



TRANSFORM YOUR BUSINESS LEGACY INTO A POWERHOUSE



PGP - FMB

Post Graduate Program in Family Managed Business

HERITAGE AND LEGACY



As the next-gen in a family managed business, you are the recipient and also the creator of a legacy. How do you understand, preserve, bolster and transfer such legacy over time? SPJIMR's pioneer program for scions of family businesses - Post

Graduate Program in Family Managed Business (PGP-FMB) is designed to help you preserve and nurture the legacy of earlier generations and leave your own indelible mark in your family business for years to come.

With a curriculum that is internationally accredited by the Association of MBAs (AMBA), U.K. and the Association to Advance Collegiate Schools of Business (AACSB), SPJIMR's PGP-FMB program is the perfect vehicle for you to discover your own strengths, as well as those of your family business. Become a socially sensitive business leader with a global mindset who takes his family business to greater heights.

A foreign immersion at a globally reputed partner school, with a multicultural classroom experience that will help you evolve as a global citizen.

THE POST-GRADUATE PROGRAM



The PGP-FMB program is designed to groom new entrants to family businesses in India and Asia to enable organic growth for self and their family business.

THE SPJIMR-FMB DIFFERENCE

- The oldest post-graduate program for family business scions in India, in existence since 1997
 - Internationally acclaimed and among the top 10 B schools in India
 - The oldest Indian program for family business scions -PGP-FMB
 - Network with over 4000 FMB alumni across industry and 12,000+ SPJIMR alumni
 - Interact and learn from distinguished faculty drawn from academia, corporate and entrepreneurship
- Look at own business differently with a solid general management foundation
 - Experience a distinctive approach to understanding your family business through a mix of elective courses for a holistic business perspective
 - Get mentored in business and family dynamics by experienced mentors from business and your own family
- Understand and enhance family managed business skills by SPJIMR FMB's 4*3 unique KSA (Knowledge- Skills-Attitude) model relevant to family business

	BUSINESS	FAMILY	SELF	SOCIETY
KNOWLEDGE		STUDENT		
SKILLS				
ATTITUDE				

IN FAMILY MANAGED BUSINESS



OUR ALUMNI



THE NUMBERS

26

Years of existence

4000

Family businesses gone through
our portals

2

Top International Accreditations

USD 30 BILLION

Cumulative annual business of
our alumni

200000

Employment generated by our
alumni

USD 10 BILLION

International trade controlled by
our alumni annually

PROGRAM CURRICULUM

PHASE I	PHASE II	PHASE III	
Understanding the Business Environment -I	Understanding the Business Environment-II	Legal Aspects of Business	GENERAL ELECTIVES
Acquiring and Managing Customers	Managing Sales Force and Reseller Networks	Digital in Business	International Business
Introduction to Finance	Financial Management	Brand Management	Private Equity and Venture Capital
Leveraging IT for Business	B2B Sales	Organizational Development & Change	International Finance
Business Improvement Project	Business Improvement Project	Family Dynamics-III	Taxation
Interpersonal Skills for Business Leaders -I	Interpersonal Skills for Business Leaders -II	Financial Planning and Wealth Management	E-Commerce
Spreadsheets for Decision Making	Cost Management	BUSINESS AND ROLE PLAN	Doing Business in Emerging Economies
Managing Self	Competitive Strategy	CUSTOM ELECTIVE: MAJOR (ANY ONE)	Big Data Analytics
Managing Teams	Harnessing Human Resources in FMBs	Real Estate and Infrastructure	
Family Dynamics-I	Family Dynamics-II	Manufacturing	
Leadership Lab	Leadership in Action	Service	
Business & Society	Business & Society	Retail	
	Strategic Negotiation		
	Markstrat		
	ELECTIVE: MINOR		
TOTAL CREDITS 14.5	TOTAL CREDITS 17.5	TOTAL CREDITS 18	

Additionally, the phase includes corporate exposure through compulsory Domestic Industrial Visits (DIVs). Students also have the option to travel on Foreign Industrial Visits (FIVs), which are conducted based on the choices of elective.



PROGRAM DETAILS

The program is designed around the unique needs of family managed businesses. It defines participants as OWNERS; equips them with a holistic perspective of their businesses and cements their pivotal role in it. It systematically grooms the new generation with a set of conceptual frameworks built around the family's and society's needs. PGP- FMB aims to transform not just the participant, but family managed businesses themselves and make them more successful.



SALIENT FEATURES

- 18 month modular program 1 week on campus followed by 3 weeks at your business location every month
- 15 consecutive months of on-contact learning , including a foreign immersion at a globally reputed partner school as decided by the institute.
- 3 phases - Basic, Advanced and Elective courses
- 46 number of courses
- 40 number of credits
- 3 months to work on a final Business and Role Plan and presentation, vetted through a rigorous two-step stage, by faculty and senior leaders and owners from industry
- One Contact to be conducted off-site, with opportunities to network and learn from local entrepreneurs and family businesses, and liaise with local government officials
- Application based courses specific to family businesses- 'Business Improvement Project' and 'Business & Role Plan'
- Emphasis on 'Family Dynamics' as a basis for establishing robust and long-lasting transgenerational family businesses
- An Outbound 'Leadership Lab' set in the lap of nature in Raigad District for learning leadership
- Option to learn allied industry verticals through MAJOR and MINOR electives
- Customized electives based on the participants' core domains: Manufacturing, Retail, Real Estate & Infrastructure and Service
- SPJIMR's unique pedagogical tool - Non-Classroom activities, including 'Samagam', 'Consulting Competitions', 'Family Fridays', 'Industry in Classroom' and 'Addas'
- Unique Mentor Mentee meets to bridge and transfer experience and knowledge from the older to the younger generation
- Domestic Industrial Visits and optional Foreign Industrial Visits based on electives
- Monitored application of classroom learning to own business

APPLY TO PGP-FMB

Admission to the PGP-FMB program is through a rolling process. There are two batches per calendar year – April and September.

Eligibility

- Undergraduate program from a certified/recognised University
- Validated official transcripts/mark sheets from previous institutions
- Has to be at least a second generation member of a family managed business
- Has a significant stake in family business
- 1 year + experience in family business (Could be parallel to education)
- Latent business acumen and knowledge

- Has a mentor as per the requirements of the programme
- Business of a scalable size

Selection

Selection and admission will depend on the participant, the initiative of the mentor and the size and nature of the business.

Process

- Online application
- INR 2500 Application Fee
- Personal Interviews
- Aptitude Test

Description	Due Date	Amount in INR	Amount in INR including 18% GST on tuition fees and 12%GST on hostel fees
Registration	Before the start of the Batch	1,00,000	1,18,000
First installment	Before the start of the Batch	8,50,000	10,03,000
Second installment	Three months after the batch start date.	7,55,000	8,90,900
Total		17,05,000	20,11,900
Hostel Fees	Along with the registration fees	1,00,000	1,12,000





Courage • Heart

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To avoid confusing SPJIMR with any other institution, look for the five strokes logo and the Bharatiya Vidya Bhavan association.