



S P Jain  
School of Global  
Management

DUBAI • MUMBAI • SINGAPORE • SYDNEY

# SPJ

## POSTGRADUATE PROSPECTUS

GLOBAL MBA | MASTER OF GLOBAL BUSINESS

CRICOS Provider Code: 03335G

CRICOS Course (GMB) Code: 077571F | CRICOS Course (MGB) Code: 077572E

# S P JAIN AT A GLANCE

S P Jain School of Global Management is a leading Australian business school with campuses in Dubai, Mumbai, Singapore, and Sydney. We relentlessly strive to reimagine business education and offer innovative courses in dynamic, world-class cities. Our efforts have been recognised by highly regarded global rankings that include:

## TOP 15

### IN THE WORLD

Forbes  
Best International 1-year MBAs  
(2019-21)

## TOP 100

### IN THE WORLD

The Economist  
Full-time MBA Rankings  
(2015)

## #1

### IN DUBAI

Global Brands  
UK  
(2015)

## #4

### IN THE WORLD

Times Higher Education – Wall Street Journal  
1-Year MBA Rankings  
(2018-19)

## TOP 50

### IN THE WORLD

Poets & Quants  
Best International MBAs  
(2015)

## TOP 100

### IN THE WORLD

Financial Times  
Global MBA Programs  
(2011 & 2012)

### Our Global Campuses

## 2004

Launch of S P Jain in Dubai

## 2006

Launch of the Singapore Campus

## 2012

Launch of S P Jain in Sydney

## 2015

Launch of the Mumbai Campus



# MESSAGE FROM THE DEAN

New geo-political forces, re-globalisation, economic volatility, digitisation, and changing customer needs are testing the nerves of those occupying corporate board rooms. Market quakes, akin to earthquakes, are causing tremors and cracks in the marketplace. In this era of turbulence companies face a unique challenge of constantly innovating to stay profitable and customer-focused. This is where S P Jain's postgraduate programs come in.

Whether you decide to enrol in our Global MBA or Master of Global Business programs, our objective is to equip you to become a 'value-added' business manager. Our pedagogy places emphasis on global intelligence, creativity & innovation, decision-making, effective communication, team orientation and leadership. In addition, a key focus is on how to harness the power of emerging technologies to enhance your ability to create value.

Our unique programs offer a multi-city learning model, helping you immerse in three vibrant cities – Dubai, Singapore and Sydney. You will be exposed to regional business practices, interact with senior practitioners and immerse in intense industry projects. Cutting-edge learning tools such as Student Board Rooms, Case Method of Learning, and Business Simulations are at the core of your everyday experience at S P Jain. World-class faculty impart learning by fusing contemporary academic frameworks with real-world perspectives for addressing industry challenges.

If you wish to make an impact as a change-maker in the dynamic world of business, you're looking at the right institution. S P Jain School of Global Management will empower you to realise your professional goals and set yourself apart from the rest.

I look forward to welcoming you soon at one of our campuses!

## **DR. BALAKRISHNA GRANDHI**

Dean – Global MBA & Master of Global Business

Professor of Marketing & Strategy

MMS, MBA & PhD (USA) and FCIM (UK)



# EMBARK ON A GLOBAL CAREER WITH OUR POSTGRADUATE PROGRAMS

## Study In 3 Countries



Singapore



Sydney



Dubai

As global businesses evolve, and business challenges become increasingly complex and pervasive, postgraduate education must act as the academic version of professional training – moving beyond simply acquiring knowledge to empowering you with the skills and confidence to drive decisions in a global context. Your postgraduate education is an investment in your own potential, transforming you from students and professionals to leaders and experts who bring with them holistic global perspectives to tackle challenges while maintaining business momentum.

We offer you a choice of two postgraduate courses:

### **Global MBA**

12-month full-time MBA

Study on-campus in Singapore, Sydney and Dubai

For candidates with 3+ years of full-time work experience

### **Master of Global Business**

16-month full-time Master's (including a 4-month internship)

Study on-campus in Singapore, Sydney and Dubai

For candidates with an Undergraduate degree

# GLOBAL MBA

CRICOS Course (GMBA) Code: 077571F

Top management positions increasingly go to global citizens – people who have lived overseas and therefore, understand many business cultures. Get this edge with our Global MBA program where every student lives in Asia, Australia and the Middle East – each a regional capital and a great backdrop for business education. Designed exclusively for business professionals with 3+ years of work experience, the Global MBA is an internationally recognised program with a reputation that is built on superior standards of learning engagement, research, innovation and graduate outcomes.

Decision-making in a global context is at the heart of the Global MBA program. While the program is rooted deeply in business fundamentals, a lot of emphasis is placed on practice and application. The classroom itself transforms into a corporate boardroom and from day one, students participate in Student Board Rooms and Simulations where business case studies are examined and a tried-and-tested approach to decision-making is developed.

We believe that understanding the global business environment is key to good decision-making and as a result, our students study in Singapore, Sydney and Dubai. While the classroom is dedicated to the study of various tools of business and the development of critical thinking and decision-making skills, out-of-classroom and global immersion activities in diverse, dynamic business hubs help students understand the global nature of business and the influence of culture, traditions and technological advancements on business decisions. Apart from the knowledge gained, students learn to be adaptable, multicultural and globally agile.

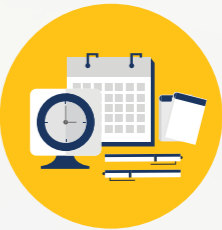
## Program Architecture

To fulfil the requirements of the Global MBA program, students must complete 36 credits.

| SUBJECTS                                     | CREDITS |
|--|---------|
| Core Courses                                 | 23      |
| Specialisations                              | 7       |
| Applied Research Project / Industry Projects | 6       |
| TOTAL  | 36      |



## Program Overview



12-month full-time MBA



Study on-campus in Singapore, Sydney and Dubai



Eligibility: 3+ years of work experience



Graduate with an Australian degree

## Specialisations

- Contemporary Marketing Management
- Technology Management
- Global Finance
- Global Logistics & Supply Chain Management
- Consulting Management



# COURSE LEARNING OUTCOMES

|   |   |
|---|---|
| <b>Knowledge of Business, Management and Digital Literacy</b> | Be prepared with the latest disciplinary and interdisciplinary business and management knowledge with the support of the digital and technology literacy, to aid planning and control in a volatile global environment.                                 |
| <b>Knowledge of Research Principles and Methods</b>           | Be equipped with the principles and methods of research for the purpose of responsible investigation from an applied perspective in the field of management and business.   |
| <b>Global Adaptability</b>                                    | Understand business issues to acquire disciplinary and interdisciplinary skills to solve problems in the respective local, regional and global environments.  |
| <b>Ethical Decision Making</b>                                | Develop skills and judgement to make ethical decisions in complex business situations, by understanding and demonstrating the sound business principles, needs and goals of different stakeholders in diverse cultures.                                 |
| <b>Critical Thinking</b>                                      | Acquire critical thinking skills by observation, analysis, interpretation, reflection, evaluation, inference and, explanation in order to draw conclusions.   |
| <b>Effective Communication</b>                                | Attain professional skills in written, verbal and nonverbal communication tailor-made to the needs of different stakeholders consistent with mindful listening, empathy, and reliability.   |
| <b>Leadership</b>   | Acquire intrapersonal and interpersonal skills and cognitive abilities to work effectively with others in diverse environments.   |
| <b>Innovation and Entrepreneurship</b>                        | Develop an innovative and entrepreneurial approach to analyse problems in new ways, identify disruptive solutions to create sustainable growth and value.   |
| <b>Application and Research Competencies</b>                  | Demonstrate application of learning outcomes 1-8 by planning and executing research/application-based assignments and projects within their respective areas of expertise and specialisation with a high level of personal autonomy and accountability. |

# GLOBAL MBA

## CURRICULUM

| CORE SUBJECTS |   |        |      |  |
|---------------|---|--------|------|--|
| CODE          | UNIT  | CREDIT | TERM | PRE-REQUISITES & CO-REQUISITES                                     |
| MBAG ECO 104  | Business and Global Economy                     | 1      | 1    | Nil  |
| MBAG QTT 105  | Applied Statistics for Decision Making          | 1      | 1    | Nil  |
| MBAG MKT 116  | Marketing Management                            | 1      | 1    | Nil  |
| MBAG QTT 106  | Research Methods                                | 1      | 1    | Applied Statistics for Decision Making                             |
| MBAG OPS 102  | Operations Management                           | 1      | 1    | Nil  |
| MBAG ACC 112  | Financial Accounting for Decision Making        | 1      | 1    | Nil  |
| MBAG LSC 113  | Supply Chain Management                         | 1      | 1    | Operations Management  |
| MBAG MGT 102  | Design Thinking                                 | 1      | 1    | Nil  |
| MBAG FIN 114  | Corporate Finance                               | 2      | 1    | Financial Accounting for Decision Making                           |
| MBAG MGT 103  | Business Models and Disruption                  | 1      | 1    | Nil  |
| MBAG COM 102  | Effective Business Communication                | 1      | 1    | Nil  |
| MBAG PRO 107  | Applied Research Project                        | 1      | 1    | Research Methods   |
| MBAG ACC 213  | Financial Statement Analysis                    | 1      | 2    | Financial Accounting for Decision Making                           |
| MBAG QTT 207  | Data Analytics for Insights and Decision Making | 1      | 2    | Applied Statistics for Decision Making                             |
| MBAG ITM 210  | Emerging Platforms and Services for Disruption  | 1      | 2    | Nil  |
| MBAG ACC 214  | Management Accounting and Control               | 1      | 2    | Financial Accounting for Decision Making                           |
| MBAG HRM 201  | Team Work and Leadership                        | 1      | 2    | Nil  |
| MBAG PRO 208  | Industry Project 1                              | 2      | 2    | Applied Research Project   |
| MBAG MGT 304  | Blue Ocean Strategy                             | 1      | 3    | Marketing Management   |
| MBAG MGT 305  | Change Management                               | 1      | 3    | Nil  |
| MBAG ENT 301  | Entrepreneurship for a Disruptive Launch        | 1      | 3    | Business Models and Disruption and Emerging Platforms and Services |
| MBAG BUS 301  | Business Ethics and Sustainability              | 1      | 3    | Nil  |
| MBAG ORG 302  | Strategy Focused Organisation                   | 1      | 3    | Nil  |
| MBAG MGT 306  | Competitive Dynamics and Strategy               | 1      | 3    | Nil  |
| MBAG PRO 309  | Industry Project 2                              | 3      | 3    | Industry Project 1   |
|               | TOTAL CREDITS                                   | 29     |      |  |

## SPECIALISATIONS

### GLOBAL LOGISTICS AND SUPPLY CHAIN MANAGEMENT

| CODE         | UNIT   | CREDIT | TERM | PRE-REQUISITES & CO-REQUISITES                    |
|--------------|--|--------|------|---|
| MBAG LSC 214 | Transportation Management                    | 1      | 2    | Operations Management and Supply Chain Management |
| MBAG LSC 215 | Technology and Digitisation of Supply Chains | 1      | 2    | Operations Management and Supply Chain Management |
| MBAG LSC 216 | Logistics Operations                         | 1      | 2    | Operations Management and Supply Chain Management |
| MBAG LSC 217 | Lean Manufacturing and Supply Chain          | 1      | 2    | Operations Management and Supply Chain Management |
| MBAG LSC 218 | Project Management                           | 1      | 2    | Operations Management and Supply Chain Management |
| MBAG LSC 319 | Strategic Sourcing                           | 1      | 3    | Operations Management and Supply Chain Management |
| MBAG LSC 320 | Demand Management                            | 1      | 3    | Operations Management and Supply Chain Management |
|              | TOTAL CREDITS                                | 7      |      |   |

GLOBAL FINANCE

| CODE         | UNIT                                     | CREDIT | TERM | PRE-REQUISITES & CO-REQUISITES |
|--------------|--|--------|------|--------------------------------|
| MBAG FIN 215 | Corporate Valuation **                   | 1      | 2    | Corporate Finance              |
| MBAG FIN 216 | International Finance                    | 1      | 2    | Corporate Finance              |
| MBAG FIN 217 | Equity Analysis and Portfolio Management | 1      | 2    | Corporate Finance              |
| MBAG FIN 218 | Mergers and Acquisitions                 | 1      | 2    | Corporate Finance              |
| MBAG FIN 219 | Financial Derivatives                    | 1      | 2    | Corporate Finance              |
| MBAG FIN 320 | Risk Management                          | 1      | 3    | Corporate Finance              |
| MBAG FTC 301 | FinTech and Technology Innovations **    | 1      | 3    | Corporate Finance              |
|              | TOTAL CREDITS                            | 7      |      |                                |

CONTEMPORARY MARKETING MANAGEMENT

| CODE         | UNIT  | CREDIT | TERM | PRE-REQUISITES & CO-REQUISITES  |
|--------------|---|--------|------|---|
| MBAG MKT 217 | Research for Customer Insights                  | 1      | 2    | Research Methods and Marketing Management                               |
| MBAG MKT 218 | Customer Value Management                       | 1      | 2    | Marketing Management  |
| MBAG MKT 219 | Brand Management and Marketing Communications   | 1      | 2    | Marketing Management  |
| MBAG MKT 220 | Digital Marketing and Analytics                 | 1      | 2    | Marketing Management and Emerging Platforms and Services for Disruption |
| MBAG MKT 221 | Sales and Channel Management in Digital Economy | 1      | 2    | Marketing Management  |
| MBAG MKT 322 | Retail Strategy                                 | 1      | 3    | Marketing Management  |
| MBAG MKT 323 | Business to Business (B2B) Marketing            | 1      | 3    | Marketing Management  |
|              | TOTAL CREDITS                                   | 7      |      |   |

TECHNOLOGY MANAGEMENT

| CODE         | UNIT   | CREDIT | TERM | PRE-REQUISITES & CO-REQUISITES   |
|--------------|--|--------|------|--|
| MBAG ITM 211 | IT Strategic Planning                            | 1      | 2    | Nil  |
| MBAG ITM 212 | Enterprise Innovation and Digital Transformation | 1      | 2    | IT Strategic Planning and Emerging Platforms and Services for Disruption |
| MBAG ITM 213 | Managing Technology Projects and Outsourcing     | 2      | 2    | Nil  |
| MBAG ITM 214 | E-Business Strategies                            | 1      | 2    | Nil  |
| MBAG ITM 315 | Technology Consulting and Advisory Practice      | 1      | 3    | IT Strategic Planning  |
| MBAG FTC 301 | FinTech and Technology Innovations **            | 1      | 3    | Corporate Finance  |
|              | TOTAL CREDITS                                    | 7      |      |  |

CONSULTING MANAGEMENT

| CODE         | UNIT   | CREDIT | TERM | PRE-REQUISITES & CO-REQUISITES                 |
|--------------|--|--------|------|--|
| MBAG FIN 215 | Corporate Valuation **                           | 1      | 2    | Corporate Finance                              |
| MBAG CON 206 | Managing Consulting Process and Client Relations | 1      | 2    | Nil  |
| MBAG CON 207 | Consulting Capabilities and Skills               | 1      | 2    | Nil  |
| MBAG CON 208 | Game Theory and Decision Making                  | 1      | 2    | Applied Statistics for Decision Making         |
| MBAG CON 209 | Consulting for Digital Transformation            | 1      | 2    | Emerging Platforms and Services for Disruption |
| MBAG CON 310 | New Venture Consulting                           | 1      | 3    | Business Model and Disruptions                 |
| MBAG CON 311 | Post-Merger Integration                          | 1      | 3    | Nil  |
|              | TOTAL CREDITS                                    | 7      |      |  |

Note: \*\* Common Specialisation Units  
To understand the Unit Learning Outcomes, please [click here](#).

# HOW TO JOIN

1 

## ELIGIBILITY

All applicants (domestic and international) must have:

- An undergraduate degree from a recognised university or other approved tertiary institution.
- Evidence of having worked after graduation on a full-time basis in a role which has been assessed by S P Jain as relevant to the course of study for a minimum period of 3 years.

## ENGLISH LANGUAGE ENTRY REQUIREMENTS

- Applicants who have not completed their most recent education qualifications in English are required to take any of the following recognised formal English language tests and obtain currently valid minimum scores as below:
  - IELTS score of 6.5
  - TOEFL iBT score of 70
  - PTE score of 60
- International applicants (including those who have completed their most recent education qualifications in English) who are undertaking study at our Sydney campus may need to meet the English language test requirements detailed by the Australian government to obtain their student visas. For more information, please [click here](#).

2 

## APPLICATION

The application can be submitted online at no cost.

3 

## ENTRANCE TEST

Applicants must appear for GMAT, GRE, CAT (Common Admission Test - offered in India) or SPJAT (S P Jain Aptitude Test) and achieve an acceptable score as listed in the [Postgraduate Admission and Selection Policy](#).

Candidates may apply even if they have not yet taken the aptitude test, or if their scores are pending. However, candidates will not be shortlisted for an evaluation interview until they submit their final test scores. S P Jain accepts the best score from the stated tests.

4 

## EVALUATION

- The School establishes a shortlist of potential applicants based on the following:
  - Past academic performance and other achievements
  - Past work experience
  - English language proficiency to ensure successful participation
  - Outcomes and scores of aptitude tests

All shortlisted applicants will be notified of their application status by the School in writing.

- As part of the final stage of applicant evaluation, all shortlisted candidates will be required to undertake:
  - An Essay and Case Analysis Discussion Paper
  - S P Jain "Business Creativity Test"
  - A personal interview with a member of the School's selection committee at one of the School's campuses or online. The interview is designed to assess the applicant's communication skills, analytical skills, aptitude, and subject knowledge.

5 

## RESULTS

Applicants are emailed an admission decision approximately a week after evaluations.



## SCHOLARSHIPS

We offer scholarships to meritorious students. Students receiving scholarships must maintain a required GPA and abide by the School's Code of Conduct throughout the duration of study.

To view the annual Academic Calendars with details about the term and holiday breaks, please [click here](#).

For more details about the admission process, please [click here](#).

To learn more about the fee and other applicable charges, please [click here](#).

To view our detailed Admissions Policy, please [click here](#).

# MASTER OF GLOBAL BUSINESS

CRICOS Course (MGB) Code: 077572E

Immerse in new cultures, step out of your comfort zone, develop cross-cultural understanding, gain real-world experience and engage some of the world's top companies with the Master of Global Business (MGB) program. The program trains students to appreciate and adapt to different business environments, cultures and markets, preparing them for a lifetime of decision-making and leadership.

Students of the program study in Singapore, Sydney and Dubai, and this multicity learning model is the most striking feature of the MGB program. Exposure to different countries, cultures and business centres makes this program, and in turn, our students truly global. In addition to the social political and economic benefits of studying in three countries, locating the program in major regional hubs encourages students to broaden their horizons and think innovatively.

The program structure includes 12 months of academic study followed by a mandatory 4-month internship. The internship is very important as it offers students, with very little or no experience, the opportunity to address their skills gap, supplement academic accomplishments with actual real-life experience, make meaningful contributions to companies, build strong professional contacts and explore full-time career opportunities.

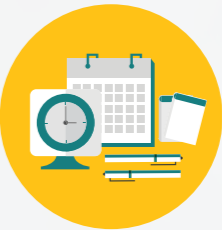
## Program Architecture

To fulfil the requirements of the MGB program, students must complete 36 credits.

| SUBJECTS  | CREDITS |
|---|---------|
| Core Courses                                      | 22      |
| Specialisations                                   | 9       |
| International Business Research/Industry Projects | 5       |
| TOTAL   | 36      |



### Program Overview



16-month full-time Master's (including a 4-month internship)



Study on-campus in Singapore, Sydney, and Dubai



Eligibility: Undergraduate Degree



Graduate with an Australian degree

### Specialisations

- Global Marketing Management
- Global Finance
- Global Logistics & Supply Chain Management
- Digital Business Management



# COURSE LEARNING OUTCOMES

|   |   |
|---|---|
| <b>Knowledge of Business and Digital Literacy</b>   | Be prepared with the latest disciplinary and interdisciplinary business and management knowledge with the support of the digital and technology literacy, to aid planning and control in a volatile global environment. |
| <b>Knowledge of Research Principles and Methods</b> | Be equipped with the principles and methods of research for the purpose of responsible investigation from an applied perspective in the field of management and business.   |
| <b>Global Adaptability</b>                          | Understand business issues to acquire disciplinary and interdisciplinary skills to solve problems in the respective local, regional and global environments.  |
| <b>Ethics and Integrity</b>                         | Develop skills and judgement to make ethical decisions in complex business situations, by understanding and demonstrating the sound business principles, needs and goals of different stakeholders in diverse cultures. |
| <b>Problem Solving</b>                              | Acquire critical thinking skills by observation, analysis, interpretation, reflection, evaluation, inference and, explanation in order to draw conclusions.   |
| <b>Effective Communication</b>                      | Attain professional skills in written, verbal and nonverbal communication tailor-made to the needs of different stakeholders consistent with mindful listening, empathy, and reliability.                               |
| <b>Teamwork</b>                                     | Acquire intrapersonal and interpersonal skills and cognitive abilities to work effectively with others in diverse environments.   |
| <b>Creativity and Innovation</b>                    | Develop an innovative and entrepreneurial approach to analyse problems in new ways, identify disruptive solutions to create sustainable growth and value.   |

# MASTER OF GLOBAL BUSINESS

## CURRICULUM

| CORE SUBJECTS |  |        |      |   |
|---------------|--|--------|------|---|
| CODE          | UNIT   | CREDIT | TERM | PRE-REQUISITES & CO-REQUISITES          |
| MGB ECO 104   | Business and Global Economy                  | 1      | 1    | Nil                                     |
| MGB QTT 104   | Applied Statistics for Decision Making       | 1      | 1    | Nil                                     |
| MGB MKT 114   | Global Marketing Management                  | 1      | 1    | Nil                                     |
| MGB OPS 102   | Operations Management                        | 1      | 1    | Nil                                     |
| MGB LSC 114   | Supply Chain Management                      | 1      | 1    | Operations Management                   |
| MGB QTT 105   | Research Methods                             | 1      | 1    | Applied Statistics for Decision Making  |
| MGB ACC 104   | Financial Accounting                         | 1      | 1    | Nil                                     |
| MGB MGT 102   | Design Thinking                              | 1      | 1    | Nil                                     |
| MGB FIN 115   | Corporate Finance                            | 2      | 1    | Financial Accounting                    |
| MGB COM 101   | Effective Business Communication             | 1      | 1    | Nil                                     |
| MGB BUS 102   | Global Adaptability 1                        | 1      | 1    | Nil                                     |
| MGB PRO 107   | International Business Research 1            | 1      | 1    | Research Methods                        |
| MGB QTT 206   | Data Analytics                               | 1      | 2    | Applied Statistics for Decision Making  |
| MGB ITM 209   | Emerging Platforms & Services for Disruption | 1      | 2    | Nil                                     |
| MGB HRM 202   | Teamwork & Leadership                        | 1      | 2    | Nil                                     |
| MGB BUS 203   | Global Adaptability 2                        | 1      | 2    | Nil                                     |
| MGB PRO 208   | International Business Research 2            | 1      | 2    | Research Methods                        |
| MGB MGT 303   | Blue Ocean Strategy                          | 1      | 3    | Global Marketing Management             |
| MGB HRM 303   | International Human Resource Management      | 1      | 3    | Nil                                     |
| MGB ENT 301   | Entrepreneurship for a Disruptive Launch     | 1      | 3    | Nil                                     |
| MGB BUS 304   | Business Ethics                              | 1      | 3    | Nil                                     |
| MGB MGT 304   | International Business Negotiations          | 1      | 3    | Nil                                     |
| MGB MGT 305   | International Business Strategy              | 1      | 3    | Business and Global Economy             |
| MGB PRO 309   | Industry Project                             | 3      | 3    | International Business Research 1 and 2 |
|               | TOTAL CREDITS                                | 27     |      |   |

## SPECIALISATIONS

### GLOBAL LOGISTICS AND SUPPLY CHAIN MANAGEMENT

| CODE        | UNIT   | CREDIT | TERM | PRE-REQUISITES & CO-REQUISITES                    |
|-------------|--|--------|------|---|
| MGB LSC 215 | Warehouse Management                                       | 1      | 2    | Operations Management and Supply Chain Management |
| MGB ITM 211 | E-Commerce Fundamentals, Technologies & Payments Models ** | 1      | 2    | Nil   |
| MGB LSC 216 | Global Transportation Management                           | 1      | 2    | Operations Management and Supply Chain Management |
| MGB LSC 217 | Sustainable Supply Chains                                  | 1      | 2    | Operations Management and Supply Chain Management |
| MGB LSC 218 | Technology & Digitisation of Supply Chains                 | 1      | 2    | Operations Management and Supply Chain Management |
| MGB LSC 219 | Logistics Operations                                       | 1      | 2    | Operations Management and Supply Chain Management |
| MGB LSC 220 | Lean Manufacturing and Supply Chain                        | 1      | 2    | Operations Management and Supply Chain Management |
| MGB LSC 321 | Demand Management  | 1      | 3    | Operations Management and Supply Chain Management |
| MGB LSC 322 | Supply Chain Simulation                                    | 1      | 3    | Operations Management and Supply Chain Management |
|             | TOTAL CREDITS  | 9      |      |   |

GLOBAL FINANCE

| CODE        | UNIT                                   | CREDIT | TERM | PRE-REQUISITES & CO-REQUISITES |
|-------------|--|--------|------|--------------------------------|
| MGB ACC 205 | Financial Statement Analysis           | 1      | 2    | Financial Accounting           |
| MGB FIN 216 | Financial System & Markets             | 1      | 2    | Corporate Finance              |
| MGB FIN 217 | Equity Analysis & Portfolio Management | 1      | 2    | Corporate Finance              |
| MGB FIN 218 | Business Valuation                     | 1      | 2    | Corporate Finance              |
| MGB FIN 219 | Derivatives & Structured Products      | 1      | 2    | Corporate Finance              |
| MGB FIN 220 | Financial Risk Management              | 1      | 2    | Corporate Finance              |
| MGB FIN 221 | Mergers and Acquisitions               | 1      | 2    | Corporate Finance              |
| MGB FTC 301 | FinTech & Technology Innovations **    | 1      | 3    | Nil                            |
| MGB FIN 322 | Project Finance                        | 1      | 3    | Corporate Finance              |
|             | TOTAL CREDITS                          | 9      |      |                                |

GLOBAL MARKETING MANAGEMENT

| CODE        | UNIT   | CREDIT | TERM | PRE-REQUISITES & CO-REQUISITES  |
|-------------|--|--------|------|---|
| MGB MKT 215 | Research for Customer Insights                         | 1      | 2    | Research Methods and Global Marketing Management                                  |
| MGB MKT 216 | Omnichannel Buyer Behaviour                            | 1      | 2    | Global Marketing Management   |
| MGB ITM 212 | Customer Experience Design for Digital Business **     | 2      | 2    | Nil   |
| MGB MKT 217 | Brand Management & Integrated Marketing Communications | 1      | 2    | Global Marketing Management   |
| MGB MKT 218 | Digital Marketing **                                   | 1      | 2    | Global Marketing Management , Design Thinking, Data Analytics                     |
| MGB MKT 219 | Customer Value Management                              | 1      | 2    | Global Marketing Management and Design Thinking                                   |
| MGB MKT 320 | Sales & Channel Management                             | 1      | 3    | Global Marketing Management, Supply Chain Management, Omnichannel Buyer Behaviour |
| MGB MKT 321 | B2B Marketing  | 1      | 3    | Global Marketing Management   |
|             | TOTAL CREDITS  | 9      |      |   |

DIGITAL BUSINESS MANAGEMENT

| CODE        | UNIT  | CREDIT | TERM | PRE-REQUISITES & CO-REQUISITES  |
|-------------|---|--------|------|---|
| MGB ITM 210 | Enterprise Digital Business Applications                  | 1      | 2    | Nil   |
| MGB ITM 211 | E-Commerce Fundamentals, Technologies & Payments Models * | 1      | 2    | Nil   |
| MGB ITM 212 | Customer Experience Design for Digital Business           | 2      | 2    | Nil   |
| MGB ITM 213 | Managing Digital Projects                                 | 1      | 2    | Enterprise Digital Business Applications  |
| MGB MKT 218 | Digital Marketing *                                       | 1      | 2    | Global Marketing Management , Design Thinking, Data Analytics   |
| MGB ITM 214 | E-Business Strategies                                     | 1      | 2    | E-Commerce Fundamentals, Technologies and Payments Models   |
| MGB FTC 301 | FinTech & Technology Innovations                          | 1      | 3    | Nil   |
| MGB ITM 315 | Digital Governance  | 1      | 3    | Emerging Platforms & Services for Disruption, E-Commerce Fundamentals, Technologies and Payments Models |
|             | TOTAL CREDITS   | 9      |      |   |

| MGB INTERNSHIP |            |           |   |  |
|----------------|------------|-----------|---|--|
| MGB INT 402    | Internship | Pass/Fail | 4 | Completion of the first three terms of the MGB course work |

Note: \*\*Common Specialisation Units  
To understand the Unit Learning Outcomes, please [click here](#).

# HOW TO JOIN



## 1 ELIGIBILITY

All applicants (domestic and international) must have an undergraduate degree from a recognised university or other approved tertiary institution.

### ENGLISH LANGUAGE ENTRY REQUIREMENTS

- Applicants who have not completed their most recent education qualifications in English are required to take any of the following recognised formal English language tests and obtain currently valid minimum scores as below:
  - IELTS score of 6.5
  - TOEFL iBT score of 70
  - PTE score of 60
- International applicants (including those who have completed their most recent education qualifications in English) who are undertaking study at our Sydney campus may need to meet the English language test requirements detailed by the Australian government to obtain their student visas. For more information, please [click here](#).



## 2 APPLICATION

The application can be submitted online at no cost.



## 3 ENTRANCE TEST

Applicants must appear for GMAT, GRE, CAT (Common Admission Test - offered in India) or SPJAT (S P Jain Aptitude Test) and achieve an acceptable score as listed in the [Postgraduate Admission and Selection Policy](#).

Candidates may apply even if they have not yet taken the aptitude test, or if their scores are pending. However, candidates will not be shortlisted for an evaluation interview until they submit their final test scores. S P Jain accepts the best score from the stated tests.



## 4 EVALUATION

- The School establishes a shortlist of potential applicants based on the following:
  - Past academic performance and other achievements
  - Past work experience (if applicable)
  - English language proficiency to ensure successful participation
  - Outcomes and scores of aptitude tests

All shortlisted applicants will be notified of their application status by the School in writing.

- As part of the final stage of applicant evaluation, all shortlisted candidates will be required to undertake:
  - An Essay and Case Analysis Discussion Paper
  - S P Jain "Business Creativity Test"
  - A personal interview with a member of the School's selection committee at one of the School's campuses or online. The interview is designed to assess the applicant's communication skills, analytical skills, aptitude, and subject knowledge.



## 5 RESULTS

Applicants are emailed an admission decision approximately a week after evaluations.



## SCHOLARSHIPS

We offer scholarships to meritorious students. Students receiving scholarships must maintain a required GPA and abide by the School's Code of Conduct throughout the duration of study.

To view the annual Academic Calendars with details about the term and holiday breaks, please [click here](#).

For more details about the admission process, please [click here](#).

To learn more about the fee and other applicable charges, please [click here](#).

To view our detailed Admissions Policy, please [click here](#).

# GLOBAL MBA VS MGB

## A COMPARATIVE SUMMARY

| Global MBA (GMBA)                         |  | MASTER OF GLOBAL BUSINESS (MGB)   |
|---|--|---|
| FOCUS                                     | <ul style="list-style-type: none"><li>Primary focus: Leveraging technology for disruptive innovation / entrepreneurship</li><li>Secondary focus: Global intelligence and business</li></ul>  | <ul style="list-style-type: none"><li>Primary focus: Global intelligence and business</li><li>Secondary focus: Leveraging technology for disruptive innovation / entrepreneurship</li></ul>                             |
| STUDY MODEL                               | Tri-city model:<br>Singapore – Sydney – Dubai  | Tri-city model:<br>Singapore – Sydney – Dubai   |
| TOTAL CREDITS & NUMBER OF SPECIALISATIONS | 36 credits   | 36 credits  |
| SPECIALISATIONS                           | <ul style="list-style-type: none"><li>Global Finance</li><li>Contemporary Marketing Management</li><li>Global Logistics &amp; Supply Chain Management</li><li>Technology Management</li><li>Consulting Management</li></ul>                          | <ul style="list-style-type: none"><li>Global Finance</li><li>Global Marketing Management</li><li>Global Logistics &amp; Supply Chain Management</li><li>Digital Business Management</li></ul>                           |
| WORK EXPERIENCE PRE-REQUIREMENT           | 3 years or above   | Not applicable  |
| OVERALL CAREER POSITIONING                | Mid-management level   | Entry-management level  |
| GRADUATE SKILLS DIFFERENTIATORS           | <ul style="list-style-type: none"><li>Ethical decision making</li><li>Critical thinking</li><li>Leadership</li></ul>   | <ul style="list-style-type: none"><li>Ethics &amp; Integrity</li><li>Problem solving</li><li>Teamwork</li></ul>   |
| SOFT SKILLS EMPHASIS                      | Primary focus: <ul style="list-style-type: none"><li>Leadership</li><li>Critical / Strategic thinking</li></ul>  | Primary focus: <ul style="list-style-type: none"><li>Teamwork</li><li>Operational / Problem solving</li></ul>   |
| CORE MODULE DIFFERENTIATORS               | <ul style="list-style-type: none"><li>Business Models &amp; Disruption</li><li>Change Management</li><li>Strategy Focussed Organisation</li><li>Competitive Dynamics &amp; Strategy</li></ul>  | <ul style="list-style-type: none"><li>Global Adaptability</li><li>International Business Negotiation</li><li>International Business Strategy</li><li>International HRM</li></ul>  |
| PROJECTS                                  | Three projects: <ul style="list-style-type: none"><li>Term 1: Applied research project (individual)</li><li>Term 2: Specialisation specific (group based) industry project</li><li>Term 3: Cross-functional (group based) industry project</li></ul> | Two projects: <ul style="list-style-type: none"><li>Terms 1 &amp; 2: International business research (individual/cross-city)</li><li>Term 3: Industry Project (group-based)</li></ul>                                   |
| INTERNSHIP                                | Not applicable   | Four-month internship   |
| ASSESSMENT METHODS                        | S P Jain uses a system of continuous student evaluation, rather than a single end-of-term final examination. To learn about our assessment methods for the GMBA program, refer to the <a href="#">Student Handbook</a> .                             | S P Jain uses a system of continuous student evaluation, rather than a single end-of-term final examination. To learn about our assessment methods for the MGB program, refer to the <a href="#">Student Handbook</a> . |

A smiling woman with long dark hair, wearing a white blazer over a dark blue top and a matching scarf, is walking on a city street. She is looking towards a man walking next to her. The man is wearing a dark suit, a light blue shirt, and a dark tie. He is gesturing with his right hand while talking to the woman. The background shows a blurred city street with buildings and trees.

## GRADUATE ATTRIBUTES

- Knowledge of Business, Management and Emerging Technologies
- Research and Business Intelligence
- Problem Solving and Decision Making
- Creativity and Innovation
- Intercultural Competence/Communication
- Teamwork
- Global Citizenship/Ethics (Collaborate, Negotiate and Resolve Conflicts)

# GLOBAL IMMERSION PROJECTS

The Applied / International Business Research / Industry Projects, undertaken in each of the three terms of the Global MBA and MGB programs, are directed towards creating a higher degree of exposure to the real corporate environment, and enhancing the employability and corporate readiness of students.

## Global MBA

### TERM 01 Applied Research Project

Students undertake a self-directed individual research project related to their area of specialisation. It intends to encourage the student to develop a good foundational understanding of how to conduct a research project. Students will identify suitable frameworks, business models and a research approach to address business challenges within the contemporary global/regional dynamic environment.

### TERMS 02 & 03 Industry Projects

Students have an opportunity to work in a stream-specific team on a real-life industry project to develop a deep understanding of the global business environment in the area of their specialisation in Term 02 and in cross-functional teams in Term 03. Under this industry interface initiative, students will be provided a business problem for which they will propose relevant recommendations. The intention of this initiative is to equip and enable students to make business decisions in an unstructured business environment, and hone their skills to think and work like a 'consultant'.

## MGB

### TERMS 01 & 02 International Business Research

Students undertake an individual research project related to their area of specialisation. It intends to give the students a parallel experience of identifying an actual business challenge faced by an industry/organisation. Further to the identification, students are expected to apply relevant research methods/techniques learnt through their coursework and propose effective solution/recommendations in relation to the identified business problem.

### TERM 03 Industry Project

Students have an opportunity to work in a team on a real-life industry project and develop a deep understanding and insight of the global business environment in a disciplinary or inter-disciplinary setup. Students will be provided with a live business problem for which they will apply their knowledge of concepts and frameworks to propose appropriate solutions/recommendations to the corporate client.

## Here's a Sampling of Companies That Have Hosted Our Students in The Past:

7Cs Group  
African + Eastern  
AKM Foodstuff Trading LLC  
AlphaMD Analytics  
Aramex  
Banana Me  
Bloomberg  
Camelicious  
Canon  
Cybercom MEA  
Dabur  
Danzas  
Desert Group  
DGCX  
DIAC  
Dubai Outlet Mall  
DuMedia  
Ehrhardt+Partner  
Ebryx  
EMC  
ENOC  
Finalytix  
GE  
Grand Fortune  
Gulf Petrochem  
Henkel  
Huawei Technologies  
Iconication  
iCUBE  
Inchcape Shipping Services  
Integra  
JECL  
Johnsons Controls  
Jumbo Electronics  
Kano Group  
Kapital Boost  
Kintetsu World Express  
KN Software  
Kwality Foods  
L&T Electricals and Automation  
Landmark Group  
Lulu Group  
Makemy meal  
NAVO Inc  
Oracle  
Phillip Futures  
Protiviti Inc  
Quest Marine LLC  
Redington Group  
Richcomm Global Services  
DMCC  
Sapor International FZC  
Symphony Summit  
Tata Motors  
TruKer  
Unilever Group  
Value3-advisory  
Vinculum Technologies



# THE S P JAIN ADVANTAGE

We don't believe in a 'one-size-fits-all' approach. That's why as a postgraduate student at S P Jain, you will be engaged and motivated using a wide variety of teaching tools, such as our multi-city learning model that allows students to live, study and work in not one, but three global cities, or our advanced multimedia Simulation Centres that provide actual decision-making experience.

Our postgraduate classes often witness a fusion of technology, innovation and global business, resulting in an impactful and real-world learning experience. Here are some examples.



## MULTI-CITY LEARNING MODEL

Business schools until now have been operating in a single campus model with very little importance given to understanding the dynamic global business environment. Doing business across borders requires critical skills, each dependent on the location where they operate. After all, how you do business in China is different from how you do business in Australia or the United States. Western companies doing business in the East require appreciation and careful navigation of the cultural differences between the East and the West.

At S P Jain, full-time postgraduate students have the opportunity to live, study and work in three of our four international campuses in Dubai, Mumbai, Singapore and Sydney. This multi-campus experience provides unique exposure to the multinational business environments and cultures of the Middle East, Asia and the West. Each city is a regional hub, offering students many opportunities to experience diverse cultures, study international business practices, network with business executives and community leaders, conduct real-time projects, and pursue internships and full-time career opportunities. Students, in addition to the global knowledge gained, learn to be adaptable, multicultural and globally relevant to companies of the 21st century.



## STUDENT BOARDROOMS

SBRs, as they are commonly known, are student teams that meet every day before every class. Using decision-making techniques that they learn in class, students are required to critically analyse their reading material and case studies and arrive at conclusions that are submitted in the form of a report. This report is a kick-off point for classroom discussion – student teams are picked by faculty to explain their findings and decision-making process to the rest of the class. Over the duration of the program, students learn to use scientific methods, logical reasoning and analysis to address organisational problems, and develop the critical thinking and decision-making skills that are readily applied on the job.



## BUSINESS SIMULATIONS

Before venturing into the real world, pilots, F1 drivers and disaster response teams use advanced simulations to learn how to respond to high intensity situations. This learning methodology has been validated by cutting-edge research in neuroscience through the "Practice School of Excellence" – the more you practice and train on a particular aspect, the more your brain becomes prepared for any eventuality.

Today, as businesses also operate under similar conditions of high risk, complexity and unpredictability, it is important for business leaders to understand the many intricacies of the business world and prepare for them in a focused manner. At S P Jain, computer-aided business simulations are used extensively in our state-of-the-art Simulation Centres to enable postgraduate students to practice and sharpen their real world and decision-making skills in an innovative, risk-free environment.



# STUDENT LIFE & GLOBAL IMMERSION ACTIVITIES

S P Jain's postgraduate students are always encouraged to engage in a higher degree of interaction outside of their classroom with corporate centres and cultural hubs of the cities they live in – experience Arab-style dining, visit the Parliament House in Singapore, learn to use chopsticks, go for a desert safari, sail past Sydney's famous Opera House, interview CEOs and business leaders, learn a new language, visit the Stock Exchange in Sydney, slide down a desert sand dune, surf the waves of Bondi Beach, participate in international business competitions, and make deep and lasting connections with peers and faculty from all over the world.



# CAREER SERVICES

As a postgraduate student at S P Jain, you will benefit from the wide range of placement services and career readiness programs we provide. Whether you are looking to join a new organisation, explore a new career trajectory or start your own business, our Career Advancement Services and powerful network of corporate contacts will help you leverage your experience and develop your potential as a world-class business leader.

## PROFESSIONAL READINESS PROGRAM

We take great pride in ensuring that each student gets a good job at the end of their postgraduate program and is well placed for a successful career. Our Professional Readiness Program, or PRP, prepares students for this comprehensively. Our work with students as part of the PRP program involves pairing them with their individual career objectives, work experience, educational background and more importantly, positioning them for growth in their careers. PRP also covers leadership and communication training, professional presentation, voice and body language, and how students present themselves in a job interview. For students who wish to change their careers, PRP offers special assistance by training and educating them on their new primary industry of interest. This “soft knowledge” helps students have successful job interviews and adapt better to a new work environment.

## MULTINATIONAL CAREER SERVICES OFFICES

Our multinational Career Services Teams in Dubai, India, Singapore and Sydney play a very important role in helping students achieve their career goals. In the initial terms of the program, the teams expose students to corporate centres, business leaders and entrepreneurs through guest lectures, industry visits and projects in the three cities. In the final term of the program, the teams help students build a strong career strategy and identify suitable internships and full-time roles for them to apply to.





**CHAITANYA CHUNDURI**  
Google, India  
Global MBA (Class of 2008)



**ASHA ADISESH**  
Amazon, India  
MGB (Class of 2014)



**TRAN SANG**  
DHL Global Forwarding, Vietnam  
MGB (Class of 2014)



**SAURABH DOSHI**  
Facebook, India  
Global MBA (Class of 2005)



**SNIGDHA KAVATHEKAR**  
Apple, USA  
Global MBA (Class of 2008)



**JEAN PHILBERT**  
Minister of Youth, Rwanda  
Global MBA (Class of 2011)



**AJAY SANGLIKAR**  
Microsoft, Singapore  
Global MBA (Class of 2015)

# ALUMNI SUCCESS

At S P Jain, we believe that our success is measured by the impact of our graduates in the business world. Today, our alumni are leading cross cultural teams, growing family businesses, developing digital initiatives, incubating new ideas, working with local governments, participating in community initiatives, consulting at Fortune 500 companies, and travelling across the globe.

No matter what career they choose or where they decide to travel next, the global experiences they have had at S P Jain have prepared them to succeed. Here are a few examples.



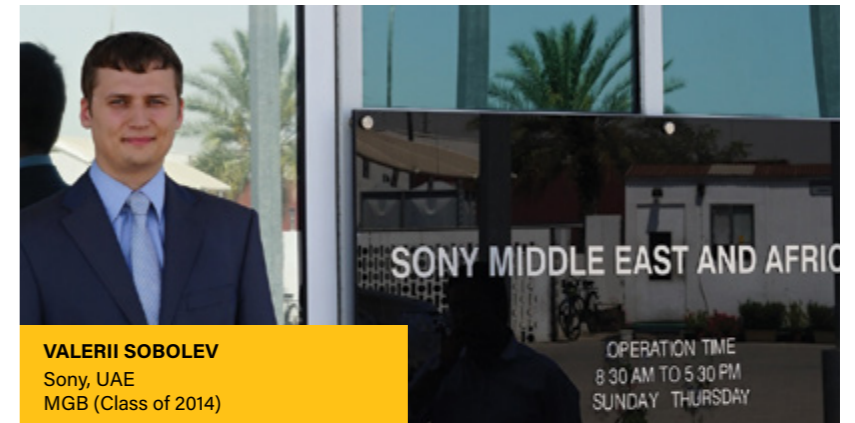
**KAREEM LEE**  
Emerio GlobeSoft, Singapore  
Global MBA (Class of 2016)



**ABHISHEK CHAHAR**  
IKEA, India  
MGB (Class of 2017)



**VIKRAM MOHAN**  
Kellogg's, Malaysia  
Global MBA (Class of 2006)



**VALERII SOBOLEV**  
Sony, UAE  
MGB (Class of 2014)



**SRIRAM GANESHAN**  
Salesforce, India  
Global MBA (Class of 2017)

# FACULTY

Be influenced by our community of researchers, academicians, industry experts and leaders.

Faculty forms the backbone of any educational institution. At S P Jain, we are particularly proud of our faculty's dedication to research, teaching and academic excellence. What always impresses our new students is their diversity. They come from across the country and all over the world, bringing with them a wealth of research and teaching experience. Their multinational backgrounds, academic strengths and social presence have helped us create a learning environment that is rich, stimulating and challenging.

## BALAKRISHNA GRANDHI

### Indian

Professor (Marketing & Strategy) and Dean – Global MBA & Master of Global Business  
PhD in Marketing, Carlson School of Management, USA

### Area of Specialisation:

Marketing

## BHANU RANJAN

### Singaporean

Associate Professor – Communications  
PhD in Emotional Intelligence and Leadership Effectiveness, University of Rajasthan, India

### Areas of Specialisation:

Communication & Leadership

## BOMAN MORADIAN

### Indian

Adjunct Faculty  
Master of Management Studies in Operations,  
Jamnalal Bajaj Institute of Management Studies, India

### Areas of Specialisation:

Logistics & Supply Chain Management

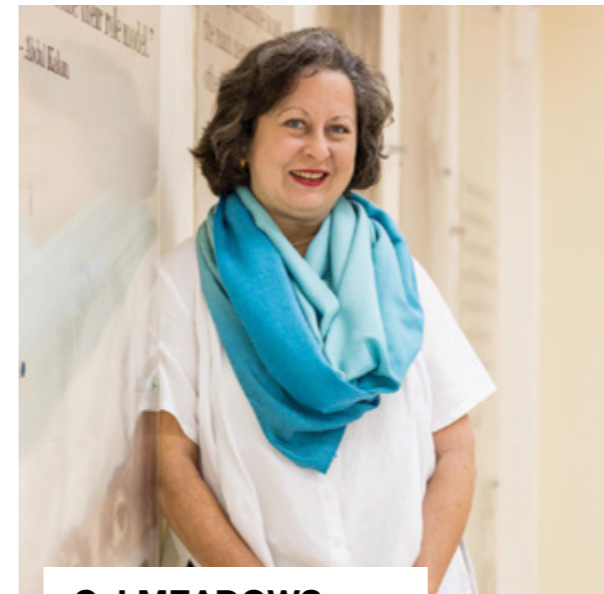
## CHRISTOPHER ABRAHAM

### Indian

Professor and Head of Campus (Dubai)  
Master of Business Administration, Regional Engineering College, India

### Areas of Specialisation:

HR & Organisation Behavior



C J MEADOWS

### American

Professor, Director – i2e Innovations & Insight Centre  
Doctorate in Business Administration (International Management & IT), Harvard Business School, USA

### Area of Specialisation:

Consulting

## GARY STOCKPORT

### British and New Zealander

Professor – Strategy, Dean – Executive MBA and Chair – Exam Board  
PhD from the Cranfield School of Management, UK

### Area of Specialisation:

Strategy

## PIETER NAGEL

### Australian

Adjunct Faculty  
Philosophiae Doctor (Mathematical Statistics), University of the Free State, South Africa

### Areas of Specialisation:

Logistics & Supply Chain Management

## HADDARA MOUTAZ

### Egyptian

Adjunct Faculty  
PhD in Information Systems, College of Management and Social Sciences, Norway

### Area of Specialisation:

Information Technology

## HAICO HEBBERS

### Nederlandse

Adjunct Faculty  
PhD, Nyenrode Business University, The Netherlands

### Areas of Specialisation:

Economics & International Business



NICOLAS HAMELIN

### French

Associate Professor of Marketing and Director of Neuroscience Centre  
PhD (DPhil) in Physics, Sussex University, United Kingdom

### Area of Specialisation:

Marketing

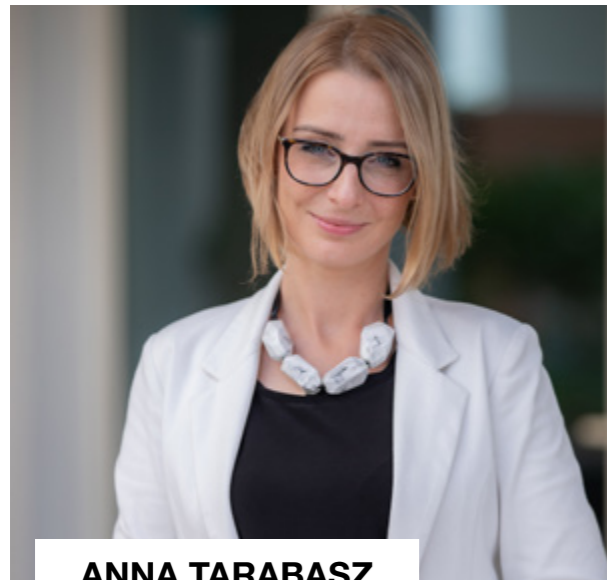
## KARIPPUR NANDA KUMAR

### Singaporean

Professor and Area Head – Information Technology  
PhD in Computing, Indian Institute of Technology, India

### Area of Specialisation:

Information Technology



ANNA TARABASZ

### Polish

Assistant Professor – Marketing and Deputy Director – MGB Internships  
PhD in Marketing, Web Marketing, E-Commerce, Online Communication, University of Lodz, Poland

### Area of Specialisation:

Marketing



**JOHN LODEWIJKS**

**Australian**  
Professor of Economics, and Vice President  
- Academic [Also Currently Acting Dean - Undergraduate]  
PhD in Economics, Duke University, USA

**Area of Specialisation:**  
Economics

**NAWAZISH MIRZA**

**Pakistani**  
Associate Professor – Finance, Area Head – Finance  
PhD in Financial Markets, University of Paris Dauphine, France

**Areas of Specialisation:** Accounting & Finance

**NITIN PATWA**

**Indian**  
Associate Professor and Director – Simulation, Deputy Director of Undergraduate Programs (Dubai)  
Master of Financial Analysis & Control, JNV University, India

**Area of Specialisation:**  
Quantitative Techniques

**RAHUL ALTEKAR**

**Indian**  
Adjunct Faculty  
PhD in Supply Chain Optimisation, National Institute of Industrial Engineering (NITIE), India

**Areas of Specialisation:**  
Logistics & Supply Chain Management

**ARUMUGAM SEETHARAMAN**

**Indian**  
Professor & Dean – Research  
PhD in Accounting & Finance, University of Madras, India

**Areas of Specialisation:**  
Accounting & Finance

**STEPHEN WATERS**

**Australian**  
Adjunct Faculty  
Doctor of Philosophy, Royal Melbourne Institute of Technology (RMIT), Australia

**Areas of Specialisation:**  
Logistics & Supply Chain Management

**THEODORE TOLIAS**

**Canadian**  
Adjunct Faculty  
PhD in Economics from University of Manitoba, Canada

**Areas of Specialisation:**  
Economics & International Business

**AMIT BAGGA**

**Indian**  
Adjunct Faculty  
Doctor of Philosophy in Commerce, CCS University, India

**Areas of Specialisation:**  
Accounts & Finance



**DHRUPAD MATHUR**

**Indian**  
Associate Professor – IT Management, Deputy Director – Faculty Management  
PhD in Management: The Challenges of e-Business, Jai Narain Vyas University, India

**Area of Specialisation:**  
Information Technology

**G RAJKUMAR**

**Indian**  
Adjunct Faculty  
Doctor of Philosophy in Operations Research & Statistical Quality Control, SK University; Masters in OR & SQC, Sri Venkateswara University, Andhra Pradesh

**Areas of Specialisation:**  
HR & Organisation Behaviors

**HANSEL DSOUZA**

**Indian**  
Adjunct Faculty  
Masters in Marketing Management, Jamnalal Bajaj Institute of Management Studies, Bombay University, India

**Areas of Specialisation:**  
Communications, HR & Organisation Behaviors

**SMITHA SARMA RANGANATHAN**

**Indian**  
Assistant Professor  
PhD in Management – Jain University, India

**Area of Specialisation:**  
Marketing

**TARUN PASRICHA**

**Indian**  
Associate Professor – Marketing & Assistant Dean – Undergraduate Programs  
PhD in Management, Indore University, India

**Area of Specialisation:**  
Marketing



**RAJIV ASERKAR**

**Indian**  
Professor – Logistics & SCM, Director – DAMCO Int' Graduate Program, Area Head – Logistics and Supply Chain Management  
PhD in Economics, Devi Ahilya University, India

**Areas of Specialisation:**  
Logistics, Supply Chain & Operations



SILVIA VIANELLO

**Italian**  
Associate Professor and Director – Innovation  
PhD in Economics and Organisation, Ca’ Foscari  
University Venice /School for Advanced Studies in  
Venice (SSAV), Italy

**Areas of Specialisation:**  
Marketing, Communication

**ROD DILNUTT**  
**Australian**  
Adjunct Faculty  
Doctor of Business Administration, Dissertation in  
Knowledge Management, Southern Cross University,  
Australia

**Area of Specialisation:**  
Information Technology

**ABHILASH POONAM**  
**Indian**  
Adjunct Faculty  
PhD in Management, ICFAI University, India

**Area of Specialisation:**  
Marketing

**ARVIND S**  
**Indian**  
Adjunct Faculty  
Post Graduate Diploma in Business Management,  
General Management, Xavier School of Management,  
India

**Area of Specialisation:**  
Logistics, Supply Chain & Operations

**KARTIK RAINA**  
**Indian**  
Adjunct Faculty  
Master of Management Studies in Marketing/Sales,  
Jamnalal Bajaj Institute of Management Studies, India

**Area of Specialisation:**  
Marketing

**LOUIS HOURANY**  
**Australian**  
Adjunct Faculty  
Master of IT, Charles Sturt University, Australia

**Area of Specialisation:**  
IT/E-Business

**MANEK MUKESH**  
**Singaporean**  
Adjunct Faculty  
Master of Business in Professional Accounting, Victoria  
University of Technology, Australia

**Areas of Specialisation:**  
Accounting and Finance

**KAUSTAV BHATTACHARJEE**  
**Singaporean**  
Adjunct Faculty  
CFA Institute, USA

**Areas of Specialisation:**  
Accounting and Finance

**MALAVIKA HARITA**  
**Indian**  
Adjunct Faculty  
Postgraduate Diploma in Digital Business, Columbia  
Business School and MIT Sloan School, USA

**Area of Specialisation:**  
Marketing

**MATS LINGBLAD**  
**Singaporean**  
Adjunct Faculty  
PhD in Strategic and International Management, London  
Business School, UK

**Area of Specialisation:**  
Consulting

**DIPAYAN DASGUPTA**  
**Singaporean**  
Adjunct Faculty  
Master of Business Administration, Indian Institute of  
Management, India

**Areas of Specialisation:**  
Logistics, Supply Chain & Operations



MARIE AIMEE TOURRES

**French**  
Associate Professor (Economics) & Deputy Director  
– Executive MBA  
PhD in Development Economics, Focus on Malaysia  
& Singapore CERDI, University of Auvergne, France

**Area of Specialisation:**  
Economics

**RAJ JAYARAM**  
**Singaporean**  
Adjunct Faculty  
Master of Business Administration, Indian Institute of  
Management (IIM), India

**Area of Specialisation:**  
Logistics, Supply Chain & Operations

**ARINDAM BANERJEE**  
**Indian**  
Associate Professor and Deputy Director – Global MBA  
& Master of Global Business and Director – Student  
Recruitment (UG Programs)

**Areas of Specialisation:**  
Accounting & Finance

**TRISTAN CHONG**  
**Malaysian**  
Associate Professor and Area Head of Marketing  
PhD in Marketing, University of Bolton, UK

**Area of Specialisation:**  
Marketing

**VEENA JADHAV**  
**Indian**  
Associate Professor (Leadership & HRM) and Assistant  
Dean – Global MBA & Master of Global Business  
(Singapore)

**Area of Specialisation:**  
Human Resource Management

**CHRISTOPHER GOHC**  
**Singaporean**  
Adjunct Faculty  
DBA in Design Thinking for Enterprise Risk Management,  
UITM, Malaysia

**Areas of Specialisation:**  
Accounting & Finance

# CONTACT US

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www.spjain.edu.au

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## DUBAI

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Dubai, UAE  
Tel: +9714 5616 700  
Email: pgdubai@spjain.org  
www.spjain.ae

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## SINGAPORE

S P Jain School of Global Management  
10, Hyderabad Road, Off Alexandra Road  
Singapore 119579  
Tel: +65 6270 4748  
Email: pgsingapore@spjain.org  
www.spjain.sg

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## MUMBAI

S P Jain School of Global Management  
First Floor, Kohinoor City Mall,  
Premier Road, Kurla West, Mumbai, 400070  
Tel: +91 22 6188 7600  
Email: pg@spjain.org  
www.spjain.org

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CRICOS Course (GMB) Code: 077571F | CRICOS Course (MGB) Code: 077572E

S P Jain School of Global Management Pty. Ltd. CRICOS Provider Code: 03335G | Name of PEI (Private Education Institution): S P Jain School of Global Management. Committee for Private Education (CPE) is part of SkillsFuture Singapore (SSG) Registration Number of PEI: 200516544Z | Period of Registration: 09 May 2017 to 08 May 2023

Permitted by the Knowledge and Human Development Authority. The academic qualifications granted by this institution and certified by KHDA shall be recognised in the Emirate of Dubai by all public and private entities for all purposes.