



## BUSINESS PROGRAMS

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**IIFM** offers 2 world class Business programs. One of them is a joint degree PGPM program with the Thomas Jefferson School of Law, San Diego, California in the USA (TJSL); the other is a PGPM program in partnership with the American Academy of Financial Management, USA (AAFM).

### **JOINT DEGREE PGPM PROGRAM WITH TJSL, USA**

IIFM has a 2-years Joint degree PGPM program with the world famous Thomas Jefferson School of Law, based at San Diego, California in the USA. This is the first such joint degree, and has several advantages attached with it. Some of these are:

- ✚ The student gets a joint degree from one of the best institutes in the USA, which is unlike any other degree/diploma offered by any B-school in India
- ✚ As a unique offer, at the end of 2 years, not only does the student have a Business degree (PGPM), they also get a Master's of Science in Law, which gives them invaluable knowledge of legal issues in business management which no other B-school in India offers
- ✚ The student while he is based in India has full student rights that a US based student would have; e.g.
  - They receive an e-mail account from the American school that can be used to correspond with other students/faculty at TJSL, USA
  - They have full access to the enormous online library of TJSL, USA
  - They get to be part of the alumni network of the American school and can interact with other alumni of TJSL, USA
  - They get to have live lectures from the global world class faculty of TJSL, USA apart from IIFM's own impressive faculty
  - They have access to course material from TJSL, USA apart from all the course material and study resources they receive from IIFM
  - They get career assistance not just in India from IIFM but also in the USA from TJSL, USA through TJSL's vast career cell
  - They get to do a joint degree program with one of the finest institutes in the USA, while being in India and at a fraction of the cost of the program in the USA.

To enable joint degree PGPM students to appreciate global challenges, top 10% of the students from the joint degree PGPM batch are sent to Dubai for a 1-week *international management exposure program* where they get to interact with various corporates and do a project report on the same on returning back to India. The project report is then presented to the IIFM management team, the faculty and senior professionals from industry.

Summer training for the Joint degree PGPM program is with companies in India, at the end of their first year session. The summer internship includes a comprehensive report that is presented to both IIFM and to TJSL, USA, along with a viva-voce in front of an expert panel.



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### **PGPM PROGRAM IN PARTNERSHIP WITH AAFM, USA**

This is a 2-years PGPM program from IIFM with partnering programs from the global education giant, AAFM (American Academy of Financial Management) based in LA, USA.

PGPM students go through an intensive 2-years program which combines the best faculty from India & overseas, along with a curriculum that is vetted by some of the best educationists and industry people globally. The program also includes professional education programs from AAFM, USA that are invaluable.

To enable PGPM students to appreciate global challenges, top 10% of the students from the PGPM batch are sent to Dubai for a 1-week *international management exposure program* where they get to interact with various corporates and do a project report on the same on returning back to India. The project report is then presented to the IIFM management team, the faculty and senior professionals from industry.

*The Summer internship* with leading corporates ensures that the student gets hands-on experience with a good corporate house to be able to apply the learning's they have gathered over the first year at IIFM. Each student takes up a project that has maximum relevance to the concerned organization (with whom the student is interning) and also relates to his/her own specialization area. The summer industry internship includes a detailed project report being presented to the IIFM faculty and external assessors, along with a viva-voce before the expert's panel.

#### **Note:**

*Details on Industry interface, curriculum design & teaching methodology, eligibility & selection process, attendance norms & learning hours, faculty, learning resources are provided in the Prospectus.*

*A curriculum summary for both the PGPM programs is attached in this document.*

### **CURRICULUM SUMMARY**

The IIFM curriculum is divided into 2 years for both the PGPM programs.

The first year is common to all students enrolled for the PGPM program and comprises 3 semesters, totaling 20 credits. The second year comprises core papers (which all students are required to take irrespective of their chosen area of specialization), major electives (which are different for different specializations) and minor electives (which are also different for different specializations). The second year also accounts for a total of 20 credits, including the 2 months summer internship with industry and the 2-weeks international management exposure trip to Dubai. At this point, IIFM offers specializations in Marketing, Finance, Human Resources (HR) & Information Technology (IT).



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*The joint degree PGPM program with TJSL, USA has 12 extra credits, from 4 extra courses (each course has 3 credits) which are mentioned separately.*

*The PGPM program in partnership with AAFM, USA has 2 extra professional education programs, details of which are also mentioned separately.*

### YEAR – 1 CREDITS (COMMON TO BOTH PGPM PROGRAMS)

#### Semester – 1

- *Business economics*
- *Eastern Management principles – comprises half a credit*
- *Organizational Behavior*
- *Marketing Management (1)*
- *Quantitative Analysis (1)*
- *Financial Accounting*
- *Project Work (1) – comprises half a credit*

#### Semester – 2

- *Marketing Management (2)*
- *Financial Management (1)*
- *Applied Macro Economics*
- *Quantitative Analysis (2)*
- *Human Resources Management*
- *Production & Operations Management (1)*
- *Business Communication (1) – comprises half a credit*
- *Computers in Management – comprises half a credit*
- *Project Work (2) – comprises half a credit*

#### Semester – 3

- *Financial Management (2)*
- *International Management*
- *Production & Operations Management (2)*
- *Organizational Development & Design*
- *Business Law & Tax – comprises half a credit*
- *Research Methodology – comprises half a credit*
- *Business Communication (2) – comprises half a credit*
- *Management Information Systems – comprises half a credit*
- *Project Work (3) – comprises half a credit – comprises half a credit*



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YEAR – 2 CREDITS (COMMON TO BOTH PGPM PROGRAMS)

*Core Papers* (common to all specializations) – comprise 4 credits

- *Technology Management*
- *Managing Mergers, Acquisitions & Restructuring*
- *Innovation*
- *Entrepreneurial Management*
- *Strategic Management*

*Major electives* (different for each specialization) – comprise 9 credits

*Minor electives* (different for each specialization) – comprise 3 credits

*Summer industry internship* (2 months) – comprises 3 credits

Extra credits in the joint degree PGPM program with TJSL, USA	Extra credits in the PGPM program in partnership with AAFM, USA
1. Business ethics: 3 credits	1. Financial Management: 3 credits
2. Wealth management for FINRA compliant certification: 3 credits	2. E-commerce: 3 credits
3. Investment mgmt & legal compliance: 3 credits	
4. Business process outsourcing: 3 credits	

### ADMISSION PROCESS

Refer Eligibility & selection process section in Prospectus.

Refer Admission form for detailed note on Admission process.



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### PAYMENT DETAILS

- **For Joint degree PGPM program with TJSL, USA**
  - 2-year fee is INR 7,50,000
  - Payment for first year made before the beginning of the academic session
  - Payment for second year made before start of the second year's academic session
  - Admission fee to be paid within 3 days of confirmation of admission by IIFM (IIFM will send admission confirmation letter to postal address mentioned or confirm the same to the candidate or his parents/guardian on telephone)
  - Balance payment (after deducting admission fee amount from the first year's total fee payable) to be made to IIFM, latest 5 days before the start of the academic session
  - Payments to be made by a crossed Demand draft/ Pay order in favor of "INDIAN BUSINESS ACADEMY PVT. LTD."
  - The year one fee including the admission fee is, 2,90,700 INR
  - The year two fee is 4,59,300 INR
  - Service tax as per government norms (currently 10.3%) will be extra on all payments, including admission fee
  
- **For PGPM program in partnership with AAFM, USA**
  - 2-year fee is INR 3,95,000
  - Payment for first year made before the beginning of the academic session
  - Payment for second year made before start of the second year's academic session
  - Admission fee to be paid within 3 days of confirmation of admission by IIFM (IIFM will send admission confirmation letter to postal address mentioned or confirm the same to the candidate or his parents/guardian on telephone)
  - Balance payment (after deducting admission fee amount from the first year's total fee payable) to be made to IIFM, latest 5 days before the start of the academic session
  - Payments to be made by a crossed Demand draft/ Pay order in favor of "INDIAN BUSINESS ACADEMY PVT. LTD."
  - The year one fee including the admission fee is, 1,95,000 INR
  - The year two fee is 2,00,000 INR
  - Service tax as per government norms (currently 10.3%) will be extra on all payments, including admission fee

### LOANS FOR THE PROGRAM

IIFM has a tie-up with loan providing institutions, especially those that provide an education loan or a personal loan to deserving students. Students who require this facility may speak to the registration authority at IIFM at the time of admission for help on this.

The loan will be solely at the discretion of the bank/loan provider and IIFM will not have any say in the whole process apart from facilitating the same in whatever capacity we can. If the loan payment is delayed beyond a particular date and IIFM does not receive the admission fee before the cut-off date, it might not be possible to retain your seat. Therefore, while you may seek a loan, please keep in touch with the registering authority at your IIFM center to ensure that your seat is not forfeited because of any avoidable delays