



Lawrence  
Technological  
University

# JOINT DEGREE DUAL PROGRAM (PGDM & MBA)

**PUNE INSTITUTE OF BUSINESS MANAGEMENT**

In collaboration with

**COLLEGE OF MANAGEMENT,**

**LAWRENCE TECHNOLOGY UNIVERSITY**



# RANKINGS AND RECOGNITIONS

Accredited by



Accredited by



Ranked by NIRF 2023 among  
Top 7 B-Schools in Pune  
Top 125 B-Schools in India



Recognized  
as one of the  
Best Education  
Brands



50<sup>th</sup>

in Best Private B-Schools  
in India



Awarded for the Most  
Innovative Learning  
Practices 2018 in Asia



Covered by Republic  
TV as one of the Great  
Places to Study in India.



34<sup>th</sup>

in Top B-Schools  
in India

23<sup>rd</sup>

in Top Private  
Institutes

16<sup>th</sup>

in Top B-Schools  
in India in West Zone

## Forbes

Featured in Forbes  
Marquee edition as  
one of the Great  
Indian B-Schools



16<sup>th</sup>

Top B-Schools in  
India for Finance

10<sup>th</sup>

for Intellectual  
Capital & Learning  
Experience

10<sup>th</sup>

for Industry  
Interface



Awarded as the Best  
Emerging Institute in India

# PIBM IN NUMBERS

**700+**

Corporate Guests to interact with PIBM students

**350+**

Faculty & Domain Trainers to imbibe the Business Management Knowledge

**30+**

Industry Visits in various companies to understand the corporate functions at first hand

**100+**

Mock Interviews to ensure imbibing the confidence required for the Placement process

**750+**

Top Recruiters from diverse sectors to offer the best jobs to PIBM students

**7500+**

Success Stories of our proud Alumni already created by PIBM since inception

**21000+**

Book copies available in PIBM's Library

**50+**

Live Business Projects to assist students in developing Practical knowledge

**50+**

Mock Group Discussions to practice the art of communication & building knowledge

**21+**

Certification Programs: SAP - ERP, Six Sigma, R, MS Project, Advanced Excel, Python, Tableau & more

**10+**

Business Magazines Subscription to keep abreast with the Global Business & Economics

**100+**

Aptitude Tests to improve the analytical and reasoning skills

**3000+**

Book Titles from various fields & functions

**15+**

National & International Journals subscription like ProQuest & JQuest

**26+**

States from where Students have joined PIBM to achieve their dreams

# ABOUT PIBM

Pune Institute of Business Management (PIBM) is one of the top B-Schools in India, providing high-value business management education to produce educated and skilled Management Graduates. PIBM stands tall amidst the B-Schools in India because not only do we focus on the highest standards of academics but also train students with the industry-required skill sets, making them shine in the corporate world. Established in 2007 and spread across 18 Acres, PIBM is strategically located in a calm and serene valley on the outskirts of Pune, India.

At PIBM, management education is not limited to academic accomplishments alone but extends much beyond the mainstream classroom education. We foster many aspects such as leadership skills, teamwork, problem-solving abilities, logical & analytical thinking, creativity, and decision making, to build successful careers in business management.

The life at our campus is full of zest. As a part of campus life, we have several social, cultural and sport events.

At PIBM, we are one big family with students and faculty from all part of the culturally rich and diverse India.

Our extensive corporate association of 100+ Corporate Panelists and 600+ other Corporate Heads such as CEOs, CFOs, Directors, Presidents, VPs, and Heads from Top National and Multinational Companies plays a vital role in making the students industry ready by training them continuously on latest industry trends.



# JOINT DEGREE DUAL PROGRAM - PGDM & MBA

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GLOBAL  
*seek knowledge worldwide*

LTU



Students will get **trained on their fundamentals** at PIBM for year 1, dual campus

Students will move to their **selected international university for course completion** after completion of first year

Post completion of the program, PIBM's **International Placement Offices** will assist the students for the **top Global Placement opportunities**

**Co-designed with the industry**, our **curriculum** helps students look at how international businesses operate

**Learn Management from a strong team of faculty members** equipped with high-value industry experience

Students will also get a **3 Year Internship opportunity** in top firms, earn post you learn

Expand your **knowledge beyond the regional focus & build a global outlook**

**Overcome real-world business challenges** by focusing on a case-study based practical learning approach

Learn management concepts directly from our network of **700+ Industry Experts**



# JOINT DEGREE DUAL PROGRAM - PGDM & MBA

The Joint Degree Dual Program - PGDM & MBA prepares you for a successful career in any of seven valuable concentrations, which gives you the freedom to tailor your degree to suit your specific goals. Our flexible start dates and delivery methods – on-campus and online – are ideal for busy professionals.

In today's competitive marketplace, an Joint Degree Dual Program - PGDM & MBA degree gives you the edge you need in recruitment, promotions and opportunities in management and leadership. An Joint Degree Dual Program - PGDM & MBA prepares you for a leadership role with highly transferable skills including problem solving, critical thinking skills, strategic planning, financial acumen, time and people management and much more. We focus on the use of contemporary issues to ensure real-world relevance, that can readily be adapted to

professional situations.

PIBM's network of experienced faculty members, alumni, and industry leaders helps connect you to job opportunities and advancement. Our professors offer real-world experience from a wide range of business sectors and are well versed in real-world application of theory. They also provide individual support and mentoring to students. Close proximity to multinational corporations and regional businesses throughout both the locations, provides unmatched resources for networking and internship training.

## FINANCE

Multi-national companies around the world demand finance professionals who have acquired knowledge and competencies in globally recognized skills in financial management. At PIBM, Finance specialization students undergo rigorous training on the most important financial concepts and job profiles required & recognized around the world. Following are some of the aspects of financial training:

- Extensive exposure to global taxation, finance analytics, equity research, investment banking, capital markets, wealth management, commercial credit, corporate finance, financial advisory, finance quality management, treasury, and many other important job profiles
- Practical hands-on experience in conducting financial statement analysis, research, and building robust and flexible financial models
- Training by Corporate Panelists, Corporate Guests, and Academic experts on Capital Markets, Fund Accounting, Risk Advisory, Corporate Finance, and many other profiles
- Training on financial and statistical tools like Bloomberg, Ace Analyzer, SPSS, and Advanced Excel

## CERTIFICATIONS & TRAINING

01 Bloomberg Terminal

02 NISM Certification

03 CFA Training

04 Financial Modeling Training

05 CISI Certification

06 SAP - FICO & FSCM Certification

07 CPA Certification

08 Financial Statement Analysis Training

## GLOBAL SKILLS DEVELOPMENT

### MARKETING

The marketing landscape has changed around the globe with more integration of technology and data analytics. At PIBM, students who are pursuing Marketing and Sales specialization get exhaustive training on the important skills and knowledge recognized by companies around the world. Following are some of the aspects of training at PIBM in the marketing domain:

- Extensive hands-on training on marketing analytics, digital marketing, channel management, B2B/B2C/B2H sales, advertising, branding, market research, retail management, media sales, pre-sales, and many other important job profiles
- Training on how to identify the business problems, understand the needs of existing customers, identify new business opportunities & changing market trends, discover potential customers, and many more, helping the businesses grow at a multi-national level
- Training on how to prepare a global & international marketing strategy for global companies which helps to understand organizational processes, identify business problems, and build a marketing solutions
- Training by Corporate Panelists, Corporate Guests, and Academic experts on marketing strategy, digital marketing, marketing analytics, and many other important profiles

### CERTIFICATIONS & TRAINING

01 SAP - S&D Certification

02 Marketing Analytics Training

03 Digital Marketing Tools Training

04 SPSS

05 Advanced Excel





## **HUMAN RESOURCE**

PIBM, over the years, has developed industry co-designed training programs and methodologies for the HR domain. The focus of the training is to develop the competencies, skills, and knowledge that are required by the top global MNCs. HR domain students at PIBM are trained with advanced HR management concepts to become the global leaders of tomorrow. The students are trained with globally accepted training tools & techniques:



- Rigorous practical training on HR analytics, HR generalist, performance & talent management, training & development, international labour laws, PMS modeling, talent acquisition, recruitment & selection, employer branding, and many other important job profiles & domains
- Training to identify the problems in diverse industries, in order to let the students get a practical knowledge of how to build various HRM Modules, PMS Structures, and much more irrespective of the sector they are working in
- Training on how to use tools & techniques like Human Resource Management System (HRMS) or Human Resource Information System (HRIS), employee Net Promoter Score (eNPS), workforce Analytics, 360-degree Appraisal and many more

## **CERTIFICATIONS & TRAINING**

**01** HR Analytics Training

**02** SAP - HRM Certification

**03** SPSS

**04** Advanced Excel

### BUSINESS ANALYTICS

A degree and knowledge in Business Analytics domain has increasingly becoming popular around the world. With businesses becoming more data-focused, there's a huge demand for business analysts who are excellent at data analytics and related functions. Business Analytics students at PIBM are trained to become successful BA professionals with in-depth and advanced knowledge required by companies from around the world.

- Training on Artificial Intelligence (AI), Big Data, Data Quality, Data Analytics, Statistical Methods, Data Optimization, and Data Visualization Models to manage an organization's business planning.
- Advanced case study analysis method is used to train students, giving them in-depth knowledge to analyze & predict patterns and make informed business decisions across various domains
- Internships & live projects in diverse sectors for learning and implementing the strategies developed during the training process which helps to have a perfect blend of forming a business strategy and executing them efficiently and effectively
- Training in various data analytical tools for managing important functions required by Business Analyst job role

### CERTIFICATIONS & TRAINING

01 Python Training

02 Tableau

03 SPSS

04 R Training

05 QlikView

06 Advanced Excel



## **OPERATIONS**

Operations management as a business practice is considered one of the most important functions in companies around the world. Supply chain management and logistics have great importance for the customers, suppliers of the company, its owners, and shareholders. Operations management creates and ensures the effective functioning of the material flows in an organization.

- In-depth training on important concepts of Operations such as supply chain, logistics, capacity planning, quality control & assurance, lean manufacturing, product & service design, process improvement, optimization, warehousing, stock control, and many more
- Intensive hands-on training on understanding the whole supply chain of various companies belonging to diverse sectors through live projects & internships
- How to organize the storage and distribution of goods, how to ensure that the right products are delivered to the right location on time and at an efficient cost
- Practical hands-on training on communication skills on how to liaise with suppliers of raw materials, manufacturers, retailers, and consumers

## **CERTIFICATIONS & TRAINING**

**01** Six Sigma - Green Belt Certification

**02** MS Project Certification

**03** SPSS Training

**04** Advanced Excel Certification

## **NETWORKING & COMMUNICATION SKILLS**

The life skills development cell at PIBM focusses on developing the business communication and networking skills. The objective of the cell is to impart confidence through multitude of communication training sessions, presentations, group discussions, personal interviews, and mentorships.

Throughout the program, you will have the opportunity to learn from the renowned business and management leaders who conduct corporate training sessions. Through your placement experiences, peers, the teaching staff, and business leaders, you'll have the opportunity to establish shared learning, business contacts, and networking possibilities.



## LTU Campus in Michigan, USA



Corporate Session at LTU



Corporate Session at PIBM



PIBM Campus in Pune, India



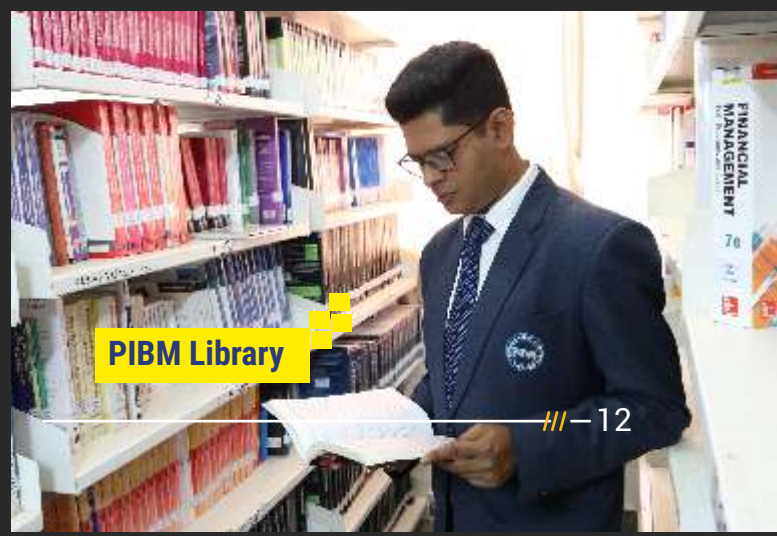
LTU Library



Convocation at LTU



Convocation at PIBM



PIBM Library

# CURRICULUM

Lawrence Technological University (LTU) MBA program is a 36 credit program which may require domestic students to complete up to an additional 6 credits depending on their undergraduate coursework



## CORE COURSES 18 CREDITS

In the six core courses, you will apply the theory from the foundation coursework through cases & real-world exercises.

- ACCT 505 Managerial & Cost Accounting (3 credits)
- FIN 505 Advanced Financial Management & Policy (3 credits)
- ITKM 505 Information Systems & Knowledge Management (3 credits)
- MGMT 505 Organizational Behavior (3 credits)
- MKTG 505 Marketing & Branding (3 credits)
- MGMT 555 Global Program & Project Management (3 credits)

# CAPSTONE COURSES

9 CREDITS

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The Capstone experience provides the final integration of student learning across the disciplines, and the applicability of concepts learned in practical and competitive situations.

## INTEGRATION COURSE (REQUIRED)

- BUCP 597 Policy & Strategy  
(3 credits)

## PRACTICUM (SELECT ONE)

- MGMT 582 Business Planning (3 credits)
- MGMT 589 Cases in Ethics, Innovation, & Leadership (3 credits)
- GLDP 501 Research Methods (3 credits)

## EXPERIENTIAL COURSE (SELECT ONE)

- MGMT 582 Business Planning (3 credits)
- MGMT 589 Cases in Ethics, Innovation, & Leadership (3 credits)
- BUCP 598 Thesis (3 credits)
- BUCP 599 Internship (3 credits)

# CONCENTRATION COURSES

9 CREDITS

## MBA WITH ACCOUNTING

COURSE OPTIONS INCLUDE (SELECT THREE):

Because many careers require specialized and in-depth knowledge and skills in specific business areas, the program provides students with the opportunity to complete three classes of in-depth study in an area of their choice.

- ACCT 508 International Accounting (3 credits)
- ACCT 510 Intermediate Accounting (3 credits)
- ACCT 520 Auditing (3 credits)
- ACCT 530 Personal Taxation (3 credits)
- ACCT 535 Business Entity Taxation (3 credits)
- ACCT 540 Advanced Financial Accounting (3 credits)
- ACCT 545 Financial Reporting & Analysis (3 credits)

- ACCT 555 Advanced Auditing (3 credits)\*
- ACCT 556 Accounting Regulations (3 credits)\*
- ACCT 557 Business Environment
- ACCT 558 Advanced Financial Accounting & Reporting (3 credits)\*
- & Concepts for Accountants (3 credits)\*

\*Registration for these courses requires approval by the accounting chair and program director.

## **MBA WITH ANALYTICS INTELLIGENCE**

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This three course M.B.A. Concentration provides a practical foundation in analytic intelligence. This concentration will prepare students for entry level roles in business intelligence and business.

- ITKM 548 – Enterprise Intelligence and Decision Support Systems
- ITKM 549 – Technical Concepts for Analytics Professionals
- ITKM 560 – Foundations in Advanced Enterprise Analytics

## **MBA WITH FINANCE** **COURSE OPTIONS INCLUDE (SELECT THREE)**

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- FIN 520 Investment Analysis (3 credits)
- FIN 525 International Financial Management (3 credits)
- FIN 530 Technical Analysis & Trading (3 credits)
- FIN 540 Financial Analysis & Modeling (3 credits)
- FIN 545 Financial Derivatives & Risk Management (3 credits)
- FIN 550 Cases in Finance (3 credits)
- FIN 555 Management of Financial Institutions (3 credits)
- FIN 570 Managerial Economics (3 credits)

## **MBA WITH HEALTHCARE MANAGEMENT**

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- Healthcare Quality, Outcomes, & Evidence-Based Care (3 credits)
- Healthcare Leadership and Business Administration (3 credits)
- Epidemiology, Population Health, & Data Analytics (3 credits)



## **MBA WITH HUMAN RESOURCES MANAGEMENT**

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MGMT 511 Human Resources Management (3 credits)

MGMT 512 Organizational Development (3 credits)

MGMT 515 Workforce Assessment (3 credits)

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## **MBA WITH MANAGEMENT**

**COURSE OPTIONS INCLUDE (SELECT THREE)**

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- MGMT 511 Human Resources Management (3 credits)
- MGMT 512 Organizational Development (3 credits)
- MGMT 522 Conflict & Negotiation (3 credits)
- MGMT 523 Leadership, Teams & Managing Change (3 credits)
- MGMT 534 Strategic Sourcing & Vendor Management (3 credits)
- MGMT 539 International Issues (3 credits)
- MGMT 555 Global Program & Project Management (3 credits)
- MGMT 560 Foundations of Business Process & Ops Management (3 credits)
- MGMT 565 Foundations of Product Management (3 credits)
- MGMT 571 Foundations of Service Management (3 credits)
- MGMT 585 New Product Commercialization (3 credits)
- MGMT 590 Intellectual Property Management (3 credits)

## **MBA WITH MARKETING**

**COURSE OPTIONS INCLUDE (SELECT THREE)**

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- MKTG 508 Strategy & Advanced Marketing Concepts (3 credits)
- MKTG 515 Customer Analysis (3 credits)
- MKTG 520 Customer Relationship Management (3 credits)
- MKTG 525 Data Mining & Data-Driven Marketing (3 credits)
- MKTG 535 Electronic & Mobile Business (3 credits)
- MKTG 540 Personal Sales & Sales Management (3 credits)
- MKTG 560 Global Marketing Management (3 credits)
- MKTG 565 Supply Chain Management and Logistics (3 credits)

# PREPARATORY COURSES: ACQUIRING THE FOUNDATION FOR SUCCESS

(UP TO 6 CREDITS)

Students with undergraduate preparation in a non-business field may be required to complete up to 6 credits of preparatory coursework. Students with a strong academic record (B or better in each case) from an accredited university may be able to waive preparatory foundation courses. Accounting & Business Law (ACCT500) requires financial accounting, as well as any course labeled business law that includes contracts and tort law. Management & Marketing (MGMT500) requires organizational behavior, operations management, and marketing or any similarly named course that includes consumer behavior.

**This coursework provides the basic fundamentals across the business disciplines that serve as a necessary foundation for a degree through our School of Business.**

- ACCT500 Accounting & Business Law
- MGMT500 Management & Marketing

If you have not completed all of these courses as part of your undergraduate studies, they are available through our program. For more information on prerequisites, please contact admissions.

## FLEXIBLE PROGRAMS

We understand that many of our students are busy, working adults who are balancing a number of demands in addition to the school. As a result, we have designed a flexible Joint Degree Dual Program - PGDM & MBA that allows you to take coursework at a time and place that is convenient for you.

If you completed an undergraduate degree in business and are waived from the 4 core courses (up to 12 credits), the Joint Degree Dual Program - PGDM & MBA can be completed in as little as a year.

## CLASS SCHEDULE:

- Classes offered on campus during the day, evenings, weekends, and online
- 7-week and 15-week courses are available
- Take courses year-round

Our 15-week on-campus classes meet once a week for two and a half hours. As a student, you have seven years to complete the MBA degree. International students must take a minimum of 9 credits (three courses) each term to maintain their full-time student status.



Sports at LTU



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# ABOUT MANAGEMENT



## Executive Director's Desk Pune Institute of Business Management

As a top institute in India, focusing on providing quality education, we believe in setting up unique training methodologies which gear towards competency and confidence-building in the students. We believe in building management careers on a solid foundation of Practical & Experience-based learning rather than just Classroom Theories.

Case Studies are conducted for each concept to understand the practical applications of Business Theories. It is of utmost importance to build the Business Environment in the classroom to simulate the practical application of Business Management concepts. So, the training process is furthered by experiential learning where Corporate Heads from specific domains train the students.

Students also learn by implementing their strategies & models developed during the training process at various

companies during their multiple stints through Live Business Projects & Internships.

We majorly focus on developing the concentration of mind which increases the will power. Students with this increased concentration and will power, grasps the knowledge and facts quickly and easily. Students spend their time with Mentors who are corporate heads and senior faculty, discussing doubts and problems they have. In addition to the academic and intellectual input, adequate stress is laid in inculcating the traits of leadership and team spirit in order to facilitate students to realize their full potential. Every student is equipped with Business Concepts, right attitude, competencies, and personality.

### **Dr. Raman Preet**

**Chairman & Executive Director  
Pune Institute of Business Management**

# PIBM FACULTY MEMBERS

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**Dr. Bharat Bhushan Singh**  
Director  
PIBM



**Dr. Rajasshrie Pillai**  
Director In-charge  
PIBM



**Dr. B Naresh**  
Assistant Director, HOD - Marketing  
PIBM



**Mr. B Basumatary**  
Dean - Academics &  
Digital Content - PIBM



**Dr. Riddhiman Mukhopadhyay**  
Area Chair - Marketing  
PIBM



**Dr. Rajalakshmi M**  
HOD & Assistant  
Professor - HR  
PIBM



**CFA Suresh Kadam**  
Deputy HOD - Finance  
PIBM



**Mr. Shailesh Gupta**  
HOD - Aptitude  
& Communication - PIBM



**Mr. G Pravin Kumar**  
Deputy HOD - Marketing  
PIBM



**Dr. Poorna Chandra Prasad**  
Professor  
PIBM



**CA GURPREET KAUR**  
Assistant Professor  
PIBM



**Dr. Sanjeev Kulkarni**  
Professor  
PIBM



**CA Nikhil Nainani**  
Assistant Professor  
PIBM



**CA Yash Mehta**  
Assistant Professor  
PIBM



**CFA Nitesh Srivastava**  
Assistant Professor  
PIBM

# VISITING FACULTY AND ACADEMIC REVIEWERS



Prof. A. K Jain  
IIM, Ahmedabad



Prof. Jahar Saha  
IIM, Ahmedabad



Prof. Asit R Barma  
IIM, Kashipur



Prof. Pranabesh Ray  
XLRI, Jamshedpur



Prof. Deepak Tandon  
IIM, Delhi



Prof. Mukund Dixit  
IIM, Ahmedabad



Prof. Jaydeep  
Mukherjee  
MDI, Gurgaon



Prof. Sumi Jha  
NITIE, Mumbai



Prof. Neeraj Pandey  
NITIE, Mumbai



Prof. Gordhan K Saini  
TISS, Mumbai



Dr. Sanjay Dhir  
IIT, Delhi



Prof. Barnali Chaklader  
IMT, Ghaziabad



Prof. K S Ranjani  
NITIE, Mumbai



Prof. Harvinder Singh  
IMT, Ghaziabad



Prof. Umesh Mahtani  
GIM, Goa



Prof. Prakash Singh  
IIM, Lucknow

# OUR ASSOCIATION

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Pune Institute of Business Management is proud to announce the Joint Degree Dual Program - MBA & PGDM. We have a panel of colleges and universities associated with us which helps this partnership enable us to offer an advanced Joint Degree Dual Program - MBA & PGDM for the aspirants. Combining the best of both the locations, national & international corporate resources, international business exposure, advanced industry-oriented training and more makes our Joint Degree Dual Program - MBA & PGDM prepare the students for the top career opportunities.

Pune Institute of Business Management and the listed panel has established this association to foster international cooperation in education, research and cultural exchange. This association represents a commitment by both institutions to enter into the discussion and negotiation concerning the activities listed below:





**Development of joint academic courses and programs in full compliance** to the accreditation and professional requirements of both institutions

**Transfer of academic credit bearing courses** based on mutual transparency or course content and faculty qualification

**Exchange of graduate and undergraduate students** for study and research

**Exchange of faculty for instruction, research and lectures**

Exchange of **educational materials, research projects, publications and library materials**

**Joint conferences, seminars and workshops**

Students will be learning at the Pune campus for year 1 and the year 2 at the international university campus along with 3 years of internship in the country of graduation. This association will also enable the students to explore and associate with top companies from both the countries. Our combined interface of corporate leaders will train and interact with the students, filling them with insights of the international business world.



# ABOUT LAWRENCE TECHNOLOGICAL UNIVERSITY (LTU)

Lawrence Technological University (LTU) was **established in 1932**

Built a reputation for excellence by **delivering well-prepared graduates into their respective industries**

LTU is where **degrees are designed to meet the educational goals** of students and exceed the highest standards of the industries they support

Accredited by the **Higher Learning Commission**

Member of the **North Central Association**

The Southfield campus has expanded its physical footprint, with **increased degree offerings**

**Top 30% ranking of universities nationwide** by Bloomberg Businessweek

A **“Best in the Midwest”** designation from the Princeton Review

For the past 20 years LTU has been **highly ranked by the U.S. News & World Report.**

# WHY LAWRENCE TECHNOLOGICAL UNIVERSITY?

Committed to **providing students the latest advancements in technology**

One of the **nation's premier schools** in engineering, architecture, science, and applied technology

Offering over **100 programs** in Colleges of Architecture and Design, Arts and Sciences, Engineering, and Management

Get a problem-based, **“theory and practice” approach to experiential learning**

All students are supplied **powerful laptops** customized with the **industry-standard software** used in their fields of study

**Applied research**

**Close industry partnerships**

**Co-operative education**

**Internships**

**Student competitions**

# CURRICULAR PRACTICAL TRAINING (CPT)



Curricular Practical Training (CPT) will enable international students like you in the US to gain field-specific work experience. It is an employment authorization that allows participation in internships and cooperative education as part of the academic curriculum. Available to F-1 visa students, CPT will enhance your learning and career prospects through real-world training.

You will be required to check with the academic advisor or department to determine if you're **eligible for practical training**

**Practical training** will be done in a full-time or part-time capacity

You can engage in this training for **as long as it is required by the curriculum**

Curricular Practical Training (CPT) has **no time limits**

Curricular Practical Training (CPT) must be completed before graduation from Lawrence Technological University

Full-time Curricular Practical Training (CPT) **exceeding twelve months** will make you **ineligible for Optional Practical Training (OPT)**

# OPTIONAL PRACTICAL TRAINING (OPT)

Optional Practical Training (OPT) authorizes F-1 international students in the US to gain practical work experience. It aligns with their field of study and can be done pre- or post-graduation. OPT typically lasts 12 months, with STEM degree holders eligible for a 24-month extension. It helps students develop skills, build connections, and improve career opportunities.

**Optional Practical Training (OPT) is available to F-1 students, not J-1 students**

**J-1 students should refer to Academic Training for work authorization information**

**OPT application can be made three months before graduation**

**OPT allows for a 12-month period of practical training**

**Permission from USCIS is required to start OPT**

**Employment offer is not necessary for applying for OPT**

**Only 90 days of unemployment are allowed during the 12-month OPT period according to government regulations**





# ADDITIONAL TRAINING FOR CPT & OPT

Along with Curricular Practical Training (CPT) and Optional Practical Training (OPT) opportunities, you will be given training for clearing GDs and PIs that will include Mock Group Discussions and Mock Personal Interviews in collaboration with prospective employers.

# AWARDS & MILESTONES



- One of the “Best in the Midwest”
- Green College
- Among the best U.S. schools for game design



- 5th among U.S. colleges and universities for boosting graduates' earning potential



- In the top 4 of 31 Michigan colleges and universities in average salary of its graduates 10 years after completing their education and 325th in the nation of the more than 1,000 schools ranked



- One of the “Top 20” interior design programs in the USA
- Among the best U.S. architectural schools in construction methods and materials



- Top Tier, America's Best Colleges
- Online degree programs among the nation's best
- Civil engineering program ranks 5th in the nation



- In the top 10% in highest graduate starting salaries among U.S. colleges and universities



- One of the “Smartest Colleges in America”



- Among the best U.S. schools for game design

- State of Michigan Centre of Excellence for Sustainable Infrastructure and Structural Testing

# MESSAGE FROM THE DEAN

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## ETHICAL LEADERSHIP:

Motivated by our commitment to the education of the whole person, intellectually, morally, and socially, we provide a rigorous and integrated business education for ethical and socially responsible leadership.

## Urban Setting:

We are located in Southfield, the heart of southeastern Michigan, which has more than 9,000 businesses and over 100 "Fortune 500" companies. Our students learn in a dynamic urban community and gain valuable experience that only a major metropolitan area offers. The quality and diversity of the student body, together with our location, provides students with an educational experience that prepares them for an increasingly diverse workplace.

In line with the University's commitment to "theory and practice", the College of Business and Information Technology is committed to preparing ethical business leaders capable of facing challenges and opportunities of the global economy. The foundation of our business education rests on four pillars: student-centered, ethical leadership, urban setting, and interdisciplinary programs.

## STUDENT-CENTERED:

Our commitment to student-centered education encompasses all aspects of the educational experience, particularly quality teaching and excellent faculty, student service, and academic support.

## INTERDISCIPLINARY PROGRAMS:

As stated by Peter Senge, "good results in a complex system require integrating as many perspectives as possible." Our business programs are organized to cut across subject-matter lines, bringing together various aspects of the curriculum into meaningful association. You get more than just theories and equations at Lawrence Technological University. You are exposed to tools and practical experiences you will need to realize your dreams. Founded in 1952, LTU's College of Business and Information Technology has more than 10,000 alumni. For a school its size, the College has produced a large number of alumni prominent not only in Michigan but throughout the United States and the world.

**Dr. Bahman Mirshab, PhD**

**Dean, College of Business**

**and Information Technology, LTU**

# ERNEST C TREFZ SCHOOL OF BUSINESS FACULTY MEMBERS



**Dr. Tarek M. Sobh**  
President  
College of Management  
Lawrence Technological  
University,



**Dr. Patty Castelli**  
Professor MBA  
College of Management  
Lawrence Technological  
University,



**Eralda Caushaj**  
MBA, MS - Senior Lecturer  
College of Management  
Lawrence Technological University



**Dr. Matthew Cole**  
MA, MS  
Chair, Assistant Professor  
College of Management  
Lawrence Technological  
University



**Dr. Chih-Hao (Justin) Ku**  
Assistant Professor  
College of Management  
Lawrence Technological  
University



**Dr. Jacqueline Stavros**  
MBA, DM - Professor  
College of Management  
Lawrence Technological  
University

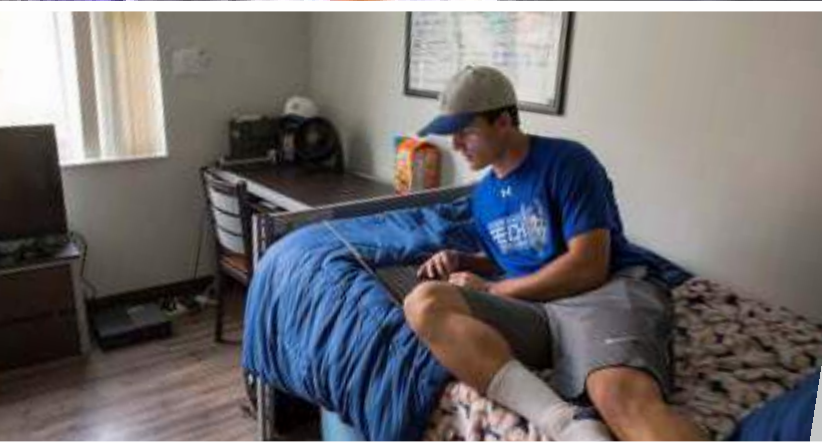


**Dr. Yu (Tony) Zhang**  
Assistant Professor  
College of Management  
Lawrence Technological  
University



**Dr. Jianjun (John) Zhu**  
Assistant Professor  
College of Management  
Lawrence Technological  
University





**Accommodation at LTU**

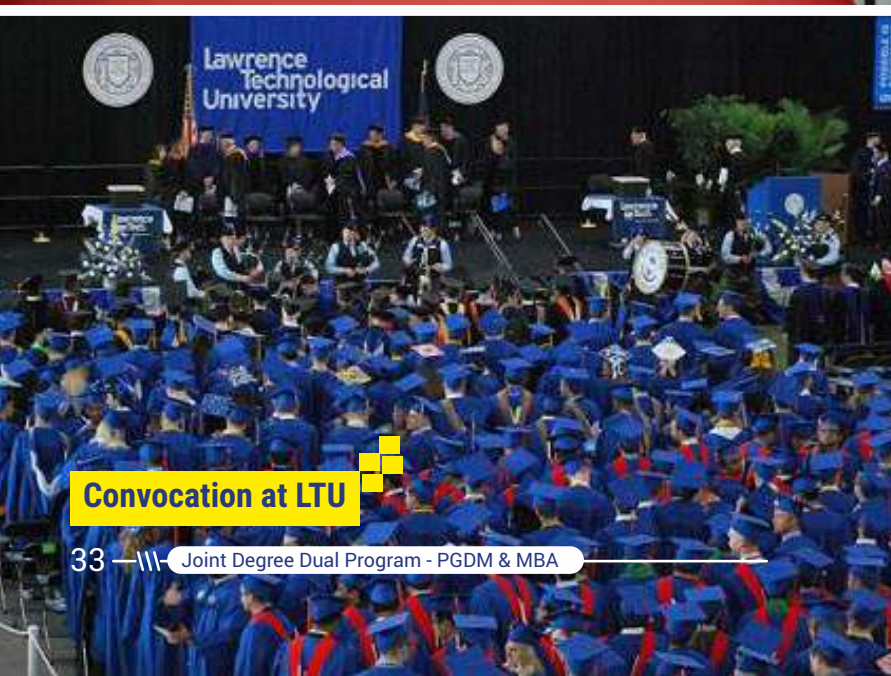




Auditorium at LTU



Auditorium at PIBM



Convocation at LTU



# CORPORATE INTERFACE



We collaborate with 750+ top companies and 700+ top corporate heads who use innovative training programmes developed by the highly regarded executive committee to develop leadership, problem-solving skills, an analytical mindset, creativity, effective communication, and organisational abilities in our students.

Regular training and networking events, such as Corporate Weekends, Pioneer Convergence, an annual business conclave, Manufacturing Day, IT & ITES Day, Analyst Meets, Industry Visits, and Internships & Live Business Projects, are held all year long at PIBM. These events create a strong foundation for students to engage in experiential & practical learning of business theories.

## CORPORATE EVENTS

By providing students a wider platform, PIBM Global guarantees that corporate interactions are not merely limited to the classroom. Numerous Corporate Heads visit the campus for panel discussions and knowledge-sharing interactions as part of the numerous events that PIBM Global hosts throughout the year, giving students more chances to speak with and learn from industry experts.

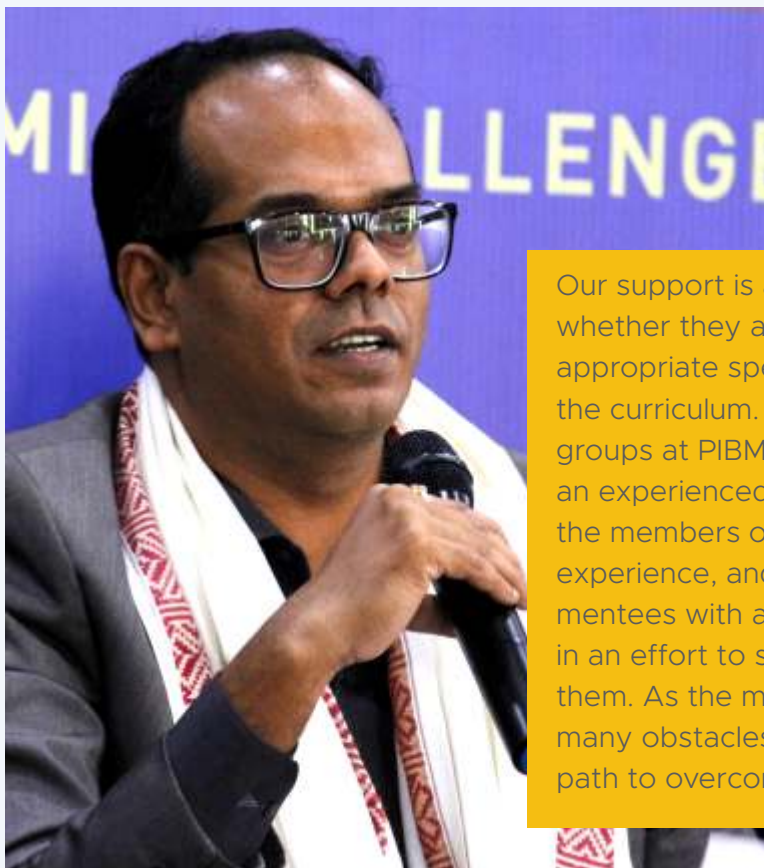
PIBM Global organizes a plethora of Corporate Events for the students such as CEO Charisma, Pioneer Convergence, Leaders' Conjunction, Sector Specific conclaves like Omnikart (FMCG Day), Innovating Retail (Retail Day), Microtom (MSME & SME Day), Estate Ground (Real Estate Day), and many more.



## CORPORATE PANELISTS

Corporate Panelists from PIBM Global are affiliated with the campus and visit frequently on the weekends to share their rich subject matter expertise. Our Corporate Panel members provide the students with advanced training based on their knowledge of a particular industry or sector. The trainers concentrate on topics that are important in today's business environment and incorporate actual business issues pertaining to their organisation.

Our association consists of corporate heads from Marketing, Finance, HR, Operations, Consulting and IT domains from various sectors like BFSI, FMCG, Consumer Durables, FinTech, E-Commerce, Retail, Automobile, Telecom, and etc.



## CORPORATE MENTORSHIP

Our support is always there for the students, whether they are having trouble selecting the appropriate specialisation or have questions about the curriculum. Each batch is divided into several groups at PIBM Global, and each group is assigned an experienced corporate expert who mentors the members of the group by sharing expertise, experience, and advice. The mentors provide their mentees with all the necessary expert assistance in an effort to support, encourage, and motivate them. As the mentors have already been through many obstacles, they guide the students of the path to overcome the obstacles.

# PLACEMENTS & INTERNSHIPS

PIBM  
GLOBAL  
*seek knowledge worldwide*

LTU

Equipped with the globally recognized skills, industry-required competencies, and advanced management knowledge, the PIBM's Joint Degree Dual Program - MBA & PGDM allows you to bag lucrative Internships and Final placements in top MNCs across the globe. In today's corporate world, top MNCs are seeking Management Graduates with an entrepreneurial mindset and global skills over and above the advanced knowledge in international business management.

The Joint Degree Dual Program - MBA & PGDM is enhanced by the diverse professional and cultural perspectives that students bring. At PIBM, we are focused on

fulfilling the growing demand of such management graduates through an advanced approach to management education, which is implemented through the extensive corporate exposure and rigorous training program.

PIBM has a tie-up with 750+ Global MNCs where our association has provided our students with world-class training, live projects, internships, and final placements. The robust corporate association ensures that our students will get to learn the practical aspects of business management as per global requirements.

## LIVE PROJECTS

Students are involved in 15 to 30 days of live projects to complete the job-based practical assignment from various organizations. These live projects offer a more specialized opportunity for students to showcase their talents within the organizations, even if for a limited duration. Corporate organizations extend live project opportunities in Marketing, Sales, Finance, HR, Analytics and strategy functions. Students are given the projects as per their domains which are linked with the topics covered in the subjects related to specialization.

The program is designed to fulfill the following objectives:

- Understand the practical and integrative study of organization Structure & design defines basic activities in different types of function in the organization

- Understand the technology adoption in different functions of the organization as Finance, Marketing, Analytics, HR and Operations.
- Understand the process of change and the ways to manage it at different levels.
- Develop competencies in students that will help them perform well in dynamic national and international environments and strive for excellence.
- Understand how to develop different strategies by critical analysis of organization structure and design, which leads to sustainable development.



## INTERNSHIPS - 3 YEARS

You will get the opportunity to work in one of the global companies from our tie-up where you will pursue your internship for three years. The internship will provide an opportunity to build valuable global work experience to enhance your profile. Based on your internship experience & performance, you can also get the opportunity to convert the internship into a final job offer. Students are exposed to various profiles to develop an understanding of business models of

various companies and the various functions in the organization. Mentors ensure the student learning and practical competency development of each student. Mentors at PIBM Global play an essential role in the teaching of students. Mentors are connected with the external mentors, and weekly student learning and progress are monitored by the internal mentor in consultation with the external mentor.

## FINAL PLACEMENTS

Our placements team work around the clock to bring the best companies from across the globe and help in achieving their career goals. The final placements process sees companies from diverse sector & industries such as Financial Services, Banking, IT & ITES, FMCG, Business Consulting, Consumer Durables, Automobile, Telecom, and many more. You will get the top job offers in attractive profiles such as Global Taxation, Investment Banking, Equity Research, Business Analytics, Channel Management, Digital Marketing, Business Consulting, Generalist HR, and much more

# ENTREPRENEURSHIP CELL

At PIBM Global, entrepreneurship skills are imbibed in the student through various activities and subjects. Industry representation center is established at PIBM Global to provide exposure to students regarding new business development. Students are also trained onto the subject innovation and entrepreneurship management to ensure the entrepreneurship skills.

Assignments are provided to students to develop new business ideas and also case

study assignments are provided to study the various types of entrepreneurs. Studying entrepreneurship benefits students and learners from different social and economic backgrounds because it develops the entrepreneurial skills and makes them confident to opt for starting their new business. Moreover, it creates opportunity, instills confidence, ensures social justice and stimulates the economy.

# RESEARCH & DEVELOPMENT CELL

PIBM recognizes the importance of promoting research which is directly aligned with its primary vision of creating employability potential in youth. PIBM also has a Research cell in place and operational since 2014. Research cell was set up to promote research at a larger scale for both faculty and students. Faculty members and students are supported with research funds, databases and industry connects for ensuring research aligned with the modern needs of the industry and society. Faculty members and students are encouraged to conduct consulting research and publish their work in high impact journals.

PIBM's R&D Cell organizes the Annual International Conference to provide an excellent platform for Academicians, Researchers, Corporates and Budding students. The conference not only brings

the best minds, both in the corporate and academic fields to one forum but also gives the opportunity to PIBM students to understand the issues, challenges, strategies, and recent trends in the area of Business Management.

- International Conference 2018 - Emerging Trends in Business Management
- International Conference 2019 - AI & Cognitive RPA Applications in Businesses in Emerging Economies
- International Conference 2020 - Business Intervention & Technology
- International Conference 2021 - Innovation & Resilience - Transforming Challenges into Opportunities
- International Conference 2022 - Navigating the Future of Business during a Turbulent Environment



# INDUSTRY REPRESENTATION CELL

IRC Set was set up to initiate innovative institutional practices pertaining to training and research. In 2015, the IRC was established to formally engage students and faculty in the process of developing new innovative learning and training practices. The most recent innovative

practice introduced by the innovation incubation cell was Psychometric consultation for all students prior to selection of specializations. Students and faculty members are actively involved in the innovation centre for incubating business ideas and solutions.



# OUR RECRUITERS

**PIBM GLOBAL**  
seek knowledge worldwide





# POTENTIAL CAREERS

**4 years' working visa after course completion**

- Investment Banker
- Financial Advisor
- Risk Analyst
- Portfolio Manager
- Procurement Manager
- Tax Professional
- Audit Professional
- CPA Eligible
- Entrepreneur
- Marketing Manager
- Project Manager
- International Business Manager
- Market Analyst
- Brand Manager
- Management Consulting
- Business Consultant
- Marketing Data Analyst
- Business Analyst
- Finance Analyst
- Information Technology Manager
- Database Analyst/ Manager
- HR Manager
- Talent Acquisition
- HR Analytics
- Diversity and Inclusion
- Learning and Development
- Compensation and Benefits
- Health Care Management

# ELIGIBILITY



Graduation in any stream from Government approved University with 60% aggregate

Statement of Purpose (SOP) in 250 – 500 words, detail why you are seeking an MBA, how you expect to apply your degree to your professional career after graduation, and why you seek to pursue your degree through an international university and PIBM

GMAT exam (need for some institutes), letters of recommendation, resume/cv and personal statements that are normally required for the admissions process for the students seeking admission for the global program

English Proficiency: Students must meet minimum English Proficiency in either of the following:

- TOEFL Internet-based - 80
- TOEFL Computer-based - 213
- IELTS - 6.5
- PTE - 58
- Duolingo - 95

# ADMISSION REQUIREMENTS

- Application
- Official transcript for the last degree earned. To be considered for a scholarship and prerequisite waivers, you must submit transcripts from each institution attended.
- Two letters of recommendation:  
Letters may come from employers, professors, or professional associates and should describe your work ethic, academic or work experience, and why

you would be a good fit for the program

- Personal Statement of Purpose:  
In 250 – 500 words, detail why you are seeking an MBA, how you expect to apply your degree to your professional career after graduation, and why you seek to pursue your degree through the University of Bridgeport
- Résumé

## International Applicants

Please consult the International Admissions requirements page or for specific queries, contact your admissions counsellor.

## Deadlines

A completed application and all supporting documents must be received on or before:

- July 15 for the Fall semester
- December 1 for the Spring semester

## FEES

Program fees for 2 years  
Joint Degree Dual Program is  
**INR 30 Lacs**

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The fee structure includes

- Tuition Fees
- International Studies Fees
- Student Health Insurance

**Scholar Educational Loan from SBI**

