



# 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.



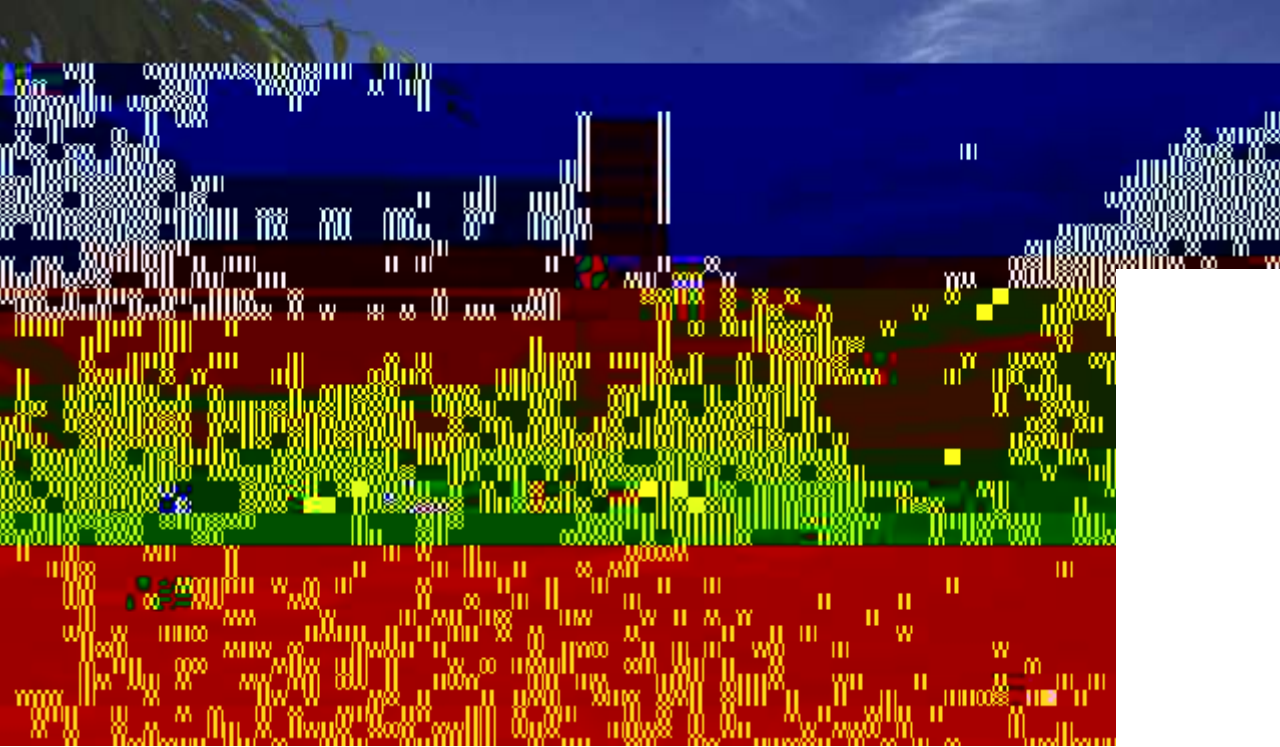


The Eberly College of Business and Information Technology at IUP enrolls approximately 2,500 students. The size of the student body allows the College to offer a lot of program options including Accounting, Entrepreneurship and Small Business Management, Finance, General Management, Human Resource Management,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

## PES-IUP PARTNERSHIP

PES University and IUP have collaborated since 2005 to offer both the MBA and BBA/BSM/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 model that P a e



## 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 and at the host university)



Foundations of Business j				



College Writing (4 cr)	Research Writing (3 cr)	Introduction to Art/ Dance/Music/ Theater (3 cr)	General Psychology (3 cr)		
History of the Modern Era (3 cr)	Applied Calculus for Business (3 cr)	Probability & Statistics (3 cr)	Financial Accounting (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)		

## 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

\* Choose any one of the following functional areas:

\* FINANCE

Principles of Investments

Financial Institutions & Markets

International Business

International Business

## 6. MANAGEMENT INFORMATION SYSTEMS (27 cr)

Introduction to Frontoe

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 & Management

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

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



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



**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. Stephen W. Osborne, University of Pittsburgh



**Micki Hyde, Ph. D.**  
Southern Illinois University



**Sekhar Anantharaman, Ph.D.**  
University of Central Florida

**Framarz Byramjee, Ph.D.**  
Florida Atlantic University



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



