



Professionalizing Family Businesses & Gearing Up the Start-ups

PROGRAM BROCHURE

In 1981, Shri Vile Parle Kelavani Mandal (SVKM) established Narsee Monjee Institute of Management Studies (NMIMS) to meet the growing demand for management education. In 2003, NMIMS was declared a deemed to be university under Section 3 of the UGC Act 1956. The vision of NMIMS is to be a globally admired university by 2030. The Mission of NMIMS is to emerge as a centre of excellence, best-in-class in India and Asia, and striving towards being the best in the world by 2030.

With a legacy of 38 years, NMIMS has grown to become one of the top-10 B-schools in India and has emerged as a multi-disciplinary, multi-campus university, with campuses at Mumbai, Navi Mumbai, Indore, Shirpur, Dhule, Bengaluru, Hyderabad and Chandigarh and fourteen constituent schools that include Management, Family Business, Engineering, Pharmacy, Architecture, Commerce, Economics, Law, Science, Liberal Arts, Design, Performing Arts, Mathematical Science and Distance Learning. In addition, the university has nine Centres of Excellence. The consistent academic quality, research focus, faculty from top national and global institutes and strong industry linkages have placed NMIMS amongst the nation's prime centres of educational excellence and research. Today, more than 15,000 students and about 700 full-time faculty members are a part of the university.



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AICTE Approved Programs



AACSB - International Accreditation
(Mumbai Campus)



NAAC with 3.59 CGPA (on 4-point scale)
and Grade A+ for the 3rd time (Mumbai Campus)



Category 1 University by MHRD / UGC – Graded
Autonomy Regulations 2018



AMBA - International Accreditation
(Bengaluru and Hyderabad Campus)



SAQS - International Accreditation - (School of
Business Management (SBM) Mumbai Campus)

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Welcome to Pravin Dalal School of Entrepreneurship & Family Business Management

NMIMS PRAVIN DALAL SCHOOL OF ENTREPRENEURSHIP & FAMILY BUSINESS MANAGEMENT (PDSE & FB) is a pioneer in Family Business Management education in India. Established in the year 1999 as a special initiative of the School of Business Management (SBM) NMIMS-Mumbai, the school boasts of an alumni base of over 4,000, comprising of many leading family businesses.

India has one of the highest number of family-owned businesses in the world that contribute significantly to the growth cycle of this country. However, scalability and keeping pace with disruptive technologies and markets remain a constant challenge coupled with a smooth succession in leadership. This has underpinned the value of niche knowledge, skills and understanding of international practices required to operate, expand and transform business in today's times.

The school offers education in Entrepreneurship and Family Business (E & FB) Management through its undergraduate program; Integrated-MBA (E & FB) since 2015, Post-graduate program; MBA (E & FB) and a weekend FMBA program since 1999. Our reputation lies in our ability to bring entrepreneur's perspective to business management education. Furthermore, we develop critical skills and sensitivity required to take family businesses forward. The school nurtures future leadership through its pioneering ecosystem of well-respected faculty, futuristic curriculum, subject matter expert talks, peer group learning, personal development workshops, intensive international exposure and social connect programs - a comprehensive bouquet of in-class and beyond classroom pedagogy. The school, through its current students and strong alumni, offers an opportunity for a large personal and professional network for future business possibilities.

Our mission is to continue providing intellectual capital to family businesses to propel innovative and socially responsible leadership. We sincerely wish to play a bigger role in shaping leadership in family businesses of India.

Seema Mahajan
Director

Top 3

Ranked 3rd in Family Business
and Entrepreneurship
Education in India

21 years

Strong legacy in
pioneering family-run
business programs

Top 100

Ranked among top 100
'Best Entrepreneurship'
Masters Program
world wide - Eduniversal Rankings

4000+

Strong Network of alumni

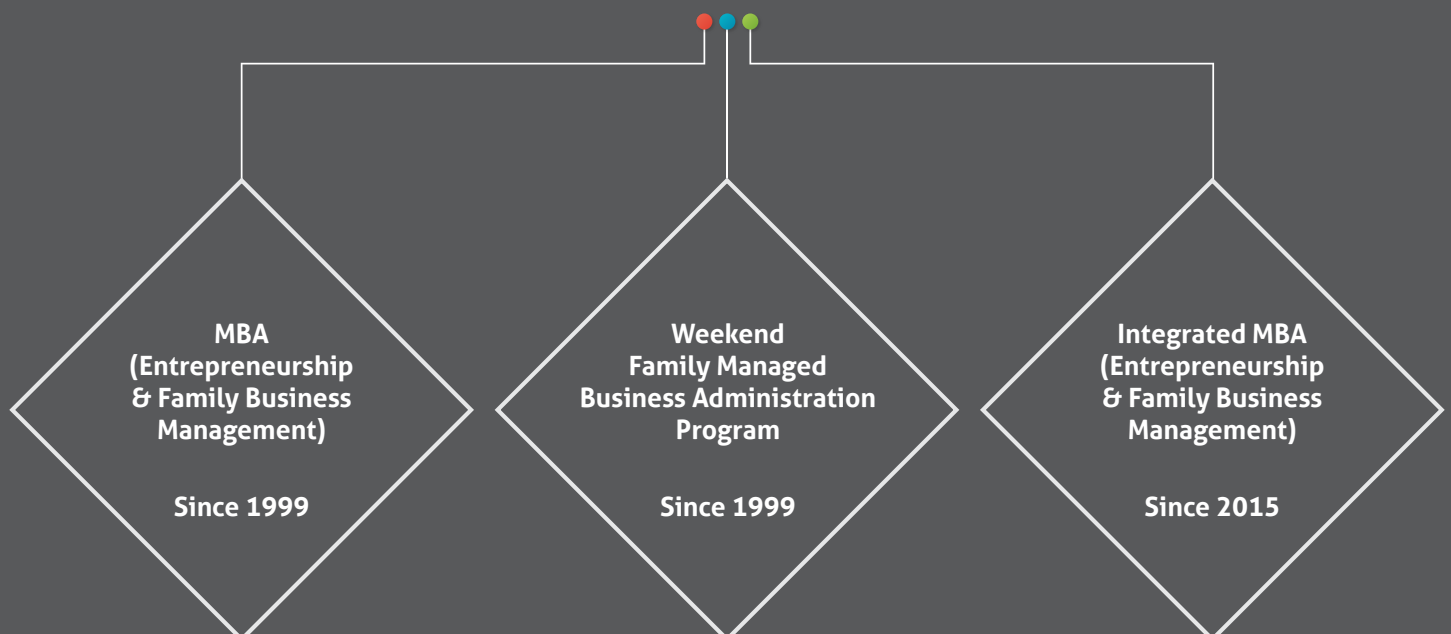
Top 10

Ranked among top 10
Best Business Schools by
'Entrepreneur B-School
Survey 2017'

The Power of Many

Only Program mentioned in the McKinsey
Report - 'Realizing the socio economic potential of
entrepreneurs in the 21st century' released
at the G-20 Young Entrepreneurs Summit in Paris

YEARS OF EXCELLENCE



OUR DIFFERENTIATORS

STRONG LEGACY

A legacy of 38 years in setting high educational standards for AACSB Accredited programs



DELIVERING VALUE IN EDUCATION

21 years of experience in understanding and imparting niche knowledge of Indian family businesses and entrepreneurship and guiding start-up and scaling challenges

EXPERIENCED ACADEMIA

Experienced and dynamic faculty coming from diverse backgrounds with wide industry-academia exposure



MASSIVE NETWORKING POSSIBILITIES

We offer opportunity to network with our strong alumni base of 4000+ family businesses

EMBRACING BEST PRACTICES

We develop understanding of world-class business practices through domestic and international visits



TURNING IDEAS INTO ACTION

Our mixed pedagogy stimulates critical thinking through lectures, case analysis, business plan development, design thinking and peer group learning projects

INDUSTRY CONNECT

Regular interactive sessions with guest speakers in leadership positions in industry and professional practitioners from various fields



PEOPLE SKILLS

Outbound training sessions to foster skill-building and team dynamics in aspiring leaders

GLOBAL CHALLENGES

Sensitizing future business leaders on global environmental and social challenges through annual social-connect projects



UNDERSTANDING BUSINESS: THE GLOBAL WAY

Student exchange programs & International linkages with over 30 institutions to understand the global and local language of business

SHAPING LEADERSHIP: FORMS & FORMAT

We have management development programs and certificate programs to address key challenges of family business and entrepreneurship



ENRICHED PEDAGOGY

PDSE & FB offers business knowledge with niche modules on contemporary advancements in business world in collaboration with worlds' best consultancies



- State-of-the-art Campus
- Well-equipped Classrooms
- Bloomberg Terminal
- Dedicated Digital Library
- E-resources of 125000+ eBooks, 31000+ E-Journals, Audio-Visuals, CDs, VCDs, Annual Reports, Newsletters, etc.
- 100+ National and International Periodicals

- Access to Corporate Databases like CMIE, Capital Markets, ISI Emerging Markets
- Institutional Membership with BCL (British Council Library), BMA (Bombay Management Association), MANLIBNET (Management Library Network), and Indian Institute of Technology (IIT) Bombay.
- Reading Hall
- Cafeteria



**STUDY
ABROAD**



**SOCIAL
CONNECT**



**IN-CLASSROOM
LECTURES**



**START-UP
MENTORING**



**PRE-STUDY
SESSION
& MATERIALS**



**INDEPENDENT
RESEARCH**



**PEER GROUP
LEARNING PROJECTS
& SUPERVISION**



**DOMESTIC
& INTERNATIONAL
INDUSTRIAL
VISITS**



**EMINENT
CORPORATE
LEADERS-GUEST
LECTURES**



**LEARN FROM
YOUR PARENTS
PARENT SERIES &
IN- BUSINESS PROJECTS**

PDSE & FB Academic Challenges

PDSE & FB's academic challenges lie in imparting in-depth business knowledge with niche understanding of family-run businesses. We create and disseminate knowledge around family businesses that are yet to scale and transform. The transition from traditional to contemporary way of doing business lies in 360-degree approach in resolving challenges and limitations faced by these businesses. The challenges revolve around interconnected issues and face 'where to start from' dilemma.

Core challenges & our academic interventions



Business Roadmap

Understanding future of business through product & market mapping and impact of changes in techno-social environment



Scaling Business

Understanding why scaling is indispensable and how to go about it for business sustainability



Succession Planning

Addressing the need for formal succession planning and why contingency planning is important



Attracting and Retaining Talent

Investing in human resource and addressing 'train to skill or to switch' issues



Cultural Understanding

Drawing on interdisciplinary strengths to develop understanding of cultural issues in family businesses and resolving people's problem



Decision Making, Delegation and Family Conflict

Evolving system driven businesses rather than the 'family in business' approach



Financial Accountability

Practicing treatment of accounts and taxes for aiming long-term growth



Transformative Technology

Translating insights into improved or new products and processes



Publication – Anthologists

Anthologists, a publication series by the students of Pravin Dalal School of Entrepreneurship and Family Business aims to promote learning through debates and discussions with industry experts, brainstorming and creating business case studies and research papers.



Annual Event: Inspirus

Inspirus is the flagship annual business event of Pravin Dalal School of Entrepreneurship & Family Business Management, NMIMS. The theme based event is attended by dignitaries from across industries.





Bombay Business Conclave (BBC)

BBC, with an array of managerial and cultural activities, is a student driven event that provides a platform for students to fraternize and express their hobbies and passions.



Pioneer Garage

It's a unique student driven activity and inspires new Ideas, concept notes, business plans. Nearly 13% new business initiatives come out of 'Pioneer Garage'. The sessions are facilitated by the Director and subject matter experts from related Industries.

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Jeet Thacker

Class of 2015-17

"I can say that this course gave us the third eye to see how world is moving and where we can position ourselves. The exposure was not limited to the boundaries of our country but was global to help us realize how the world is running businesses".

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Mayank Jain

Class of 2012

"MBA E & FB is the most strategically designed course. Nowhere else will a 25 year old get the opportunity to sit, converse & interact with 100+ business leaders".

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Juhi Nagpal

Class of 2007-09

"As founder and director, I manage to put together grand flea markets every season. Undaunted by challenges, I am truly an Alumni of NMIMS".

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Surbhi Jain

Class of 2017

"My journey at NMIMS helped me grow my confidence, self-esteem and will power. I always had a creative side but NMIMS gave me the platform to showcase it".

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Harsh Bohra

Class of 2015

“PDSE & FB gave me the opportunity to pursue my trimester in France. It was a great experience to interact with professors from different nationalities sharing their practical experience. Communicating with a group of global friends and getting the exposure to think different on a global scale, was very invigorating.

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**Siddharth Sahlot**

Class of 2017

“I benefited greatly from this program. This program demystifies the complex task of strategic thinking and planning for the family and business systems”.

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Aditya Bhide

Class of 2017

“This MBA program has provided me with not only an in-depth understanding of businesses but has also given me the opportunity to study specific modules which would help me transform my family business.

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**Adarsh Mahipal Gupta**

Class of 2001-03

“I could discover my strengths at NMIMS. It has shaped my distinctive personality and gave me the vision to manage my family business that now has presence in over 56+ countries”.

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PROGRAMS OFFERED AND ENTRY REQUIREMENTS

PROGRAM NAME	ELIGIBILITY	DURATION
MBA (Entrepreneurship & Family Business)	Bachelor's degree from a recognized university with min. 50% marks	2 Years (Full-Time)
Integrated MBA (Entrepreneurship & Family Business)	CBSE/HSC/IB/ISC (12 th class) with min. 60% marks	5 Years (Full-Time)
Weekend Family Managed Business Administration Program (FMBA)	Graduate degree from a recognized university	32 Weekends (Sat 6 hrs. & Sun 5 hrs.)



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MUMBAI



BENGALURU



NAVI MUMBAI



HYDERABAD



DHULE



INDORE



CHANDIGARH



SHIRPUR