



# Grow Your Business Programme

Alumni base of  
over 200 entrepreneurs  
from varied sectors

Register at  
<http://www.spjimr.org/gyb>  
for free interactive session

## Why S. P. Jain Institute of Management & Research (SPJIMR)?

Bharatiya Vidya Bhavan's S.P. Jain Institute of Management and Research (set up in 1981) has been consistently recognised as one of the top business schools, currently ranked 6. SPJIMR recognises the significant contribution of entrepreneurs to the growth of the economy.

SPJIMR has pioneered the Family Managed Business programme for the nextgen of Small and Medium Enterprise owners, the Start Your Business Programme for budding entrepreneurs and the Grow Your Business programme for entrepreneurs at the early growth stage of their venture..

### If you are looking for

- ▶ Opportunities to Grow your business
- ▶ Managing the Growth of Your Business
- ▶ Achieving Growth with Profitability
- ▶ Proven knowledge on overcoming day- to- day challenges
- ▶ Insight/Guidance from mentors & experts
- ▶ Network with like minded people, investors and bankers

Then visit <http://www.spjimr.org/gyb>

## About Grow Your Business Programme

The Grow Your Business programme is a certified short term business management programme which enables you to Dare to Dream Differently. The programme equips entrepreneurs like you with the knowledge, skills and attitude required to grow your business sustainably and encash the business opportunities available across sectors in India today.



## GYB Programme Highlights

- ▶ Best suited for founders, entrepreneurs of small businesses
- ▶ Sharpens your role as a CEO of a professionally managed company
- ▶ Experienced In-house faculty & practitioners provide knowledge and insights on Marketing & Sales, HR, Finance and Supply Chain functions for managing small businesses
- ▶ Teaching methodology gives an opportunity to the participants to customise the learning process through close interaction with the faculty and fellow entrepreneurs
- ▶ Opportunity to present growth plan before panel comprising of bankers, investors and expert. Access to mentoring and funding network
- ▶ GYB programme has gained popularity through a strong word of mouth network from the Alumni channel
- ▶ Conducted twice a year, over 7 weekend (Saturday full day & Sunday half day)
- ▶ Participation Certificate on successful completion of the programme

## Profile of GYB participants

The GYB programme has benefited over 200 entrepreneurs like you running ventures in Manufacturing, Services, Infrastructure, Trading and New Economy sectors. The turnover of the companies range from Rs. 1 crore to Rs. 30 crores

**Manufacturing sector** - Engineering, Construction Equipment, Textiles, Textile machinery, Jewellery Machinery, Pharmaceutical, Edible Gold & Silver foils, Consumer Durables like Hygiene products, Furniture and Jewellery, Vendors to OEMs

**Services sector**- IT services, Architecture, Logistics, R&D, Advertising, HR professional services, Publishing, Printing & packaging, Hospitality and Catering, Technical consultants like Engineering designing, NBFC

**Infrastructure**- Real estate, Fencing products, Ship designing & building, Power Transmission, Industrial gases, Security alarm Systems and solutions

**Emerging sectors**- Marketing Analytics, Entertainment, Ecommerce, Practising Doctors, Media, Health care, Education, Corporate Gifting

**Trading sector**- Distributors of large MNCs, traders in wholesale and retail markets.

## Participant's Speak

“The programme helped me understand part of my business like balance sheets, profit & loss accounts and taxation better. It provided a forum to interact with experts in various fields essential for the business. Excellent faculties and the programme and tremendous efforts put in by the entire team.”

**-Shewta Mundra**, Centre Head,  
Arena Animation, Fort, Mumbai

“Overall the experience was unique and different. The programme made me realise how to fine tune myself so that my business can grow.”

**-Rajiv Agarwal**,  
Director,  
Transtech Equipments Pvt  
Ltd, Kolkata

“This programme is very valuable especially if the person does not have formal management background. I would like to apply practically all the learning and ideas I derived from the programme.”

**-Alpesh Jain**,  
Owner,  
Bhavani Kripa Finance  
Services, Mumbai

Register at <http://www.spjimr.org/gyb> for free interactive session.

Reach us: [msrao@spjimr.org](mailto:msrao@spjimr.org), [cera3@spjimr.org](mailto:cera3@spjimr.org) or 9870120484 , 022-61454317

To know more about programme visit: <http://www.spjimr.org/gyb>

## Center for Entrepreneurship Development (CED)

S. P. Jain Institute of Management & Research  
Bhavans Campus, Munshi Nagar, Dadabhai Road.  
Andheri (W), Mumbai 400 058.  
T: 022-2623-0396/ 2401/ 7454