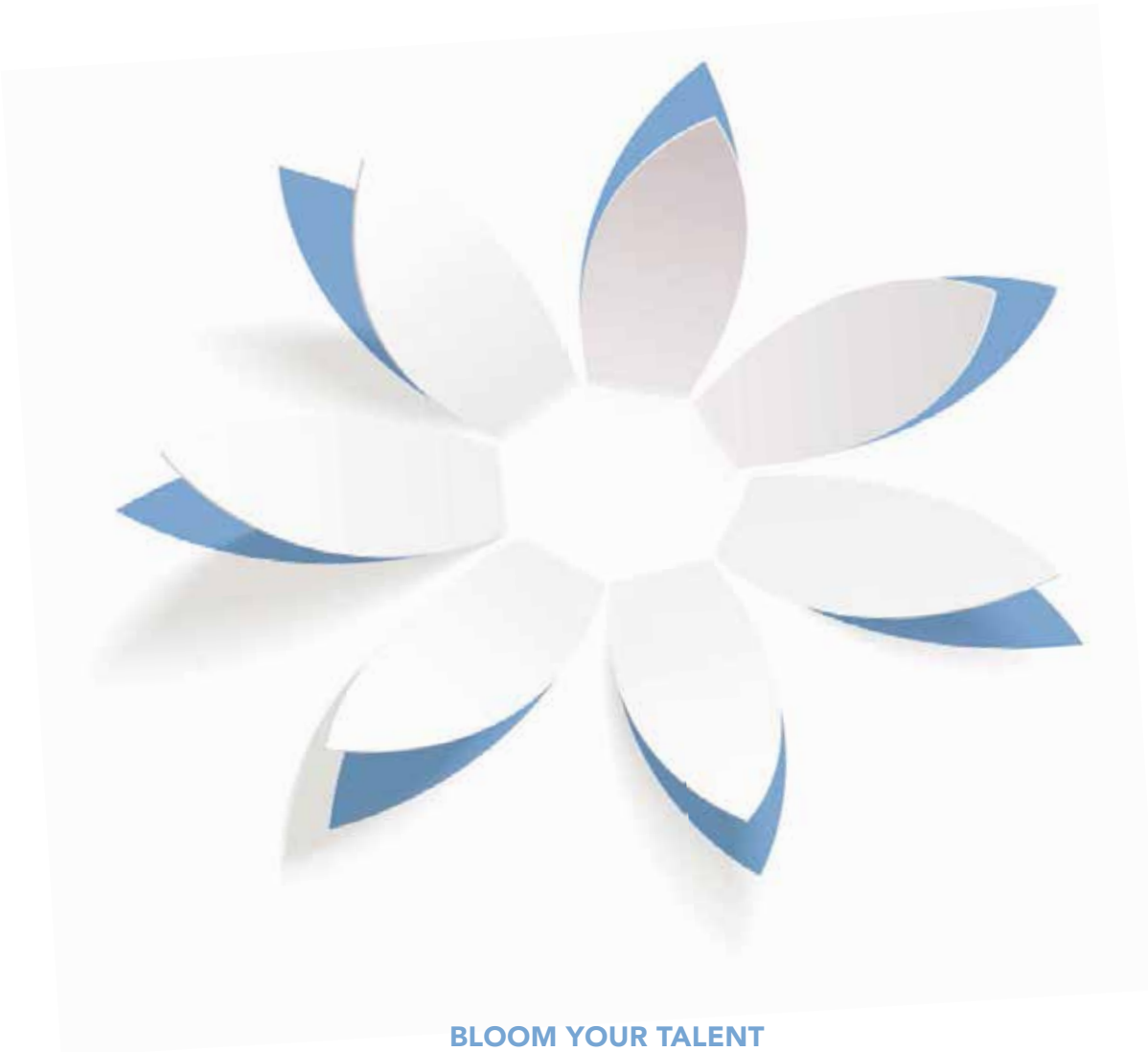


SDA **Bocconi**

ASIA CENTER



BLOOM YOUR TALENT

IMB

INTERNATIONAL MASTER IN BUSINESS

BATCH OF 2019-21



PROF. DAVID BARDOLET

Dean, SDA Bocconi Asia Center, Mumbai

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MR. RATAN N TATA | Chairman of Tata Trusts

ALESSANDRO GIULIANI | Managing Director, SDA Bocconi Asia Center

ABOUT SDA BOCCONI ASIA CENTER

SDA Bocconi Asia Center, formerly named MISB Bocconi, is a pan-Asian hub in Mumbai that has been delivering Executive Education and Postgraduate Programs designed by SDA Bocconi School of Management, Italy since 2012.

SDA Bocconi Asia Center strives to deploy and disseminate innovative business knowledge to contribute to the overall development of individuals and organisations. A unique approach is offered, by promoting knowledge through SDA Bocconi School of Management industry-relevant research and teaching. It spreads SDA Bocconi School of Management expertise and excellence in design, branding innovation and entrepreneurship to build soft and managerial skills and share practices across borders to empower people.

SDA Bocconi School of Management has been a leading institution in management training for over 40 years. The School's mission is to help individuals, companies, and institutions grow by promoting managerial culture, knowledge, and innovation. MBA Programs, Executive and Specialized Master, Executive Programs, Custom Programs, Applied Research, Research Labs and Knowledge Centers all contribute to this - a wide offering aimed at professionals from all over the world and from all sectors of the economy. SDA Bocconi is among the leading Business Schools in Europe and is among the few to have gained the triple accreditation - EQUIS, AMBA and AACSB - which puts it in the élite of Business Schools worldwide.

Università Bocconi

Università Bocconi, Italy's first economics university, was founded in 1902 by entrepreneur Ferdinando Bocconi, a man who understood the value of innovation and the importance of thinking beyond borders. Thanks to the ongoing respect for these same tenets, over a century later Università Bocconi stands as one of the top European institutions of higher learning and research in the fields of management, economics, finance, law and political science. Bocconi is constantly striving to combine its strong theoretical background with real world applications. To this end, it seeks to attract the most talented students who may become future business leaders.

SDA Bocconi School of Management

SDA Bocconi is the leading School of Management in Italy and the only Italian School present in all of the important International rankings. SDA Bocconi has been engaged in the promotion and organization of Executive Education since 1971, with an International approach. The School's vision of empowering life through knowledge and imagination lies behind its program offerings: Executive Education Open and Custom Programs, MBA and Specialized Master Programs, for the development of individuals, companies, institutions and economic systems.



PROF. GIUSEPPE SODA
Dean SDA Bocconi School of Managent, Italy



BOCCONI'S GLOBAL STANDING

BOCCONI UNIVERSITY FACTS AND FIGURES

5 SCHOOLS	14,000 STUDENTS	275 PARTNER SCHOOLS WORLDWIDE
8 DEPARTMENTS	337 CORE FACULTY	28 DOUBLE DEGREE AGREEMENTS
10 RESEARCH CENTERS	100,000 ALUMNI WORLDWIDE	#1 IN EUROPE PER PRESTIGE IN RESEARCH*

* Per number of European Research Councils (ERC) projects hosted. ERC is the first pan-European funding body for frontier research and it counts six Nobel laureates and four Fields Medalists among its grant holders.

BOCCONI & SDA BOCCONI RANKINGS



4th EUROPE
ECONOMICS & ECONOMETRICS

6th EUROPE
BUSINESS & MANAGEMENT

11th WORLDWIDE
SOCIAL SCIENCES AND MANAGEMENT



7th WORLDWIDE
CUSTOMIZED EXECUTIVE EDUCATION

6th EUROPE
BUSINESS SCHOOL

9th EUROPE
GLOBAL MBA

Forbes

5th NON-US-MBA



5th EUROPE FULL TIME MBA

Bloomberg Businessweek

7th NON US-MBA

SDA BOCCONI ACCREDITATIONS



AACSB International
The Association to Advance
Collegiate Schools of Business



European Quality
Improvement System



Association of MBAs
MBA provision accredited



PROF. VITTORIO LUIGI TAVA

IMB - INTERNATIONAL MASTER IN BUSINESS

The International Master in Business (IMB) is a specialized Master program fully equivalent to a postgraduate program that brings to India the expertise and the international standing of SDA Bocconi School of Management, Italy. The program is built with a combination of solid theory, case-study methodology, international experiences and corporate exposure. It is specifically designed to create responsible, reliable, and effective business leaders.

It comprises two 11-month modules, which includes a 4-month specialization semester spent at the Bocconi main campus in Milan, Italy in the second module. It is an intense experience that maximises learning opportunities in a limited scope of time. It allows students to specialize while offering the experience, the international outlook and the multicultural environment essential for a successful career in a global economy. Upon completion of the program, participants are awarded a Diploma by SDA Bocconi in Italy.

A TYPICAL IMB WEEK

	Mon	Tue	Wed	Thu	Fri
9.00 am - 12.00 pm	Lecture	Lecture	Lecture	Lecture	Lecture
12.00 pm - 1.00 pm	Lunch	Lunch	Lunch	Lunch	Lunch
1.00 pm - 4.00 pm	Lecture	Lecture	Lecture	Lecture	Lecture
4.00 pm - 5.30 pm	Guest speaker	Guest speaker	Guest speaker	Guest speaker	Guest speaker
5.30 pm onwards	Group work	Assignment	Personal study	Clubs	Group work

THE CURRICULUM*

TERM 1 July - September	TERM 2 October - December	TERM 3 January - March
<p>PRE-COURSES</p> <ul style="list-style-type: none"> Accounting Quantitative Methods Workshop - Case Preparation <p>CORE COURSES</p> <ul style="list-style-type: none"> Organization Design and Organization Behaviour Accounting and Control Competitive Strategy Quantitative Methods Foundations of Economics Investments 	<ul style="list-style-type: none"> Workshop - Excel Training Financial Reporting and Analysis Leadership and Change Management Project Management Marketing Entrepreneurship and Business Planning Retail and Channel Management Management Information Systems 	<ul style="list-style-type: none"> Digital Marketing Corporate Finance and Business Valuation Human Resource Management Operations Strategy and Supply Chain Business Analytics Workshop - Written Business Communication Workshop - Advanced Oral Communication <p>April - June</p> <p>► SUMMER INTERNSHIP</p> <p>► CSR INTERNSHIP</p>

TERM 4 June - August	TERM 5 September - December	TERM 6 January - March
<p>CORE COURSES</p> <ul style="list-style-type: none"> Financial Markets and Institutions International Corporate Strategy Sales Management Intercultural Communication and Negotiation * Elective 1 * Elective 2 <p>*(Students choose 2 out of 4 electives)</p>	<p>EXCHANGE SEMESTER</p> <p>At Bocconi University, Milan, Italy</p>	<p>CORE COURSES</p> <ul style="list-style-type: none"> Corporate Governance Advanced Macroeconomics Business Govt. Relations and Impact Investment Innovation Management * Elective Workshop 1 * Elective Workshop 2 <p>*(Students choose 2 out of 4 workshops)</p> <ul style="list-style-type: none"> Final Project <p>April</p> <p>► CONVOCATION</p>

* The above curriculum is subject to change.

OPENING WEEK. YOUR IMB BEGINS

Our Program starts with a one-week IMB induction, which will help you to understand and live the essence of the upcoming year.

Day ONE

Know your School

The first day of the Opening Week will give you the opportunity to know the details of SDA Bocconi Asia Center and your IMB curriculum. You will also celebrate the kick-off of the program with the school management, faculty, staff and seniors that will welcome you on board.

Day TWO

Know yourself and your class

The second day is about experiencing the diversity of your class, getting acquainted with the different profiles and dreams of your classmates.

Day THREE

Know your career

On the third day you will have the chance to interact with a sampling of key stakeholders for your future career: recruiters, career service, and alumni. You will also be given an overall Career Development Services presentation and introduced to Personal Assessment Analysis, One-on-One mapping sessions and placement process.

Day FOUR

Know your IMB

On the final day of the opening week, you will be informed of the various student committees, clubs and their selection process. Within this week you will also start with the academic pre-courses.



BOCCONI CAMPUS IN MILAN, ITALY



Students at Bocconi, Milan

SPECIALIZATION TERM AT BOCCONI CAMPUS IN ITALY

An entire term of the program is held at the Bocconi campus in Milan, where IMB students join the 1,600 exchange students from over 80 countries that spend a semester at Bocconi every year. IMB students take 4 electives, chosen amongst around 70 courses* offered, in order to specialize in one of the following tracks:

Selection of courses taken by students in past

MARKETING

- Industrial Marketing
- Digital and Interactive Marketing
- Marketing and CRM
- Understanding Consumer (Consumer Behaviour and CCT) Module 1
- Understanding Consumer (Consumer Behaviour and CCT) Module 2
- Marketing Management - Advanced

RETAIL MANAGEMENT

- Pricing Management
- Channel Marketing (Trade Evolution, Analysis and Planning)
- Sales Management
- Understanding Consumer

BANKING AND FINANCE

- Asset Management
- Fixed Income (Advanced Methods)
- Bank And Fintech: Vision and Strategy
- Structured and Project Finance
- Real Estate Finance
- International Finance
- Advanced Derivatives

MANAGEMENT OF FASHION AND LUXURY

- Management of Fashion & Luxury Companies
- Event, Mega Event Management & Creative Industries
- Management of Design
- Value Chains and Business Models in Fashion and Luxury

OPERATIONS MANAGEMENT

- Supply Chain Management
- IT Management
- Operations Management Lab

ORGANIZATION & HRM

- Human Resource Management
- Leadership and Power
- Change Management
- Strategic and HR Management in Public Organizations
- Management of Cultural Industries and Institutions - Module 1 (Strategy and Governance)

STRATEGIC MANAGEMENT & MANAGEMENT CONSULTING

- Business Process Management and Modelling
- Managing the Multinational Corporation
- Strategic Options for Global Markets
- Management Consulting

ENTREPRENEURSHIP

- Entrepreneurship and Business Planning
- Social Entrepreneurship and Impact Investing
- Strategic Management in Family Business

INNOVATION AND TECHNOLOGY MANAGEMENT

- Empirical Methods for Innovation Strategies
- Innovation and Competition in Life Science
- Digital Business Transformation
- Innovation and Services

BUSINESS ANALYTICS FOR DECISION MAKING

- Web And Social Analytics
- Applied Numerical Finance
- Big Data for Business Decisions

*The above courses are subject to change



BOCCONI CAMPUS IN MILAN, ITALY

WORLD-RENOWNED FACULTY



MASSIMO AIELLI
Professor of Accounting and Control



STEFANO GATTI
Professor of Banking and Finance



THANOS PAPADIMITRIOU
Professor of Operations and Technology Management



CARLO ALTOMONTE
Professor of Economics



GIMELE GIGANTE
Course Director of Principle of International Finance



FERDINANDO PENNAROLA
Professor of Organization and Human Resources Management



SILVIA BAGDADLI
Professor of Organization and Human Resource Management



ALBERTO GRANDO
Dean for Strategy Implementation at Bocconi University and Professor of Operations



MAURIZIO POLI
Professor of Quantitative Methods and Program



DAVID BAROLET
Dean, SDA Bocconi Asia Center & Professor of Strategy and Entrepreneurship



ANJANA GREWAL
Senior Professor-Marketing and Corporate Governance Senior Director-Centers of Excellence SDA Bocconi AC



DEVA RANGARAJAN
Professor of Sales Management



PAOLA BIELLI
Professor of Information Systems



MONICA GROSSO
Professor of Marketing



DAVIDE REINA
Professor of Marketing



VICENZO CAPIZZI
Professor of Banking and Insurance



PAOLO GUENZI
Professor of Sales Management



MARCO SAMPIETRO
Professor of Project Management



SANDRO CASTALDO
Professor of Marketing



SEEMA KHANVILKAR
Professor of Business Communication



LUIGI VITTORIO TAVA
Distinguished Professor of Decision Sciences and Business Analytics



ITALO COLANTONE
Assistant Professor of Economics



MASSIMO MAGNI
Professor of Leadership, Organization and Human Resources



RENATA TRINCA COLONEL
Professor of Decision Sciences and Business Analytics



MARIANO CROCE
Associate Professor of Finance



ANDREINA MANDELLI
Professor of Marketing



VERONICA VECCHI
Professor of Business Government Relations & Director of Executive Education



MIKKEL DRAEBYE
Professor of Strategic and Entrepreneurial Management



ANTONIO MARRA
Professor of Accounting, Finance and Control



SERGIO VENTURINI
Professor of Quantitative Methods



LEONARDO LUCA ETRO
Professor of Corporate Finance



MARCO MERELLI
Professor of Economics



LAURA ZONI
Professor of Accounting, Control Corporate & Real Estate Finance



LOCATION AND FACILITIES

SDA Bocconi Asia Center is located in Hiranandani Gardens, close to Powai lake in Mumbai, home to several multinational companies.

The infrastructure and facilities meet the highest international standards:

- State of the art classrooms, designed to maximize interaction amongst students
- Advanced e-learning facilities for the sharing of presentations and course materials
- Video-conferencing platform
- Digital Media Library and Data Access facilities; Bocconi has the largest European archive of books and articles related to business and economics, most of them accessible online
- Areas for group-works and individual study





ACCOMMODATION

The hostel is within a short distance from the didactic area and the famous bustling Hiranandani Gardens in Powai with all the major chains of restaurants and recreational outlets. We understand that a lot of our students are moving away from home for the first time, hence we strive to make the transition as smooth as possible by providing a comfortable, safe and homely set-up.

All the rooms have been designed to provide adequate space and comfort. Hostel facilities are available (optional) on first come first serve basis. Double/triple occupancy rooms are provided with all modern amenities.



Home away from home

Hostel life in India is only next to army life in terms of living. Everyone is on their own yet everyone is dependent on each other. We found a perfect place to unfold and share the best part of us. We are lucky enough to experience world class amenities along with an outstanding view from all our rooms. In the end, it's not the years in our life that count but, it's the life in our years that makes all the difference!

SAVITRI NADAGOUDA | Class of 2018





LEADERSHIP & CAREER DEVELOPMENT

The Career Development Services (CDS) & Corporate Relations team goes through a rigorous one-on-one Student Mapping exercise to understand the competencies and aptitudes of our students. We expect them to hone their skills through dedicated, smart work. Through regular counseling sessions, our students make informed decisions while planning their careers. We exhort our students to participate in various events, corporate live projects and corporate & academic competitions throughout their learning at SDA Bocconi Asia Center.

NETWORKING OPPORTUNITIES

Focus on Professions

Industry experts visit SDA Bocconi Asia Center to share their experience with students through multiple seminars & guest lectures. It is an opportunity to explore career paths to know specific job functions (e.g. marketing and sales, communication, accounting, corporate finance, human resources and organization) or industrial sectors (e.g. retail, luxury & fashion, investment banking, management consulting, e-commerce companies, etc.).

Corporate Knowledge Partnership

Top managers and entrepreneurs access SDA Bocconi Asia Center classrooms to address students on course-related subjects as guest speakers within IMB courses. It is an opportunity to get a hands-on perspective on a course topic as well as to be involved in real business case studies.

MR. T. K. SRIRANG
Head HR - ICICI Bank





MR. DARSHAN MEHTA
Reliance Brands, CEO

PLACEMENT PROCESS

● Summer Internships

Recruitment for Summer Internships commences early September through our Recruitment Day, SDABocconiAsiaCenter&Jobs Mumbai. Prior to this day, companies and institutions are encouraged to participate and schedule Pre-Placement Talks (PPTs), followed by interviews on the recruitment day.

● Internship Offers

Recruiters are required to fill in an internship offer form including details of the company, functional area, job description, personal attitudes, professional skills and qualifications required as well as the stipend offered. Offers are distributed among students to collect applications. The CDS office pre-screens candidates to match the profile and company requirements.

FINAL PLACEMENT

Recruitment for final placement starts mid-December. Companies are encouraged to schedule telephonic and/or Video Conference interviews for earlier rounds when IMB students are attending their specialization term in Milan, Italy.

● CV Book

The CV Book is the main tool to share the IMB students' profiles with employers. It includes data on student's study path, work experience and skills. This allows recruiters to pre-screen candidates who fit their corporate skill set.

● Job Description

Recruiters are required to fill a job offer form including details on the company, the functional area, the job description, personal attitudes, professional skills and qualifications as well as the remuneration package. These are distributed among students to collect applications; the CDS office can pre-screen candidates to match the profile and company requirements.

● Pre-Placement Talks

Employers have the opportunity to meet the students, inform them about their company, its business sector and career opportunities, before our Recruitment Day, SDABocconiAsiaCenter&Jobs Mumbai.



SDABocconiAsiaCenter&Jobs MUMBAI, ON-SITE RECRUITMENT DAY

Companies are invited to meet top graduating talents personally, interview them, and offer placement opportunities through our on-site Recruitment Day, SDA BocconiAC&Jobs Mumbai towards the end of their 2nd year.

PLACEMENT STATISTICS

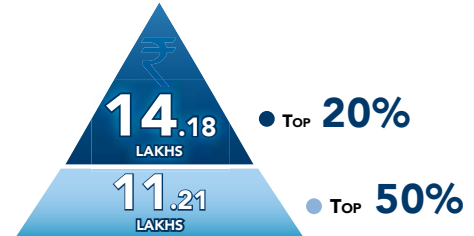
PGPB5 (Now IMB) - CLASS OF 2018

Percentage wise CTC (INR) details

Salary details (INR)

Average **9.82 Lakhs**

Median **9 Lakhs**



Focus was given on individual career aspirations and having personal interviews between students and companies. This saw a marked rise in the number of Off-Campus offers where individual students interviewed at the company's premises.

PARTICIPATING COMPANIES SECTOR WISE



BFSI	14%	
IT / TLC	12%	
Consulting	12%	
FMCG / FMCD	10%	
Manufacturing	8%	
Luxury / Retail	7%	
Services	7%	
E-Commerce	5%	
HR Consulting	5%	
Pharma / Healthcare	5%	
Education	5%	
Media / Advertising	3%	
Analytics	2%	
Others	5%	

ROLES OFFERED FUNCTION WISE:



SALES & MARKETING

Management Trainee

Deputy Manager

Associate Consultant

Associate Sales Manager

Deputy Sales Manager

Associate Brand Manager

OPERATIONS

Sr. Business Analyst

Demand Planning Executive

Operations Manager

Management Trainee

Principal Analyst

FINANCE

Manager Mortgage Loan Credit

Management Trainee

Manager Treasury Control

Equity Research Analyst

Executive Business Evaluation

CONSULTING

Consultant

Associate Consultant

HR

Area Manager

Associate Consultant

LIST OF COMPANIES

The Class of 2018 received offers from the following industries viz. FMCG/ FMCD, BFSI, IT/ITES/Telecom, Management Consulting, Manufacturing, Luxury & Retail in functions across Sales & Marketing, Operations and Supply Chain, Finance, Human Resources, Analytics, Strategy and Consulting



Students secured offers from the following companies

AB INBEV
 AICL COMMUNICATIONS AON
 AVENUES PAYMENTS BAXTER
 BOSTIK
 CAPIOT
 CATENON WORLDWIDE
 CRMIT SOLUTIONS
 FERRERO INDIA
 FIAT CHRYSLER AUTOMOBILES
 FINO FINTECH
 FYND
 GARWARE POLYESTER
 H&M
 HILTI
 HINDUSTAN UNILEVER
 ICICI BANK
 ICICI PRUDENTIAL
 ICICI SECURITIES





KIMS GLOBAL
 MERCK SHARP & DHOME
 MICHAEL PAGE
 MONEYCONTROL
 MYGATE
 NRB BEARINGS
 NYKAA
 PIAGGIO
 PURPLLE
 SOULFLOWER
 TCS
 THAI SPRING FISH
 UDAAN
 UNIVERSAL CONSULTING
 VODAFONE INDIA
 ZINNOV MANAGEMENT CONSULTING
 ZS ASSOCIATES

IMB 2018-20 STUDENTS PROFILE

AGE

Average:	23 Years	
Female	50%	
Male	50%	

ACADEMIC BACKGROUND

Engineering	60%	
Commerce	17%	
Management	9%	
Others	14%	



GEOGRAPHIES REPRESENTED

Indian States & Union territories: **19**

WORK EXPERIENCE

Average **1.3** Years

PROFESSIONAL EXPERIENCE

Freshers	40%	
Experienced	60%	



IMB BATCH 2018-20

STUDENT CLUBS AND COMMITTEES

Clubs are a relevant component of the IMB experience, focusing on the managerial abilities that are required to draw business plans, develop external and company relations.

- LUXURY CLUB
- ENTREPRENEURSHIP CLUB
- FINANCE CLUB
- OPERATIONS CLUB
- MANAGEMENT CONSULTING CLUB
- SPORTS CLUB
- MARKETING CLUB
- MEDIA COMMITTEE
- CULTURAL CLUB
- PLACEMENT COMMITTEE
- HR CLUB
- TOASTMASTERS CLUB
- PHOTOGRAPY CLUB



L'Oreal Brandstorm Regional Finalist West

STUDENT COMPETITIONS AND ACHIEVEMENTS 2017/2018

Competition Name	Conducted by/at	Outcome
Interpreters- The HR Game	SIMS Pune	TOP 10
Pratyay '17	IIM Raipur	WINNER
Parkramann 17	IIM Raipur	RUNNERS UP
SIMSREE	Asia Pacific International Conference	RESEARCH PAPER SELECTED
Mallennial Challenge	Bestsellers	NATIONAL RUNNER UP-2ND POSITION
Loreal	Brandstorm	REGIONAL FINALIST-WEST
FCB ULKA	Comstrat	NATIONAL WINNERS

BOCCONI ALUMNI ASSOCIATION

Alumni are one of the greatest assets of business schools around the world. IMB graduates will have access to the **Bocconi Alumni Association (BAA)** network, consisting of more than 100,000 graduates in over 80 countries around the world.

BAA aims at spreading the value of a shared experience and culture and at strengthening the ties among Alumni operating in key positions in different countries and industries. Through projects, activities, study and exchanges, BAA contributes to the development and enhancement of the school and its students.

Services for Alumni include an on-line directory, a calendar of events, newsletters, chapter and club news, and many other services which help foster and consolidate networking among alumni and relations between alumni and the school.

The alumni network is developing local chapters in a vast number of cities including Athens, Barcelona, Buenos Aires, Delhi, Dubai, Frankfurt, Lisbon, London, Madrid, Mumbai, Munich, New York, Oslo, Paris, Sao Paulo, Shanghai, Tokyo, Zagreb, and Zurich. Additionally, there are a large number of informal networks in other cities.

“

Undoubtedly, one of the best decisions which I made, I would recommend the IMB to anyone who is looking for an intensive and challenging program in business.

NITESH RASTOGI, Class of 2014

“

Exceptional faculty, invigorating environment, exemplary guest lectures and an exciting curriculum is what defines my experience at SDA Bocconi Asia Center Bocconi.

SUPRIYA NARASIMHAN, Class of 2014

“

SDA Bocconi Asia Center has given me the courage and skills to follow my heart and pursue ideas I am passionate about. Exploring new ways of thinking, or discovering how to make the contribution you always wanted. Perhaps even in ways you never imagined possible. The education you receive will empower you with the knowledge, skills, and long-term vision that lead to innovation and growth.

RANGARAJAN RAMAMURTHI, Class of 2015



Bocconi
Alumni Meet | India

ELIGIBILITY AND SELECTION PROCESS

ELIGIBILITY

- Applicants must have an undergraduate degree in any discipline or should be in their Final Year when applying. Previous work experience is not required, but could be considered as an asset.
- IMB is designed for freshers and young executives with up to 5 years of work experience.
- The eligibility criteria for academics is a minimum of 50% across 10th, 12th and under graduation and a minimum aggregate average of 65% of 10+12+undergrad.
- All applicants are required to appear for at least one of the below mentioned entrance tests before submission of their application, in a particular round. For IMB (Batch of 2019-21), SDA Bocconi Asia Center is accepting the following test scores:
 - **Bocconi Test**
 - **CAT** scores - 2017/2018
 - **GMAT** scores taken after January 1, 2016
 - **NMAT by GMAC** score of 2017/2018
 - **GRE** scores taken after January 1, 2016
- The candidate can be asked to take the Bocconi Test if they don't have any other test score, or if the provided score is not up to the expectation of the admissions committee. There is no additional fee to take the Bocconi Test.

In case of multiple test scores, we consider the best of the scores.

APPLICATION PROCESS

- **STEP 1** - Apply Online at www.sdabocconiasiacenter.com
- **STEP 2** - Submit your application with test scores, essays & documents. If you have not appeared for any of the tests you will have to take the Bocconi Test.
Email: admissions@sdabocconiasiacenter.com
IMB Application Fees is INR 2200
(Non-refundable under any circumstances)

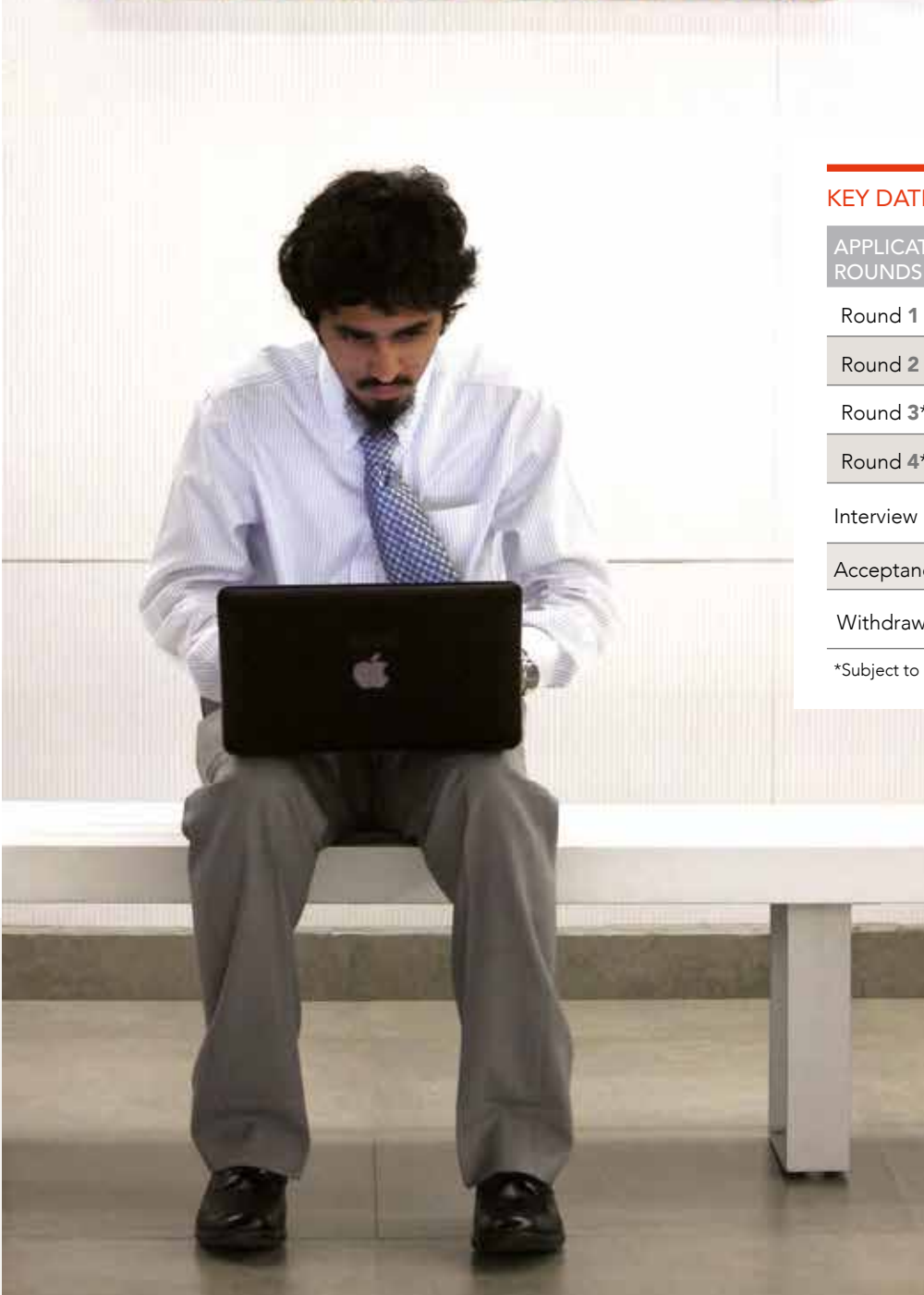
SELECTION PROCESS

The process is based on an overall profile analysis of the below mentioned factors:

- **Academic Abilities**
Candidates with a consistent academic background and a demonstrated ability to work under pressure have an advantage in the selection process.
- **Test Scores**
Applicants must also score well in admission tests (CAT, GMAT, GRE, NMAT by GMAC, or the Bocconi Test). SDA Bocconi Asia Center does not indicate any "cut off" restriction. A high test score is definitely helpful, but – for instance – an average score could be compensated by the candidate's excellence in other areas.
- **Extra-Curricular & Soft skills**
Applicants are evaluated on the basis of their personal interview and application. Their ability to listen, to concentrate, to be involved, being responsible, and motivation to grow as a manager are critical for selection as well. Extra-curriculars such as management experience, leadership potential, entrepreneurial experience, communication skills, creativity, and involvement in community/social clubs are additional considerations.
- **Personal Interview**
Interviews are conducted following an initial pre-selection based on the dossier submission. Candidates are evaluated on multiple parameters such as problem-solving skills, communication, and overall profile.

The process is meant to determine if the candidates are suitable for the program, but also to assess whether the program will meet each candidate's expectations and career goals.

- **STEP 3** - After the submission of duly completed application, the shortlisted candidates are provided with an interview date which is conducted in person or online. Admission results are communicated to the accepted candidates in writing through an offer letter. The tuition waivers or scholarships are also part of the same offer letter, if awarded to a particular candidate. Kindly check our website for detailed information.



KEY DATES*

APPLICATION ROUNDS	SUBMISSION DEADLINE
Round 1	20 th November 2018
Round 2	20 th January 2019
Round 3**	20 th March 2019
Round 4**	10 th May 2019
Interview Dates	Students will be intimated via email if shortlisted with interview dates
Acceptance Dates	Will be mentioned in the Offer Letter
Withdrawal Policy	Will be mentioned in the Offer Letter

*Subject to change **Subject to availability of seats.

IMB FEES & FUNDING

TOTAL FEES

PROGRAM & ACADEMIC FEES	COST IN (INR)
Admission Fee	2,50,000
*Tuition and Academic Fee (Includes Milan Semester Tuition Fee)	16,10,000
**Total Fees	18,60,000

*The above is paid in installments. Details are shared with the offer letter for the selected candidates. The fees include most teaching material (some texts must be purchased separately).

**Taxes and cesses shall be payable as per the rates applicable at the time of payment.

RESIDENTIAL FACILITIES IN MUMBAI

Hostel facilities are available for students on first come first serve basis. As the space in the hostel is limited, we recommend candidates to apply in earlier rounds to avail this facility.

These are twin sharing rooms with attached washrooms and has all the basic facilities Bed, Mattress, Wardrobe, Study table, refrigerator, air conditioning and wifi.

Please contact the admissions office for further details and hostel charges at admissions@sdabocconiasiacenter.com

EXPENSES FOR 4 MONTHS MILAN SEMESTER

No additional tuition fees are requested. The estimate costs to be borne by the students in Milano are: **Airfare:** approx. 800 Euros. **Housing:** approx. 600 Euros per month. **Food:** a meal at the university canteen is approx. 10 Euro. **Public transportation:** a monthly pass is approx. 22 Euro for students (under 26 years) or approx. 35 Euro for students over 26 years of age. **Visa Fees and Stay permit** in Italy: approx. 350 Euros.

SCHOLARSHIPS AND FINANCIAL AID

The school assists candidates in their search for funding by supplying the necessary documentation and encourages them to explore all scholarships, and loan possibilities in time. The school has tie-ups with Axis Bank, Credila and Avanse for availing loans. SDA Bocconi Asia Center offers up to **80% merit-based tuition waivers** to the eligible candidates. SDA Bocconi Asia Center also has **Scholarship awards presented to WOMEN IN LEADERSHIP, SPORTS AND CULTURAL ARTS**, etc. Awards are only granted to the candidates with an outstanding profile. In addition, to these, to sustain and support the international exposure for outstanding candidates, a limited number of **DEAN'S Scholarships** may be granted. The Selection is carried out by a committee whose decision about numbers, amount and recipients is final and unquestionable. For more information please check our website or email: admissions@sdabocconiasiacenter.com



PROGRAM COUNSELLING

SDA Bocconi Asia Center encourages its aspirants to reach out to our program advisor for understanding all the aspects of the IMB, International Master in Business. The advisor will assist you with all the information about the program curriculum, faculty, semester in Milan, specializations and placements amongst others.

INFORMATION SESSIONS

SDA Bocconi Asia Center regularly organizes an in-person information session about the IMB Program. Information Sessions provide students with the opportunity to interact directly with the school management, alumni, and current students. Through these sessions, we provide information regarding the program, class profile, career paths, jobs, interview process, etc.

PROFILE EVALUATION

SDA Bocconi Asia Center encourages interested candidates to **submit their updated CV** to the SDA Bocconi Asia Center team for a profile evaluation. This evaluation will give you an idea whether you meet the standard requirements for admission and will assist you in understanding the strong and weak points on your CV. Additionally, the team will work with you to find the best way to present your profile considering your strengths and weaknesses.

COUNSELLING SERVICE

Contact us or submit your CV for more information about the Program and guidance throughout the admission procedure.



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info@sdabocconiasiacenter.com

ATTEND AN IMB LECTURE



Visit the school, meet the IMB students and attend a lecture with them.

For registration Email:



admissions@sdabocconiasiacenter.com

SDA Bocconi

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