



S P Jain  
School of Global  
Management

DUBAI • MUMBAI • SINGAPORE • SYDNEY



# MBA (EXECUTIVE)

2017-2018

# 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 global rankings that include:



**TOP 10 IN THE WORLD:**  
Forbes Best International  
1-year MBAs  
(2015-16)



**#1 IN DUBAI:**  
Global Brands Magazine,  
United Kingdom  
(2015)



**TOP 100 IN THE WORLD:**  
The Economist  
Full-Time MBA Rankings  
(2015)



**TOP 50 IN THE WORLD:**  
Poets & Quants  
Best 1-year MBAs  
(2015)



**TOP 20 IN THE WORLD:**  
Forbes Best International  
B-Schools  
(2013-14)



**TOP 100 IN THE WORLD:**  
Financial Times  
Global MBA Programs  
(2011 & 2012)

## OUR GLOBAL CAMPUSES

**2004** LAUNCH OF  
S P JAIN IN DUBAI

**2012** LAUNCH OF  
S P JAIN IN SYDNEY

**2006** LAUNCH OF THE  
SINGAPORE CAMPUS

**2015** LAUNCH OF THE  
MUMBAI CAMPUS

## OUR STUDENTS, FACULTY & ALUMNI

STUDENTS  
FROM

**30**

COUNTRIES

MORE  
THAN

**74%**

OF OUR CORE FACULTY  
HAVE DOCTORAL DEGREES

ALUMNI COMMUNITY  
SPREAD ACROSS

**35**

COUNTRIES



OUR FACULTY HAVE BEEN EDUCATED AT TOP GLOBAL BUSINESS SCHOOLS SUCH AS **HARVARD, CORNELL, INSEAD, CAMBRIDGE, MANCHESTER BUSINESS SCHOOL, DUKE, CRANFIELD, OXFORD AND WARWICK**



FACULTY HAIL FROM 5 CONTINENTS AND SPAN A DIVERSE RESEARCH EXPERTISE FROM **DESIGN THINKING AND GLOBALISATION TO DIGITAL DECISION-MAKING AND VALUE CREATION**

# MESSAGE FROM **THE DEAN**



**PROFESSOR GARY J. STOCKPORT**

BA Hons (Leeds), PGCE (Nottingham),  
MBA (Warwick), PhD (Cranfield),  
ITP (London Business School)

I am thrilled that you are considering undertaking our Executive MBA (EMBA) at S P Jain School of Global Management.

We strongly believe we have built a world-class EMBA which has been crafted and fine-tuned over many years in order to help ensure that it is at the leading-edge of theory and practice.

Our EMBA is a truly transformational experience. It has been with much pride that we have watched the upward career trajectory of very many of our students both during their studies as well as after they have graduated and become part of our global alumni family.

There are a number of distinguishing features and benefits of our EMBA. These include an assortment of core courses around the essentials and practice of management. There is also a wide choice of electives and you can choose a specialisation or a more generalist route. Cross-functional skills are taught through a number of interactive computer simulations. Each student also undertakes a major Applied Business Research project which is work related and of strategic importance.

Our EMBA is taught by a world-class core faculty as well as through sourcing outstanding faculty from leading business schools around the world. Graduating with S P Jain means that you will have a globally branded EMBA which is widely recognised around the world. Our many rankings include the World's Top 10: Forbes Best International 1-year MBAs (2015-2016).

Should you choose to apply, and be accepted, we are very much looking forward to working with you over your learning journey!

# THE S P JAIN EMBA

The S P Jain EMBA is a part-time integrated program designed to meet the needs of professionals who wish to pursue an MBA degree without interrupting their careers. The coursework is rigorous, demanding and real-world; the result is the transformation of promising managers into General Managers with a global perspective.

The program covers core concepts of general management, addressing business functions like economics, accounting, innovation and strategy, and specialist courses offering in-depth coverage and critical insights on different industry tracks. The course also lays emphasis on strategic thinking, critical analysis, global intelligence, problem-solving and decision-making, resulting in the development of highly specialised skills and competencies. Rigorous coursework along with the practical emphasis of the program allows students to analyse situations, define problems, identify and evaluate alternate solutions and implement these within the context of their organisations.

The program is offered simultaneously at each of our four campuses in Dubai, Mumbai, Singapore and Sydney. Participants can choose to complete the entire duration of the program at a single campus of their choice, or undertake a major portion at one campus and pursue modules at one of our other international campuses.

## 🕒 Program Duration

18-Month Weekend Program

## ➤ Program Eligibility

Graduates with 5+ Years of Experience

## ★ Program Specialisations

Marketing, Finance & Operations

## 👍 Program Certification

Australian degree by S P Jain, Australia

# PROGRAM HIGHLIGHTS

## WORLD-CLASS FACULTY

To take your learning to the next level, we engage the services of a world-class faculty educated at top institutions such as Harvard, Duke, Cornell, INSEAD, Cambridge and Oxford. Our faculty members have been carefully hand-picked on the basis of proven success and expertise; they are among the best in their fields – a multinational collective of recognised scholars and experts who bring in a wealth of research, teaching and industry experience to the classroom.

## PRACTITIONER-RELEVANT CURRICULUM

Through a widespread network of business, industry and community partners, the EMBA curriculum is constantly reviewed to stay relevant, up-to-the-minute and highly applicable in today's dynamic and complex working environments. We have also introduced unique modules that enable you to bring your work-related issues to class, analyse them in real-time, discuss with your peers and mentors, and identify solutions.

## LEADERSHIP AND PERSONAL EFFECTIVENESS

Learning inputs are provided on an on-going basis allowing you to be personally effective by communicating powerfully, listening, inspiring and motivating others, displaying honesty and integrity, collaborating and fostering teamwork, and building and leading teams. It is believed that only such emphasis can groom one to become an efficient and powerful leader.

## CUTTING-EDGE ELECTIVES

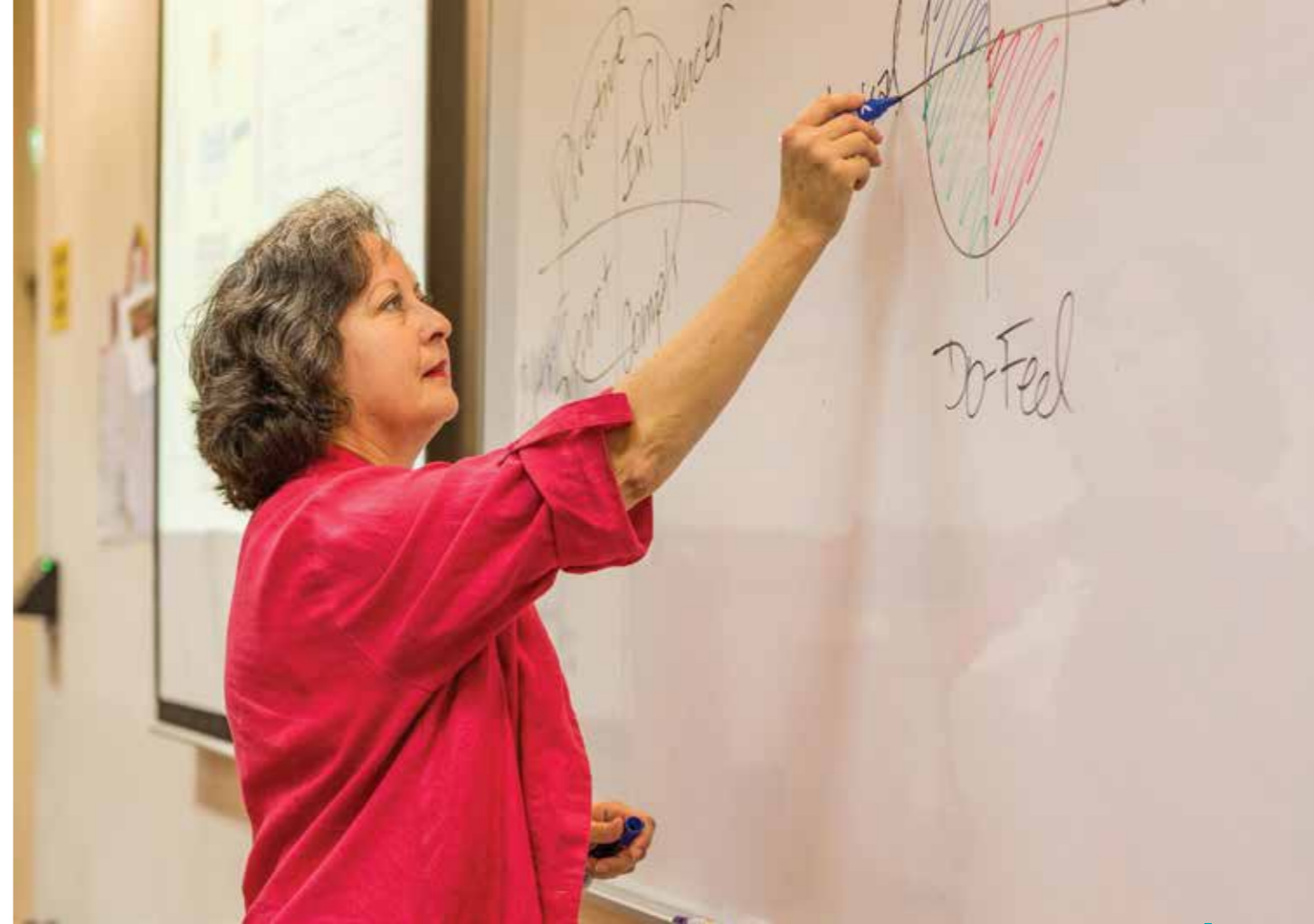
Different participants have different learning needs and career aspirations. After completing the core courses, you have the opportunity to customise your choice of electives. You may opt for any 6 electives from a choice of 12 and thus, customise advanced learning of functional perspectives.

## BLENDED LEARNING

The program is unique in that it allows you to study at a pace that suits your career – nearly forty-five percent of the program is offered through online sessions and applied organisation-based projects. Consequently, this minimises a student's time away from work and family. The remaining portion of the program is offered through face-to-face lessons at our four campuses. To enhance their global outlook and employability, it is required that students undertake module(s) at our campuses outside of their home city.

## AUSTRALIAN DEGREE

S P Jain School of Global Management is accredited by **TEQSA** (the Australian Government's Tertiary Education Quality and Standards Agency) as a Higher Education Provider in Australia.



# WHY S P JAIN'S EMBA

Progress within your current organisation. Enhance your leadership skills. Become an entrepreneur or consider a career change – wherever you're headed, our EMBA will help you get there. The in-depth knowledge and skills imparted through the core concepts, electives, simulations and projects are designed to set you up for a lifetime of decision-making and leadership.

Our curriculum is both industry-driven and real-world; our faculty comprises rich, diverse and known experts in their fields; and our class participants are experienced and well qualified and thus, active contributors to the overall learning experience.

We welcome you to explore how our EMBA can empower your career.

DEVELOP THE SKILLS NEEDED TO PROGRESS IN YOUR

# CAREER

Year after year, we have witnessed graduates return to their organisations, seize opportunities, apply the lessons they learnt in class, and boost their careers. That is because our curriculum focuses very uniquely on helping students develop the whole gamut of skills and attributes needed to succeed at work – decision-making, problem-solving, innovative thought, effective communication and leadership.

The S P Jain EMBA is very challenging, but it is the sort of challenge that really pushes you to think critically and approach problems from different perspectives. Within just a few short months of joining the program, I was able to secure a better career opportunity. Soon, I will be stepping into the shoes of a 'Country Head' and expected to take up additional responsibilities, including managing the overseas operations of my new organisation. I believe this learning journey with S P Jain has not only helped me build a career that meets my future aspirations, but look forward to new challenges and opportunities with better skills, knowledge and professional contacts.



Abhishek Mitra  
Siemens Ltd  
EMBA Class of 2016

We all joined the S P Jain EMBA for various reasons – mine was to get a good ROI in terms of knowledge and personal development. To a great extent, I have or rather I am in the process of doing that. With more than 16 years of work experience under my belt, I felt something was still missing in terms of business knowledge and I believe S P Jain's EMBA, especially the program faculty, are helping me fill that space. The program has made me more analytical in my thinking and unknowingly, I have started speaking the language in my business and translating it to strategic and meaningful discussions and debates.



Mohammed Umar Sharif  
Alliance Insurance  
EMBA Class of 2016

## OUR SUCCESS STORIES

Our EMBA has been instrumental in the career growth of many of our alumni and we, at S P Jain, take great pride in these success stories. Here are some examples:

NAME	PREVIOUS ROLE	NEW ROLE
<b>Shashin Shobhane</b>	Senior Manager Seven Star Fruits Pvt Ltd.	Senior Operations Manager (Food Safety) Amazon
<b>Raisa Kazi</b>	General Manager (Digital Marketing) Tinyowl Pvt Ltd.	Vice President (Digital Marketing & Brand Strategy) 5nance.com
<b>Ameet Nair</b>	Vessel Performance Project Manager (Global Vessel Performance Centre) Maersk Line	Project Manager (Connected Vessel & Technical Innovation) Maersk Line
<b>Sanjeev Agarwal</b>	Associate Vice President (Integrated Customer Operations) Tikona Digital Networks Pvt Ltd.	Vice President (Sales & Distribution) Planet E - Shop Holdings India Ltd. Hinduja Group Company
<b>Payal Garg</b>	Business Analyst Credit Suisse	Assistant Vice President Credit Suisse
<b>Khaled Hamdi</b>	Managed Services Team Leader Alcatel-Lucent	Area Sales Manager – Telecom Giesecke & Devrient
<b>Shady Helmy</b>	Project Engineer Gulf Drug LLC	Business Development Manager Gulf Drug LLC
<b>Rajiv Nair</b>	Vice President-Asia Pacific Infinite Computer Solutions	CEO Terrabit Consulting Pte Ltd.
<b>Sukriti Kakkar</b>	Marketing Supervisor Sharp - Middle East & Africa	Product and Marketing Manager Sharp - Middle East & Africa
<b>Stephen Cherian</b>	General Manager Volvo East Asia Pte. Ltd.	Director Volvo East Asia Pte. Ltd.
<b>Santosh Nair</b>	Account Manager Microsoft	MENA Manager SAP
<b>Girish Kanaya</b>	Consultant Procter & Gamble	Regional Service Director BT Global Services
<b>Asha Ashok</b>	Senior Associate Strategic Partners Int. Pte. Ltd.	Associate Director Strategic Partners Int. Pte. Ltd.
<b>Someet Ahuja</b>	Senior Manager Schneider Electric FZE	Divisional Manager Schneider Electric FZE

LEARN TO THINK AND ACT LIKE A

## GENERAL MANAGER

Our EMBA students participate in a number of advanced multimedia simulations that teach them to make smart, winning decisions. These simulation exercises, undertaken in our state-of-the-art Simulation Centres, are unique in that they bring students face-to-face with real-time business challenges and allow them to practice and sharpen their real-world and decision-making skills in the most innovative way, and in a risk-free environment.

With a better understanding of organisational dynamics and armed with improved decision-making and communication skills, I was able to step into the workplace and handle complex managerial dilemmas and business challenges with greater understanding and maturity.

Bernadette Canasa  
SCSI (USA)  
EMBA Class of 2011

ADD VALUE TO YOUR

## ORGANISATION

Our EMBA curriculum includes a unique Problems-at-Work (PAW) methodology, the objective of which is to allow students to bring actual work-related issues to class, discuss with peers and develop innovative solutions. Done under the guidance of experienced faculty and mentors, PAW has proven to help students add immense (and immediate) value at work resulting in recognition, rewards and career progression.

My learning experience at S P Jain's EMBA was unparalleled in terms of the overall changes it brought to my thinking and decision-making processes. The calibre, dedication and potential of my peers challenged me to test my boundaries and become a better version of myself. The faculty, with their international experience, knowledge and expertise, are absolutely fantastic! The scope of topics we covered in the program ensured that I graduated with a well-rounded and holistic understanding of business. S P Jain has made an immeasurably positive impact in my career.

Cheryl Pinto  
Abu Dhabi Commercial Bank  
EMBA Class of 2008



HAVE A

## WORK-LIFE BALANCE

Our EMBA program, tailored for busy working professionals like you, makes use of a flexible study format that minimises your time away from work and family, and at the same time, helps you develop the skills needed to speed up your momentum at work.

Many of our current EMBA students have partners and children at home, and they'll tell you of how our program has enabled them to take up greater responsibilities at work, make winning decisions and experience unmatched career growth, all while successfully managing their time and family.

S P Jain's EMBA has been such an eye-opener. The need to increase my levels of efficiency to juggle different commitments – work, family and school – has made me aware that I am capable of a lot more than I thought I would be. This indeed has helped boost my self-confidence.



Hamish Ravindran  
FM Global  
EMBA Class of 2016

ENJOY A LIFETIME OF

## NETWORKING

Our EMBA classroom is a melting pot of cultures, backgrounds, work experience and areas of professional expertise. The program provides you with a platform to connect with people from different industries and build contacts that can be leveraged personally and professionally, besides proving to be a learning resource to one another.

I enjoyed the opportunity of learning and working with a diverse group of peers from different industry backgrounds. It was a very powerful and effective cross cultural learning experience.



Embi Ghazali  
SP PowerGrid Ltd  
EMBA Class of 2014

DEVELOP A

## GLOBAL MINDSET

The SP Jain EMBA is unique in that it combines the depth and knowledge of a full-time MBA with the rigour of a part-time Executive MBA. The curriculum is tailored to provide a holistic view of current and future international business environments, while the Problems at Work (PAW) methodology seamlessly integrates management theory into practical application.

The best aspect of the S P Jain EMBA is the international exposure that the program offers. With campuses in 4 key hubs across the globe, and exposure to faculty with international experience, the program provides a fantastic platform for global learning.



Ameet Nair  
Maersk Line  
EMBA Class of 2016

STUDY IN A HIGHLY RANKED

## B-SCHOOL

In the last six years of our short but decorated thirteen-year-old history, we have been ranked by three of the world's top four business school rankings – Forbes, Financial Times and The Economist. In each of these rankings, we are the youngest school featured – an accomplishment we attribute to our unique and innovative model of business education.

The EMBA has widened my horizon and enhanced my skillsets, enabling me to look at problems holistically and find innovative solutions while constantly challenging myself to improve and succeed.

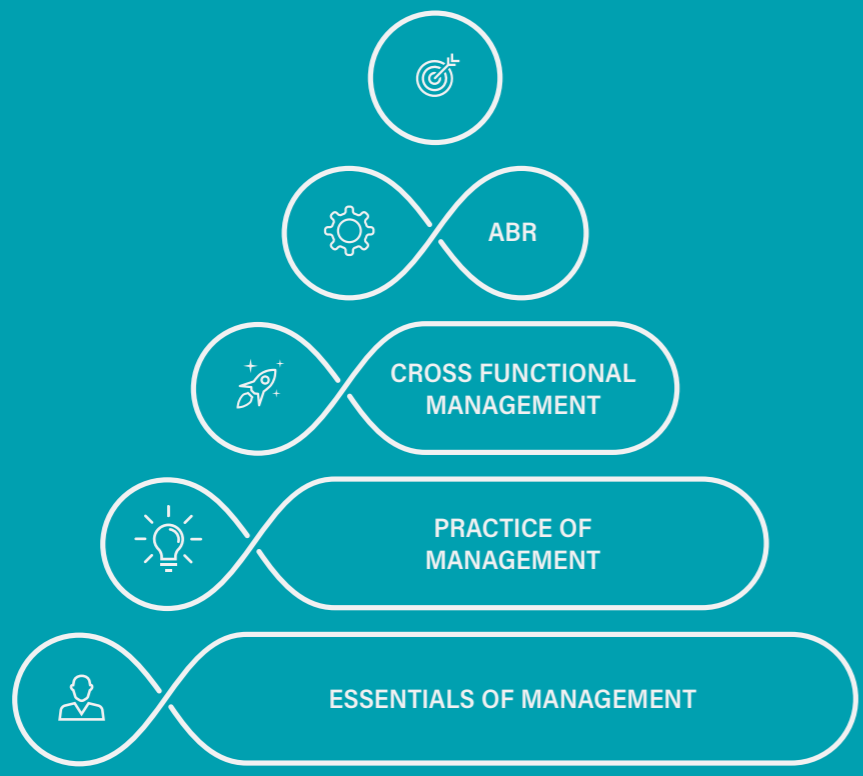



Mohammad Khalil Obeid  
Gulf Dynamic Switchgear Ltd  
EMBA Class of 2017




# PROGRAM STRUCTURE

The EMBA program is divided into four phases. The program kicks off with 17 core courses that build a solid foundation for more specialised learning in the later phases of the program. Given the increasing need for business leaders to have specialist knowledge, we provide a comprehensive range of electives targeting your own careers. These electives, taken in phase two of the program, are what you actually need; they provide you with the opportunity to broaden your knowledge base, stay up-to-date with current market trends and address sector-specific challenges. In the third phase of learning, you will hone your problem-solving and decision-making skills by applying the lessons learnt in the classroom to real-life corporate scenarios. Academic learning culminates with a research project.



 **Essentials of Management**  
17 Credits (Months 1 to 8)

 **Cross Functional Management**  
5 Credits (Months 15 and 16)

 **Practice of Management**  
10 Credits (Months 9 to 14)

 **Applied Business Research (ABR)**  
4 Credits (Months 16, 17 and 18)

# TERM 1 : ESSENTIALS OF MANAGEMENT (CORE)

17

Credits

CORE SUBJECTS	CREDITS
Managerial Economics (OL)	1
Macroeconomics (OL)	1
Business Economics	1
Financial Accounting for Decision Making (OL)	1
Financial Statement Analysis	1
Management Accounting	1
Corporate Finance 1 (OL)	1
Corporate Finance 2	1
Marketing Management 1 (OL)	1
Marketing Management 2	1
Human Resource Management (OL)	1
Personal Effectiveness	1
Business Statistics (OL)	1
Operations Management (OL)	1
Operations Research	1
Research Methodology	1
Global Immersion Project	1

\*OL: Online Learning

# TERM 2 : PRACTICE OF MANAGEMENT (CORE)

4

Credits

Advanced  
Core Subjects

6

Credits

Electives

ADVANCED CORE SUBJECTS	4 CREDITS
Business Strategy and Sustainability	1
Negotiation and Conflict Resolution Management	1
Business Analytics	1
Strategic Innovation	1
ELECTIVE SUBJECTS*	6 CREDITS
OPERATIONS ELECTIVES	
Supply Chain Management	1
Quality Management	1
Project Management	1
Operational Excellence in Manufacturing	1
FINANCE ELECTIVES	
Financial Markets	1
Portfolio Management	1
Corporate Valuation	1
Project Finance	1
MARKETING ELECTIVES	
Strategic Brand Management	1
Sales and Channel Management	1
Digital Marketing	1
Marketing Audit and Evaluation	1

\*Students can choose any 6/12 electives. (4 subjects in same specialisation area will qualify for 'Major' and 6 subjects from across 3 specialisation areas will be declared as 'Generalist').

# TERM 3 : CROSS-FUNCTIONAL MANAGEMENT

9

Credits

Pilots train to fly in cyclonic weather on the ground using advanced flight simulators. Business too operates on similar conditions of high volatility, complexity and unpredictability. Computer-aided business simulations are used extensively in our state-of-the-art Simulation Rooms, the first-of-their-kind in any business school in Asia, to enable students to sharpen their real-world and decision-making skills in the most modern and effective way.

SUBJECTS	CREDITS
Cost Leadership	1
Enhancing Stakeholder Value	1
Customer Value Management	1
Leading Teams and Organisations	1
Integrative Decision-Making	1
Applied Business Research (ABR)	4

TOTAL COURSE CREDITS	CREDITS
Core Credits (12 Class + 8 Online + 5 Simulation Subjects)	25
Project Credits (1 GIP + 4 ABR)	5
Elective Credits (6 Subjects)	6
<b>Total Course Credits</b>	<b>36</b>

## APPLIED BUSINESS RESEARCH(ABR)

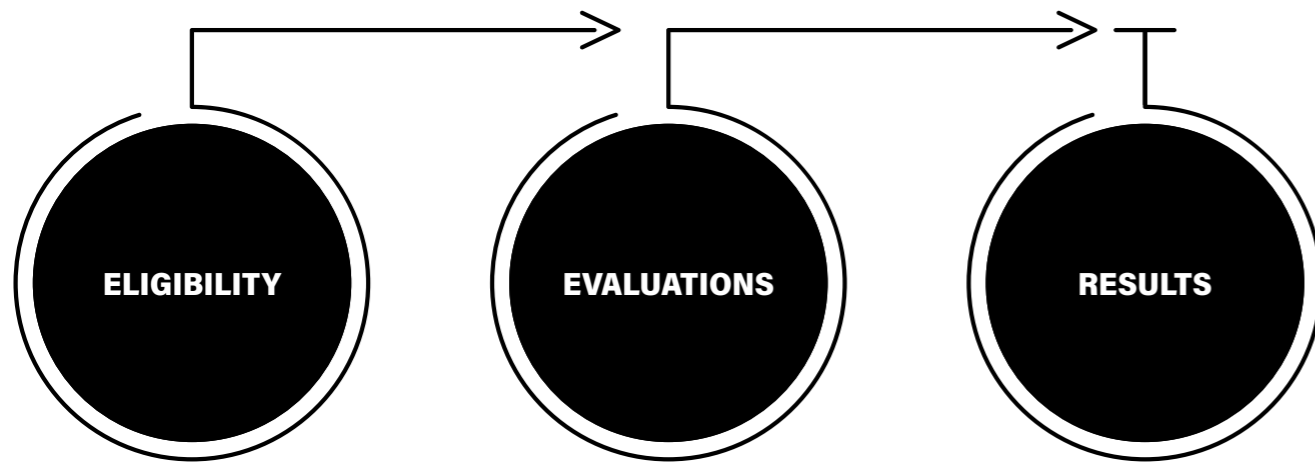
The ABR project is done by participants within the context of their own organisations. Students may opt to complete the ABR in Dubai, Mumbai or Singapore. ABR is divided into two logical stages:

**THE FIRST STAGE** is dedicated to designing a research proposal. Students are required to conduct extensive secondary research. They are actively involved in literature review, which includes scanning academic papers, journals and books as well as industry data from journals, white papers, news articles and websites. Students are required to build a business case using the data collated; define a business problem/opportunity; and arrive at clear research objectives to meet the business challenges. It is required to defend one's proposal to the panel of mentors from faculty and industry before commencing research.

**THE SECOND STAGE** is the process of conducting the research. Students begin by fine-tuning their research proposal based on the panel's feedback. They are required to conduct primary research where they follow a two-pronged research process that is both qualitative and quantitative. Each student carries out in-depth analysis using various research tools and techniques to arrive at strategic recommendations with managerial implications.

**ON COMPLETION OF THE RESEARCH PROJECT**, students present and communicate the results to their senior management industry mentor, resulting in recognition and career growth. In the past, these dissertations have helped many of our participants obtain recognition and success in their own organisations.

# ADMISSION PROCESS



Application forms can be submitted online or in person at any of our campuses.



## ELIGIBILITY

- Applicants must have:
- A Bachelor's Degree
  - 5+ years of Experience



## EVALUATIONS

Shortlisted applicants will need to appear for an evaluation, consisting of an aptitude test, essay analysis and a personal interview.



## RESULTS

Approximately three working days after the evaluations, applicants are emailed an admission decision.

Please visit the website for latest updates on admissions, evaluations and scholarships.



## **S P Jain School of Global Management**

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