



S P Jain  
School of Global  
Management

DUBAI • MUMBAI • SINGAPORE • SYDNEY

# BRG

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## POSTGRADUATE PROSPECTUS

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GLOBAL MBA | MASTER OF GLOBAL BUSINESS

# S P JAIN AT A GLANCE

S P Jain School of Global Management (S P Jain) is an Australian business school with campuses in Dubai, Mumbai, Singapore and Sydney. We relentlessly strive to reimagine business education and offer innovative courses in dynamic, world-class cities. Our efforts have been recognised by highly regarded global rankings that include:

## TOP 20

### IN THE WORLD

Forbes  
Best International 1-year MBAs  
(2013-18)

## TOP 50

### IN THE WORLD

Poets & Quants  
Best 1-year MBAs  
(2015)

## TOP 100

### IN THE WORLD

The Economist  
Full-time MBA Rankings  
(2015)

## # 1

### IN DUBAI

Global Brands  
UK  
(2015)

## # 1

### IN THE UAE

Nielsen  
MBA Salary Audit  
(2014)

## TOP 100

### IN THE WORLD

Financial Times  
Global MBA Programs  
(2011 & 2012)

## Our Global Campuses

### 2004

Launch of S P Jain in Dubai

### 2006

Launch of the Singapore Campus

### 2012

Launch of S P Jain in Sydney

### 2015

Launch of the Mumbai Campus



# MESSAGE FROM THE DEAN

New geo-political forces, re-globalization, economic volatility, digitisation, and changing customer needs are testing the nerves of those occupying corporate board rooms. Market quakes, akin to earthquakes, are causing tremors and cracks in the marketplace. In this era of turbulence, companies face a unique challenge of constantly innovating to stay profitable and customer focused. This is where S P Jain's postgraduate programs come in.

Whether you decide to enroll in our Global MBA or Master of Global Business programs, our objective is to equip you to become a 'value-added' business manager. Our pedagogy places emphasis on Global Intelligence, Creativity & Innovation, Decision-Making, Effective Communication, Team Orientation and Leadership. In addition, a key focus is on how to harness the power of Emerging Technologies to enhance your ability to create value.

Our unique program offers a multi-city learning model, helping you immerse in three vibrant cities – Dubai, Singapore and Sydney. You will be exposed to regional business practices, interact with senior practitioners and immerse in intense Industry Projects. Cutting-edge learning tools such as Student Boardrooms, Case Method of Learning, and Business Simulations are at the core of your everyday experience at S P Jain. World-class faculty impart learning by fusing contemporary academic frameworks with real-world perspectives for addressing industry challenges.

If you wish to make an impact as a change maker in the dynamic world of business – you're looking at the right institution. S P Jain School of Global Management will empower you to realise your professional goals and set yourself apart from the rest.

I look forward to welcoming you soon at one of our campuses!

## **DR. BALAKRISHNA GRANDHI**

Acting Dean – Global MBA & Master of Global Business

Professor of Marketing & Strategy

MMS, MBA & PhD (USA) and FCIM (UK)



# EMBARK ON A GLOBAL CAREER WITH OUR POSTGRADUATE PROGRAMS



## Study In 3 Countries



Singapore



Sydney



Dubai

As global businesses evolve and business challenges become increasingly complex and pervasive, postgraduate education must act as the academic versions of professional training – moving beyond simply acquiring knowledge to empowering you with the skills and confidence to drive decisions in a global context. Your postgraduate education is an investment in your own potential – transforming you from students and professionals to leaders and experts who bring with them holistic global perspectives to tackle challenges while maintaining business momentum.

We offer you a choice of two world-class postgraduate courses:

### Global MBA

12-month full-time MBA (+ a 2-month Career Practicum\*)

Study in Singapore, Sydney and Dubai

For candidates with 3+ years of work experience

### Master of Global Business

16-month full-time Master's (including a 4-month internship)

Study in Singapore, Sydney and Dubai

For candidates with 0-3 years of work experience



# GLOBAL MBA

Top management positions increasingly go to global citizens – people who have lived overseas and therefore, understand many business cultures. Get this edge with our Global MBA program where every student lives in Asia, Australia and the Middle East – each a regional capital and a great backdrop for business education. Designed exclusively for business professionals with 3+ years of work experience, the Global MBA is an internationally-recognised program with a reputation that is built on superior standards of teaching, research, innovation and graduate outcomes.

Decision-making in a global context is at the heart of the Global MBA program. While the program is rooted deeply in business fundamentals, a lot of emphasis is placed on practice and application. The classroom itself transforms into a corporate boardroom and from day one, students participate in Student Board Rooms and Simulations where business case studies are examined and a tried-and-tested approach to decision-making is developed.

We believe that understanding the global business environment is key to good decision-making and as a result, our students study in Singapore, Sydney and Dubai. While the classroom is dedicated to the study of various tools of business and the development of critical thinking and decision-making skills, out-of-classroom and global immersion activities in diverse, dynamic business hubs help students understand the global nature of business and the influence of culture, traditions and technological advancements on business decisions. Apart from the knowledge gained, students learn to be adaptable, multicultural and globally agile.

## Program Architecture

To fulfil the requirements of the Global MBA program, students must complete 44 credits.

SUBJECTS	CREDITS
Core Courses	26
Specialisations	12
Global Immersion Project	6
<b>TOTAL</b>	<b>44</b>



## Program Overview



12-month full-time MBA (+ a 2-month Career Practicum\*)



Study in Singapore, Sydney and Dubai



3+ years of work experience



Graduate with an Australian degree

## Specialisations

- Contemporary Marketing Management
- Information Technology Management
- Global Finance
- Global Logistics & Supply Chain Management
- Consulting Management

\*Optional



# MASTER OF GLOBAL BUSINESS

Immerse in new cultures, step out of your comfort zone, develop cross-cultural understanding, gain real-world experience and engage some of the world's top companies with the Master of Global Business (MGB) program. Designed exclusively for graduates with 0-3 years of experience, the program trains students to appreciate and adapt to different business environments, cultures and markets, preparing them for a lifetime of decision-making and leadership.

Students of the program study in Singapore, Sydney and Dubai, and this multi-city learning model is the most striking feature of the MGB program. Exposure to different countries, cultures and business centres makes this program, and in turn, our students truly global. In addition to the social, political and economic benefits of studying in three countries, locating the program in major regional hubs encourages students to broaden their horizons and think innovatively.

The program structure includes 12 months of academic study followed by a mandatory 4-month internship. The internship is very important as it offers students, with very little or no experience, the opportunity to address their skills gap, supplement academic accomplishments with actual real-life experience, make meaningful contributions to companies, build strong professional contacts and explore full-time career opportunities.

## Program Architecture

To fulfil the requirements of the MGB program, students must complete 41 credits.

SUBJECTS	CREDITS
Core Courses	23
Specialisations	12
Global Immersion Project	6
<b>TOTAL</b>	<b>41</b>



## Program Overview



16-month full-time Master's (includes a 4-month internship)



Study in Singapore, Sydney and Dubai



0-3 years of work experience



Graduate with an Australian degree

## Specialisations

- Contemporary Marketing Management
- Global Logistics & Supply Chain Management
- E-Business
- Global Finance

# CHOOSING THE RIGHT SPECIALISATION

As a postgraduate student at S P Jain, you can choose from any one of the following specialist areas, each offering an intensive curriculum that combines functional management knowledge with decision-making tools and frameworks, and real-world learning experiences with industry experts. Choosing the right specialisation can influence one's career growth and our range of specialist offerings will help you align your Master's degree with your targeted career path, giving you an edge in today's competitive economy.

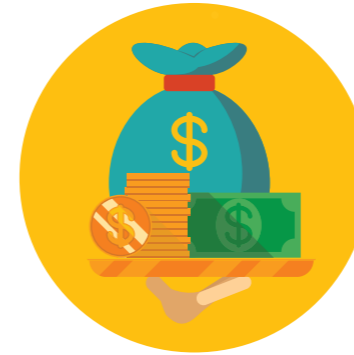


## Information Technology Management

This specialisation empowers students to drive business transformation through innovative information technology. Students opting for this specialisation will graduate with an operational knowledge of technology, new skills and perspectives, and the cross-disciplinary exposure needed to deploy technology in a variety of organisations. Students apply case study analysis and classroom discussions of cutting-edge, contemporary scenarios to directed research, and examine topics such as Strategic Planning, E-Business, Emerging Platforms & Services, Technology Entrepreneurship, IT Consulting & Advisory Practice, IT Outsourcing Strategy & Operations, and Technology-enabled Business Model Innovation.

## Consulting Management\*

The S P Jain postgraduate specialisation in Consulting Management is designed to meet the needs of professionals who wish to take up key roles as advisors, offer insights and solutions to improve organisational performance, and lead across a range of business verticals and functions. Using a modern learning approach that simulates the decision-making challenges that consultants face today, students gain practical experience in areas like Marketing Intelligence, Management Communication, Corporate Valuation, Game Theory, Client Relationships, Post Merger Integration and Change Management.

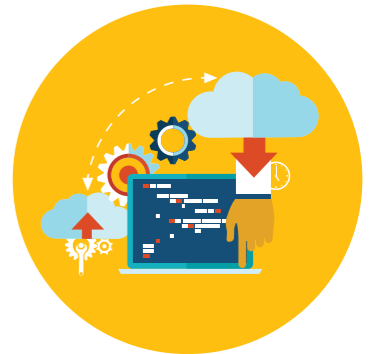


## Global Finance

This specialisation is ideal for students aspiring managerial positions in top global finance advisory firms, or a career managing individual family wealth. The program provides students with important tools and techniques in areas like Financial Markets, Corporate Valuation, Derivatives, Risk Management, Mergers & Acquisitions, Portfolio Management and International Finance, enabling them to develop and execute high quality strategic and creative investment and financial solutions for governments, corporates and high-net-worth individuals.

## Contemporary Marketing Management

S P Jain offers its postgraduate students a modern and innovative specialisation in Contemporary Marketing Management that provides them with the latest and up-to-the-minute insights in global marketing practices. This specialisation covers areas like Consumer Behaviour, Brand Management, B2B Marketing, Retail Strategy, Digital Interactive Management, Sales & Channel Management, Strategic Marketing Decisions, and Marketing Metrics & Pricing Decisions. On completing this specialisation, students will have learned to implement marketing strategies that build strong customer relationships, create substantial value and integrate market-facing activities.



## E-Business

In a dynamic business environment, business and technology go hand in hand. S P Jain's postgraduate specialisation in E-Business equips students with an understanding of how organisations and businesses leverage web, social media and electronic tools to facilitate growth. Students opting for this specialisation learn about various online tools and frameworks, and examine a broad range of topics - from Web Design, Cyber Entrepreneurship and E-Governance to Cyber Laws, E-Supply Chain Management and E-Marketing.

## Global Logistics & Supply Chain Management

S P Jain's postgraduate specialisation in Global Logistics & Supply Chain Management covers a wide spectrum of topics including Transportation Management, Lean Supply Chain, Strategic Sourcing, Warehousing, Performance-based Logistics, Constraints Management, Supply Chain Network Design and Demand Management. Dubai, Sydney and Singapore are important logistics hubs, and provide an excellent backdrop to study this specialisation.



\*Please note that admission to the Consulting Management specialisation is stringent and highly competitive. To qualify, applicants have to meet a different set of academic and professional standards from their counterparts opting for any one of the other specialisations. Please check the "How to Join" section of this prospectus for more information.

Each program/intake may offer a few or all of these specialisations. Please visit our website to explore the specialisations offered in your intake.



# GLOBAL IMMERSION PROJECTS

The Global Immersion Project, undertaken in each of the three terms of the Global MBA and MGB programs, are directed towards creating a higher degree of exposure to the real corporate environment, and enhancing the employability and corporate readiness of students.

## Terms 01 & 02

Students work on a company project that must be submitted by the end of Term 2. In this phase, students are encouraged to apply research tools and techniques across an industry-specific theme and develop consultant-level reports that showcase their strong grounding in research.

## Term 03

Students work independently on a capstone project. This project is issue-based and students are encouraged to either address a gap in the existing body of research or provide actionable strategic direction for an organisation. The final topic of research is generally related to the student's area of specialisation, and is determined in consultation with the S P Jain mentor.

## On Completing the Project, Students Are Expected to Develop:

- 01** Cognitive and critical thinking skills that demonstrate their command over theories
- 02** Technical, creative and research skills that enable them to analyse information, problems and concepts, and apply theories to different bodies of knowledge and practice
- 03** Communication skills that help them justify and interpret theoretical propositions, methodologies, conclusions and professional decisions to specialist and non-specialist audiences

## Here's a Sampling of Companies That Have Hosted Our Students in The Past:

7Cs Group  
African + Eastern  
AKM Food Stuff Trading LLC  
AlphaMD Analytics  
ARAMEX  
Banana Me  
Bloomberg  
Camelicious  
Canon INC  
Cybercom MEA  
Dabur  
Danzas  
Desert Group  
DGCX  
DIAC  
Dubai Outlet Mall  
DuMedia  
EARHARDT+PARTNER  
EbrYX  
EMC  
ENOC  
Finalytix  
GE  
Grand Fortune  
Gulf Petrochem  
Henkel  
Huawei Technologies  
Iconication  
iCUBE  
Inchcape Shipping Services  
Integra  
JECL  
Johnsons Control  
Jumbo Electronics  
Kanoo Group  
Kapital Boost  
Kintetsu World Express  
KN Software  
Kwality Foods  
L&T Electricals and Automation Limited  
Landmark Group  
Lulu Group  
Makemy meal  
NAVO Inc  
Oracle  
Philip Futures DMCC  
Protiviti Inc  
Quest Marine LLC  
Redington Group  
Richcomm Global Services DMCC  
Sapor International FZC  
Symphony Summit  
Tata Motors  
TRUKKER  
Unilever Group  
Value3-advisory  
Vinculum Technologies





# THE S P JAIN ADVANTAGE

We don't believe in a 'one-size-fits-all' approach. That's why, as a postgraduate student at S P Jain, you will be engaged and motivated using a wide variety of teaching tools. Like our multi-city learning model that allows students to live, study and work in not one, but three global cities. Or our advanced multimedia Simulation Centres that provide actual decision-making experience.

Our postgraduate classes often witness a fusion of technology, innovation and global business, resulting in an impactful and real-world learning experience. Here are some examples.



## Multi-City Learning Model

Business schools until now have been operating in a single campus model with very little importance given to understanding the dynamic global business environment. Doing business across borders requires critical skills, each dependent on the location where they operate. After all, how you do business in China is different to how you do business in Australia or the United States. Western companies doing business in the East require appreciation and careful navigation of the cultural differences between the East and the West.

At S P Jain, full-time postgraduate students have the opportunity to live, study and work in three of our four international campuses in Dubai, Mumbai, Singapore and Sydney. This multi-campus experience provides unique exposure to the multinational business environments and cultures of the Middle East, Asia and the West. Each city is a regional hub, offering students many opportunities to experience diverse cultures, study international business practices, network with business executives and community leaders, conduct real-time projects, and pursue internships and full-time career opportunities. Students, in addition to the global knowledge gained, learn to be adaptable, multicultural and globally relevant to companies of the 21<sup>st</sup> century.



## Student Boardrooms

SBRs, as they are commonly known, are student teams that meet every day before every class. Using decision-making techniques that they learn in class, students are required to critically analyse their reading material and case studies, and arrive at conclusions that are submitted in the form of a report. This report is a kick-off point for classroom discussion – student teams are picked by faculty to explain their findings and decision-making process to the rest of the class. Over the duration of the program, students learn to use scientific methods, logical reasoning and analysis to address organisational problems, and develop the critical thinking and decision-making skills that are readily applied on the job.



## Specialist Immersion Courses

In addition to learning the various tools of business (like most business graduates), S P Jain's postgraduate students undertake special one-week-long immersion courses that dive deep into some of the latest trends in business. These courses are mostly taught by international faculty and include topics such as digital decision-making, design thinking, strategic innovation and value creation that help students understand how culture, technological innovation and digitisation enable new ideas and business decisions.



## Business Simulations

Before venturing into the real world, pilots, F1 drivers and disaster response teams use advanced simulations to learn how to respond to high-intensity situations. This learning methodology has been validated by cutting-edge research in neuroscience through the "Practice School of Excellence" – the more you practice and train on a particular aspect, the brain becomes more prepared for any eventuality.

Today, as businesses also operate under similar conditions of high risk, complexity and unpredictability, it is important for business leaders to understand the many intricacies of the business world and prepare for them in a focused manner. At S P Jain, computer-aided business simulations are used extensively in our state-of-the-art Simulation Centres to enable postgraduate students to practice and sharpen their real-world and decision-making skills in an innovative, risk-free environment.

# FACULTY

Be influenced by our community of researchers, academicians, industry experts and leaders.

Faculty forms the backbone of any educational institution. And, at S P Jain, we are particularly proud of our faculty's dedication to research, teaching and academic excellence. But what always impresses new students is their diversity. They come from across the country and all over the world, bringing with them a wealth of research and teaching experience. Their multinational backgrounds, academic strengths and social presence have helped us create a learning environment that is rich, stimulating and challenging.

## INDU NIRANJAN

### Indian

Dean – Global MBA & Master of Global Business  
Ph.D. in Management Studies from Jamnalal Bajaj  
Institute of Management Studies, India

**Area of Specialisation:** Finance

## BALAKRISHNA GRANDHI

### Indian

Acting Dean – Global MBA & Master of Global Business  
Ph.D. in Marketing from Carlson School of Management,  
USA

**Area of Specialisation:** Marketing & Strategy

## ANITHA RAMANNA PATHAK

### Indian

Assistant Professor  
Ph.D. in International Studies from Jawaharlal Nehru  
University, India

**Areas of Specialisation:** International Studies,  
Economics

## BHANU RANJAN

### Singaporean

Assistant Professor  
Ph.D. in Emotional Intelligence and Leadership  
Effectiveness from the University of Rajasthan, India

**Areas of Specialisation:** Business English Writing,  
Business Oral Communication

## BOMAN MORADIAN

### Indian

Adjunct Faculty  
M.M.S.(Operations) from Jamnalal Bajaj Institute of  
Management Studies, India

**Areas of Specialisation:** Operations Management,  
Demand Management, Constraints Management

## BOUCHRA HAMELIN

### French

Adjunct Faculty  
Master's from the University of Pierre Mendes, France

**Area of Specialisation:** Marketing

## CHRISTOPHER ABRAHAM

### Indian

Professor  
MBA in Marketing from Regional Engineering College,  
India

**Areas of Specialisation:** Organisational Behaviour,  
Human Resource Management, Leadership Skills



**C J MEADOWS**

### American

Professor  
DBA in Business Administration (International  
Management & IT) from Harvard Business School,  
USA

**Area of Specialisation:** Principles of Management

## DHRUPAD MATHUR

### Indian

Associate Professor  
Ph.D. in E-Business from JNVU, India

**Area of Specialisation:** Information Technology

## FAROOKH ZANDI

### Canadian

Professor  
Ph.D. in Economics from Carleton University, Canada

**Area of Specialisation:** Economics

## GARY STOCKPORT

### British

Professor  
Ph.D. from the Cranfield School of Management, UK

**Area of Specialisation:** Strategy



**GOLO WEBER**

### German

Assistant Professor  
M.Phil. from Cambridge University, UK

**Areas of Specialisation:**  
World Cultures, Sustainability & CSR

## GEORGE ROSSIER

### Australian

Adjunct Faculty  
Master of Education from University of Technology,  
Australia

**Area of Specialisation:** Logistics Operations

## HADDARA MOUTAZ

### Egyptian

Adjunct Faculty  
Ph.D. in Information Systems from the College of  
Management and Social Sciences, Norway

**Areas of Specialisation:** E-Business Strategies,  
Enterprise Business Application of IT

## HAICO HEBBERS

### Nederlandse

Adjunct Faculty  
Ph.D. from Nyenrode Business University, The  
Netherlands

**Areas of Specialisation:** Global Immersion, Global  
Awareness



**ANNA TARABASZ**

### Polish

Assistant Professor  
Ph.D. from the University of Lodz, Poland

**Area of Specialisation:** Marketing



## JOHN TALBOTT

### American

Adjunct Faculty  
Masters of Business Administration (Finance) from UCLA  
- The Anderson School of Business, USA

**Areas of Specialisation:** Financial Accounting,  
Corporate Finance, International Finance



**JOHN LODEWIJKS**

### Australian

Professor  
Ph.D. in Economics from Duke University, USA

**Areas of Specialisation:**  
Economics, Australian Business Environment

## KARIPPUR NANDA KUMAR

### Singaporean

Associate Professor  
Ph.D. from the University of California, USA

**Area of Specialisation:** Information Technology

## KIRTI KHANZODE

### Indian

Associate Professor  
Ph.D. from Barkatullah University, India

**Area of Specialisation:** Communications

## MARTIN STACK

### American

Adjunct Faculty  
Ph.D. in Economics from University of Notre Dame, USA

**Areas of Specialisation:** Global Immersion / Global  
Analysis, Global Business Strategy, Business & Corporate  
Strategy, Global Business Environment



**NICOLAS HAMELIN**

### French

Adjunct Faculty  
Ph.D. from Sussex University, UK

**Area of Specialisation:** Marketing

## NAWAZISH MIRZA

### Pakistani

Associate Professor  
Ph.D. in Financial Markets from University of Paris  
Dauphine, France

**Area of Specialisation:** Finance

## NITIN PATWA

### Indian

Associate Professor  
PG in Operation Research Management from University  
of Mumbai, India

**Area of Specialisation:** Quantitative Techniques

## PRASHAN KARUNARTHANE

### Australian/Sri Lankan

Adjunct Faculty  
Master of Commerce from University of New South  
Wales, Australia

**Areas of Specialisation:** Monetary & Fiscal Policy,  
Macroeconomics, Microeconomics, Research Methods,  
Financial Markets & Institutions

## RADHIKA NARAYANAN

### Indian

Associate Professor  
Ph.D. from D.Y Patil University, India

**Area of Specialisation:** Marketing

## RAHUL ALTEKAR

### Indian

Adjunct Faculty  
Ph.D. in Supply Chain Optimisation from the National  
Institute of Industrial Engineering (NITIE), India

**Areas of Specialisation:** Law & Best Practices,  
Strategic Sourcing, Benchmarking, Demand  
Management, Financial Systems Supply Chain  
Management

## SEETHA RAMAN

### Indian

Professor  
Ph.D. from University of Madras, India

**Area of Specialisation:** Strategy



**SHALINI CHANDRA**

### Singaporean

Associate Professor  
Ph.D. in Information Systems from Nanyang  
Technological University, Singapore

**Areas of Specialisation:** Information Systems  
& Management

## STEPHEN WATERS

### Australian

Adjunct Faculty  
Ph.D. from Melbourne Institute of Technology (RMIT),  
Australia

**Area of Specialisation:** Supply Chain Management



**RAJIV ASERKAR**

### Indian

Professor  
Ph.D. in Economics from Devi Ahilya University,  
India

**Area of Specialisation:**  
Logistics & Supply Chain Management

## SUNEEL SHARMA

### Indian

Associate Professor  
Ph.D. in Computational Finance from University of  
Rajasthan, India

**Area of Specialisation:** Information Technology

## THEODORE TOLIAS

### Canadian

Adjunct Faculty  
Ph.D. in Economics from University of Manitoba, Canada

**Areas of Specialisation:** Managerial Economics,  
Macroeconomics, Global Business Environment

## VEENA JADHAV

### Indian

Assistant Professor  
Master of Management Studies in Human Resource from  
Jamnalal Bajaj Institute of Management Studies, India

**Area of Specialisation:** Human Resource Management





# STUDENT LIFE & GLOBAL IMMERSION ACTIVITIES

S P Jain's postgraduate students are always encouraged to engage in a higher degree of interaction outside of their classroom with corporate centres and cultural hubs of the cities they live in – experience Arab-style dining, visit the Parliament House in Singapore, learn to use chopsticks, go for a desert safari, sail past Sydney's famous Opera House, interview CEOs and business leaders, learn a new language, visit the Stock Exchange in Sydney, slide down a desert sand dune, surf the waves of Bondi Beach, participate in international business competitions, and make deep and lasting connections with peers and faculty from all over the world.





# CAREER SERVICES

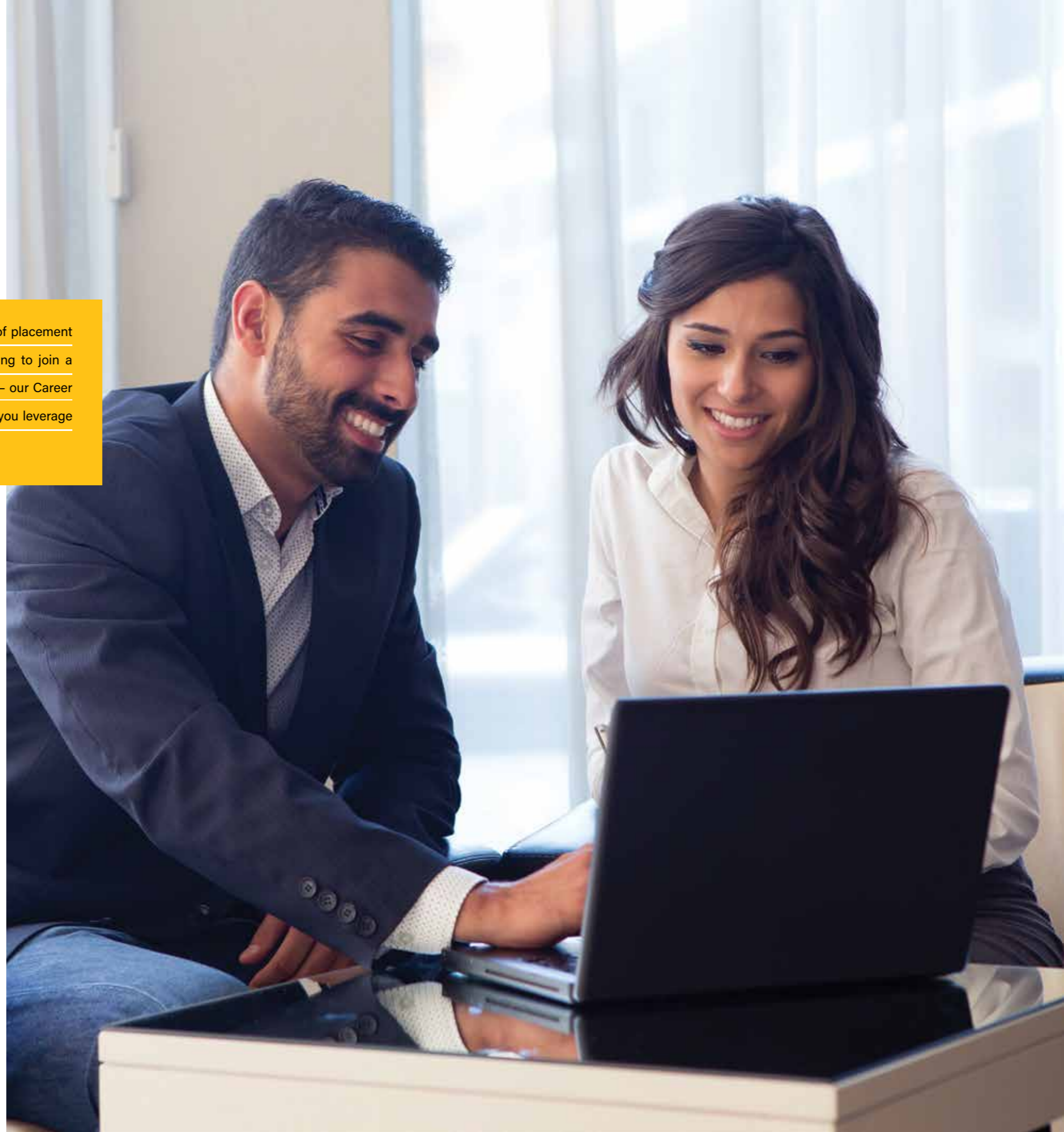
As a postgraduate student at S P Jain, you will benefit from the wide range of placement services and career readiness programs we provide. Whether you are looking to join a new organisation, explore a new career trajectory or start your own business – our Career Advancement Services and powerful network of corporate contacts will help you leverage your experience and develop your potential as a world-class business leader.

## Passport 2 Excellence:

We take great pride in ensuring that each student gets a good job at the end of their postgraduate program, and is well placed for a successful career. Our Passport 2 Excellence program, or P2E, prepares students for this comprehensively. Our work with students as part of the P2E program involves pairing them with their individual career objectives, work experience, educational background and more importantly, positioning them for growth in their careers. P2E also covers leadership and communication training, professional presentation, voice and body language, and how students present themselves in a job interview. For students who wish to change their careers, P2E offers special assistance by training and educating them on their new primary industry of interest. This “soft knowledge” helps students have successful job interviews and adapt better to a new work environment.

## Multinational Career Services Offices:

Our multinational Career Services Teams in Dubai, India, Singapore and Sydney play a very important role in helping students achieve their career goals. In the initial terms of the program, the teams expose students to corporate centres, business leaders and entrepreneurs through guest lectures, industry visits and projects in the three cities. In the final term of the program, the teams help students build a strong career strategy and identify suitable roles and companies for them to apply to.







**CHAITANYA CHUNDURI**  
Google, India  
Global MBA (Class of 2008)



**ASHA ADISESH**  
Amazon, India  
MGB (Class of 2014)



**TRAN SANG**  
DHL Global Forwarding, Vietnam  
MGB (Class of 2014)



**SAURABH DOSHI**  
Facebook, India  
Global MBA (Class of 2005)



**SNIGDHA KAVATHEKAR**  
Apple, USA  
Global MBA (Class of 2008)



**JEAN PHILBERT**  
Minister of Youth, Rwanda  
Global MBA (Class of 2011)



**AJAY SANGLIKAR**  
Microsoft, Singapore  
Global MBA (Class of 2015)

# ALUMNI SUCCESS

At S P Jain, we believe that our success is measured by the impact of our graduates in the business world. Our alumni are today, leading cross-cultural teams, growing family businesses, developing digital initiatives, incubating new ideas, working with local governments, participating in community initiatives, consulting at Fortune 500 companies and traveling across the globe.

No matter what career they choose or where they decide to travel next, the global experiences they have had at S P Jain have prepared them to succeed. Here are a few examples.



**KAREEM LEE**  
Emerio GlobeSoft, Singapore  
Global MBA (Class of 2016)



**ABHISHEK CHAHAR**  
IKEA, India  
MGB (Class of 2017)



**VALERII SOBOLEV**  
Sony, UAE  
MGB (Class of 2014)



**VIKRAM MOHAN**  
Kellogg's, Malaysia  
Global MBA (Class of 2006)



**SRIRAM GANESHAN**  
Salesforce, India  
Global MBA (Class of 2017)



# CRAFTING GLOBAL PRESENCE & GLOBAL LEADERS

Accenture  
Amazon  
ANZ Banking Corporation  
Apple  
Barclays  
Boston Consulting Group  
BP  
Citibank  
Credit Suisse  
Cognizant  
Cummins  
DAMCO  
Deloitte  
Dell  
Emirates  
Ernst & Young  
Facebook  
Flipkart  
Frost & Sullivan  
Google  
General Electric  
Genpact  
Government of Rwanda  
Government of Dubai  
GRENKE  
HCL Technologies  
Henkel  
IBM  
IKEA  
Infosys  
ITC  
Johnson & Johnson  
JP Morgan Chase & Co.  
Kellogg's  
Konica Minolta  
KPMG  
Lenovo  
Lehman Brothers  
LG  
LinkedIn  
Lloyds Banking Group  
London Chamber of Commerce & Industry  
L&T  
Maersk Group  
Mastercard  
McKinsey & Co.  
Merck  
Mizuho  
Microsoft  
Nike  
Oracle  
Pfizer  
PricewaterhouseCoopers  
Procter & Gamble  
Red Hat  
Royal Bank of Canada  
Salesforce  
Samsung  
SAP  
Sharp Corporation  
SKY  
Stanton Chase  
SONY  
TESCO  
The Coca-Cola Company  
The Kraft Heinz Company  
The Walt Disney Company  
TOTAL  
Toyota  
UBER  
Unilever  
UnitedHealth Group  
UPS  
World Economic Forum  
WPP Group

... and many more!



# HOW TO JOIN



Are you ready to embark on a global career? Then, we encourage you to apply to one of our postgraduate programs. Our students are more than just ordinary business graduates. They have given up the option of studying in a conventional single-campus school to join one of our unique multi-city programs. This means that your classroom will be full of energetic and outgoing students from diverse nationalities and industries (fashion, hospitality, law, medicine) who wish to take on the world of global business.



## 01 CHECK YOUR ELIGIBILITY

- Do you have a Bachelor's degree?
- Do you have relevant full-time work experience?

Global MBA: 3+ years | Master of Global Business: 0-3 years

Please note that **admission to the Consulting Management specialisation** is stringent and highly competitive. To qualify, applicants must meet at least one of the following three entry requirements:

01

8 years (min) of full-time work experience in a single domain

02

3 years (min) of full-time work experience as a Consultant in a Consultancy firm

03

GMAT score of 700+ or CAT/SPJAT score of 95 percentile and above

## SUBMIT YOUR APPLICATION 02

Submit your application form online ([www.spjain.org](http://www.spjain.org)).



## 03 APPEAR FOR AN APTITUDE TEST

We accept GMAT, GRE, CAT and SPJAT (S P Jain Aptitude Test) scores. You may apply to S P Jain even if you haven't taken any one of these tests. However, to proceed to the next stage of admissions, an aptitude test score is a must.

## APPEAR FOR AN EVALUATION 04

If your application is shortlisted, you will be invited for an Evaluation, consisting of an essay, case study analysis and a personal interview. The Evaluation is conducted at all of our campuses or via Skype (when necessary).



## 05 RESULTS

You will be emailed an admission decision approximately a week after the Evaluation.



# CONTACT US

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## DUBAI

S P Jain School of Global Management  
Block 5, Dubai International Academic City  
P. O. Box 502345  
Dubai, UAE  
Tel: +9714 5616 700  
Email: [pgdubai@spjain.org](mailto:pgdubai@spjain.org)

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## MUMBAI

S P Jain School of Global Management  
1<sup>st</sup> Floor, Trade Point, Kamala Mills  
Lower Parel  
Mumbai 400013  
Tel: 1800 200 0827  
Email: [pgindia@spjain.org](mailto:pgindia@spjain.org)

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## SINGAPORE

S P Jain School of Global Management  
10, Hyderabad Road, Off Alexandra Road  
Singapore 119579  
Tel: +65 6270 4748  
Email: [pgsingapore@spjain.org](mailto:pgsingapore@spjain.org)

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## SYDNEY

S P Jain School of Global Management  
5 FigTree Drive  
Sydney Olympic Park  
Sydney, NSW 2127, Australia  
Tel: +61 2 89706800  
Email: [pgsydney@spjain.edu.au](mailto:pgsydney@spjain.edu.au)



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