



Indiana University of Pennsylvania



U.S. EDUCATION IN INDIA...
SINCE 2005



PES
UNIVERSITY

PES UNIVERSITY

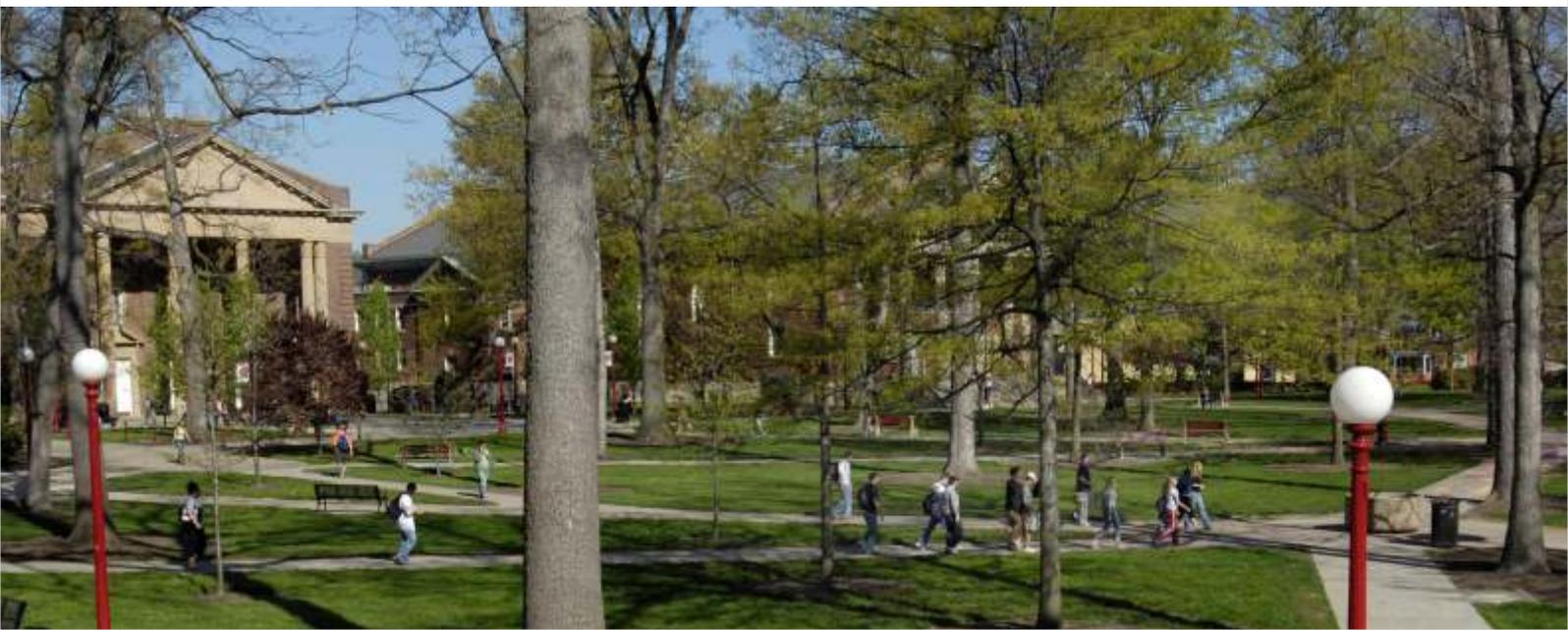
PES was established in 1972 in Bangalore, the Silicon Valley of India. PES University is focused on four main educational areas: Engineering, Medicine, Management and Life Sciences. The University offers foundation as well as specialization courses in these areas and awards Bachelors, Masters and Ph.D. Degrees.

PES combines years of experience in education with a unique curriculum, world-class infrastructure, committed and responsive faculty, and unwavering commitment to the quality of education. Today, PES has more than 18,000 students spread across four different campuses including three state-of-the-art campuses in Bangalore and a Medical College with a 750-bed hospital in Kuppam, Andhra Pradesh.



INDIANA UNIVERSITY OF PENNSYLVANIA (IUP)

Indiana University of Pennsylvania, U.S.A., is the largest of the state-owned universities in the Pennsylvania State System of Higher Education. It was founded in 1875 with 225 students in one building. Since then, it has grown in size and stature to today's global center of learning with over 14,000 students from every corner of the world pursuing degrees in over 100 undergraduate majors with a variety of internship and study-abroad programs, more than 40 master's degree programs, and ten programs leading to the doctoral degree. IUP's range of opportunities and quality of instruction are characteristic of any big U.S. university; yet at IUP, close/one-to-one relationships develop within the teaching framework, and a strong sense of community prevails.





THE EBERLY COLLEGE OF BUSINESS AND INFORMATION TECHNOLOGY

The Eberly College of Business and Information Technology at IUP enrolls approximately 2,500 students. The size of the student body allows the College to offer a lot of program options including Accounting, Entrepreneurship and Small Business Management, Finance, General Management, Human Resource Management, International Business, Management Information System, Marketing and Supply Chain Management.

The Eberly College is accredited by AACSB International, the premier accrediting body for collegiate business programs. Only about 5% of all colleges and universities worldwide and about 25% in the U.S. hold AACSB International accreditation. Eberly College of Business and Information Technology has been included in the Princeton Review's Best Business Schools guidebook since 2005.

PES-IUP PARTNERSHIP

PES University and IUP have collaborated since 2005 to offer both the MBA and BBA/BBM/BS in Business degrees from Indiana University of Pennsylvania.

The program provides an excellent opportunity for students to enhance their careers by helping them gain knowledge and skills in various aspects of business management. The program incorporates a unique modular design and a combination of lecture sessions and industry interactions.

The program offers the opportunity for students to start their MBA or BBA/BBM/BS in India and complete it at IUP in the U.S., combining the cost/value advantages of studying in India with the global exposure and the opportunities of studying and working in the U.S.

Over 650 students have graduated as part of this partnership and a large percentage of them currently live in the U.S. Many are successful entrepreneurs and numerous alumni are working for corporations such as Google, Apple, Fiat-Chrysler, BMW, Citi, JP Morgan Chase, GE and many more.

Alumni include students from every state of India and international students from Sri Lanka, Nepal and several countries in the Middle East, Africa, South East Asia and Latin America.





Eberly College of Business & IT, IUP, U.S.A.



MASTER'S DEGREE IN BUSINESS (MBA)

HIGHLIGHTS:

- Successful completion of all courses will lead to an MBA Degree awarded by Indiana University of Pennsylvania (IUP), U.S.A.
- IUP is accredited by AACSB International, the premier accrediting body for business programs worldwide
- Classes taught by full-time Ph.D. faculty from IUP with extensive industry and research background
- Smaller class size ensuring high quality faculty-to-student and student-to-student interactions
- Extensive internship program and Industry exposure
- State-of-the-art instructional facilities and wi-fi enabled campus (both at IUP & at PES)
- Option of taking additional electives / semester(s) in the U.S. or partner universities worldwide which include Germany, Macau, Finland, Mexico, U.K., etc.
- Student exchange to PES, India from the U.S. and other partner universities worldwide
- Specialization in Marketing, Finance & HR offered in India and option of specialization in 8 streams namely Marketing, Finance, HR, Supply Chain Management, Professional Accounting, Information Systems, Global Business & Entrepreneurship in the U.S.
- Accelerated full-time program with a 1.5 year completion offer because of efficient scheduling of classes
- Students are eligible for CPT/OPT/H1B visa in the U.S.

99% of nearly 500 students (between 2005 and 2014) who applied for U.S. Visa have been successful

Tuition/Fees savings up to **50%**

ELIGIBILITY:

Prospective students with Bachelor's degree in any discipline (3 or 4 year degree - 1st class preferred) and a GMAT score 450 and above or MAT score 500 and above or PESSAT score 500 and above or CAT 50th percentile and above or GRE score 300 and above will be accepted.

Final year degree students are also eligible to apply. Candidates with work experience of 2.5 years and above or with extraordinary accomplishments (academic and extra-curricular) are eligible for scholarships.



Live Stock Exchange Trading Classroom, IUP, U.S.A.

MBA PROGRAM OUTLINE

TERM I JUN - AUG	TERM II SEP - NOV	TERM III DEC - FEB	TERM IV MAY - JUL	TERM V AUG - DEC
Study in PES, India with IUP, USA Faculty			Study in IUP, U.S.A.	
Foundations of Business Statistics	Data Analysis & Decision Making	Management Accounting	Business Policy	Specialization in one of the following: *Marketing *Finance *Human Resource Management (HRM) Supply Chain Management (SCM) Professional Accountancy Information Systems Global Business Entrepreneurship
Foundations of Accounting	International Business	Operations Management	Case Problems in Business Law	
Foundations of Finance	Organizational Analysis	Marketing Management	Organizational Communication	
Foundations of Micro & Macro Economics	Managerial Microeconomics	Financial Management	Management Information Systems	
Principles of Marketing & Management				
		MAR - APR: INTERSHIPS (INDIA)		JAN - APR: OPTIONAL INTERSHIPS (U.S.A.)

*Also offered at PES, India

ADMISSION PROCEDURE:

Students who have finished their bachelor's degree (3 or 4 year degree) as well as current final year degree students can apply with:

- All degree marks cards & provisional degree certificates
- 2 academic letters of recommendation
- Official MAT / GMAT / CAT / GRE / PESSAT Scores
- 4 recent passport size photographs
- A one-page goal statement indicating their motivation for pursuing the PES-IUP MBA program

Selection will be based on group discussion & personal interview of all the candidates.

All admissions are on a first come first served basis for qualified candidates.

Annual intake in July only



BACHELOR'S DEGREE IN BUSINESS (BBM / BS IN BUSINESS)

HIGHLIGHTS:

- Successful completion of all Courses will lead to a Bachelor's Degree in Business awarded by Indiana University of Pennsylvania (IUP), U.S.A.
- IUP has been ranked among the top B-schools by Princeton Review every year since 2005
- IUP is accredited by AACSB International, the premier accrediting body for business programs worldwide. Only about 5% of all colleges and universities worldwide and about 25% in the U.S. hold AACSB International accreditation.
- Classes taught by faculty with extensive business and industry experience from IUP & partner universities worldwide.
- Accelerated full-time program with a 3 year completion offer because of efficient scheduling of classes. Typically, a U.S. Bachelor's Degree takes 4 years. Students must maintain good academic standing.
- Option of completing BBM as well as MBA in four years
- Uniquely designed, well-rounded, undergraduate business education in India.
- Emphasis on leadership, entrepreneurship, and global networking opportunities.
- Option of Short Term Study Program (STSP) at partner universities worldwide.
- Students spend two years in Bangalore (75 Credits) and the third year including entire summer, at IUP, U.S.A. (45 Credits).
- Students can also spend one or more semesters at partner universities worldwide during the first two years of the program.
- Students can transfer to IUP after one year if they maintain good academic standing and are willing to pay higher tuition.
- Students currently pursuing bachelor's degree in any recognized institution may be eligible to transfer into this program.
- Students are eligible for CPT/OPT/H1B visa in the U.S.

Tuition/Fees savings more than 60%

ELIGIBILITY:

Prospective students with 10+2 / Grade 12 / A-Level / equivalent in any discipline and a SAT-I (Scholastic Aptitude Test) score 1000 & above can apply. TOEFL (61 - Internet based / 173 - Computer based) / IELTS (5.5) scores may be required for students from specific backgrounds. SAT & TOEFL can be taken during the first semester after obtaining Provisional Admission.

BACHELOR'S DEGREE IN BUSINESS (BBM / BS IN BUSINESS) PROGRAM OUTLINE

YEAR 1			YEAR 2		YEAR 3										
TERM 1 FALL SEP. TO DEC.	TERM 2 SPRING JAN. TO MAY	TERM 3 SUMMER MAY TO AUG.	TERM 4 FALL SEP. TO DEC.	TERM 5 SPRING JAN. TO MAY	TERM 6 SUMMER MAY TO AUG.	TERM 7 FALL SEP. TO DEC.	TERM 8 SPRING JAN. TO MAY								
YEAR I - Study in PES, India			YEAR II - Study in PES, India		YEAR III - Study in IUP, U.S.A.										
College Writing (4 cr)	Research Writing (3 cr)	Introduction to Art/Dance/Music/Theater (3 cr)	General Psychology (3 cr)	Managerial Accounting (3 cr)	Information Systems (3 cr)	<p>Choose from one of 9 Specializations / Majors listed below</p> <p>Each Specialization / Major comprises of 9 Subjects of 3 credits each as shown below this table under each major (Total 27 cr)</p> <table border="1"> <tr> <td>SPECIALIZATION / MAJOR</td> <td>SPECIALIZATION / MAJOR</td> </tr> <tr> <td colspan="2">15 credits + 12 credits</td> </tr> <tr> <td colspan="2">Total 27 credits (In the Specialization / Major)</td> </tr> <tr> <td></td> <td>CAPSTONE Strategic Management (3cr)</td> </tr> </table>		SPECIALIZATION / MAJOR	SPECIALIZATION / MAJOR	15 credits + 12 credits		Total 27 credits (In the Specialization / Major)			CAPSTONE Strategic Management (3cr)
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15 credits + 12 credits															
Total 27 credits (In the Specialization / Major)															
	CAPSTONE Strategic Management (3cr)														
History of the Modern Era (3 cr)	Applied Calculus for Business (3 cr)	Probability & Statistics (3 cr)	Financial Accounting (3 cr)	Business Statistics (3 cr)	Finance - I (3 cr)										
World Religions (3 cr)	Humanities Literature (3 cr)	Health, Nutrition & Wellness (3 cr)	FREE ELECTIVES (Students can pick from a menu) (9 cr)	Business Law (3 cr)	Principles of Marketing (3 cr)										
General Biology/Chemistry/Physics (4 cr)	General Biology/Chemistry/Physics (4 cr)	World Politics/Geography/Anthropology (3 cr)		Principles of Management (3 cr)	Business Communication (3 cr)										
Computer Proficiency (3 cr)	Principles of Macro Economics (3 cr)	Principles of Micro Economics (3 cr)			Production & Operations Management (3 cr)										

SPECIALIZATION / MAJOR (27 CREDITS) 9 OPTIONS

Schedule & Curriculum can be subject to change

1. ACCOUNTING (27 cr)

Financial System Analysis
Intermediate Accounting - I
Intermediate Accounting - II
Cost Accounting
Advanced Accounting
Federal Tax
Auditing
Acct. For Govt. & Nonprofit Org.
International Accounting

2. FINANCE (27 cr)

Financial Analysis using e-spreadsheets
Corporate Finance
Principles of Investments
Insurance and Risk Management
Financial Institutions and Markets
International Finance Management
Financial Derivatives
Special Topics in Finance
Seminar in Finance

3. GENERAL MANAGEMENT (27 cr)

Managerial Economics
Human Resource Management
Human Behavior in Organizations
Quality Management
International Management
Managerial Accounting
Introduction to Entrepreneurship
Supply Chain Management
Seminar in Management

4. HUMAN RESOURCE MANAGEMENT (27 cr)

Labor Economics
Human Resource Management
Organizational Staffing
Compensation Management
Training & Development
Collective Bargaining
Human Behavior in Organization
Comparative Management
Seminar in Human Resource Management

5. INTERNATIONAL BUSINESS (27 cr)

International Economics
International Business
International Competitiveness
Comparative Management
Quality Management
Seminar in International Business

* Choose any one of the following functional areas:

* FINANCE

Principles of Investments
Financial Institutions & Markets
International Finance

* HUMAN RESOURCE MANAGEMENT

Human Resource Management
Compensation Management
Training & Development

* MARKETING

Consumer Behavior
Marketing Research
International Marketing

6. MANAGEMENT INFORMATION SYSTEMS (27 cr)

Introduction to Front-End Business Applications
Introduction to Back-End Business Applications
Business Systems Technology
LAN Design & Installation
Database Theory & Practice
Analysis & Logical Design
Project Management & Implementation

Choose any two courses from the following areas:

Networks & Cyber Security
Software Development
Database & Decision Support
Special Topics, Internships and Seminars

7. OPERATIONS / SUPPLY CHAIN MANAGEMENT (27 cr)

Cost Accounting
Human Resource Management
Quality Management
Introduction to Supply Chain Management
Managerial Economics
Marketing Logistics
International Business
Management Science / Operations Research
Seminar in Operations

8. ENTREPRENEURSHIP & SMALL BUSINESS

MANAGEMENT (27 cr)
Managerial Accounting
Introduction to Entrepreneurship
Small Business Management
Small Business Planning
Organizational Launch & New Venture Development
Organizational Entrepreneurship
Franchising
Small Business Internship (6 cr)

9. MARKETING (27 cr)

Consumer Behavior
Marketing Management
Marketing Research
Advertising
International Marketing
Internet Marketing
Export Marketing
Direct Marketing
Seminar in Marketing

ADMISSION PROCEDURE:

Students who have finished their Grade 12 / equivalent (any recognized system / board worldwide) as well as current students who are appearing / appeared for Grade 12 / equivalent

- Mark sheets of Grade 10 & 10+2 / Grade 12 / A-Level / equivalent in any discipline
- Official SAT-I (Scholastic Aptitude Test) score card
TOEFL / IELTS score cards (Only if applicable)
- SAT & TOEFL can be taken during the first semester after obtaining Provisional Admission.
- A one-page goal statement indicating your motivation for pursuing the PES-IUP BBA/BBM/ BS program
- 4 recent passport size photographs

Selection will be based on group discussion & personal interview of all the candidates

All admissions are on a first come first served basis for qualified candidates

Annual intake in July only

A SAMPLE OF THE IUP, U.S.A. FACULTY ON-SITE AT PES



David B. Yerger, Ph.D.
Pennsylvania State University



Joette M. Wisnieski, Ph.D.
University of Georgia



Hussam Al-Shammari, Ph.D.
University of Texas at Arlington



Robert J. Boldin, Ph.D.
University of Pennsylvania



Geoffrey Tickell, Ph.D.
Monash University



Todd B. Potts, Ph.D.
University of Georgia



Mukesh K. Chaudhry, Ph.D.
Cleveland State University



Abbas J. Ali, Ph.D.
West Virginia University



Ibrahim A. Affaneh, Ph.D.
University of Utah



Dr. Kustim Wibowo, Ph.D.
University of Kentucky

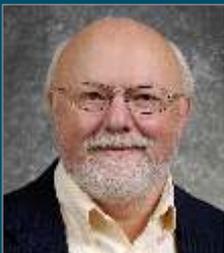
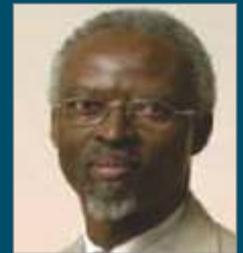


Dr. Prashanth N. Bharadwaj, Dean's Associate & Program Director
Rutgers University

"It is heartening to see that our efforts in the program & in the classroom are paying off... Our students are getting excellent jobs in companies in India, the U.S. and many other parts of the world."

Dr. John Orife, Michigan State University

"This AACSB accredited MBA and BS in Business programs are brought to your environment. It is affordable and it does not require one to travel to the U.S. to get an American business education."



Dr. Stephen W. Osborne, University of Pittsburgh

"Students were motivated to learn; with many students having prior work experience, it enhanced the quality of case discussion and elevated the overall learning experience in the classroom."

Dr. Maali H. Ashamalla, City University of New York

"These business programs are well-developed, well managed and well delivered. Recommended for a serious student who wants to make a difference."



Micki Hyde, Ph.D.
Southern Illinois University



Sekhar Anantharaman, Ph.D.
University of Central Florida



Framarz Byramjee, Ph.D.
Florida Atlantic University



Germain P. Kline, Ph.D.
Walden University



Ramesh G. Soni, Ph.D.
The Univ. of Texas at Arlington



Frederick Slack, Ph.D.
University of Pittsburgh



James Rodger, Ph.D.
Southern Illinois University



Veronica Paz, Ph.D.
Nova Southeastern University



Robert Buchanan, Ph.D.
University of Texas, Arlington



John Lipinski, Ph.D.
University of Pittsburgh

CROSS CULTURAL IMMERSION, CO-CURRICULAR ACTIVITIES AND CORPORATE INTERACTION

The total student development program (TSDP), corporate visits, backpack to briefcase workshops, international symposiums and many more well-designed activities assure that we graduate well-rounded business professionals with global exposure and industry-readiness.



Students in Team-building activity



Discover India – visiting international students



International company visit



India day at IUP



Annual international symposium

INTERNATIONAL STUDENT TESTIMONIALS

Sarah Lynn, U.S.A.

"Having been fortunate enough to travel to several different countries around the world, I think it took me the quickest amount of time to fall in love with the culture and people. The people were so welcoming, and respectful, which made it easy to feel comfortable in this foreign land."

Robin Steigerwald, Germany

"The experience was incomparable. PES/IUP students were very friendly and faculty was helpful and encouraging. I am sure many international students will take the same opportunity."

Yu-Lan Lee, Taiwan

"I am glad that I did the summer course in India and I would recommend it. Through this kind of stay I could get to know a kind of non-tourism side of India."

PES-IUP ALUMNI TESTIMONIALS



"The opportunity to meet such a diverse group of students and faculty was priceless... One of my proudest moments in the program was when I was selected to be a part of the student team that manages \$2,50,000 investment portfolio, part of IUP's Foundation."

Tanveer Ahmed
KPMG, New York, U.S.A. (former)
CEO, Mitra Academy, India (present)

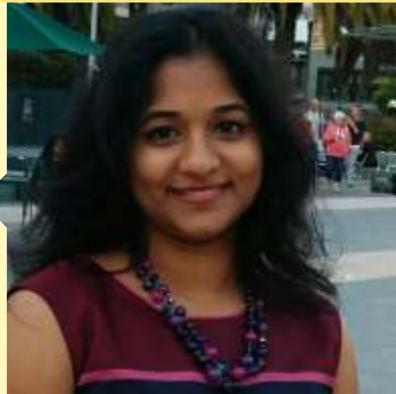


"The IUP-PES program presented me an opportunity to turn my passion into concrete abilities and to not only acquire a solid foundational knowledge in finance but also its pragmatic aspects."

Leena Jain
PwC, Geneva, Switzerland

"The education, exposure and unique opportunities from the program provided me a broader perspective of life and shaped me into the person and professional that I am today. My time at IUP has enriched my life in many ways. It provided me the necessary tools to enhance my skills and made me well-rounded as a person."

Shilpa Sundaram
Oracle, Inc., California, U.S.A.



"I am a Brazilian who studied in the IUP-India program in Bangalore and then at IUP, U.S.A. and I am currently a professional working in the supply chain industry in Brazil. Thanks to this unique global program, I not only accomplished my professional goal but also gained many friends for life."

Thaiz Batista
Expro Group, Rio de Janeiro, Brazil.



"I always had a creative side to my personality. This program gave me a solid background in marketing, finance, operations, and strategic management as well as exposure to business environment in both India and the U.S. This has helped me elevate my ideas to successful entrepreneurial ventures."

Yeshwanth Sunku,
Entrepreneur
Womans World, Kalanikethan - Hyderabad, Chennai

"The state-of-the-art facilities at IUP and the curriculum helped bring out the best in me. Creativity is cherished and fostered; we were always encouraged to think out of the box."

Kanishka Jain
BMW of North-America



"A well structured program which gave me great education and exposure to business practices around the world. We had a well balanced faculty that were challenging, friendly and knowledgeable. An industry project that I was part of in the area of lean management in a Pennsylvania manufacturing company has helped me immensely in my career."

Vinayak Shenoy
Caterpillar (former)
A.T. Kearney, Inc. Australia (present)



"I am from Navsari, a small town in Gujarat. This program has helped me realize my dream of studying in a big city like Bangalore and working in the U.S. I was able to utilize my undergraduate technical background with an MBA in Information Systems to secure a solid career in the IT industry in the U.S., the land of opportunities. Lucky to live the American Dream!"

Dhaval Raju
Wells Fargo, Minneapolis, MN



Dr. Prashanth N. Bharadwaj, Dean's Associate
IUP-India Program Director
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Earned Excellence:
The Best Business Schools
in the world

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ADMISSIONS

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