalent	10+2 or equivalent	10+2 or equivalent	10+2 or equivalent
Duration Fast Track Regular	3 Months 1 Year	3 Months 1 Year	3 Months 1 Year	3 Months 1 Year	3 Months 1 Year	3 Months 1 Year
Subjects	<ul style="list-style-type: none"> • Store Management • Material Management • Inventory Management • Supply Chain Management 	<ul style="list-style-type: none"> • Interior Design • General Management • Business Ethics • Entrepreneurship Management 	<ul style="list-style-type: none"> • Construction Management • Project Management • Material Management • Personnel Management • Safety Management 	<ul style="list-style-type: none"> • Basic Biotechnology • Modern Concepts of clinical research • Basic Principles of Clinical Research and Methodology. • Clinical Pharmacology 	<ul style="list-style-type: none"> • General Management • Sales Management • Marketing Management • Customer Relationship Management 	<ul style="list-style-type: none"> • General Management • Corporate Law • Business Law • Labour Law
Exam Duration	Home : 10 Days Study Center : 3 hrs /- Paper Online Exams : 3 hrs /- Paper	Home : 10 Days Study Center : 3 hrs /- Paper Online Exams : 3 hrs /- Paper	Home : 10 Days Study Center : 3 hrs /- Paper Online Exams : 3 hrs /- Paper	Home : 10 Days Study Center : 3 hrs /- Paper Online Exams : 3 hrs /- Paper	Home : 10 Days Study Center : 3 hrs /- Paper Online Exams : 3 hrs /- Paper	Home : 10 Days Study Center : 3 hrs /- Paper Online Exams : 3 hrs /- Paper
Total Fees for Indian Residents	₹ 14900 + Service Tax	₹ 14900 + Service Tax	₹ 14900 + Service Tax	₹ 14900 + Service Tax	₹ 14900 + Service Tax	₹ 14900 + Service Tax
Fees for Foreign Residents	US \$ 1000	US \$ 1000	US \$ 1000	US \$ 1000	US \$ 1000	US \$ 1000

COURSE	ADSM (Advance Diploma in Shipping Management)	ADMCM (Advance Diploma in Mass Communication Management)	ADAHM (Advance Diploma in Aviation & Hospitality Management)	ADPM (Advance Diploma in Packaging Management)	ADLRM (Advance Diploma in Leisure & Recreation Management)
Pre-requisites	10+2 or equivalent	10+2 or equivalent	10+2 or equivalent	10+2 or equivalent	10+2 or equivalent
Duration Fast Track Regular	3 Months 1 Year	3 Months 1 Year	3 Months 1 Year	3 Months 1 Year	3 Months 1 Year
Subjects	<ul style="list-style-type: none"> • Logistic Management • Total Quality Management • Safety Management • Shipping Management 	<ul style="list-style-type: none"> • Advertising Management • Communication Management • Mass Communication • Public Relation and Media Management 	<ul style="list-style-type: none"> • Aviation Management • Hospitality Management • Travel and Tourism Management • Communication skills and personality development • Marketing and sales 	<ul style="list-style-type: none"> • Packaging management • Supply chain management • Total quality management • Materials management 	<ul style="list-style-type: none"> • Leisure Management • Leisure & Recreation in Society • Leisure Marketing • Economics of Leisure • Recreation & Leisure Law
Exam Duration	Home : 10 Days Study Center : 3 hrs /- Paper Online Exams : 3 hrs /- Paper	Home : 10 Days Study Center : 3 hrs /- Paper Online Exams : 3 hrs /- Paper	Home : 10 Days Study Center : 3 hrs /- Paper Online Exams : 3 hrs /- Paper	Home : 10 Days Study Center : 3 hrs /- Paper Online Exams : 3 hrs /- Paper	Home : 10 Days Study Center : 3 hrs /- Paper Online Exams : 3 hrs /- Paper
Total Fees for Indian Residents	₹ 14900 + Service Tax	₹ 14900 + Service Tax	₹ 14900 + Service Tax	₹ 14900 + Service Tax	₹ 14900 + Service Tax
Fees for Foreign Residents	US \$ 1000	US \$ 1000	US \$ 1000	US \$ 1000	US \$ 1000


Courses
POST GRADUATE COURSES

COURSE	PGCM (Post Graduate Certificate In Management)	EPGPM (Executive Post Graduate Program in Management)	CFM (Chartered Finance Manager)
Pre-requisites	Graduate/ DBM	Graduate/ DBM	Final year/Graduate
Duration Fast Track Regular	6 Months 2 Years	6 Months 2 Years	6 Months 2 Years
Subjects	<ul style="list-style-type: none"> Principles & Practice of Management International Business Business Communication Organizational Behavior Specialization Subjects (one subject) Project 	<ul style="list-style-type: none"> Principles & Practice of Mgt. Marketing Management Human Resource Advertising Consumer Behavior Operations Management Business Ethics International Business Specialization (One Subject) Project 	<ul style="list-style-type: none"> Cost & Management Accountancy Financial Accountancy Corporate Law International Finance Management Take Over & Merger Corporate Finance Finance Institution Investments
Exam Duration	Home : 10 Days Study Center : 3 hrs /- Paper Online Exams : 3 hrs /- Paper	Home : 20 Days Study Center : 3 hrs /- Paper Online Exams : 3 hrs /- Paper	Home : 20 Days Study Center : 3 hrs /- Paper Online Exams : 3 hrs /- Paper
Total Fees for Indian Residents	₹ 29900 + Service Tax	₹ 35900 + Service Tax	₹ 20900 + Service Tax
Fees for Foreign Residents	US \$ 1800	US \$ 2100	US \$ 1200





COURSE	PGPM (Post Graduate Program in Management)		CCA (Chartered Certified Accountant)	DMS (Doctorate in Management Studies)
Pre-requisites	Graduate/Diploma Holder with work experience		Final Year / Graduate	Post Graduate / Graduate with 5 years of working experience
Duration Fast Track Regular	1 Year 2 Years		6 Months 2 Years	1 Year 2 Years
Subjects	<ul style="list-style-type: none"> SEM-I <ul style="list-style-type: none"> • Essential of Management • Quantitative Methods • Business Communication • Human Resource Management SEM-II <ul style="list-style-type: none"> • Business Ethics • Corporate Law • Financial Management • International Business SEM-III <ul style="list-style-type: none"> • Marketing Management • Business Strategy • Management Control Systems • Business Environment SEM-IV <ul style="list-style-type: none"> • Specialization Subjects-I: PAPER-A PAPER-B • Specialization Subject-II : PAPER-A PAPER-B • Project Study 		<ul style="list-style-type: none"> • Advance Accounting • Management Accountancy • Cost Accounting • Auditing • Taxation Project / Synopsis / Thesis 	<ul style="list-style-type: none"> • Business Management • Human Resource Management • Marketing Management • Financial Management • Business Environment • Research Methodology • Corporate Law • International Business • Quantitative Techniques • Business Planning & Policy • Operations Management / (Optional Subject) • Project /Synopsis /Thesis
Exam Duration	Home : 10 Days (Per SEM) Study Center : 3 hrs /- Paper Online Exams : 3 hrs /- Paper		Home : 10 Days Study Center : 3 hrs /- Paper Online Exams : 3 hrs /- Paper	Home : 30 Days Study Center : 3 hrs /- Paper Online Exams : 3 hrs /- Paper
Fees for Indian Residents	₹ 49900 + Service Tax		₹ 20900 + Service Tax	₹ 69900 + Service Tax
Fees for Foreign Residents	US \$ 2700		US \$ 1200	US \$ 5500



COURSE	PTC (Professional in Tax Consultancy)	PPM (Professional in Project Management)	PMM (Professional in Marketing Management)	PMTM (Professional in Material Management)
Pre-requisites	Graduate / Diploma Holder with work Experience	Graduate / Diploma Holder with work Experience	Graduate / Diploma Holder with work Experience	Graduate / Diploma Holder with work Experience
Duration Fast Track Regular	1 Year 3 Years	1 Year 3 Years	1 Year 3 Years	1 Year 3 Years
Subjects	<ul style="list-style-type: none"> • Taxation • Management Accounting • Cost Accounting • Auditing • Portfolio Management • Investments • Financial Management 	<ul style="list-style-type: none"> • Business Environment • Project Budgeting • Strategic Management • HRM • Organizational Behavior • Business and Cost Accounting • Project Marketing 	<ul style="list-style-type: none"> • Business Environment • Marketing • Sales Management • Strategic Marketing • Consumer Behavior • Institution Sales Retail • Business Environment 	<ul style="list-style-type: none"> • Management Principles • Quantitative Methods • Purchase Management • Negotiation • Inventory Management • Production and Operations Management • Strategic Management
Exam Duration	Home : 10 Days Study Center : 3 hrs /- Paper Online Exams : 1 hrs /- Paper	Home : 10 Days Study Center : 3 hrs /- Paper Online Exams : 1 hrs /- Paper	Home : 10 Days Study Center : 3 hrs /- Paper Online Exams : 1 hrs /- Paper	Home : 10 Days Study Center : 3 hrs /- Paper Online Exams : 1 hrs /- Paper
Total Fees for Indian Residents	₹ 25900 + Service Tax	₹ 25900 + Service Tax	₹ 25900 + Service Tax	₹ 25900 + Service Tax
Fees for Foreign Residents	US \$ 1600	US \$ 1600	US \$ 1600	US \$ 1600

COURSES



COURSE	PFM (Professional in Finance Management)	PHRM (Professional in Human Resource Management)	PBI (Professional in Banking and Insurance)	PACC (Professional in Accountancy)
Pre-requisites	Graduate / Diploma Holder with work Experience	Graduate / Diploma Holder with work Experience	Graduate / Diploma Holder with work Experience	Graduate / Diploma Holder with work Experience
Duration Fast Track Regular	1 Year 3 Years	1 Year 3 Years	1 Year 3 Years	1 Year 3 Years
Subjects	<ul style="list-style-type: none"> • Finance • Merger and Acquisitions • Corporate Finance • Financial Engineering • Managerial Accounting • Investments policies and schemes • Corporate funding 	<ul style="list-style-type: none"> • Personnel Management • Organizational Behavior • Labor Law • Human rights and policies • Accounting • Training and development • Corporate HRM 	<ul style="list-style-type: none"> • Banking • Investments • Insurance • Organizational Behavior • HRM • Accounting • Finance 	<ul style="list-style-type: none"> • Introduction to IFRS • Taxation • Cost Accounting • Accountancy • Economics • Business Law • Banking and Insurance
Exam Duration	Home : 10 Days Study Center : 3 hrs /- Paper Online Exams : 1 hrs /- Paper	Home : 10 Days Study Center : 3 hrs /- Paper Online Exams : 1 hrs /- Paper	Home : 10 Days Study Center : 3 hrs /- Paper Online Exams : 1 hrs /- Paper	Home : 10 Days Study Center : 3 hrs /- Paper Online Exams : 1 hrs /- Paper
Total Fees for Indian Residents	₹ 25900 + Service Tax	₹ 25900 + Service Tax	₹ 25900 + Service Tax	₹ 25900 + Service Tax
Fees for Foreign Residents	US \$ 1600	US \$ 1600	US \$ 1600	US \$ 1600

PROFESSIONAL COURSES

Advance Certificate Courses

Pre-Requisites	DBM or equivalent in the respective field	
Duration	Fast Track : 3 Months	Regular: 6 Months
Fees	₹	5900/- + Service Tax
	USD	300
Exam Duration	Online	2 Hrs
	Home	10 Days
	Centre Based	3 Hrs [Per Paper]

Course Structure:

One subject of the principal specialization. This course is designed for the individuals who are dedicated into their respective field of work. This will help them to ensure that they have got a specialized certificate in the field of their choice.

Examination:

The student will have to appear for only 1 subject as a principal specialization subject, as it is an exclusive specialization course.

Course Structure:

- One subject of the principal specialization
- Advance Certificate in Financial Accounting
- Advance Certificate in Financial Statement Analysis
- Advance Certificate in Management Accounting
- Advance Certificate in Audit Management
- Advance Certificate in Financial Markets
- Advance Certificate in International Finance Management
- Advance Certificate in Mergers and Acquisitions
- Advance Certificate in Financial institutions
- Advance Certificate in Financial Management
- Advance Certificate in Financial Services
- Advance Certificate in Financial Risk Management
- Advance Certificate in Equity Valuation
- Advance Certificate in Derivative Valuation
- Advance Certificate in Debt Valuation
- Advance Certificate in Security Analysis
- Advance Certificate in Mutual Funds Management
- Advance Certificate in Portfolio Management
- Advance Certificate in Financial Planning
- Advance Certificate in Money and Banking
- Advance Certificate in Commercial Banking
- Advance Certificate in International Banking
- Advance Certificate in Banking Operations
- Advance Certificate in Central Banking
- Advance Certificate in Credit Management
- Advance Certificate in Bank Marketing
- Advance Certificate in Life insurance
- Advance Certificate in Insurance Underwriting
- Advance Certificate in Insurance Operations
- Advance Certificate in Actuarial Principles and Practices
- Advance Certificate in General insurance
- Advance Certificate in Claims Management
- Advance Certificate in Insurance Investments
- Advance Certificate in Risk and Insurance Management
- Advance Certificate in Business Law
- Advance Certificate in Indirect Taxation
- Advance Certificate in Direct Taxation
- Advance Certificate in Hospital Laws and Management
- Advance Certificate in Banking Laws and Loan Management
- Advance Certificate in Business Strategy
- Advance Certificate in Business Research Methods
- Advance Certificate in Operations Management
- Advance Certificate in Management Control Systems
- Advance Certificate in Business Economics
- Advance Certificate in Business Communication
- Advance Certificate in Information Technology
- Advance Certificate in Business Ethics
- Advance Certificate in Sales and Distribution Management
- Advance Certificate in Services Marketing Management
- Advance Certificate in Strategic Marketing
- Advance Certificate in Marketing Communications
- Advance Certificate in Consumer Behavior
- Advance Certificate in Global Business Environment
- Advance Certificate in Multinational Corporations
- Advance Certificate in international Business
- Advance Certificate in Organizational Behavior
- Advance Certificate in Managerial Effectiveness
- Advance Certificate in Import /export Management
- Advance Certificate in Enterprise risk Management
- Advance Certificate in Leadership and Change Management
- Advance Certificate in Training and Development
- Advance Certificate in Performance Management
- Advance Certificate in Global Strategic Management
- Advance Certificate in Strategic Finance Control
- Advance Certificate in Financial Engineering
- Advance Certificate in Treasury Management
- Advance Certificate in Foreign Exchange Management
- Advance Certificate in Banking Finance
- Advance Certificate in Accounting
- Advance Certificate in Forensic Accounting
- Advance Certificate in Information Systems Auditing
- Advance Certificate in Interior Management
- Advance Certificate in Marketing Communications
- Advance Certificate in Civil Engineering
- Advance Certificate in Advertising Management
- Advance Certificate in Agriculture Management
- Advance Certificate in Air Transport Management
- Advance Certificate in Architectural Management
- Advance Certificate in Asset Management
- Advance Certificate in Biotechnology Management
- Advance Certificate in BPO Management
- Advance Certificate in Brand Management
- Advance Certificate in Business Administration
- Advance Certificate in Business Marketing
- Advance Certificate in Call Center Management
- Advance Certificate in Chartered Finance Management
- Advance Certificate in Clinical Pharmacology
- Advance Certificate in Clinical Research
- Advance Certificate in Communication Management
- Advance Certificate in Construction Management
- Advance Certificate in Consumer Management
- Advance Certificate in Contemporary Auditing
- Advance Certificate in Cooperative Management
- Advance Certificate in Corporate and Finance Management
- Advance Certificate in Corporate IT Management
- Advance Certificate in Corporate Law
- Advance Certificate in Corporate Training
- Advance Certificate in Cost and Management Accounting
- Advance Certificate in Customer Care Management
- Advance Certificate in Customer Relationship Management
- Advance Certificate in Cyber Law Management

- Advance Certificate in Communication Management
- Advance Certificate in Construction Management
- Advance Certificate in Consumer Management
- Advance Certificate in Contemporary Auditing
- Advance Certificate in Cooperative Management
- Advance Certificate in Corporate and Finance Management
- Advance Certificate in Corporate IT Management
- Advance Certificate in Corporate Law
- Advance Certificate in Corporate Training
- Advance Certificate in Cost and Management Accounting
- Advance Certificate in Customer Care Management
- Advance Certificate in Customer Relationship Management
- Advance Certificate in Cyber Law Management
- Advance Certificate in Dairy Management
- Advance Certificate in Business System
- Advance Certificate in Ecommerce
- Advance Certificate in Energy Management
- Advance Certificate in Entrepreneurship Management
- Advance Certificate in Environmental Management
- Advance Certificate in Equality Research Management
- Advance Certificate in Equity Research Management
- Advance Certificate in Event Management
- Advance Certificate in Family Business Management
- Advance Certificate in Fashion Management
- Advance Certificate in Finance Management
- Advance Certificate in Foreign Trade
- Advance Certificate in General Management
- Advance Certificate in Hardware Management
- Advance Certificate in Healthcare Management
- Advance Certificate in Holistic Management
- Advance Certificate in Hospital Administration
- Advance Certificate in Hospitality Management
- Advance Certificate in Hotel Management
- Advance Certificate in Human Resource Management
- Advance Certificate in Industrial Management
- Advance Certificate in Industrial Marketing
- Advance Certificate in Information Management
- Advance Certificate in Intellectual Property Rights
- Advance Certificate in International HR Management
- Advance Certificate in International Management
- Advance Certificate in International Marketing Management
- Advance Certificate in International Trade
- Advance Certificate in Investment Analysis Management
- Advance Certificate in Investment Management
- Advance Certificate in Labor Law Management
- Advance Certificate in Library Management
- Advance Certificate in Logistics Management
- Advance Certificate in Market Risk Management
- Advance Certificate in Marketing Research Management
- Advance Certificate in Marketing Finance Management
- Advance Certificate in Marketing Management
- Advance Certificate in Mass Communication
- Advance Certificate in Material Management
- Advance Certificate in Media Management
- Advance Certificate in Networking Management
- Advance Certificate in Packaging Management
- Advance Certificate in Pathology Lab Management
- Advance Certificate in Personal Finance Management
- Advance Certificate in Personnel Management
- Advance Certificate in Petroleum Management
- Advance Certificate in Pharmacology Management
- Advance Certificate in Product Management
- Advance Certificate in Production Management
- Advance Certificate in Project Management
- Advance Certificate in Public Administration
- Advance Certificate in Public Relationship Management
- Advance Certificate in Purchase Management
- Advance Certificate in Retail Management
- Advance Certificate in Rural Management
- Advance Certificate in Rural Marketing Management
- Advance Certificate in Safety Management
- Advance Certificate in Sales Management
- Advance Certificate in SAP Consultancy Management
- Advance Certificate in School Management
- Advance Certificate in Shipping Management
- Advance Certificate in Software Management
- Advance Certificate in Software Project Management
- Advance Certificate in Supply Chain Management
- Advance Certificate in Takeover and Acquisition Management
- Advance Certificate in Taxation Management
- Advance Certificate in Telecom Management
- Advance Certificate in Textile Management
- Advance Certificate in Total Quality management
- Advance Certificate in Total Safety Management
- Advance Certificate in Transport Management
- Advance Certificate in Travel and Tourism Management
- Advance Certificate in Ware House Management



List of Specializations

Advertising / Media / Communication	Architecture	Banking / Finance Accounts / Insurance	
<ul style="list-style-type: none"> • Advertising Management • Communication Management • Information Management • Mass Communication • Media Management • Portfolio Management • Public Relationship Management • Telecom Management 	<ul style="list-style-type: none"> • Architectural Management • Construction Management • Interior Management 	<ul style="list-style-type: none"> • Banking Management • Foreign Exchange Management • Asset Management • Mutual Fund Management • Finance Management • Investment Analysis Management • Risk & Insurance Management • Taxation Management • Investment Management • International Finance Management • Takeover & Acquisition Management 	<ul style="list-style-type: none"> • Corporate Finance Management • Equity Research Management • Treasury Management • Audit Management • Chartered Finance Management • Cost and Management Accounting • Market Risk Management • Contemporary Auditing • Stock Management • Personal Finance Management
BPO / Call Centre	Industries / Production	Marketing	
<ul style="list-style-type: none"> • BPO Management • Customer Relationship Management • Customer Care Management • Call Centre Management 	<ul style="list-style-type: none"> • Operation Management • Industrial Management • Production Management • Project Management • Total Quality Management • Total Safety Management 	<ul style="list-style-type: none"> • Marketing Management • Consumer Management • International Management • Sales Management • Export Management • International Trade • Foreign Trade • Industrial Marketing • Retail Management 	<ul style="list-style-type: none"> • Business Marketing • Marketing Finance Management • Services Marketing • Marketing Research • Product Management • International Marketing • Rural Marketing • Brand Management



List of Specializations

Textile	Pharmaceuticals Biotech / Health Care	Purchase / Logistics	
<ul style="list-style-type: none"> • Fashion Management • Textile Management 	<ul style="list-style-type: none"> • Pharmacology Management • BioTechnology Management • Hospital Administration • Health Care Management • Pathology Lab Management • Clinical Pharmacology • Clinical Research • Holistic Management • Hospital Management 	<ul style="list-style-type: none"> • Material Management • Supply chain Management • Logistics Management • Total Quality Management • Purchase Management 	<ul style="list-style-type: none"> • Data Management • Risk Management • Intellectual Property Rights • Petroleum Management • Ware House Management • library Management • Management Control Systems • Civil Management • Infrastructure Management • Maintenance Management • Textiles • Hotel Management • Hospitality Management • Travel & Tourism Management • Transport Management • General
Hotel / Tours & Travels		Exclusive	
<ul style="list-style-type: none"> • Hotel Management • Hospitality Management • Travel & Tourism Management • Transport Management 	Human Resource / Personnel	<ul style="list-style-type: none"> • Dairy Management • Rural Management • Environmental Management • Family Business Management • Aviation Management • School Management • Shipping Management • Safety Management • Event Management • Packaging Management • Entrepreneurship Management • Agriculture Management • Air Transport Management • Energy Management 	Software / Hardware
General	<ul style="list-style-type: none"> • Human Resource Management • Personnel Management • Public Administration • Corporate Law • Labour Law Management • Corporate Training • International Human Resource Management 		<ul style="list-style-type: none"> • Software Project Management • SAP Consultancy Management • Software Management • Information Technology • E-Business System • Corporate IT Management • Cyber Law Management • Hardware Management • Ecommerce • Networking Management
<ul style="list-style-type: none"> • General Management • Business Administration • Cooperative Management 			



The National Academy of Indian Payroll (NAIP) is the pioneering professional payroll body for India providing internationally recognised bench-marked standards for the HR/ Payroll and Finance executive and Employer in the complex areas of salaries, compensation and benefits, statutory payments and Labour Laws.

NAIP's activities are positively impacting the role and function of the organisation, employer, employee and Government by the professionalization and promotion of better working practices for the executive as well enhanced compliances being achieved by the organisation.

To achieve this NAIP has created the first of its kind specialist internationally recognised and benchmarked professional qualifications, training for the HR and Management Payroll and Finance Graduate as well as the Payroll and Compliance executive Graduate and Executives and within India

NAIP was launched in January 2010 in association with its strategic partner the UK's Governing Body of Payroll - The Chartered Institute of Payroll Professionals (CIPP). The launch was a further significant milestone in the acceleration of India as a provider of Professional Services both from a National and International perspective.

Throughout the key global economies there exists Governing Bodies for all the major Professions and the Payroll profession is no exception. The UK has the CIPP, USA has the APA, Canada has the CPA, yet in India it wasn't until the inception of NAIP that India was represented on a national or international forum. Now India joins the global payroll professional movement through NAIP. The benefits of this are many including effective skills development in a business critical area of the organization, a proper command of compliance can be achieved, providing a better opportunity by the organization to achieve inward investment.

Salaries and employee statutory compensation and benefits form one of the single biggest expenses to the organisation, it is central to of the

success of the operation, and if it is not given due importance and priority it can lead to complications such as lack of compliance leading to serious penalties and the possibility of penal sanctions against the proprietors of the organization.

NAIP, in providing these pioneering services provides improved employment prospects for not just the Payroll Practitioners but for HR Practitioners, Finance Executives and Managers. NAIP engages with employers and authorities through its International Conferences, consultations as well as its specialist forums.

All of which in turn creates a better equipped work force and employment opportunities as well as a responsible and recognized employee for the organization thereby helping to achieve a greater efficiency, effectiveness which ultimately significantly contributes to the bottom line or profitability of the organization but also to accountants, entrepreneurs, HR managers etc, to provide the much needed skills base that is required across all industries and commercial sectors.

Such skills attainment has become an industry minimum requirement in other developed countries in terms of recruiting skilled staff in the HR/ Finance/ Payroll departments. The NAIP Qualification and Training Portfolio provides a win-win solution. The employer will have the assurance of competent and professional staff in the handling of this key area of their organization and the candidate/ graduate working in this domain or looking to work in HR, Finance department has an improved chance of successful employment as he/she can demonstrate their skills attained in this key area of work.

The benefits continue as NAIP is a membership organisation. On completion of the qualifications the graduate student will be awarded with Full Professional Membership of NAIP allowing him/her to be recognised as a true professional in this important profession. In addition to NAIP's membership the student will also attain International Membership of the CIPP.





PART A - THE FOUNDATION CERTIFICATE IN PAYROLL AND PAYROLL COMPLIANCE		PART B: THE ADVANCED CERTIFICATE IN PAYROLL ADMINISTRATION AND PAYROLL COMPLIANCE		PART C – THE CERTIFICATE IN PAYROLL MANAGEMENT	
<ul style="list-style-type: none"> Obligation to/from Human Resources Finance Information Technology Payment Periods & Frequencies Pay Calendars Data Collection & Timescales Payroll Timetable Payroll Processes Dealing with: - New Starters Authorised/ Unauthorised Absence Pay Awards & Increments Leavers Payments & Temporary Changes Pay & Allowances Overtime & Flexible Leave Leave, Travel Allowances & Local Travel Assistance Medical Payments A basic understanding Income Excluded from Tax Income under the Head Salary 1 Income under the Head Salary 2 A basic understanding of Taxation Employees Provident Fund Employees Deposit - Linked Insurance Scheme Employees Pension Scheme Payment of Bonus Act 1965 Employee State Insurance The Maharashtra Labour Welfare Act 1953 Mandatory Gratuity Scheme 		<ul style="list-style-type: none"> Employers Provident Fund And Miscellaneous Provisions Act 1952 Payments Obligations to:- 3rd Parties Finance Final Reconciliations Statutory Reporting Output for Other Organisations Employee Reports Reports For Employees And Pensioners Reports For Employers Operational Reports Exhibits Data Storage, Security And Confidentiality The Bombay Shops & Commercial Establishment Act, 1948 The Maternity Benefit Act, 1961 The Labour (Regulation & Abolition Act, 1970 The Equal Remuneration Act, 1976 The Payment of Wages Act, 1936 The Payment of Gratuity Act, 1972 The Minimum Wages Act, 1936 The Factories Act, 1948 Terminating an Employee Compliance for Terminating Employees Introduction to Accounting Financial & Management Accounting Computerisation of Payroll Procedures System Management Information and Features Key Performance Indicators Payroll Performance Indicators Presentation of your Report Report Assignment 		<ul style="list-style-type: none"> In-House Payroll Systems Outsourcing of Payroll Interfaces to/from other systems Project Management Communications Writing Letters Public Speaking Interviewing Techniques Understanding Behaviour Motivation Managing Stress Resolving poor performance Managing meetings Negotiating skills & techniques Reports Monitoring and controlling performance Time management Managing change in the workplace Supervision, management and leadership Staff recruitment Appraisal techniques Staff development 	
Eligibility	Graduate / DBM	Eligibility	Graduate / DBM	Eligibility	Graduate / DBM
Course Duration	2 Months	Course Duration	4 Months	Course Duration	11 weeks of study and 4 weeks for major assignment
Fees	5,900 INR + Service tax	Fees	7,900 INR + Service tax	Fees	10,000 INR + Service tax
Examination	Online	Examination	Online	Examination	Online





www.aerenfoundation.org

AL-NOOR
FOUNDATION

www.alnoorfoundation.org

Thoughts

Aeren Foundation strongly believes in every child's right to public or publicly funded education of good quality. Aeren Foundation recognizes and cherishes the critical, role played by principals, other school leaders and their schools in providing education services to the communities in which they operate. School leaders, in particular, are strategically positioned to ensure that their schools provide quality education by creating conditions for effective teaching and learning in their institutions.

However, Aeren Foundation notes that the rapidly changing economic, social and cultural environments in which schools operate have created new challenges for school leaders. For example, the implementation of decentralization policies and new accountability demands has made school leadership more and more complex. These demands require school leaders to be more multiskilled and more versatile, as they are called upon to make more complex management and administrative decisions, while at the same time providing the necessary pedagogical leadership in the school.

Aeren Foundation supports school principals and other school leaders in their quest to improve teaching and learning in their institutions and the conditions under which they, teachers and other education employees work healthcare, poverty, population control, unemployment or human rights, but the only weapon to fight against this entire problem is through Education. Because education is both

the means as well as the end to a better life because it empowers an individual to earn his/her livelihood and) the end because it increases one's awareness on a range of issues – from healthcare to appropriate social behavior to understanding one's rights and in the process evolve as a better citizen.

Aeren Foundation and Al-Noor Foundation together have joined hands for this noble cause.

Al-Noor Foundation is an initiative taken by Her Excellency 'Ms. Salma Ansari'.

We hereby appeal to all the responsible citizens of the world to get together and contribute for this noble cause.

We are inviting applications for scholarship for the economically challenged students. Those waiting to apply can find further information on the website www.aerenfoundation.org.





Rules & Regulations

General Instruction for Students

- Candidates shall abide by the Rules & Regulation enforced by ISBM as well as those that may be issued by ISBM from time to time.
- False declaration of qualification by the candidate will disqualify his /her admission to ISBM and ISBM can take appropriate penal action.
- For all penal and legal actions the court of law will be Mumbai.
- Any change in name / address/ contact details should be informed to ISBM via mail at support@isbm.org.in
- It is the wholesome discretion of ISBM to upgrade or modify the syllabus and contents of the course.
- If a student is found to have concealed any information or violates the rules of ISBM, he /she shall be liable for cancellation of his / her admission with ISBM.
- ISBM has the complete right to cancel any admission, if any false declaration of qualification is made by the student or the qualification certificate submitted by the student are found to be fake or fraudulent.
- The student can discontinue his / her studies anytime during the year but the fees paid by him/ her will not be refunded in any case.

Change in Name for Students

If the student wants to change his/ her name after admission , he / she should obtain prescribed form from ISBM, fill it carefully and submit the same with the following documents:-

- A prescribed application form available at ISBM website.
- A fee of Rs. 1000/- (Requisite Fees) along with above documents.

Change in Address:

- If the student wants to change his / her address given at the time of admission, he / she should obtain prescribed Application from ISBM, fill it carefully and submit the same with the Residential Proof (Self Attested) e.g Leave & License Agreement, Electricity Bill etc.

Issue of Duplicate Certificate & Marksheets

- The student is requested to fill the form and submit the same with the requisite fees of Rs.1000/- for issuing Duplicate Certificate & Marksheets.

Examination:

- For each course there will be an Online / Offline exam of 80 marks.
- Minimum passing marks are 40 in each subject.

Re-valuation of Result

- If a student is not convinced with his / her results, he / she can apply for the re-valuation of the same on payment of Rs.300/- per subject within 15 days of declaration of results.



- 1) The admission form is to be filled completely with correct details in Block/ Capital letters.
- 2) All details are mandatory.
- 3) The applicant is advised to submit the following documents with application form:
 - a) 4 passport size color photographs.
 - b) Attested copies of requisite qualification certificates.
 - c) Photo ID proof.
 - d) Residential proof

Note:

- a) All cheques / Demand Draft / Pay orders should be drawn in favour of "INDIAN SCHOOL OF BUSINESS MANAGEMENT A N D ADMINISTRATION" only.
- b) Applicant can also submit the fees through payment gateway by Credit Card / Debit Card.
- 4) The applicant can also enroll for courses Online at www.isbm.org.in

General Guidelines

ISBM Online Result Verification

- Students can verify their results online through ISBM web portal. The web portal address for result verification is [:www.isbm.org.in/verification](http://www.isbm.org.in/verification)

Certification Authenticity & Student Verification

- The organization can verify / authenticate the students results by sending a verification mail on verify@isbm.org.in

Re-Appeal

- If the student fails to clear any of the examination he / she will have to re-appear, by paying the requisite fee for each attempt, whenever examinations are held, within the maximum duration of the course.

Expiry of Course Tenure / re-registration charges

- After the expiry of the tenure of the program the student can request for consideration of re-registration to continue and complete his course by paying the requisite fees, applicable by ISBM.

Payment of Fee

- It is the responsibility of the student to pay his/ her fees within the deadline as communicated by ISBM.
- The fees once paid will not be refunded or adjusted under any circumstances.



HEAD OFFICE

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Email: info@isbm.org.in

REGIONAL OFFICE

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ISBM,
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Chandigarh

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Ludhiana

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Room No. 100, 101, 1st Floor, San Plaza Building,
Opp. Stock Exchange, Feroze Ghandhi Market,
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Email: ludhiana@isbm.org.in

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ISBM,
503, Vjay City Point, Ashok Marg, Ahinsa Circle,
C- Scheme, Jaipur - 01
Phone: +91-141-5169418 / +91-141-5169403
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Lucknow

ISBM,
F-VIII, 1st Floor, Chintels House, 16, Station Road,
Lucknow - 226001
Phone: +91-522-3074200 / +91-522-3074201
Email: lucknow@isbm.org.in
Email: delhi@isbm.org.in

Kolkata

ISBM,
33A, Jawaharlal Nehru Road, Chatterjee International
Center, Room No.9, 18th Floor, Kolkata - 700 071
Phone: +91-9109956444
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Visakhapatnam (Vizag)

ISBM,
D. No. 47-10-32, TF-4, Guttikonda Mansions, Main
road, Dondaparty, Near Dimond Park, Dwaraka Nagar,
Visakhapatnam, Andhrapradesh - 530016
Phone: +91-8916888030 / +91-8916661766
Email: vizag@isbm.org.in

Chennai

ISBM,
Old Door No.304/305, Guna Complex, New No. 443 &
445, Next to Hotel Anandha, Opp to DMK Office, Anna
Salai, Teynampet, Chennai- 600 018.
Phone: 044-48500507 / +91-9109956440
Email: chennai@isbm.org.in

Bangalore

ISBM,
2nd Floor, No. 416, 2nd Block, HRBR layout,
Kalyanagar, Kamanhalli Main Road, Opp. ICICI Bank
Bangalore - 560043,
Phone: +91-80-33476685
Email: bangalore@isbm.org.in

Cochin

ISBM,
4th floor, Chicago Plaza, Above Axis Bank, Rajaji
Road, Kochi - 682035
Phone: +91-9746747642 / 0484-4066030
Email: cochin@isbm.org.in

Hyderabad

ISBM,
202, Sufi Chambers, Near G.S.Plaza, Banjara Hills
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Our Presence

Mira Road

ISBM Sales Department
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Email: info@isbm.org.in

Pune

ISBM,
ISBM Tower, Near Pool gate Police Station, Opp. Jee jee Bhoy Zoroastrian Hostel, M.G.Road, Pune-1
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Email: pune@isbm.org.in

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Email: mumbai@isbm.org.in

Ahmedabad

ISBM,
C-903, Titanium city center, 100 ft, Anand Nagar road , Near Sachin Tower, Prahlad Nagar, Ahmedabad- 380015
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Email: ahmedabad@isbm.org.in

Thane

ISBM,
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ISBM,
213, 2nd Floor, Bansi trade center, MG Road, Indore, Madhya Pradesh - 452001
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Raipur

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C/130, Sector 6, Vallabh Nagar, Raipur, Chattisgarh- 492001
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Gwalior (M.P)

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1st Floor, Subhashish Apt., In front of Kwalaty Restaurant, City Centre, Gwalior - 474011 (M.P.)
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BRANCH OFFICES

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Ratnagiri

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INTERNATIONAL LOCATIONS

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ISBM,
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Kabul (Afghanistan)

ISBM,
Hisa-e-do-e-Karte Parwan; Behind Cinama
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Herat (Afghanistan)

ISBM,
2nd Floor, Bashri Business Center, Bahzad
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Phone: +93-787590043 / +93-799207002
Email: herat@isbm.org.in

Kandahar (Afghanistan)

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Al Fintas Towers, Flat No. 205, Ghalia
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Ras al-khaimah (UAE)

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Phone: +971-562429764 / +971-556296647
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Nature of Query	Email us on
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Mobile Learning Resuscitates Education in India
Global Mobile Learning is predicted to grow at CAGR of 39.3%. The mobile learning market is expected to grow from \$788 billion in 2015 to \$3750 billion by 2022.

By Anshu Arora

Every industry has seen a major lift by virtue of modern technology. But, mobile learning plays a decisive role in enhancing the value of education industry. Increasing demand for mobile has also widened the scope for mobile learning in education industry. The commencement of mobile learning has motivated and encouraged students to learn in a smart and easy way on their smart phone.

According to Statista forecast, 80% of the world population will be smart phone users by 2022. About 49% millennials in the 18-34 age bracket use their smart phones most of their time to gaining knowledge. There is a paradigm shift to e-education industry through mobile learning technology. Mobile learning provides easy learning through availability of data at any place or time.

Market Outlook

North America captures the largest market size in mobile learning industry, while Europe and Asia Pacific countries are expected to grow in future.

According to research conducted by Analyst Insight in 2014, U.S., China, India, Japan and South Korea are top buying countries of mobile learning technology in terms of expenditure.

The study based on 545 responses from decision makers and learners of 16 countries in Asia, which includes 174 members from India itself indicates that, 30% Indian employees find mobile learning useful.

Applications and websites going strong in mobile learning

Applications and websites helped mobile learning to grow faster than expected. These sources of learning made education simpler and affordable. Students are keen to gain more knowledge from these sources, rather than books. Costly books are available free of cost or at cheaper price in the form of PDF on application and websites which are preferred by students of 21st century. These mediums are creating interests in students to learn more.

Gain of institutions from mobile learning

Education institutions begin to understand the importance of mobile learning in today's world. These institutions have their own websites and applications to provide education to students whenever they require through classroom videos. Study material is also provided on these sources for student's comfort. For clearing doubts of students, communication portals are also available on these sources of mobile learning.

Empowerment of learning industry

Some applications providing platform for mobile learning in education industry are:-

- Prof app that provides features like unlimited practice tests, doubt clearing sessions, videos and notes library.
- Doolip app, which is featured as the best language based learning application.
- Kindle app, which provides users access to read in form of pdf.

Expert Speaks

As per Vinay Agrawal, PhD, IISB, the Chancellor at ISBM University quoted "Moving away from the traditional classroom, students are now opting on more clearer path of education on mobile technology for getting learning paths and enhanced performance support thus team recognizing the benefits of e-learning, hence the approach resulting in higher engagement, collaborative and flexible learning which empowers ISBM Group's team of experienced faculties, content experts, software developers and learning managers to share maximum benefits of ISBM Group's significant experience and expertise in business and management education with its student community."

Clear benefits of e-learning for ISBM Group's student community include audio recording features, access to live lectures, chat and online discussion forums, updated content access and round-the-clock faculty support."

Conclusion

Mobile Learning provides many opportunities for investors to invest. India still has a lot of scope to grow in mobile learning as a mode of education. Education is necessary for all and technology has made the process of acquiring it easier. Mobile usage is increasing with every passing day in India which enhances the use of mobile learning in education. Mobile technology has been growing rapidly and is on the success rates.

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ISBM: Gateway To Excellence

The Indian School of Business Management and Administration (ISBM), an ISO-9001-2000 certified international B-School, is committed to providing high quality management education through distance learning across the globe. While it offers the key benefit of flexibility of learning anytime anywhere, the curriculum combines the latest academic knowledge with international practices.

LIKE ECONOMISTS THAT HAVE COME OUT OF narrow nationalist moulds to embrace globalisation, higher education too is on the threshold of transformation. No longer can it remain contented with its conventional structure it needs to change. The winds of change are blowing all over the world. The transformation from regulation to liberalisation, from protection to integration with international markets, and from central planning to free market economics, demands new thinking, new approaches and new skills to accelerate the momentum of growth and ensure success.

With the key benefit of flexibility of learning anytime anywhere, ISBM, an ISO-9001-2000 certified international B-School, is well equipped to provide high quality management education through distance learning across the globe.

A distance educator of management, ISBM makes it possible for students to become complete and successful managers in the shortest possible time. But that does not in any way limit the scope of imparting knowledge and building up leadership.

While the curriculum combines latest academic knowledge with international competence, ISBM dedicates its intellectual resources to advancing the frontiers of business knowledge and educating future leaders.

In a global, culturally diverse and technologically advanced social arena, characterised by rapid change and complex interdependencies, ISBM aims to empower businesses and their leaders to understand and address the far-reaching changes affecting the world.

Since business is a powerful propellant of progress and economic development, individuals who lead businesses are called upon to play increasingly important roles in the society. To meet these challenges, the ISBM imparts cutting edge, research-driven knowledge and skills in a targeted, dynamic and productive way to suit the needs of employers in industrial and corporate sectors.

Building Leadership

Management education in India has to assume the role of building leadership. This entails examining actual business practices in order to influence them.

All "management" is "people management". You don't ever manage a department or a project or a company — you manage people. You don't ever manage operations or sales or customer support — you manage people. That's why leadership skill is so important to a manager. And leadership is about building great companies while treating employees well.

ISBM is an institute having motive to groom students to understand, administer and manage the ever-changing business dynamics. ISBM offers short duration programmes in various faculties that enable candidates/students to acquire value-based and world-class management qualifications. These qualifications will obviously enhance the career of students in the business and management fields.

ISBM paves the path for early success in life through its fast-track correspondence courses. These courses consist of concepts and case studies that provide broad exposure to relevant business concepts and management specifics. This helps them to get started as 'managers' by enhancing their

VINAY M. AGRAWAL, EXECUTIVE DIRECTOR, INDIAN SCHOOL OF BUSINESS MANAGEMENT & ADMINISTRATION.

yourstory.com 2016/07/e-learning-future-landscape/

E-Learning – The future landscape of learning and development
VINAY AGRAWAL, 12 JULY 2016

Mobile, relevant, personalised and self-paced content coverage at point of need. These are the things learners want. Unfortunately, in traditional classroom courses, learning is often very different and tend to disappoint.

The boom in digital revolution and mobile phone sales has triggered dramatic changes in how we come across, view, ideate, propagate and share content. Naturally, the shift is also seen in learning.

Whilst many want to learn at point of their need, many prefer learning at convenient timings or during weekends or on their daily commute to and from work.

E-learning has now become ubiquitous and has taken the world by storm. People are more aware of the wonders it can do for both tutors and learners. While it's making the lives of tutors easier by cutting down costs and efforts invested, it's doing more good for learners across the globe in the development of quality learning content.

Key advantage of imparting training on various concepts via e-learning tools, on multiple platforms and devices, is that it ensures tutors are in sync with modern-age learners, thus delivering the type of content they want, when they want it. When tutors get learners on their side they're more likely to get the results they need. Moreover, digital learning is self-paced learning that can be accessed at point of need, not somewhere more tedious, like a classroom far away. So even working professionals can learn more easily at comfort and apply what they've learnt straight away.

There are multiple ways how e-learning is supplementing a learner's development and is changing the future landscape of learning and development.

In modern times, when change is faster than ever before, a key advantage of e-learning is that it has swift delivery cycle—many times higher than traditional classroom-based instruction. In fact, research suggests that e-learning reduces other frills involved in learning by at least 25-55 percent when compared to traditional learning. E-learning also reduces time required for learner's participation in training, because:

- It does not take as long to start and wrap up a learning session
- Learners set their own pace, rather than having to align to the pace of the group
- No commute time is required to get to and from training events
- Learners can focus on elements of a programme they need to learn and can skip what they already know

Concurrent to these factors, there is also a real-world limitation on how promptly learning can be imparted with classroom-based instruction, as deliverance capacity is limited by infrastructure and the number of available classrooms and trainers.

Swiftier e-learning mechanisms, on the other hand, have enabled organisations to create and impart training, and individuals to learn concepts within weeks, or even days.

Owing to the convenience e-learning brings about and the promptness in which it can be delivered, costs of learning and development for an organisation is drastically reduced.

There are immediate cost-effectiveness of e-learning, in terms of reducing learner's participation time involvement as well as savings in terms of tutor's course materials, travel and accommodation.

When done the right way, e-learning can improve profitability for an organisation. McDonald's saved \$5 million over two years by introducing e-learning for its staff and also saw 10 percent sales growth as a result of the effectiveness of the training imparted.

Compass Group saved \$495,000 in six months as a result of no longer requiring to pay for accommodation, travel, time out of the business, external trainers or materials, by introducing e-learning for their staff's learning and development.

Studies on e-learning have shown the following advantages for learners:

- Improved approach toward the e-learning format and learning in general
- Scaled scores on tests, certifications or other evaluations
- Increased number of learners who achieved 'high' level and/or 'pass' exams
- Better ability to apply the new knowledge or processes on job
- Improved and long-term retention of information learnt

Additionally, being sustainable alternative to classroom/paper-based learning, e-Learning is better and effective way for tutors to significantly reduce their environmental carbon footprint.

A study found that, on an average, implementation and provisioning of e-learning courses consumed approximately 85 percent less energy and produced 80 percent lesser carbon monoxide emissions per learner, in comparison to traditional and conventional classroom-based university courses.

Statistics reveal that the e-learning market is worth over \$300 billion and its two major markets are Eastern Europe, driven by Russia, and Asia Pacific, driven by India, Malaysia, China and Australia.

The worldwide market for mobile learning products and services reached \$5.3 billion in 2012, and with a Compound Annual Growth Rate of 18.2 percent it is estimated that this market will reach \$22.2 billion by 2017.

Industry estimates peg the growth of the online corporate market at 13 percent per year up to 2017.

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