

**PIBM  
GLOBAL**  
*seek knowledge worldwide*



**UNIVERSITY OF  
BRIDGEPORT**

# GLOBAL JOINT DEGREE PROGRAM

PUNE INSTITUTE OF BUSINESS MANAGEMENT  
In collaboration with  
**ERNEST C. TREFZ SCHOOL OF BUSINESS,  
UNIVERSITY OF BRIDGEPORT**

[www.pibmglobal.com](http://www.pibmglobal.com)

# RANKINGS AND RECOGNITIONS

Accredited by



Certified Member of



PIBM's PGDM has been accorded equivalent to an MBA degree



Ranked by NIRF 2023 among:

- Top 5 B-Schools in Pune
- Top 125 B-Schools in India



**50<sup>th</sup>**  
in Best Private  
B-Schools in India



Awarded for the "Most Innovative Learning Practices 2018" in Asia



**34<sup>th</sup>**  
in Top  
B-Schools  
in India

**23<sup>rd</sup>**  
in Top Private  
B-Schools  
in India

**16<sup>th</sup>**  
in Top B-Schools  
in India in West  
Zone



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



Awarded as the "Best  
Emerging Institute in  
India"



**16<sup>th</sup>**  
Top B-Schools in  
India for Finance

**10<sup>th</sup>**  
for Intellectual Capital  
& Learning Experience

**10<sup>th</sup>**  
for Industry  
Interface



Recognized as  
one of the Best  
Education Brands



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



## PIBM IN NUMBERS

**750+**

Corporate Guests to  
interact with PIBM students

**400+**

Faculty & Domain  
Trainers to imbibe the  
Business Management  
Knowledge

**30+**

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

**100+**

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

**800+**

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

**8000+**

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

**21000+**

Book copies available in  
PIBM's Library

**50+**

Live Business Projects to as-  
sist students in developing  
Practical knowledge

**50+**

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

**21+**

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

**10+**

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

**100+**

Aptitude Tests to improve the  
analytical and reasoning skills

**3000+**

Book Titles from various  
fields & functions

**15+**

National & International  
Journals subscription like  
ProQuest & JQuest

**26+**

States from where Students  
have joined PIBM to achieve  
their dreams





## ABOUT PIBM

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

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

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



**PIBM  
GLOBAL**  
*seek knowledge worldwide*



**UNIVERSITY OF  
BRIDGEPORT**



At PIBM, we are one big family with students & faculty from all parts of the culturally rich and diverse India. Our extensive corporate association of 100+ Corporate Panelists and 600+ other Corporate Heads such as CEOs, CFOs, Directors, Presidents, VPs, and Heads from Top National and Multinational Companies play a vital role in making the students industry-ready by training them continuously on the latest industry trends.



# GLOBAL JOINT DEGREE PROGRAM

01

Experience Dual Campus as students will be trained on their fundamentals at PIBM for PGDM for the first year

02

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

03

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

04

Earn post you learn, as students will also get a 3-year Internship opportunity in top firms

05

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

06

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

07

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

08

With 21+ Industry-relevant Certification & Training programs, make yourself corporate-ready globally

09

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

10

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



**PIBM  
GLOBAL**  
*seek knowledge worldwide*



**UNIVERSITY OF  
BRIDGEPORT**

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

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

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



A photograph of three young adults (two women and one man) gathered around a laptop, looking at the screen. The man, wearing a blue cap and a dark jacket, is pointing at the screen. One woman, with long brown hair, is looking at the screen. The other woman, with long blonde hair, is looking at the screen. The laptop has a colorful peace symbol sticker on the lid. The background is a plain, light-colored wall.

# GLOBAL SKILLS DEVELOPMENT





## FINANCE

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

Extensive exposure to Global Taxation, Finance Analytics, Equity Research, Investment Banking, Capital Markets, Wealth Management, Commercial Credit, Corporate Finance, Financial Advisory, Finance Quality Management, Treasury, and many other important job profiles

Training on financial and statistical tools like Bloomberg, Ace Analyzer, SPSS, and Advanced Excel

Practical hands-on experience in conducting financial statement analysis, research, and building robust and flexible financial models

Training by Corporate Panelists, Corporate Guests, and Academic experts on Capital Markets, Fund Accounting, Risk Advisory, Corporate Finance, and many other profiles

## CERTIFICATIONS & TRAINING

**01 Bloomberg Terminal**

**02 NISM Certification**

**03 CFA Training**

**04 Financial Modeling Training**

**05 CISI Certification Training**

**06 SAP - FICO & FSCM Certification**

**07 CPA Certification Training**

**08 Financial Statement Analysis Training**

# MARKETING

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



Extensive hands-on training on Marketing Analytics, Digital Marketing, Channel Management, B2B/B2C/B2H Sales, Advertising, Branding, Market Research, Retail management, Media Sales, Pre-sales, and many other important job profiles

Training on how to prepare a global & international Marketing strategy for global companies which helps to understand organizational processes, identify business problems, and build Marketing solutions

Training on how to identify the business problems, understand the needs of existing customers, identify new business opportunities and changing market trends, discover potential customers, and many more, helping the businesses grow at a multinational level

Training by Corporate Panelists, Corporate Guests, and Academic experts on Marketing Strategy, Digital Marketing, Marketing Analytics, and other important profiles

## CERTIFICATIONS & TRAINING

01

SAP - S&D  
Certification

02

Marketing Analytics  
Training

03

Digital Marketing  
Tools Training

04

SPSS

05

Advanced  
Excel

## HUMAN RESOURCES

PIBM, over the years, has developed industry co-designed training programs and methodologies for the HR domain. The focus of the training is to develop the competencies, skills, and knowledge that are required by the top global MNCs. HR domain

students at PIBM are trained with advanced HR management concepts to become the global leaders of tomorrow. The students are trained on globally accepted training tools & techniques.



Rigorous practical training on HR Analytics, HR Generalist, Performance & Talent Management, Training & Development, International Labour Laws, PMS Modeling, Talent Acquisition, Recruitment & Selection, Employer Branding, and many other important job profiles & domains

Training to identify the problems in diverse industries, in order to let the students get a practical knowledge of how to build various HRM Modules, PMS Structures, and much more irrespective of the sector they are working in

Training on how to use tools & techniques like Human Resource Management System (HRMS) or Human Resource Information System (HRIS), employee Net Promoter Score (eNPS), workforce Analytics, 360-degree Appraisal and many more

## CERTIFICATIONS & TRAINING

01

HR Analytics  
Training

02

SAP  
- HRM Certification

03

SPSS

04

Advanced  
Excel



# BUSINESS ANALYTICS

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

Training on Artificial Intelligence (AI), Big Data, Data Quality, Data Analytics, Statistical Methods, Data Optimization, and Data Visualization Models to manage an organization's business planning

Internships & live projects in diverse sectors for learning and implementing the strategies developed during the training process which helps to have a perfect blend of forming a business strategy and executing them efficiently and effectively

Training in various data analytical tools for managing important functions required by Business Analyst job role



Advanced case study analysis method is used to train students, giving them in-depth knowledge to analyze & predict patterns and make informed business decisions across various domains

## CERTIFICATIONS & TRAINING

01

Python  
Training

02

Tableau

03

SPSS

04

R Training

05

QlikView

06

Advanced  
Excel



## OPERATIONS

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

In-depth training on important concepts of Operations such as Supply Chain, Logistics, Capacity Planning, Quality Control & Assurance, Lean Manufacturing, Product & Service Design, Process Improvement, Optimization, Warehousing, Stock Control, and many more

How to organize the storage and distribution of goods, how to ensure that the right products are delivered to the right location on time and at an efficient cost

Intensive hands-on training on understanding the whole supply chain of various companies belonging to diverse sectors through live projects & internships

Practical hands-on training on communication skills on how to liaise with suppliers of raw materials, manufacturers, retailers, and consumers

## CERTIFICATIONS & TRAINING

**01**

Six Sigma - Green Belt Certification

**02**

SPSS Training

**03**

MS Project Certification

**04**

Advanced Excel





## PROGRAM STRUCTURE





## COMMON

- |                                                 |                                                          |
|-------------------------------------------------|----------------------------------------------------------|
| ▪ Managerial Accounting                         | ▪ Fundamentals of Management and Organizational Behavior |
| ▪ Financial Management                          | ▪ Legal Environment of Business                          |
| ▪ Marketing Management                          | ▪ Strategic Management                                   |
| ▪ Human Resource Management                     | ▪ Global Business Economics                              |
| ▪ Managerial Economics                          | ▪ Operations and Supply Chain Management                 |
| ▪ Business Research Methods                     | ▪ Reflective Leadership                                  |
| ▪ Business application and Statistical Analysis | ▪ Management Information Systems                         |
| ▪ IT for Managers                               | ▪ Summer Internship Project                              |
| ▪ Quantitative Methods                          | ▪ Communication Training                                 |
| ▪ Business Communication                        | ▪ Quantitative Methods (Aptitude Training)               |
| ▪ IELTS Training                                |                                                          |
| ▪ Business Analytics                            |                                                          |



## MARKETING

- B2B Marketing
- Sales & Distribution Management
- Strategic Marketing
- Marketing Analytics
- Marketing of Financial Services

## FINANCE

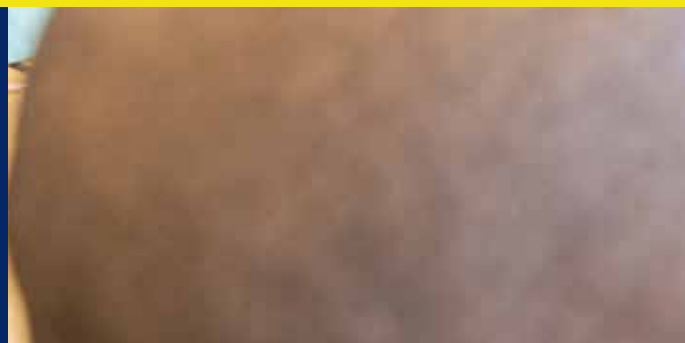
- Derivatives
- Financial Modeling (Project, Equity & Risk)
- Banking & Financial Services & Insurance
- Corporate Finance
- Global Taxation

## ANALYTICS

- Data Visualization using Tableau
- Machine Learning
- Exploratory Data Analysis
- SQL
- Business Analytics Project

## HR

- Talent Acquisition
- Performance Management System and Balance Scorecard
- Compensation and Benefits
- Learning and Development
- HR Analytics





**PIBM  
GLOBAL**  
*seek knowledge worldwide*



**UNIVERSITY OF  
BRIDGEPORT**





A woman with blonde hair, wearing a light purple button-down shirt and black pants, stands at the front of a classroom. She is gesturing with her hands as if presenting. Behind her is a large whiteboard. To her right, a digital screen displays a presentation slide. The classroom has purple walls and a curved ceiling. Several students are seated at long wooden tables, facing the presenter. The students are diverse in age and appearance. In the foreground, the back of a person's head with dark, curly hair is visible. A yellow rectangular graphic element is positioned to the left of the text.

## **BRIDGEPORT'S CURRICULUM**



## **MSA PROGRAM**

(TOTAL OF 30 CREDITS)

---

### **CORE COURSES**

(TOTAL OF 6 CREDITS)

---

- ITKM505 Information Systems & Knowledge Management
  - MGMT555 Global Program & Project Management
- 

### **APPLICATION TRACK - COURSES**

(ONE FROM EACH ROW FOR A TOTAL OF 9 CREDITS)

---

- ACCT505, ACCT570, BUCP589, FIN505, FIN520, FIN525, FIN540, FIN545
  - MKTG505, MKTG525
  - MGMT534, MGMT539, MGMT582, TCMG524, TCMG573, TCMG577
- 

### **ANALYTICS INTELLIGENCE COURSES**

(TOTAL OF 9 CREDITS)

---

- ITKM548 Enterprise Intelligence & Decision Support Systems
  - ITKM549 Technical Concepts for Analytics Professionals
  - ITKM560 Foundations in Advanced Analytics
-

## BRIDGEPORT'S CURRICULUM

---

### CAPSTONE COURSES

(ONE FROM EACH ROW FOR A TOTAL OF 6 CREDITS)

- 
- |           |                                                          |
|-----------|----------------------------------------------------------|
| • BUCP588 | Consulting & Research Methods                            |
| • BUCP597 | Strategy & Policy, BUCP598 Thesis, or BUCP599 Internship |
- 

### MSF PROGRAM COURSES

(TOTAL OF 30 CREDITS)

#### CORE COURSES

(TOTAL OF 6 CREDITS)

- 
- |           |                                            |
|-----------|--------------------------------------------|
| • FIN505  | Advanced Financial Management              |
| • ITKM505 | Information Systems & Knowledge Management |
- 

#### CONCENTRATION COURSES

(CHOOSE 5 COURSES FOR A TOTAL OF 15 CREDITS)

- 
- |           |                                            |
|-----------|--------------------------------------------|
| • ACCT545 | Financial Reporting & Analysis             |
| • BUCP585 | Business Ethics                            |
| • BUCP589 | Economics & Ethics                         |
| • FIN520  | Investment Analysis                        |
| • FIN525  | International Financial Management         |
| • FIN534  | Behavioral Economics & Algorithmic Finance |
| • FIN540  | Financial Analysis & Modeling              |
| • FIN545  | Financial Derivatives & Risk Management    |
| • FIN555  | Financial Analytics/Engineering            |
-





---

## **MBA PROGRAM COURSES**

(TOTAL OF 36 CREDITS)

---

### **CORE COURSES**

(TOTAL OF 18 CREDITS)

---

• ACCT505	Managerial & Cost Accounting
• FIN505	Advanced Financial Management
• ITKM505	Information Systems & Knowledge Management
• MGMT505	Leadership & Organizational Behavior
• MGMT555	Global Program & Project Management
• MKTG505	Marketing & Branding

---

### **CONCENTRATION COURSES**

Concentrations: Accounting, Analytics Intelligence, Finance, Healthcare Management, Human Resources Management, and Operations Management

---

### **PRACTICUM**

(SELECT ONE)

Integration Course (required)

---

• MGMT582	Innovation & Business Planning
• UCP585	Business Ethics or BUCP589 Cases in Economics & Ethics
• BUCP588	Consulting & Research Methods

---

## BRIDGEPORT'S CURRICULUM

### EXPERIENTIAL COURSE

(SELECT ONE)

• MGMT582	Innovation & Business Planning
• BUCP585	Business Ethics or BUCP589 Cases in Economics & Ethics
• BUCP588	Consulting & Research Methods
• BUCP598	Thesis (requires BUCP588: advisor assigned by discipline)
• BUCP599	Internship





# PREPARATORY COURSES: ACQUIRING THE FOUNDATION FOR SUCCESS (UP TO 6 CREDITS)

Students with undergraduate preparation in a non-business field may be required to complete up to 6 credits of preparatory coursework. Students with a strong academic record (B or better in each case) from an accredited university may be able to waive preparatory foundation courses. Accounting & Business Law

(ACCT500) requires financial accounting, as well as any course labeled business law that includes contracts and Tort Law Management & Marketing (MGMT500) requires Organizational Behavior, Operations Management, and Marketing or any similarly named course that includes Consumer Behavior.

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

- ACCT500 Accounting & Business Law
- MGMT500 Management & Marketing

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

## FLEXIBLE PROGRAMS

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

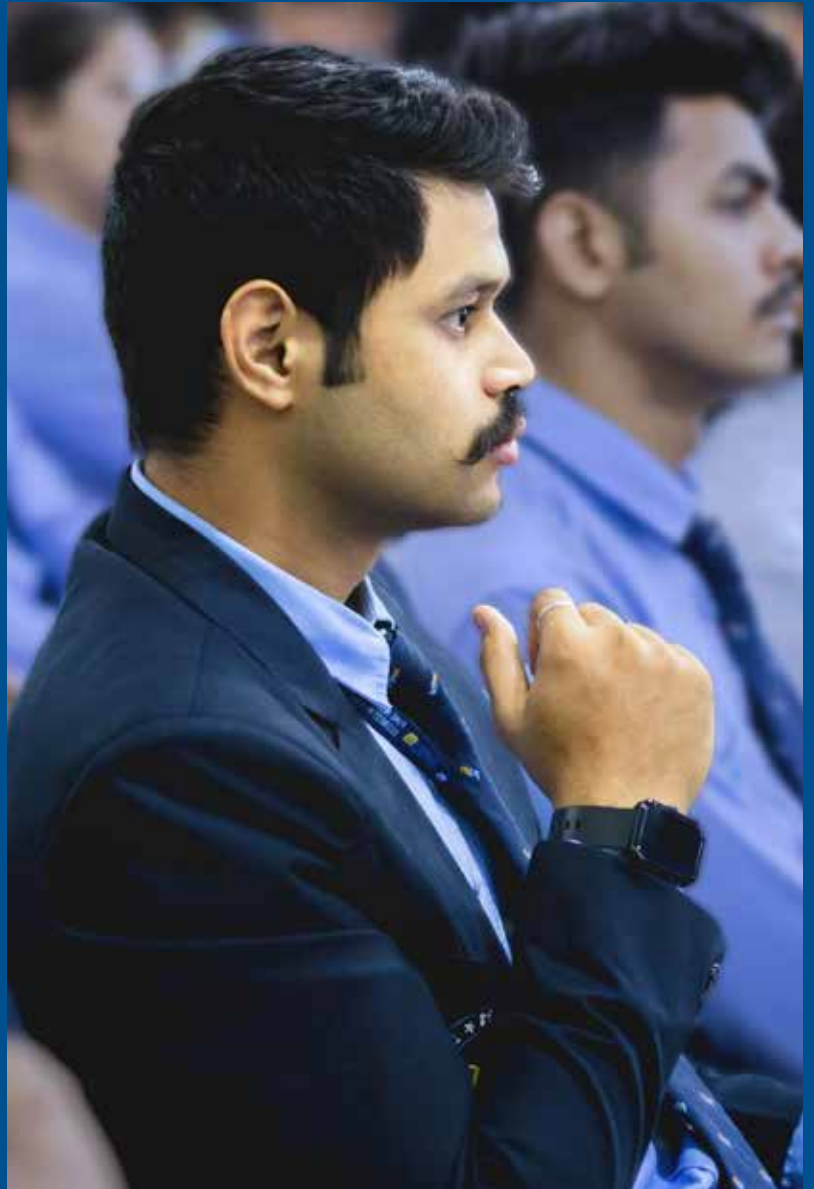
If you completed an undergraduate degree in business and are waived from the 4 core courses (up to 12 credits), the Joint Degree Program can be completed in as little as a year.

## CLASS SCHEDULE:

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

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





## CHAIRMAN & EXECUTIVE DIRECTOR'S DESK

### Pune Institute of Business Management



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

Case Studies are conducted for each concept to understand the practical applications of Business Theories. It is of utmost importance to build the Business Environment in the classroom to simulate the practical application of Business Management concepts. So, the training

process is furthered by experiential learning where Corporate Heads from specific domains train the students.

Students also learn by implementing their Strategies & models developed during the training process at various companies during their multiple stints through Live Business Projects & Internships.

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

### **DR. RAMAN PREET**

**Chairman & Executive Director**

**Pune Institute of Business  
Management**

# PIBM FOR PGDM FACULTY MEMBERS



**Dr. Rajasshrie Pillai**

Dean - Research  
& Development

PIBM



**Dr. B Naresh**

Assistant Director  
- Academics

PIBM



**Dr. Riddhiman  
Mukhopadhyaya**

Area Chair - Marketing

PIBM



**Dr. Rajalakshmi M**

HOD & Associate  
Professor - HR

PIBM



**Dr. Ritesh Kumar  
Varma**

HOD - Finance

PIBM



**Mr. Shailesh  
Gupta**

HOD - Aptitude  
& Communication

PIBM



**Mr. G Pravin Kumar**

Deputy HOD, Marketing

PIBM



**Dr. Sanjeev  
Kulkarni**

Professor

PIBM



**Dr. Poorna  
Chandra Prasad**

Associate Professor  
Marketing

PIBM



**CA Gurpreet Kaur**

Assistant Professor

PIBM



**CFA Niteesh  
Srivastava**

Assistant Professor - PIBM



**CA Nikhil Nainani**

Assistant Professor

PIBM



**CA Yash Mehta**

Assistant Professor

PIBM





# VISITING FACULTY & ACADEMIC REVIEWERS



**PIBM  
GLOBAL**  
*seek knowledge worldwide*



**UNIVERSITY OF  
BRIDGEPORT**



**Prof. A. K Jain**  
IIM, Ahmedabad



**Prof. Jahar Saha**  
IIM, Ahmedabad



**Prof. Asit R Barma**  
IIM, Kashipur



**Prof. Pranabesh Ray**  
XLRI, Jamshedpur



**Prof. Deepak  
Tandon**  
IIM, Delhi



**Prof. Mukund Dixit**  
IIM, Ahmedabad



**Prof. Jaydeep  
Mukherjee**  
MDI, Gurgaon



**Prof. Sumi Jha**  
NITIE, Mumbai



**Prof. Neeraj  
Pandey**  
NITIE, Mumbai



**Prof. Gordhan K  
Saini**  
TISS, Mumbai



**Dr. Sanjay Dhir**  
IIT, Delhi



**Prof. Barnali  
Chaklader**  
IMT, Ghaziabad



**Prof. K S Ranjani**  
NITIE, Mumbai



**Prof. Harvinder  
Singh**  
IMT, Ghaziabad



**Prof. Umesh  
Mahtani**  
GIM, Goa



**Prof. Prakash  
Singh**  
IIM, Lucknow



## OUR ASSOCIATION



**PIBM  
GLOBAL**  
*seek knowledge worldwide*



**UNIVERSITY OF  
BRIDGEPORT**

Pune Institute of Business Management is proud to announce the Joint Degree Program. We have a panel of colleges and universities associated with us which helps this partnership enable us to offer an advanced Joint Degree Program for the aspirants.

Combining the best of both the locations, national & international corporate resources, international business exposure, advanced industry-oriented training and more makes our Global Joint Degree Program prepare the students for the top career opportunities.

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





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

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

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

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

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

**Joint conferences, seminars and workshops**

Students will be learning at the PIBM for PGDM Pune campus for the first year and at the campus of the University of Bridgeport for the second year. They will also get an internship and upto 3 years of OPT opportunities. This association will also enable the students to explore and associate with top companies from both the countries. Our combined interface of corporate leaders will train and interact with the students, filling them with insights of the international



# ABOUT ERNEST C. TREFZ SCHOOL OF BUSINESS



## ABOUT UNIVERSITY OF BRIDGEPORT

Founded in 1927, the University of Bridgeport is home to a diverse student body from over 45 states and 80 countries who are united by a shared commitment to career readiness, innovation, and a supportive, challenging learning environment. The innovative thinking that led to the founding of UB almost a century ago continues to guide us today as we connect to a wider world.



PIBM  
GLOBAL  
*seek knowledge worldwide*



UNIVERSITY OF  
BRIDGEPORT

The University of Bridgeport's Ernest C. Trefz School of Business is where theory and practice come together for student success. We provide students with an interdisciplinary view of the ever-changing business environment. With diverse classrooms and teachers who not only hold the highest degree in their fields but also maintain strong connections to the business world, UB graduates are well prepared to enter the business world.

Our teaching-oriented professors have extensive business experience and will provide you with individual attention in small classes. You'll learn the concepts necessary for you to think critically and creatively, as well as the hands-on skills and knowledge that modern business demands.





# WHY THE UNIVERSITY OF BRIDGEPORT?

The University of Bridgeport offers career-oriented undergraduate, graduate and professional degrees and programs for people seeking personal and professional growth. The University promotes academic excellence, personal responsibility and commitment to service. Distinctive curricula in an international, culturally diverse supportive learning environment prepare graduates for life and leadership in an increasingly interconnected world. The University is independent and non-sectarian.





**PIBM  
GLOBAL**  
*seek knowledge worldwide*



**UNIVERSITY OF  
BRIDGEPORT**

Receive **individual attention**

Engage in highly **interactive classroom discussions with international students and faculty**

Learn relevant quantitative methods and professional interpersonal skills in **technology-enabled classrooms**

Be taught by **renowned scholars and highly successful practitioners & compete against world-class universities** in team competitions

Collaborate in **multidisciplinary classes with other UB schools**

Enjoy close proximity to **New York/ Connecticut/New Jersey** multinational corporations and entrepreneurs

# CURRICULAR PRACTICAL TRAINING (CPT)



Embark on a transformative educational journey with our F-1 student visa program, designed to offer you unparalleled opportunities for growth and practical experience. Authorized by our dedicated Designated School Official (DSO), CPT is an integral part of our established curriculum, providing you with alternative work/study options, internships, cooperative education, and other essential practicum experiences offered by esteemed sponsoring employers through cooperative agreements with our institution.

## CPT at University of Bridgeport

### **Tailored Curriculum Integration**

Our CPT program seamlessly integrates practical training into your academic curriculum, enhancing your overall learning experience.

### **Immediate Opportunities for Graduate Students**

Exceptional graduate students requiring immediate participation in CPT can benefit from our flexible one-academic-year requirement.

### **Endorsement on Form I-20**

Begin your CPT journey confidently after receiving your Form I-20 with the DSO endorsement, ensuring a smooth transition into practical training.

### **Faculty Support**

Benefit from the guidance of responsible faculty members, ensuring that you receive mentorship and support throughout your CPT experience.

### **One-Year Full-Time Enrollment**

To qualify for CPT, you only need one full academic year of lawful, full-time enrollment at our Service-approved college, university, conservatory, or seminary.

### **Expert Guidance from DSO**

Our experienced Designated School Official is here to guide you through the CPT authorization process. Your success is our priority.

### **Listed Courses for Comprehensive Experience**

All CPT opportunities are officially listed as courses in our comprehensive course catalog. Explore a diverse range of training options tailored to your interests.

### **Clear Purpose Statement**

Our course catalog includes a statement of the purpose of each training opportunity, providing transparency and clarity about the objectives of your CPT experience.





# OPTIONAL PRACTICAL TRAINING (OPT)

Optional Practical Training (OPT) authorizes F-1 international students in the US to gain practical work experience. It aligns with their field of study and can be done pre- or post-graduation. OPT typically lasts upto 3 years with STEM extension. It helps students develop skills, build connections, and improve career opportunities.

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

Get support from **Alumni Networking**  
and **Placement Assistance**  
during OPT

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

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

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

OPT lasts upto **3 years**

## ADDITIONAL TRAINING FOR CPT & OPT

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





# ABOUT MANAGEMENT



**DR. TIMONTHY RAYNOR**  
**EXECUTIVE DIRECTOR: SCHOOL**  
**OF BUSINESS - ERNEST**  
**C TREFZ SCHOOL OF BUSINESS,**  
**UNIVERSITY OF BRIDGEPORT**

I am very excited about our partnership with the Pune Institute of Business Management for PGDM (PIBM). The University of Bridgeport (UB) is home to a diverse student and faculty body from over 45 states and 80 countries who are united by a shared commitment to career readiness, innovation, and a supportive, challenging learning environment.

UB's Ernest C. Trefz School of Business is the ideal choice for students that want a future in the dynamic field of business.

Our faculty are practitioners, and they provide the personal attention and practical knowledge that students need to prepare for professional success. The School of Business is ideally located between New York and Boston, which is home to some of the world's largest financial and technical centers.

I look forward to working with each student because our top priority at the Ernest C. Trefz School of Business is your success.

# ERNEST C TREFZ SCHOOL OF BUSINESS FACULTY MEMBERS



**Dr. Timonthy Raynor**

**Executive Director: School of Business**  
Ernest C Trefz School of Business,  
University of Bridgeport



**Dr. Arthur C. McAdams, III**

**Director of Graduate Programs**  
Ernest C Trefz School of Business,  
University of Bridgeport



**Dr. Matt Connell**

**UG Director & Assistant Professor**  
Ernest C Trefz School of Business,  
University of Bridgeport



**Dr. Shannon Hashemi, DBA**

**Assistant Professor**  
College of Engineering, Business  
& Education - University of Bridgeport



**Mr. Alex Discepolo**

**Visiting Assistant Professor**  
Ernest C Trefz School of Business,  
University of Bridgeport



**Mr. Harold Hartmann**

**Visiting Assistant Professor**  
Ernest C Trefz School of Business,  
University of Bridgeport



**Prof. Sharon Kratochvil**

**Associate Professor, UG Analytics**  
Ernest C Trefz School of Business,  
University of Bridgeport



**Dr. Gew-rae Kim**

**Associate Professor  
of Economics & Finance**  
Ernest C Trefz School of Business,  
University of Bridgeport



**Dr. Michael Lohle**

**Senior Lecturer of Management  
and Information Systems**  
Ernest C Trefz School of Business,  
University of Bridgeport



**Dr. Ali Baker, Ph.D.**

**Assistant Professor**  
College of Engineering, Business  
& Education - University of Bridgeport



**Dr. Congsheng Wu**

**Professor**  
Ernest C Trefz School of Business,  
University of Bridgeport



**Mr. Michael Maccarone**

**Asst. Director and Asst. Professor**  
Ernest C Trefz School of Business,  
University of Bridgeport



# CAMPUS LIFE AT UNIVERSITY OF BRIDGEPORT & PIBM FOR PGDM







**PIBM  
GLOBAL**  
*seek knowledge worldwide*



**UNIVERSITY OF  
BRIDGEPORT**





## CORPORATE INTERFACE

We collaborate with 800+ top companies and 750+ top corporate heads who use innovative training programs developed by the highly regarded executive committee to develop leadership, problem-solving skills, an analytical mindset, creativity, effective communication, and organizational abilities in our students.

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





## CORPORATE EVENTS

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

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



## CORPORATE INTERFACE

### CORPORATE PANELISTS

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

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



### CORPORATE MENTORSHIP

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



# PLACEMENTS & INTERNSHIPS



**PIBM  
GLOBAL**  
*seek knowledge worldwide*



**UNIVERSITY OF  
BRIDGEPORT**



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

The Joint Degree Program is enhanced by the diverse professional and cultural perspectives that students bring. At PIBM for PGDM, we are focused on fulfilling the growing demand of such management graduates through an advanced approach to management education, which is implemented through the extensive corporate exposure and rigorous training program.

PIBM for PGDM has a tie-up with 800+ Global MNCs where our association has provided our students with world-class training, live projects, internships, and final placements. The robust corporate association ensures that our students will get to learn the practical aspects of business management as per global requirements.





## LIVE PROJECTS

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

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



## INTERNSHIPS



You will get the opportunity to work in one of the global companies from our tie-up where you will pursue your internship during CPT. The internship will provide an opportunity to build valuable global work experience to enhance your profile. Based on your internship experience & performance, you can also get the opportunity to convert the internship into a final job offer.

Students are exposed to various profiles to develop an understanding of business models of various companies and the various functions in an organization. Mentors ensure the student's learning and practical competency development of each student.

Mentors at PIBM for PGDM play an essential role in the teaching of students. Mentors are connected with the external mentors, and weekly student learning and progress are monitored by the internal mentor in consultation with the external mentor.

## FINAL PLACEMENTS

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

# ENTREPRENEURSHIP CELL

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

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

## RESEARCH & DEVELOPMENT CELL

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

PIBM for PGDM's R&D Cell organizes the Annual International Conference to provide an excellent platform for Academicians, Researchers, Corporates and budding students. The conference not only brings the best minds, both in the corporate and academic fields to one forum but also gives the opportunity to PIBM for PGDM students

to understand the issues, challenges, strategies, and recent trends in the area of Business Management.

- **International Conference 2018 -**  
Emerging Trends in Business Management
- **International Conference 2019 -**  
AI & Cognitive RPA Applications in Businesses in Emerging Economies
- **International Conference 2020 -**  
Business Intervention & Technology
- **International Conference 2021 -**  
Innovation & Resilience - Transforming Challenges into Opportunities
- **International Conference 2022 -**  
Navigating the Future of Business during a Turbulent Environment
- **International Conference 2023 -**  
Agile Business in the Midst of Disruptions for Sustainability and Inclusivity





## INDUSTRY REPRESENTATION CELL

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

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



# OUR RECRUITERS





## POTENTIAL CAREERS

3 years' work visa assistance after course completion

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



## ELIGIBILITY

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

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

GMAT exam (not mandatory), letters of recommendation, resume/cv and personal statements that are normally required for the admission process of the students seeking admission for the global program

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

- TOEFL Internet-based - 80
- TOEFL Computer-based - 213
- IELTS - 6.0
- PTE - 58
- Duolingo - 95



# ADMISSION REQUIREMENTS



PIBM  
GLOBAL  
*seek knowledge worldwide*



UNIVERSITY OF  
BRIDGEPORT

- Application
- Official transcript of the last degree earned. To be considered for a scholarship and prerequisite waivers, you must submit transcripts from each institution attended.
- Two letters of recommendation:
- Letters may come from employers, professors, or professional associates and should describe your work ethic, academic or work experience, and why you would be a good fit for the program
- Personal Statement of Purpose:
- In 250 – 500 words, detail why you are seeking an MBA, how you expect to apply your degree to your professional career after graduation, and why you seek to pursue your degree through the University of Bridgeport
- Résumé

## International Applicants

Please consult the International Admissions requirements page or for specific queries, contact your admission counselor.

## FEES

Program fees for the 2-year Joint Degree Program is  
**INR 30 Lakhs (Tuition)**

Get back scholarship of up to INR 1.5 Lakhs and additional Fee Waiver of up to INR 50000\*

The fee structure includes

- Tuition Fees
- International Studies Fees
- Student Health Insurance

**Scholar Educational Loan from SBI**

\*Terms & Conditions Apply



## **PUNE INSTITUTE OF BUSINESS MANAGEMENT**

Gut no.605/1 Lavasa Road, Pirangut, Pune,  
Maharashtra, India- 412115

Website : [www.pibmglobal.com](http://www.pibmglobal.com)

Email ID : [info@pibmglobal.com](mailto:info@pibmglobal.com)

Telephone : +91-20-66036700/5/9

## **UNIVERSITY OF BRIDGEPORT**

126 Park Ave, Bridgeport, CT 06604,  
United States

Website : [www.bridgeport.edu](http://www.bridgeport.edu)

Email ID : [admit@bridgeport.edu](mailto:admit@bridgeport.edu)

Telephone : +1-203-576-4552

