IIT Bombay-WashU Executive MBA (Batch 6)

Classroom Sessions at Mumbai, India | The Brookings Institution, Washington, DC. | Washington University in St. Louis

Starts 14th January 2021
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About IIT Bombay

IIT Bombay is India's leading technology and research university. Alumni of IIT Bombay have gone on to become successful entrepreneurs, CEO's and Members of Parliament.

About Washington University in St. Louis

Washington University in St. Louis (WashU) is renowned for its global contribution as a leader in research and education. Several programs offered by WashU hold a spot in the US News & World Report Top 25 Ranking.

WashU has been affiliated with 24 Nobel Laureates, many of whom have accomplished a significant portion of their award-winning work at the University.
School Rankings

#1
IIT Bombay Program by India, QS World Ranking
2019 Ranking

#4
Shailesh J. Mehta School of Management Program by India for Business and Management studies, QS World Ranking
2019 Ranking

#7
The Executive MBA Program by Washington University and Fudan University in China, Financial Times
2019 Ranking
Message from the CEO

Gopal is an alumnus of the IIT B-WASHU EMBA Program and the CEO of the IIT Bombay-WashU Joint Venture. Here is his message to future participants.

“Steve Jobs famously noted that you can only connect the dots looking backward, and that is certainly true in my case. My decision to pursue IITB – WashU Executive MBA program was based purely on the fact that after working for so many years in various corporates across industries was to learn something different. Looking back, I have benefited immensely from the breadth of study and interdisciplinary training I received through this program.

We are dedicated to educate tomorrow’s leaders using the foundations of discipline-based rigor and analysis with amazing achievements and assets – the greatest being our extraordinary faculty who have a global impact. Our mission is to influence and educate current and future leaders by creating knowledge with enduring impact.”
Program Overview

The business world is on the cusp of major changes – driven by globalization. The next generation of business leaders must be ready to take advantage of these changes while anticipating major disruptions in their industries.

In order to meet this emerging need for global-ready business leaders, IIT Bombay and Washington University in St. Louis (WashU) have partnered to offer an Executive MBA, designed to empower participants to become better leaders in their fields and accelerate their careers.

This joint Executive MBA, the first and only one-of-a-kind in India, has been carefully put together by thought leaders and world-renowned faculty members from both IIT Bombay and WashU for professionals who are at a formative stage in their careers. Participants will learn to be strategic, collaborative, and adaptive, and will cultivate a global perspective in their business outlook.

The program focuses on strategic management, organizational behavior, data modelling & decision making, cost analysis, and negotiation skills, while also covering global perspectives on macro-economics, supply chain management, valuation, and growth strategies.

Program participants will also enjoy lifelong alumni benefits from both universities.

The Executive MBA program has been closely modelled on WashU's internationally recognised sister programs in the U.S. and China with many courses taught by the same faculty members. Participants learn how to think strategically, act effectively, and lead empathetically while driving growth and building a solid organisational culture.
Accelerate Your Career

By enrolling in this program you are making a commitment to your career. Participants of the Executive MBA develop well-rounded, internationally recognized skills to grow their organizations, harness technological advances, and anticipate change. Whether you are beginning an entrepreneurial venture, looking to grow within your existing organization, or planning to take your career to the global stage, this groundbreaking program will equip you with the right mindset, network, and foresight to make that career leap.

Peer Group

While participants learn from accomplished faculty and guest speakers, they also have the opportunity to sharpen their skillsets by spending time with a proficient cohort. Your peers will come from diverse backgrounds, including multinational organizations, lean start-ups and government organizations. Participants will benefit immensely from access to this unique network of future leaders.
The program offers participants an immersive yet flexible learning journey meant to help them grow in their careers and become effective leaders. The benefits of this program are:

- An MBA (Executive) degree granted jointly by IIT Bombay and WashU
- 17 residential classroom sessions at Taj Lands End or/and IIT Bombay Campus. Once a month (Thursday to Sunday) by faculty from IIT Bombay and WashU
- 2 weeks of International Residency at the Brookings Institution, Washington DC and at Washington University in St. Louis
- On successful completion of the program, participants become an alumni of IIT Bombay and WashU
- The Top 20% of the class joins the global Beta Gamma Sigma network
- Learn how to think strategically, act effectively, and lead empathetically while driving growth and building a solid organizational culture
- Engage with a diverse peer group of future leaders from an array of sectors and industries
## Curriculum

### Participants receive:

- 17 classroom sessions at Mumbai Taj Lands End or/and IIT Bombay Campus
- Classroom sessions in Mumbai are conducted by IIT Bombay and WashU faculty
- Classroom sessions in Mumbai are held once a month, from Thursday to Sunday
- 1 week immersion at the Brookings Institution in Washington DC
- 1 week immersion on campus at Washington University in St. Louis

<table>
<thead>
<tr>
<th>Core Functional Topics</th>
<th>Advanced Functional Topics</th>
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<tbody>
<tr>
<td>• Strategic Management</td>
<td>• Managing Power and Influence in Organizations</td>
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<tr>
<td>• Organizational Behavior and Design</td>
<td>• Leadership</td>
</tr>
<tr>
<td>• Data Modelling and Decisions</td>
<td>• Advanced Marketing</td>
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<tr>
<td>• Corporate Finance</td>
<td>• Macroeconomics</td>
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<tr>
<td>• Marketing Management</td>
<td>• Competitive Strategy &amp; Industry Analysis</td>
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<tr>
<td>• Introduction to Financial Accounting</td>
<td>• Global Supply Chain Management</td>
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<tr>
<td>• Operations and Manufacturing Management</td>
<td>• Growth, Valuations, and Sustainability</td>
</tr>
<tr>
<td>• Managerial Economics</td>
<td>• Global Business Planning and Strategy</td>
</tr>
<tr>
<td>• Strategic Cost Analysis</td>
<td>• Strategic Management of Innovation</td>
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<tr>
<td>• Communication and Negotiation Skills</td>
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Program Modules

17 classroom sessions are conducted in Mumbai once a month, from Thursday to Sunday.
International Residency is at the Brookings Institution, Washington DC and at Washington University in St. Louis

<table>
<thead>
<tr>
<th>Core</th>
<th>Advance</th>
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<tbody>
<tr>
<td>10 sessions of 4 days each</td>
<td>7 sessions of 4 days each</td>
</tr>
<tr>
<td>• Strategic Management</td>
<td>• Strategic Cost Analysis</td>
</tr>
<tr>
<td>• Organizational Behaviour and Design</td>
<td>• Advance Marketing</td>
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<tr>
<td>• Communication and Negotiation Skills</td>
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<td>• Growth, Valuation, and Sustainability</td>
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</table>

International Residency Program

Towards the later part of the program, participants will travel to Washington DC and St. Louis to attend the 2-week International Residency at these locations. During the International Residency you will participate in:
• Classroom sessions
• Industry visits in St. Louis
• One-to-one Executive Coaching Session
• One-to-one Career Services session
Faculty

Participants benefit from access to a global and diverse team of faculty members from both universities along with thought leaders and established business leaders.

By leveraging renowned faculty members from both IIT Bombay and WashU, participants gain dual perspectives on business and leadership from two of the world’s largest markets.

S. Narayan Rao
Head, Shailesh J. Mehta School of Management, IIT Bombay

He is a Professor of Finance with an interest in Corporate Finance, Mergers & Acquisitions, Investment Management, Capital Markets, and Behavioral Finance amongst others. Prof. Rao has been associated with the Shailesh J. Mehta School of Management since 1998. He has been visiting faculty at IIM Indore and IIM Shillong. Prof. Rao has been a regular contributor to many publications and journals and has presented and published many papers at various national and international conferences.

Mark P Taylor
Dean, John M. Olin School of Business and Donald Danforth Jr. Distinguished Professor of Finance

He is one of the most highly cited financial economists in the world, and began his career as a foreign exchange trader in the city of London and also spent several years as an advisor at the Bank of England and the International Monetary Fund in Washington, DC. He was also the managing director of BlackRock, the world’s largest asset manager, where he led the European arm of the Global Market Strategies Group, a large global macro investment fund.
Usha Ananthakumar  
Professor of Data Modeling and Decisions

Markus Baer  
Associate Professor of Organizational Behavior

Kurt Dirks  
Vice Chancellor of International Affairs and Bank of America Professor of Leadership

Mahendra Gupta  
Former Dean and Geraldine J. and Robert L. Virgil Professor of Accounting and Management

Vinish Kathuria  
Professor of Economics

Lee Konczak  
Academic Director, Executive MBA Program and Senior Lecturer in Organizational Behavior

Todd Milbourn  
Vice Dean and Hubert C. & Dorothy R. Moog Professor of Finance

Jackson Nickerson  
Brookings Non-resident Senior Fellow in Government Studies and Frahm Family Professor of Organization & Strategy

Nicholas Argyres  
Vernon W. & Marion K. Piper Professor of Strategy

William Bottom  
Joyce and Howard Wood Distinguished Professor of Organizational Behavior

Daniel Elfenbien  
Associate Professor of Strategy

John Horn  
Professor of Practice in Economics

Ronald King  
Myron Northrop Professor of Accounting

Panos Kouvelis  
Director of The Boeing Center for Supply Chain Innovation and Emerson Distinguished Professor of Operations and Manufacturing Management

Patrick Moreton  
Professor of Practice in Strategy and Management and Senior Associate Dean for Graduate Programs

T. T. Niranjan  
Associate Professor of Operations Management
Alumni Benefits

Participants of the program enjoy lifelong alumni benefits from both universities.

IIT Bombay Alumni Benefits

- **Alumni Career and Networking Services**
  Alumni join a network of professionals based all over the world. The Alumni Career and Networking Services offers its members seminars, workshops, and networking events.

  Additionally, IIT Bombay organizes regular social events and special interest group meetings throughout the year with activities planned not only in Mumbai but across India – giving its alumni ample opportunities to expand their professional and social networks.

- **Lifelong Learning**
  Alumni receive access to lectures, discussion sessions, and on-campus conferences.

- **Student-Alumni Contact**
  Alumni are encouraged to develop themselves as mentors to the next generation of IIT Bombay students through the University’s expansive mentoring opportunities including on-campus lecture series, internship programs, and recruitment drives.

- **Ongoing Benefits**
  Alumni have access to an online alumni directory, an IIT Bombay forwarding email account, discount on accommodation at the Institute Guest House, and discounted rates library, pool, and Gymkhana facilities.
WashU Alumni Benefits

- **Career and Networking Opportunities**
  WashU alumni have access to a directory of over 130,000 alumni as well as multiple social media channels which add value to members’ professional and personal lives. WashU maintains local alumni chapters around the world and global special interest groups. WashU also provides ongoing career resources to ensure alumni stay competitive and knowledgeable in their fields.

- **Ongoing Benefits**
  Alumni have access to a WashU forwarding email and exclusive WashU merchandise – including the WashU Ring, an instant way to spot a fellow alumnus.
  Alumni also have exclusive access to regular travel opportunities organized by WashU Alumni Association – a great way for alumni to expand their professional and social networks while seeing the world.
Certificate

Upon successful completion of the Executive MBA program, participants will be awarded a Master of Business Administration.
Who Should Attend

This program is appropriate for participants who have had significant professional experience. Past participants have been CEO’s, CIO’s, CXO’s, Presidents, Directors, VP’s, AVP’s, Business Heads and Entrepreneurs

Participants should be able to demonstrate:

• A strong drive to succeed

• Ability to adapt, learn and apply new knowledge in varied situations

• 7+ years of work experience with 5 years in a managerial position

• A graduate degree with a strong academic track record

• Fluency in written and spoken English
Past Participant Profiles

Past participants have been senior professionals from across industries.

Work Experience

<table>
<thead>
<tr>
<th>Titles</th>
<th>Proportion</th>
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<tbody>
<tr>
<td>VP &amp; AVP</td>
<td>18%</td>
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<tr>
<td>Heads of Departments</td>
<td>11%</td>
</tr>
<tr>
<td>Director</td>
<td>14%</td>
</tr>
<tr>
<td>Manager</td>
<td>34%</td>
</tr>
<tr>
<td>Others</td>
<td>19%</td>
</tr>
<tr>
<td>Consultant</td>
<td>2%</td>
</tr>
<tr>
<td>Properitor</td>
<td>2%</td>
</tr>
<tr>
<td>C-Suite</td>
<td>5%</td>
</tr>
<tr>
<td>Business Unit Lead</td>
<td>5%</td>
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<tr>
<td>Others include Engineer, Consultant, Head of Sale, Product Specialist, Business Adviser, Mobility Architect, Deputy Financial Adviser etc.</td>
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Note: Data from across previous batches
Industries

- Information Technology: 22%
- Banking & Financial Services: 20%
- Healthcare: 12%
- Others: 23%
- Technical: 6%
- Manufacturing: 9%
- Consulting: 5%
- Branding & Communication: 5%
- Energy - Oil & Gas: 4%
- Education: 2%
- Retail: 2%

Others include Biotechnology, Lifesciences, Chemical R & D, Media, Human Resource Development, Infrastructure, Mining, NGO, Production, Shipping, Transportation.

Organizations

Sample of our past participants organizations:

- HDFC Bank
- Microsoft
- Schneider Electric
- BNP Paribas Securities Services
- Merck
- Tata Consultancy Service
- Larsen & Toubro
- Vodafone
- Oracle
- Emerson
- HSBC
- ICICI Lombard
- Citibank
- Infosys
- Cisco
- Wipro
- Cipla
- Credit Suisse
- IBM
- Intel

Note: Data from across previous batches
Participant Testimonials

Dr. Paul Pallath
Global Technology Head of Artificial Intelligence,
Levi Strauss & CO, San Francisco, California, USA.

IITB-WashU Executive MBA is a rigorous program where learning by doing is the key. The rich interactions among senior executives from diverse domains and seniority levels facilitated by world-renowned faculties expanded my perspective and broadened my vision to the art of the possible. My decision to choose this program is one of the best decisions that I have made.

Deepti Thakre
Director Compliance and HR
Allrig, Inc., Mumbai, India

The IITB-WashU Executive MBA Program offered me modules that are extremely important for business management. The most exciting topic for me was the finance module; it gave me the confidence to have a conversation with the CFO of my company and make observations that are unique and which add value to the company’s growth.
Admission Process

Eligibility/Pre-requisites

To be eligible for the program, you must meet the minimum requirements listed below:

Bachelors degree from a UGC recognized university

7 years of work experience

5 years of managerial experience

Excellent English language skills

Required Documents

Please ensure you have the following documents in soft copy.

A. Proof of Personal Identification
   Scanned copy of valid passport – Identity and address both pages (please scan the passport that you will use for visa application)

B. Proof of Qualification and Education
   • Soft copy of your original Bachelor’s Degree
   • Soft copy of semester-wise original marksheets or transcript of your graduation

C. Proof of Work Experience
   • Appointment and relieving letters of all previous organisations as mentioned in CV
   • Experience certificates and promotion letters of all previous organisations as mentioned in CV

D. Updated CV/Resume with two references and their contact details

E. Two Letters of Recommendation
F. Sponsor Letter of Commitment

- If you are employed, your company commitment letter can be provided by the HR of the company or your supervisor or boss.
- If you are self-employed or an entrepreneur, your firm can provide you with a commitment letter. Or you can provide a statement confirming your status and affirming that you understand the expectations of the Executive MBA program and the commitment it will require.

**Note:** If you are an entrepreneur, please submit the following documents as proof of work experience (self-attested so copies saved as a single PDF)
1. Certificate of Registration under the companies act
2. Latest GST Certificate
3. A letter on the company letterhead that the company is still operational
4. Partnership registration certificate (optional in case the company commitment letter is provided by the partner)

**Note:** You will need to carry the original hard copies of above documents on Orientation Day for verification purposes.
1. This is a rigorous program and requires participants to invest time outside of classroom on assignments, cases and pre-reads. The program includes assignments which participants are required to complete to graduate.

2. You will not be eligible for a US OPT Visa after you graduate this is an executive education program.

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<tr>
<th>ROUND</th>
<th>DEADLINE</th>
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<tbody>
<tr>
<td>Round 1</td>
<td>Closed</td>
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<tr>
<td>Round 2</td>
<td>Closed</td>
</tr>
<tr>
<td>Round 3</td>
<td>21st July 2020</td>
</tr>
<tr>
<td>Round 4</td>
<td>1st September 2020</td>
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<tr>
<td>Round 5</td>
<td>5th October 2020</td>
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</table>

To apply to the program, please complete the online application form.

Apply Now
**Program Fees**

**INR 39 Lakhs**
(no additional GST is applicable).
Student loans are available. Please write to enquiry@iitb-wustl.org for student loan details.

**The Program Fee includes:**
- Teaching sessions, cases and other reading material for all modules
- Accommodation and meals at Taj Lands End and/or IIT Bombay campus during the classroom sessions in Mumbai
- Accommodation and meals at Brookings Institution, Washington DC and at Washington University in St. Louis during the International Residency

**The Program Fee does NOT include:**
- Travel to Taj Lands End Mumbai and/or IIT Bombay campus
- Travel to Washington DC, USA and to St, Louis, USA
- Visa charges for a US F-1 (Student) visa

**Payment Schedule**

**Booking Amount:** INR 1.5 Lakhs up to 21st July 2020 (At the end of Round 3 of admissions)
**Booking Amount:** INR 3 Lakhs from 22nd July 2020 onwards
Booking amount is to be paid in 7 days of receiving an acceptance letter. Booking amount is non-refundable but it can be carried forward to next year.

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<thead>
<tr>
<th>ROUND</th>
<th>FEE</th>
<th>DATE</th>
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<tbody>
<tr>
<td>Installment 1</td>
<td>INR 11.5 Lakhs</td>
<td>15th December 2020</td>
</tr>
<tr>
<td>Installment 2</td>
<td>INR 13 Lakhs</td>
<td>15th June 2021</td>
</tr>
<tr>
<td>Installment 3</td>
<td>INR 13 Lakhs</td>
<td>15th December 2021</td>
</tr>
</tbody>
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Program fee payments are to be made by RTGS or by Demand Draft.
Contact Us

Email: enquiry@iitb-wustl.org
Phone: +91 9029007437 (India)
      +971 44302011 (Dubai)