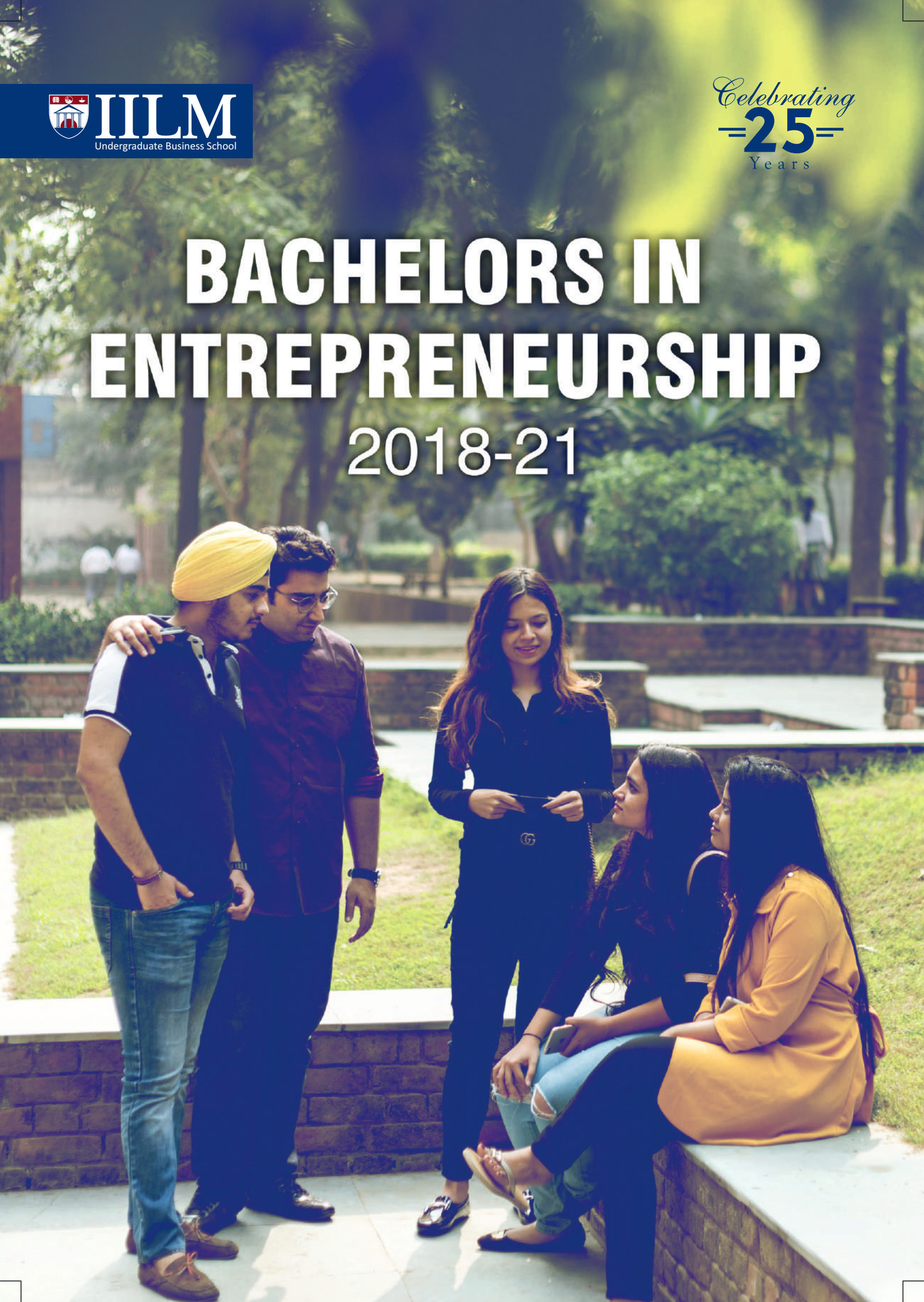
IILM
Undergraduate Business School

Celebrating 25 Years

BACHELORS IN ENTREPRENEURSHIP

2018-21



DISCOVER, LEARN AND GROW WITH IILM

Ranked 11
by Eduniversal in 3 Palmes of Excellence Category

SAQS
Accredited

9000+
Alumni

Over **40**
Global Partners

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PINNACLES OF IILM

DELHI UNIVERSITY EQUIVALENCE

A Heritage of
25 years

70% students go back to family business or start their own entrepreneurial venture

1:10
Faculty
Student
Ratio

100+
Faculty

30% Students go for Higher Education Abroad

WHY IILM

Create Your Journey With IILM

IILM, an intellectual abode helps you define
yourself in the current dynamic environment.
At IILM you are able to create
a road map for yourself by exploring
your talent, your passion,
your goals and your personality.
IILM supports you to envision
the path to your final destination
with success.

"IILM is more than a business school, it's a home away from home. With a strong sense of belonging, you become a part of an innovative, passionate & motivated community, dedicated to help you achieve your dreams."

Karanvir Singh Chauhan
American Embassy School
IILM UBS, 2015-18

IILM provides more than business education I want to express my entrepreneurial spirit and become a leader. IILM family understands that and gave me the chance to prove myself.

Sukaran Makkar
IILM UBS, 2016-19

We create Entrepreneurs who not only do different things but do things differently.

THE FIRST STEP FORWARD

You are in the deciding phase of your career and looking for a school that will give you an edge in the competing global business environment and enhance your business acumen. The numerous questions in your mind are important.

IILM honour's all the questions and gives you a comfortable, successful and congenial environment that helps in achieving your passion.

IILM believes the more you learn, the more you understand and the more you will associate with us. IILM graduates are making an impact and difference around the globe. We believe and trust that you can do more than we can think with the opportunities at IILM.

"Coming to IILM has turned out to be one of the best decisions of my academic journey as the committed, passionate and nurturing faculty push us to be the best versions of ourselves. The opportunities here have no limits as they range from self-improvement events to exchange programmes. IILM is not just a business school; it is a place of belonging."

Parv Aggarwal
Pathways School Noida
IILM UBS, 2017-20

As one of the first few students to join IILM Undergraduate Business School, I can say that the experience has been truly rewarding. The best thing about IILM is the way the curriculum is taught. Every bit of theory is applied to the real world and this amalgamation of theoretical and practical knowledge is what differentiates IILM from other colleges.

Somya Bajaj
Pathways School Gurgaon
IILM UBS, 2017-20

EXPERIENCE THE EXPERTISE

IILM has some of the most successful entrepreneurs and faculty with the latest ideas in new venture creation, financing, growth, and innovation. We have one of the best faculties, resources, and know-how to help you make your idea a reality.

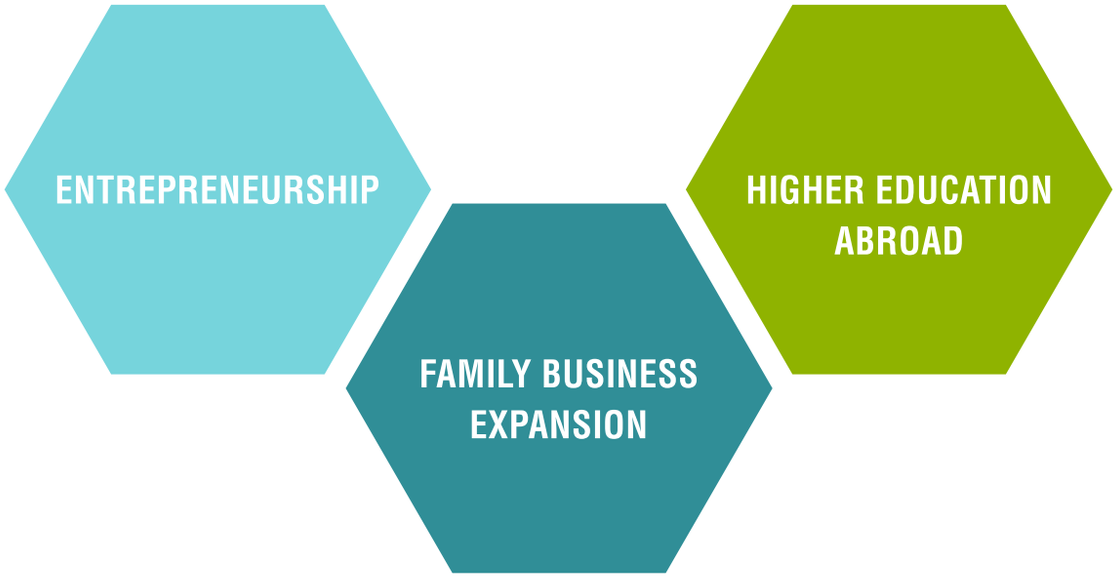
IILM has experienced, dedicated full time professors that set you apart from other business school. Our faculty is unmatched investment in your education making it easier for you to achieve your own true success.

My experience in IILM is magnificent as the faculties are very cooperative with students. We get great opportunities at IILM to showcase our talent. The pedagogy used at IILM is very practical. The lectures are substantiated with real life example so that the students can understand the topics in-depth. The classes are very interactive and knowledgeable. I really feel excited to be part of IILM family.

Vani Behl
Modern School Vasant Vihar
IILM UBS, 2017-20

SPECIALIZED MENTORING

At IILM, guiding young minds in the right direction is of utmost importance to ensure that they achieve their full potential. Mentoring is an effective means to achieve the above objective. IILM's Mentoring Program engages students and faculty in an environment that promotes students' continuous growth & development and building of personal and professional capabilities. A student enrolled at IILM is assigned a faculty member during their three year stay in the institute. Based on the students' field of interest and career goals, IILM provides specialized mentoring to guide and support students in realizing their dreams. Specialized mentoring is provided in the following areas:



ENTREPRENEURSHIP

This is for students aspiring to start a new venture. Many times students do not have specific established goals. The mentor helps the students to identify an area of interest and how it can be pursued in the current environment. The student-mentor discussions happen as frequently as the students would like and students gain from these healthy discussions and pointers provided by the mentor. A personal relationship is created which allows for a complete understanding of the student's aspirations, strengths and weaknesses.

ENTREPRENEURSHIP DEVELOPMENT CENTRE (EDC)

"Entrepreneurs are not always born but are also created". Inspired by this belief, Entrepreneurship Development Centre (EDC) is formulated at IILM. EDC aims to encourage entrepreneurial mind-set among students, the leaders of tomorrow and guide them in achieving their goals. It helps in developing and strengthening entrepreneurial qualities in the students who want to start their own venture or scale up their family business.

It provides a strong platform to assist budding entrepreneurs at every single step from ideation, validation, development to commercialization of their innovative ideas. In nut shell, focus of EDC is to guide students to take entrepreneurship as a career, as a road to success and as a journey towards realization of their dreams.

INNOVATION WEEK

Three Innovation weeks are run during an year to nurture students' creativity and entrepreneurial spirit and strengthen their innovative side. This also involves live projects and field visits.

ENTREPRENEURSHIP CONFERENCE

A conference is organized annually to bring together entrepreneurs from various industries, both established and startups, to enlighten students about their entrepreneurial journey and various challenges faced by them and how they overcame them to survive in the current environment.

FAMILY BUSINESS

This is for students who want to sustain or grow their family business. The student and mentor meet at regular intervals to understand the current family business and its challenges. The mentor provides guidance to the student on what it takes to remain competitive and how the business can sustain and upgrade itself technologically if required. The student gets individualized guidance and developmental input from the mentor.

FAMILY BUSINESS EXPANSION

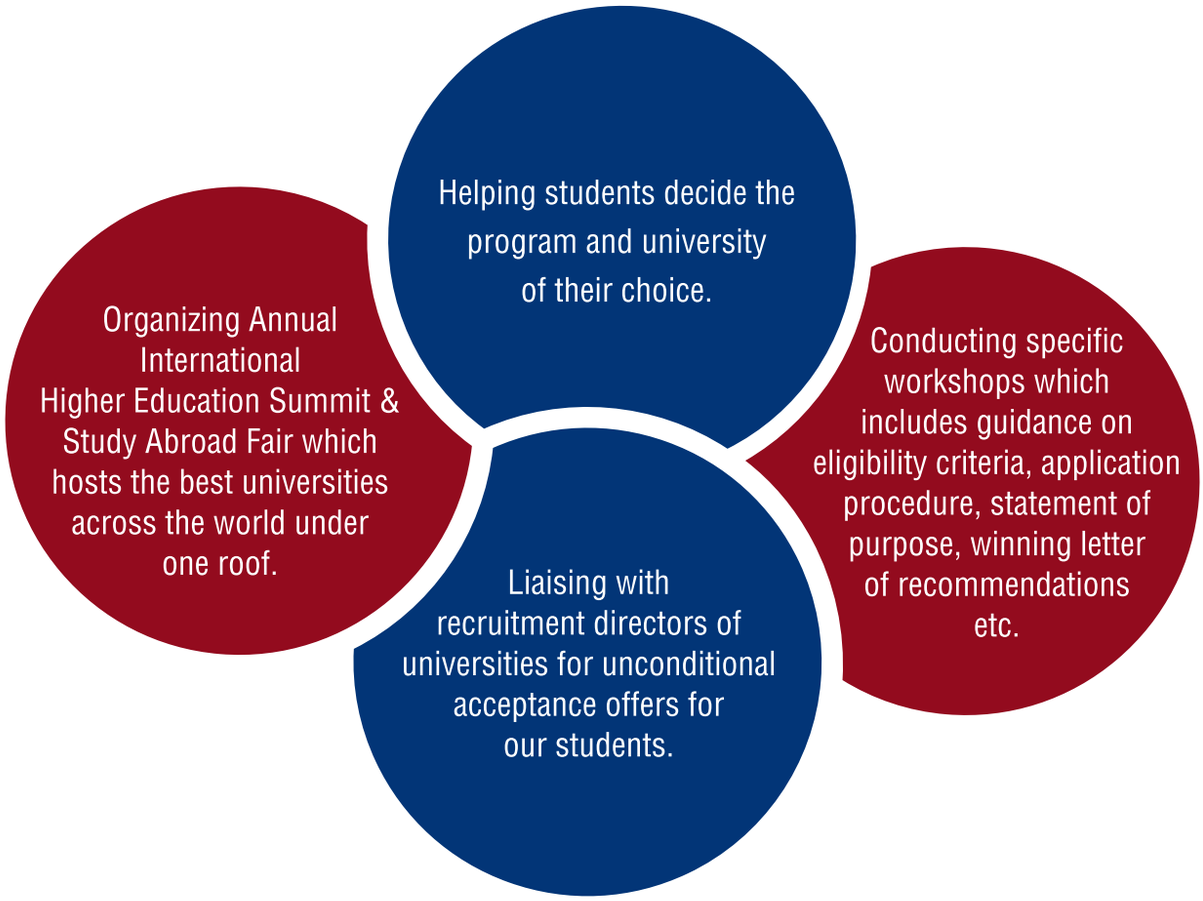
At IILM, students who want to pursue family business after their studies are encouraged and provided a platform to acquire requisite skills in modern management techniques which help them to scale their business. We equip the next generation of our family business entrepreneurs with the skills and knowledge so that they can take their organization to the next level.

FAMILY BUSINESS CONFERENCE

A conference is organized annually to bring together established family business owners from various industries, to enlighten students about their journey and various challenges faced by them and how they overcame them to survive in the current environment. Talks with established family business owners are held regularly through workshops.

HIGHER EDUCATION ABROAD

Many students at IILM aspire to pursue their masters abroad. Towards this goal, the International Office at IILM makes sincere efforts to guide students aspiring to move abroad for higher studies. The higher education mentoring includes :



As a result of our specialized mentoring for Higher Education, our students have progressed to the following universities:

University of Exeter, UK

University of Canada West, Vancouver, Canada

University of Warwick, UK

University of Westminster, UK

RMIT, Australia

University of Lincoln, UK

Regents University, UK

Middlesex University, UK

University of Royal Holloway, UK

Thompson Rivers University, Canada

Grenoble Graduate School of Business, France

University of Leeds, UK

GISMA Business School, Berlin, Germany

University of Bristol, UK

Deakin University, Australia

Coventry University, UK

INTERNATIONAL CURRICULUM AT IILM

With the SBS Swiss Business School curriculum, we aim at providing a stepping-stone for students and budding entrepreneurs to achieve the best in everything. We offer a holistic support system for students to achieve a competitive edge in the professional world.

Our internationally recognized degree puts you a step ahead of everyone. As a part of curriculum, students experience learning beyond classroom from IILM's distinctive modules that are tailor-made to give a deeper insight of the practical world. The module of the subjects are drafted with lot of rigour and research so that the gap between the academia and corporate evades.

Year

Semester 1

Semester 2

BBA IN ENTREPRENEURSHIP

1st

- English
- Accounting
- Information Systems
- Marketing
- Management
- Mathematical Tools for Business
- Project Management
- Foreign Language
- **COMPANY VISITS**

- Commercial Correspondence
- Economics
- Law for Business Professionals
- Managerial Statistics
- Principles of Finance
- Communication Skills
- Foreign Language
- **COMPANY VISITS**
- Internship
- **GLOBAL STUDY**

2nd

- Financial Statement Analysis
- Advanced Accounting
- Venture Capital & Private Equity
- HR Management
- Marketing
- Foreign Language
- **COMPANY VISITS**

- Small Business Field Studies
- International Economics
- Information Systems
- Strategic Sales Management
- Principles of Finance
- Foreign Language
- **COMPANY VISITS**
- Internship
- **GLOBAL STUDY**

3rd

- Family Business Management
- Entrepreneurship Case Studies
- International Finance
- Strategic Marketing
- Information Systems
- Foreign Language

- Cases in Entrepreneurship
- Mergers and Acquisitions
- Financial Planning & Budgeting
- Strategic Leadership & Change
- Business in a World Economy
- Foreign Language
- **THESIS**

MERCEDEZ BENZ

BOSCH

PORSCHE MUSEUM

LUFHANSA TECHNIK

HDFC BANK

GOOGLE

IBM

TOYOTA

FORTIS HOSPITAL

MOTHER DIARY

HARLEY DAVIDSON

BATA

COKE

YAKULT

HONDA

COMPANY VISIT MODULE

The Career Development Cell, CDC at IILM organises a number of events throughout the academic year, to enable the student body to interact with industry experts. Through practical visits to the industry you discover how business ideas fit into the bigger picture. Company visits provide an opportunity to link the dots between academics and practical business scenarios. Interacting with the managers and business owners, you acquire first-hand experience of how to lead a venture to success.

"Our industrial visit to Porsche was delightful as we were able to see the evolution of the Porsche car through the years. Also we were left in awe after learning about a car which was conceptualized to be so fast that it could even drive upside down."

Ritansha Rampal
IILM UBS, 2016-19

COMPANY VISIT - BOSCH, GERMANY

INTERNATIONAL COMPANY VISITS

"I was really pleased by the Daimler Mercedes Benz company visit, as I was able to see the production of one of my favorite car companies. Daimler is known for their customer satisfaction and customer relations as their cars are personalized to each buyer's needs. We took a tour of the production process where we saw how each car's interiors were hand-fitted which shows that each car is unique."

Dhron Agarwal
IILM UBS, 2016-19

"Company visit to Bosch was an interesting experience where we got an opportunity to see manufacturing of electronic products as well car parts. The process was very technical but became simple with the explanation from our guide. It was really amazing to see how much time and skills arerequired in making parts of the products."

Guneet Singh Sahni
IILM UBS, 2016-19

"Organizing a company visit to my family business was a matter of great pride for me. My team was taken around the company premises and they saw the workings of and interacted with people of various departments. It was a learning experience for them and me because there were a lot of questions asked which increased my knowledge as well."

Kavish Teotia
IILM UBS, 2015-18

"A company visit to Pepsi Bottling Plant in Greater Noida, was a great learning experience. It taught us what makes a good entrepreneur."

Manvi Jain
IILM UBS, 2016-19

GOING GLOBAL - MOVING BEYOND BOUNDARIES

GLOBAL STUDY PROGRAMME

At IILM we understand the importance of developing inter cultural competency amongst our students. Most of our students either join their family business, start new ventures or head for their higher education abroad. To maximize their experience in each of the career paths chosen, we incorporated the Global Study Program in the curriculum.

The Global Study Program included Lectures on Strategic Management, Entrepreneurship and Innovation and Digital Marketing by renowned faculty at our partner institutions. The students are also engage in company visits and immersed in local culture to help them understand the context.

In the past our students have attended programmes at the following partner universities:

- **International School of Management, Germany - Hamburg**
- **Dortmund and Stuttgart Campuses**
- **Seneca College , Canada – Toronto Campus**

For the batch 2018-21, IILM will offer Global study programme in 2 continents - Europe, North America / Asia. As part of the program, students will be taken to our partner institutions abroad after completion of the first and second year for two weeks each.

International Transfer facilities in leading universities in UK & Canada

Meet representatives from top universities at our Annual International Higher Education Summit & Study Abroad Fair

Two Global Study Programs - opportunity to explore 2 continents

Specialized mentoring support for your Higher Education Abroad

AKSHAY BANSAL, IILM UBS 2016-19

INTERNATIONAL TRANSFERS

IILM offers this unique opportunity to its existing students who are passionate to move abroad after completing one or two years with us. The optional International Transfers Programme allows the students to move to the below partner Institutions and graduate with the degree of the partner. Following are the partner Institutions :

- **University of Alberta, Canada**
- **Laurentian University, Canada**
- **Regents University, UK**
- **Middlesex University, UK**
- **University of Sunderland, UK**
- **EM Normandie, France**
- **ESC Troyes, France**

" One of the primary reasons for me to join IILM was to take a transfer to Middlesex University, London. The International Office at IILM ensures that they prepare us from day one to fulfill our dream. I received support and guidance at every step to ensure I submit a winning application. I am glad I made the right choice"

Akshay Bansal
IILM UBS 2016-19

Kaveri sachdev
IILM UBS 2014-17

SEMESTER ABROAD

There is a big world out there and IILM will help you explore it. Spend part of your course studying abroad and pick up valuable skills and experience which today's business world really values. With more and more companies working internationally, there has never been a better time to be well travelled. Experience of living in another country and speaking a foreign language can make a great impression on future clients.

You have the opportunity to spend time studying at one of our many partner universities overseas.

UNIVERSITY	COUNTRY
University de Mendoza	Argentina
Management Center Innsbruck	Austria
Upper Austria University of Applied Sciences	
Vorarlberg University of Applied Sciences	
The University of Liège	Belgium
University of MONS	
Federal University of Rio de Janeiro	Brazil
The University Federal Fluminense	
Universidade Do Estado Do Rio De Janeiro Brazil	
Kings College Canada	Canada
Université du Québec a Montréal	Montréal
University of Alberta	
Business Academy Aarhus	Denmark
Lapland University of Applied Sciences	Finland
Laurea University of Applied Sciences	
Burgundy School of Business	France
Ecole De Management De Normandie	
EDC Paris Business School	
ESC Rennes School of Business	
Groupe ESC Troyes	
Groupe INSEEC	
La Rochelle Business School	
Montpellier Business School	
The University of Lorraine	

UNIVERSITY	COUNTRY
Universite de Rouen	France
FH Dortmund-University of Applied Sciences and Arts	Germany
International School of Management	
Cologne Business School	
Hamburg School of Business Administration	
Solbridge International School of Business	Korea
Klaipeda State University of Applied Sciences	Lithuania
ESCA School of Management	Morocco
Hanze University of Applied Sciences, Groningen	Netherlands
HZ University of Applied Sciences Vlissingen	
Rotterdam Business School	
The Hague University of Applied Sciences	
ISCTE(Instituto Universitario De Lisboa)	Portugal
Linneaus University	Sweden
Geneva Business School	Switzerland
Universidad de Jaen	Spain
University of Las Palmas de Gran Canaria,Spain	
National Tsing Hua University	Taiwan
Northeastern Illinois University	USA
Gediz University	Turkey
Istanbul Kultur University	
Jinan University	China

SUMMER SCHOOL

If you don't want to study abroad in spring or fall, summer is a perfect alternative. You can spend a season exploring a new destination, enhance your education, and come back to campus with a world of experiences. Even better, many summer study abroad programs are shorter and more budget-friendly than semester-long alternatives. Below are our partner Institutions for Summer Schools :

Boston University	USA
Washington University	USA

BE A PART OF THE BEST ALUMNI CLUB

The success of an Institute is gauged from the accomplishments of its students. IILM strongly believes that learning and maintaining a lifelong relationship with the alma mater should be the highest priority of an institute. We are extremely proud to have a huge network of 9500+ alumni. Our Alumni have risen to ranks and hold excellent positions in reputed companies and successfully manage their family business.

Many of the alumni hold positions of responsibility in prominent organizations. Every year, the alumni of IILM get together at the Annual IILM Meet to reminiscence the nostalgic moments of the cherished college life.

ALUMNI & NETWORKING

We strive to engage with our alumni in various ways. They are invited to interact with the students to motivate them about careers or to deliver guest lectures on topics of their expertise. Entrepreneurs and family business owners are invited to be a part of "Entrepreneurship Conference" and also as speakers in Innovation Week and Conferences.

You too can be a part of this network of 9500+ IILM alumni and take advantage of connecting with Professionals, Industrialists and Employers across India and abroad

"My experience at IILM taught me at how important it is to keep in regular touch with college alumni for personal and as well as professional growth. Alumni not only helped me build my professional networks and contacts, but also showed me some unseen possibilities in my career."

Riju Jhunjhunwala
LNJ Bhilwara Group
IILM UBS 1996-99

LIFE ON CAMPUS

explore the unexplored self…
what drives you? what are you passionate about?

As a premier business school with 25 years of heritage, we believe in offering holistic development to our students. We have a range of clubs and societies related to academics as well as cultural activities, sports and community awareness which help students explore more than just academics while they study at IILM.

We believe in connecting likeminded students with unique ideas to learn and grow together in a safe and secure environment. This helps in building leadership and teamwork amongst them.

The various events that are enthusiastically driven by the students on Campus include:

- **BUSINESS QUIZZES**
- **CONFERENCES**
- **CULTURAL EVENTS**
- **DEBATES**
- **DONATION DRIVES**
- **GROUP DISCUSSIONS**
- **I-FEST (COLLEGE FESTIVAL)**
- **PAINTING AND POSTER MAKING COMPETITIONS**
- **SINGING & DANCING COMPETITIONS**
- **SPORTS EVENTS**

"When you are at IILM campus, it is busy with milling fun filled activities. IILM is the place to be. I have had the best 3 years of my life here."

Gauri Monga
IILM UBS – 2013-16

COUNSELLING AT IILM

IILM constantly endeavours to support its students' development in various ways. The Learning and Development Unit (LDU) at IILM, is set up for the students. The focus is to provide direction for personal development through personality assessments, personal development workshops and one-on-one counseling.

The world today has several stressors and at times, coping with them all while focusing on studies as well can get challenging. A trustworthy person who provides a listening ear, can really help develop improved coping skills in order to address emotional, interpersonal, and academic concerns. Counseling helps students realize their academic and personal goals. Talking to the counselor helps students clarify issues, explore options, and cope more effectively. The Counselor at IILM is quite approachable on campus. It is easy to fix appointments with her through e-mail or phone. Students find it easy to share their worries with her.

APPLY NOW

Our admission policy aims to provide fair and equal access to deserving candidates. We welcome applications from all eligible students and encourage a diverse and socially mixed student population.

Eligibility - Prospective candidates seeking admission to the undergraduate programs of the institute should have completed class XII with at least 55% marks under the Indian education system (CBSE or ICSE) or any equivalent board in India or overseas, with English and Mathematics at the class X level. Candidates from abroad should have completed their A levels (under the British system).

Selection Procedure - Students, who meet the above eligibility criterion, meet with a faculty for a counselling session. This is followed by a video case study discussion aimed at gauging the student's understanding of situation and analytical skills. Finally a personal interview is conducted after which the decision of admission is made. The decision of the admission committee will be binding and final.

Application form and prospectus - At IILM UBS, our aim is to make the application process as simple and efficient as possible. We encourage applications online. To begin your applications, follow the simple steps below -

- To apply online please log on to www.ubs.iilm.edu
- Once you have entered all the required information, you will receive an e-mail with the brochure and application form

The documents required at the time of interview are:

- A copy of class X and XII mark sheet (with originals)
- A copy of Passport/Birth Certificate
- SAT/ IELTS test results (if available)

For transfer applicants only marksheet of the previous examination of the college / University attended are required. Originals will be returned after verification at the time of interview

OUR PROGRAMMES

IILM Institute For Higher Education, Lodhi Road	PGDM (Affiliated to AICTE & Accredited by SAQS) Executive PGDM in Public Policy & Management (Affiliated to AICTE)
IILM Undergraduate Business School, Lodhi Road	Msc in Family Business Management
IILM Institute For Business & Management, Gurugram	PGDM (Affiliated to AICTE) Executive PGDM (Affiliated to AICTE) FPM (Affiliated to AICTE)
IILM Graduate School of Management, Greater Noida	PGDM (Affiliated to AICTE, AIU & Accredited by NBA) Executive PGDM (Affiliaed to AICTE & AIU) FPM (Affiliated to AICTE)
IILM College Of Management Studies, Greater Noida	PGDM (Affiliated to AICTE)
IILM Academy Of Higher Learning, Jaipur	PGDM (Affiliated to AICTE) MBA (Affiliated to RTU, Kota)
IILM Academy Of Higher Learning, Lucknow	PGDM (Affiliated to AICTE) MBA (Affiliated to UPTU)
IILM College Of Engineering & Technology, Greater Noida	B.Tech, M.Tech, MBA BBA - MBA integrated

EXPERIENCE IILM

Learn more:
www.ubs.iilm.edu

Attend an event :
www.iilm.edu/events

Attend a webinar:
www.iilm.edu/webinar

Meet your peers:
www.iilm.edu/meetyourpeers

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