

MANAGEMENT DEVELOPMENT PROGRAMMES

Doing Business in India

A strategic partnership for global academic & corporate collaborators

Prepared by the MDP Team, SPJIMR



What we'll cover



Why India, why now

The macro case for on-ground exposure



About SPJIMR

Who we are, and why partners choose us



The DBI programme

Objective, structure and modules



How we teach

Pedagogy and the on-ground experience



Track record

Partners we've already worked with



Why partner with us

The case for academic & corporate collaborators



Next steps

A simple path to a pilot cohort

India is where global strategy, talent and markets are converging



Digital economy at scale

UPI has made India a live lab for real-time digital payments and financial inclusion — a case study no classroom slide can replicate.



A rising manufacturing base

The Production Linked Incentive (PLI) scheme spans 14 sectors, from electronics to pharma, actively reshaping global supply chains.



A live sustainability story

Renewable energy transition and circular business models (reuse, recycle, refurbish) are being tested in India in real time.



One of the world's fastest-growing major economies

Understanding India's regulatory, cultural and consumer landscape is now a core, not optional, global business competency.

SPJIMR at a glance

SPJIMR is among India's most innovative and socially responsible management schools. Based in Mumbai, the institute has deep experience delivering management development programmes — from mid-career to senior leadership levels — for corporates and institutions across the world.

For many leading corporates, entrepreneurs and academic institutions, SPJIMR is the preferred partner in India — combining original research, innovative pedagogy and proactive industry engagement.

“A learner-centric pedagogy that synthesises western efficiency with eastern ethos — helping organisations learn and grow.”

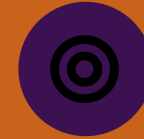


Vision & mission



Vision

We aspire to be recognised globally as an innovative and socially-conscious management school.



Mission

We aim to influence managerial practice and promote value-based growth of our students and alumni, organisations and their leaders, and society at large — by advancing wise innovation at scale through teaching, thought leadership, and industry and community engagement.

Accreditations & rankings

Globally benchmarked, independently verified



SPJIMR is a category-I management institute under **AICTE**, accredited by **AACSB**, **AMBA (UK)**, and **EQUIS (EFMD)**.
It is part of an elite group of institutions worldwide holding the prestigious '**Triple Crown**' accreditation, placing it among the top 1% of global business schools.



#3 in India, #35 in the World
— FT Global Masters in Management Rankings, 2024



#3 All-India Rank
— Business Today–MDRA B-School Ranking, 2024



#1 All-India Private B-School,
— Business Today, MDRA India's Best B-School Ranking 2025



#1 All-India Private B-School,
India Today Group MDRA Best B-School Survey, 2025

Overview of our programmes



**Full-Time Residential
Programme**



**Executive Education
Programme**



Doctoral Programmes



Global Programmes



Social Sector Programmes



**Family Business &
Entrepreneurial Programmes**

The DBI programme sits within our Global Programmes portfolio — designed specifically for international cohorts.

What the programme sets out to do



Build cross-cultural business acumen

Through immersive, on-the-ground engagement with real Indian markets — not case studies alone.



Identify real opportunity

Equip participants to evaluate emerging business opportunities in India across sectors.



Decode the operating context

Build working fluency in India's legal, regulatory and cultural frameworks — critical to doing business successfully.

Programme structure

Basic module

A combination of:

- ✓ Classroom sessions
- ✓ Industry visits

The foundation layer every cohort receives — grounding participants in India's context before specialising.

Management study modules

Elective depth, chosen to match cohort priorities:

- ✓ General management
- ✓ Finance
- ✓ Marketing
- ✓ Operations
- ✓ Information technology
- ✓ Big data & analytics

DBI short module

Day 1	India: macro view & business landscape PESTLE framework · social landscape & demographic advantage · regulatory aspects
Day 2	India as a market Decoding the Indian consumer · creating shared value · corporate experience in rural markets
Day 3	India as a manufacturing hub Government relations, approvals & public policy · India's role in global manufacturing
Day 4	Digital India Technological innovation · UPI, Aadhaar & DPI frameworks · technology & financial inclusion
Day 5	Startups & future frontiers India's tech start-up ecosystem · growth & impact of e-commerce

DBI long module

Week 1

Foundations of India

- Introduction to India & to DBI
- Understanding markets & market formats
- Socio-economic case study workshop
- Business opportunities & government policy
- Sustainable business: reuse, recycle, refurbish
- HR/OB in the Indian context · supply chain · team building

Week 2

Trade, governance & industry

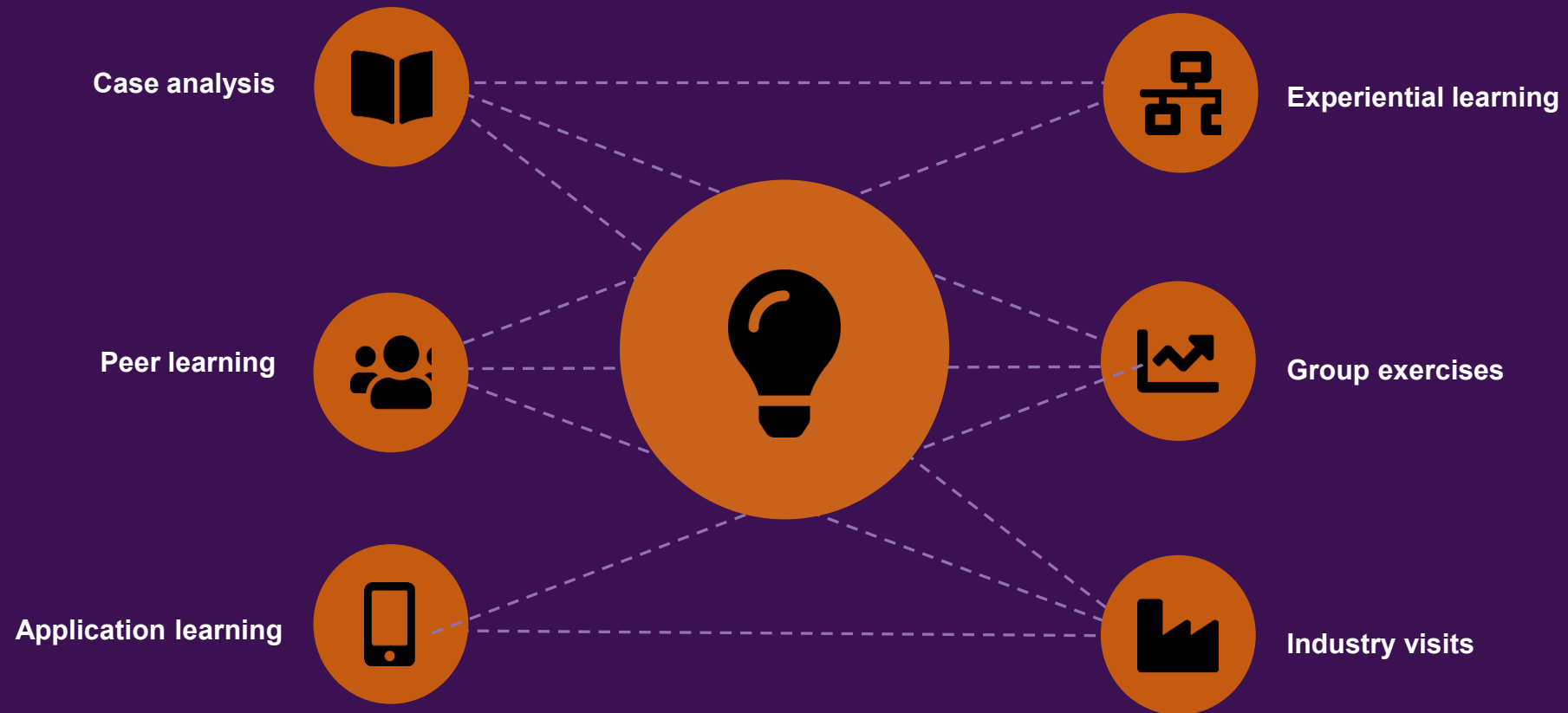
- India's external sector & key trading partners
- Industry outlook: Media & Entertainment
- Regulatory aspects of doing business in India
- CSR & corporate governance, Indian perspectives
- Marketing management for the Indian environment
- Science of Spirituality (SOS) session

Week 3

Innovation & the future economy

- Startup ecosystem & tech-oriented design thinking
- Family-managed business in India
- Digital India: UPI, Aadhaar & DPI frameworks
- Renewable energy transition · NGOs
- Business analytics / big data, Indian perspective
- E-commerce growth · emerging-market multinationals (GCCs)

Pedagogy built for adult, cross-cultural learners



The SPJIMR experience



Trusted by institutions worldwide

EBS  Business School
European School of Business (EBS)
Germany



Stockholm School of
Economics Executive
Education



National University of Singapore
(NUS) | Singapore



Steinbeis Business Academy
Germany



ESCP – Europe
France



Lancaster University Management
School, UK



Vlerick Business School,
Belgium



Nyenrode Business Universiteit
Netherland



Michigan State University
USA



The Lisbon MBA
Portugal



Rice University,
USA



Sofaer International MBA,
The Recanati Business School
Tel Aviv University, Israel
SPJIMR | Management Development Programmes



University of Warsaw,
Poland



Thammasat Business School (TBS)
Thailand



UK Trade & Investment (UKTI)
UK



SKOLKOVO
Moscow School of Business Russia

Trusted by institutions worldwide like...

Kellogg's

LTI
Let's Solve

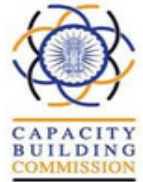


SAINT-GOBAIN

 **AICPA & CIMA**
Together as the Association of International
Certified Professional Accountants


pwc


Abbott



**TATA
MOTORS**


ALKEM

GSK


Pidilite




HDFC Life
Sar utha ke jiyo!


Mahindra



 **BOSCH**

Mondelēz
International

Dr.Reddy's 

 **MarshMcLennan**

Faculty Highlights

Expertise in domains including:

- Strategy & Critical Thinking
- Design Thinking & Innovation
- Organization & Leadership Studies
- Operations Supply Chain Management
- Quantitative Methods
- Marketing & Brand Management
- Finance & Economics
- Information Management & Analytics
- Management & Society

Over 25 years of Industry experience

Over 45 years of Academic experience



Why partner with SPJIMR



For academic partners



Ready-made, credit-eligible global immersion — no curriculum built from scratch



Faculty & thought-leadership exchange with a triple-accredited (EQUIS/AACSB/AMBA) school



A defensible, structured pedagogy for accreditation and study-abroad reviews



Flexible short (5-day) or long (3-week) formats to fit your academic calendar



Joint case-writing and research collaboration opportunities



For corporate partners



First-hand India market-entry intelligence — policy, consumer, regulatory reality



Direct access to a high-caliber talent & alumni pipeline for hiring and secondments



Curated corporate visits position your business as a thought leader to global cohorts



CSR/ESG engagement through NGO and rural-market modules



A low-risk way to test India strategy before committing capital

Proposed engagement models



Custom short module

A focused 5–7 day immersion — ideal as a low-commitment pilot cohort.



Immersive long module

A 2–3 week deep-dive for MBA or executive cohorts wanting full depth.



Faculty & knowledge exchange

Visiting faculty, guest lectures, and joint curriculum design between our teams.



Joint research & case development

Co-authored case studies and applied research on India-specific business themes.

HOW WE GET STARTED

A simple path from conversation to cohort



LET'S CONTINUE THE CONVERSATION

Let's explore what an India immersion could look like for your cohort

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Andheri West, Mumbai, India



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