

Maharashtra Govt. Regd.



Shree Balaji Education's,

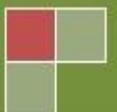
# Pinnacle School of Business Management

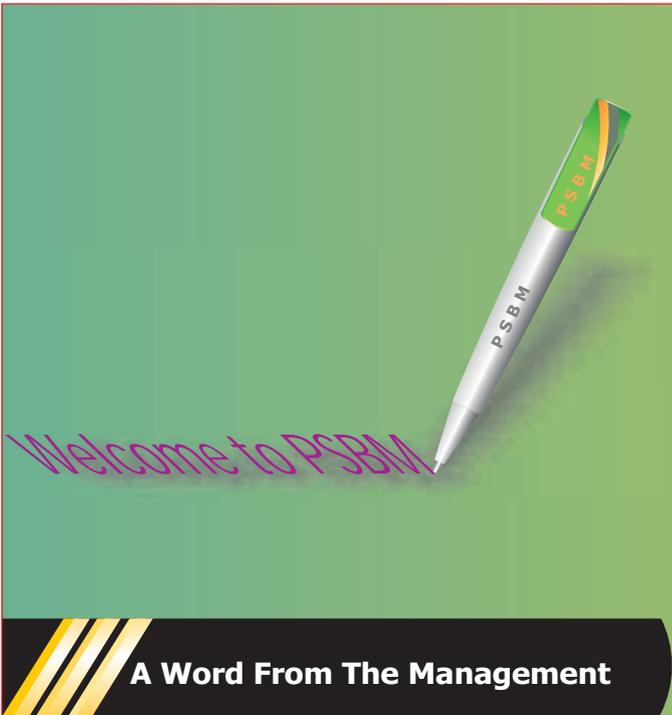
An ISO 9001:2008 Certified Institute

## Information Brochure 2010 - 2011



[Website: [www.psbm.org](http://www.psbm.org)]





In tune with the growing global trend of extending conventional Institute instructional mode to online, self learning, distance education methodology, PSBM proposes the creation of the Centre for Distance Education,. Over the years, individuals, institutions, business, industry and the military have continuously sought for alternative means of access to higher education as they strive to cope with lifestyles and changing demands of the economies and societies they live in. The effects of globalization have driven tremendous changes within the education system. PSBM promotes the opportunity to meet the need of students unable to attend on-campus classes and provide benefit of Flexibility and Time.

PSBM provides a well balanced combination of academic and practical business oriented contents through a unique theoretical approach. PSBM offers understanding of businesses and organizations, along with theories on technologies and tools for resolving the problems arising in them. You will explore the business spectra in all relevant areas and learn to create solutions adapted to a company.

Our goal is to prepare our students to embrace a career in Management at the highest levels. We provide our students with the best of opportunities to establish a firm foundation through which they can embark on their careers. Our program is structured keeping in mind global business environment and international standards.

Our students are enabled and empowered with knowledge. Academic and Industrial Input is an essential part of our curriculum. I am fully confident of their ability to add value to your organization and prove their worth. Each student is groomed and made to realize the Importance of a manager to today's economy and to the nation.

I invite you to join us in our Endeavour to meet the needs of managerial manpower largely for the highly competitive Indian Business Environment.

We welcome you to join the PSBM family.

- Management

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## Introduction

Quantum change and a paradigm shift in today's turbulent world have revolutionized the way business is carried out. The past decade has seen globalization of business with intense competition amongst the local and international players. Also, rapid advancement in technology, particularly in the field of electronics & information technology, coupled with a policy of liberalization, has been a major driving force in making the world into virtually a borderless society. The whole world is now a market. This transformation of the world into a global village, as a result of change from an industrial society to information society, has vast implications, which have a significant impact on our business scenario, necessitating a new mind set to deal with challenges.

Thus, in the knowledge economy of the 21st century, management education is the key. The PSBM distance learning programmes are the right choice for working professionals who want a result oriented business programme, delivered in a format that accommodates the demands of working life. These programmes are the perfect solution for managers. You can immediately apply newly learnt management skills to your current work. The result is that your work and study achievements reinforce each other.

Right from its inception, PSBM realized that distance learning presents the ideal mode of study for the mature career individual and for those who have major disadvantages attending normal classroom environments. PSBM plays an important role in this field and is continuously developing new programmes and new methods of delivery to remain in the forefront of this important sector of education. The PSBM is an ISO 9001: 2008 Certified Institution.

## Vision

Impart management education to promote the value based universal education with a firm conviction that pursuit of knowledge is the pursuit of highest value. Management education shall provide education to leaders, wealth creators.

## Mission

Lifelong and Correspondence Learning programs reach out to a worldwide community of learners of all ages and provide access to opportunities for intellectual, personal and professional growth that is the core mission of PSBM. The mission of Pinnacle School of Business Management is to provide all of its students the highest quality college preparatory education. To introduce highly rewardable and profitable field of business environment and its management. Shaping better future for mankind by developing effective and socially responsible individuals and organization and focus on inventive education by offering innovative and technology driven management programs.

## PSBM Features

### CASE STUDY FOCUS

The learning of management theories being accomplished through case study focus inculcates habit of implementing acquired knowledge. A case study is a research strategy, an inquiry that investigates a phenomenon within its real-life context.

PSBM ....

### WEB SUPPORT

PSBM provides 24x7 web support for solving the queries encountered while studying the resource material and study books relevant to management theories and practices. We recognize the need for query solving mechanism. Working professionals will find them abreast with contemporary problem solving skills after accessing this service.

PSBM ....

### FAST TRACK MBA

Management practices are evolving keeping in view fast changing business environment. Management professionals must be well groomed to meet the dizzying expectations of employers. Our students achieve this by undertaking rigorous studies in the Fast Track MBA courses, saving time and efforts.

PSBM ....

### JOB SUPPORT

We have a dedicated placement cell which exclusively takes care of the PSBM students' placement woes. An impeccable track record in previous placements has been in varied fields such as HR, Marketing, Finance, Banking, IT, BPO, Project Management.

PSBM ....

### SPECIALIZATIONS

PSBM offers more than 100 specializations. You can select the most relevant specializations from the wide range which goes beyond traditional verticals and allows you to broaden your expertise.

PSBM ....

### HIGHLY PERSONALIZED COURSE

The Course Material is best in industry and is updated regularly as per industry requirement. The course material is self explanatory and easy to understand. These courses provides the student proper knowledge of the subject with sufficient examples and case studies.

PSBM ....

## Course Aspects

Thanks you for your interest in The Pinnacle School of Business Management as an educational option for your family. We at PSBM are committed to maintaining a family atmosphere as we seek to prepare our students for academic success and professional growth. The Institute courses are non UGC/AICTE/DEC approved.

Pinnacle School of Business Management (PSBM) is an institute of excellence offering widest range of autonomous programmes in the field of management education. In response to the rapidly changing economic environment and the process of globalization, the Institute has made sustained efforts to bring an international perspective to all its activities. PSBM have been practitioners and policy makers and are of concern for the society at large.

Today communication systems have advanced so much that it is much easier, convenient and quicker to gain expertise via distance learning. PSBM offer potential students the opportunity to study through a autonomous distance learning programs. This means that people who can't get traditional further education can still achieve what they want and get their qualifications through Distance Learning. That gives the opportunity for a much wider range of people to get the qualifications that they want. Today, thanks to technological advances, higher education is more readily available to those who want it. Without career disruption or income loss, or without the need to move to a new location in order to pursue an education, anyone can obtain an diploma or certificate offering a wide variety of autonomous distance learning management programs and courses.

## Case study focus

Case study methodology involves taking efforts to,

1. Comprehend the case study,
2. Analyze the case study evidence, and
3. Develop the conclusions, recommendations and implications.

A case study is a research strategy, an inquiry that investigates a phenomenon within its real-life context. The research object in a case study is often a program, an entity, a person, or a group of people. Each object is likely to be intricately connected to political, social, historical, and personal issues, providing wide ranging possibilities for questions and adding complexity to the case study.

The researcher investigates the object of the case study in depth using a variety of data gathering methods to produce evidence that leads to understanding of the case and answers the research question.

The learning of management theories being accomplished through case study focus inculcates habit of implementing acquired knowledge. It is not sufficient to merely equip oneself with the tools and techniques, rather it is important to put them to use.

Case studies are complex because they generally involve multiple sources of data, may include multiple cases within a study, and produce large amounts of data for analysis. Researchers from many disciplines use the case study method to build upon theory, to produce new theory, to dispute or challenge theory, to explain a situation, to provide a basis to apply solutions to situations, to explore, or to describe an objects or phenomenon.

The advantages of the case study method are its applicability to real-life, contemporary, human situations and its public accessibility through written reports.

## Frequently Asked Question

### Q.1} What is Distance Learning?

Ans. Distance Learning refers to teaching and learning situations in which the instructor and the learner or learners are geographically separated and therefore rely on other modes of instructional delivery.

### Q.2} Advantages of a Distance Learning Program?

Ans. Right from its inception, PSBM realized that Distance Learning presents the ideal type of educational programs for the mature career individual and for those who have major disadvantages attending normal classroom environments. PSBM plays an important role in this field and is continuously developing new programs and new methods of delivery to remain in the forefront of this very important sector of adult education. Other advantages are the low fees and other overheads, no capitation fees or donations involved and allow working people to pursue education in a manner most suitable to them.

### Q.3} Who will benefit from PSBM programs?

Ans. PSBM Programs are extremely useful for working executives, self-employed entrepreneurs and job seekers who do not have a formal managerial qualification. These courses provide extensive knowledge of essential management techniques and offer an opportunity to everyone, irrespective of background, to receive job oriented training which meets business and industry requirements. It greatly improves the chances of getting a job and also improves career prospects, as lack of a management qualification often bars entry into managerial cadre in the corporate sector.

### Q.4} How is the MBA Program of PSBM different from other MBA Programs?

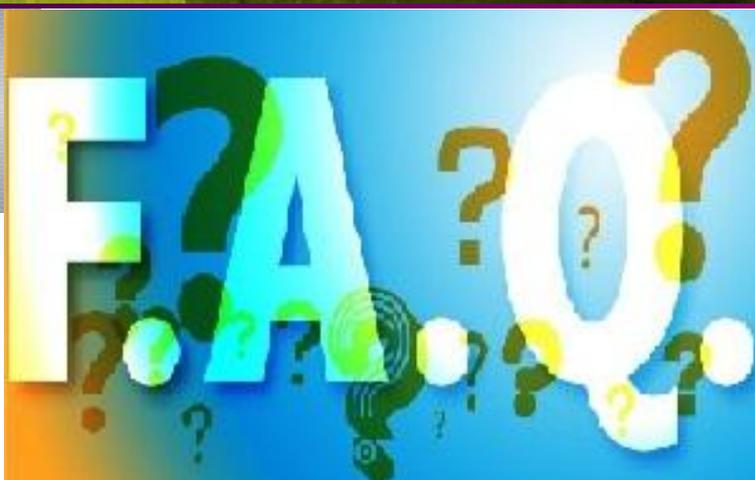
Ans. The MBA Program of PSBM focuses on knowledge and skills required by management professionals who plan to work for Indian and multinational corporations. It provides the students with a general management perspective and introduces them to the latest concepts and practices related to functional areas of management. The substantive exposure to Indian and international management practices with a strong case-study orientation is a unique feature of the MBA Program. In addition, the MBA Program is structured in a flexible manner so that working executives can pursue this program without disturbing their careers.

### Q.5} What is MBA fast track?

Ans. The program is for 2 years; however we give this facility to our students wherein they can finish the program any time between 12 months to 2-years. Generally when you go for a regular MBA with 16-24 subjects the course structure is basically divided in 3 major parts. In the first part i.e. 1st Year, you get to revise the graduation studies and the basics of MBA. In the second part i.e. 2nd Year 1st half, you get to learn your 1st specialization and in the 3rd part, they cover your second specialization. This particular program that we offer is a single specialization MBA with 5 other subjects. So in a way what we are offering you is the 2nd year 2nd half of any regular MBA program because you already know the first 2 parts through your experience.

### Q.6} I am a working executive. Can I pursue the MBA Program?

Ans. Yes, the MBA Program can be pursued on a self-study basis.



You can do self-study in your free time, and sit for the examinations and complete the program. It is designed completely in a flexible manner to suit the needs of the working executives.

### Q.7} What are the placement prospects for the MBA graduates?

Ans. Acquiring the MBA qualification will give a sustainable competitive advantage for candidates who are interested in career opportunities with progressive employers. The MBA Program offers a broad spectrum of management courses with a strong practical orientation through its emphasis on case-based learning. The candidates who pursue the MBA Program will get exposed to a cutting-edge curriculum. Thus, successful candidates will be able to explore career opportunities with leading Indian and multinational companies. PSBM also assists qualified MBA's in their placement efforts. PSBM has tie up with Shine.com also to help u for placements.

### Q.8} Can I go for an extra specialization?

Ans. Yes, you can go for extra specialization as per your field. You have to pay Rs. 5000/- extra per specialization.

### Q.9} Is the study material supplied by the institute?

Ans. The study material is supplied by the institute without any additional cost, subject to the receipt of fees as per the payment schedule.

### Q.10} How do students receive their study material? Do they have to pay extra charges other than the fees paid?

Ans. Study Material is dispatched to the student within 20 working days from the date of admission at the correspondence address mentioned in the application form. No extra charges are payable by the student.

### Q.11} When are the examinations held?

Ans. The examinations are held 4 time in a year please refer to the page of Examination Procedure for Details.

### Q.12} What if I fail in any of the subject?

Ans. In such a case, you have to give re-exam for the subject in which you have failed. Re-examination fees Rs. 500/- per subject is required to be paid.

### Q.13} How relevant will the course be, for the real business world?

Ans. The experts who have planned the curriculum of these programs have extensive real world experience. They know both business theory and business practices.

### Q.14} What if I have to re-evaluate my answer sheet?

Ans. In such a case, you have to pay Rs.5,00 per subject is required to be paid.

## Accreditation & Recognition

- ◆ PSBM was constituted under Shree Balaji Education Trust. PSBM is Registered under Govt of Maharashtra & Reg. No. is MH/ 1624/10. Shree Balaji Education's is dedicated for the cause of social and educational development.
- ◆ PSBM is accredited with QA Technic from Turkey. It is an ISO 9001 - 2008. International B- School accredited by Deutscher Akkreditierungs Rat and Tragergemeinschaft fur akkreditierung German Association for Accreditation for the scope of providing distance Learning education in the field of Management, Accounting & Finance.
- ◆ PSBM is registered with Deutsche Akkreditierungs Rat (DAR), Germany. It is the sole national accreditation body recognized by government to assess, against internationally agreed standards, organizations that provide certification, testing, and inspection, and calibration services. This accreditation ensures the international value of the certificate.
- ◆ PSBM is registered TGA- Tragergemeinschaft fur Akkreditierungs German Association for Accreditation GmbH - is an independent and competent accreditation body. TGA accredit certification bodies for management systems as well as certification bodies for persons following the respective international standard and regulations.
- ◆ PSBM is accredited with International Accreditation Forum. Inc. (IAF) is the world association of Conformity Assessment Accreditation Bodies and other bodies interested in conformity assessment in the fields of Management Systems. This Accreditation assures users of competence and impartiality of the body accredited. IAF members accredit certification or registration bodies that issue certificates attesting that an organisation's management, products or personnel comply with a specified standard. IAF ensures the authenticity of the valid certification issued from PSBM.
- ◆ PSBM is Approved Member of IADL (International Association for Distance Learning). The International Association for Distance Learning promotes excellence in open, distance and online learning worldwide, and provides a benchmark through which global consumers can gauge the quality of courses offered by our membership. The Approved Member Registration no is: 10248.



## Course and Fees

COURSE	DBM Diploma in Business Management	PGDBM Post Graduate Diploma in Business Management	MBA Master's Program in Business Administration	CFM Chartered Finance Manager	CCA Chartered Certified Accountant	EMBA Executive Master's Program in Business Adm.
<b>Pre-requisites</b>	HSC/SSC With 3 Years Experience	Graduate/Diploma with 2 Years Experience	Graduate with 3 Years Exp./ Diploma with 5 Years Exp.	Graduate	Graduate	Graduate with 5 Years Exp./ Diploma with 7 Years Exp.
<b>Duration Fast track Regular</b>	<b>6 Months 1 Year</b>	<b>12 Months 2 Years</b>	<b>12 Months 2 Years</b>	<b>12 Months 2 Years</b>	<b>12 Months 2 Years</b>	<b>12 Months 2 Years</b>
<b>Subject</b>	<ul style="list-style-type: none"> <li>★ General Management</li> <li>★ Business Communication Skills</li> <li>★ Specialization</li> </ul>	Sem I. ★ Management ★ Managerial ★ Economics Sem II. ★ Principles of Management ★ Business Comm. Skills. Sem III. ★ Business Law ★ Specialization	<ul style="list-style-type: none"> <li>★ General Management</li> <li>★ Business Ethics</li> <li>★ Consumer Behavior</li> <li>★ Organizational Behavior</li> <li>★ Business Commu- cation Skills.</li> <li>★ Specialization</li> </ul>	<ul style="list-style-type: none"> <li>★ Cost &amp; Management Accounting</li> <li>★ Financial Accountancy</li> <li>★ Corporate Law</li> <li>★ International Finance Management</li> <li>★ Corporate Finance</li> </ul>	<ul style="list-style-type: none"> <li>★ Advance Accounting Management</li> <li>★ Accountancy</li> <li>★ Cost Accounting</li> <li>★ Auditing</li> <li>★ Taxation</li> </ul>	Sem I. ★ General Management ★ Organization Behavior ★ Human Resource Management Sem II. ★ International Business ★ Marketing Magt. ★ Specialization
<b>Exam and Duration</b>	Home : 10 Days Study Center : 3 hrs./Paper	Home : 10 Days Study Center : 3 hrs./Paper	Home : 10 Days Study Center : 3 hrs./Paper	Home : 10 Days Study Center : 3 hrs./Paper	Home : 10 Days Study Center : 3 hrs./Paper	Home : 10 Days Study Center : 3 hrs./Paper
<b>Fees for Indian Residents</b>	<b>INR 7600</b>	<b>INR 19600</b>	<b>INR 23600</b>	<b>INR 20600</b>	<b>INR 20600</b>	<b>INR 26600</b>
<b>Fees for Foreign Residents</b>	<b>US \$ 300</b>	<b>US \$ 700</b>	<b>US \$ 1000</b>	<b>US \$ 900</b>	<b>US \$ 900</b>	<b>US \$ 1200</b>

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## Course and Fees

COURSE	Advance Diploma in Finance Management	Advance Diploma in Retail Management	Advance Diploma in HR Management	Advance Diploma in Marketing Management	Advance Diploma in Operations Management	Advance Diploma in Information Technology Mgt.
Pre-requisites	10+2 with 2 Yrs Exp.	10+2 with 2 Yrs Exp.	10+2 with 2 Yrs Exp.	10+2 with 2 Yrs Exp.	10+2 with 2 Yrs Exp.	10+2 with 2 Yrs Exp.
Duration Fast track Regular	<b>6 Months 1Year</b>	<b>6 Months 1Year</b>	<b>6 Months 1Year</b>	<b>6 Months 1Year</b>	<b>6 Months 1Year</b>	<b>6 Months 1Year</b>
Subject	<ul style="list-style-type: none"> <li>★ Corporate Finance Management</li> <li>★ Investment &amp; Portfolio Management</li> <li>★ Banking Management</li> <li>★ Finance Management</li> </ul>	<ul style="list-style-type: none"> <li>★ Retail Marketing Skills</li> <li>★ Retail Environment</li> <li>★ Retail Operations</li> <li>★ Consumer Behavior</li> <li>★ Customer Service and Concepts</li> </ul>	<ul style="list-style-type: none"> <li>★ Organization Behavior</li> <li>★ Effective HR Training and Development</li> <li>★ Industrial Relations and Labor Law</li> <li>★ HR Management</li> <li>★ Managerial Economics</li> </ul>	<ul style="list-style-type: none"> <li>★ Marketing Research and Advertising</li> <li>★ Consumer Behavior</li> <li>★ Sales Force and Strategic Management</li> <li>★ Marketing Management</li> </ul>	<ul style="list-style-type: none"> <li>★ International Business Management</li> <li>★ Operations Management</li> <li>★ Industrial Marketing Management</li> <li>★ Total quality Management</li> </ul>	<ul style="list-style-type: none"> <li>★ IT Management</li> <li>★ Network Security</li> <li>★ Cyber Law</li> <li>★ E-Commerce Management</li> </ul>
Exam and Duration	Home : 10 Days Study Center : 3 hrs./Paper	Home : 10 Days Study Center : 3 hrs./Paper	Home : 10 Days Study Center : 3 hrs./Paper	Home : 10 Days Study Center : 3 hrs./Paper	Home : 10 Days Study Center : 3 hrs./Paper	Home : 10 Days Study Center : 3 hrs./Paper
Fees for Indian Residents	<b>INR 12600</b>	<b>INR 12600</b>	<b>INR 12600</b>	<b>INR 12600</b>	<b>INR 12600</b>	<b>INR 12600</b>
Fees for Foreign Residents	<b>US \$ 500</b>	<b>US \$ 500</b>	<b>US \$ 500</b>	<b>US \$ 500</b>	<b>US \$ 500</b>	<b>US \$ 500</b>

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## Course and Fees

COURSE	GDM Graduate Diploma in Management	BBA Bachelor's Program in Business Administration	MBA 4 SEM Master's Program in Business Administration	MMS Master's Program in Management Studies	MIB Master's Program in International Business	DMS Doctorate in Management Studies
Pre-requisites	S.S.C. with 2 Years work Experience/H.S.C.	S.S.C. with 2 Years work Experience/H.S.C.	Graduate/Diploma Holder	Graduate /Diploma Holder	Graduate /Diploma Holder	Graduate with 5 years work Exp. /PG with 3 Years work Exp.
Duration Fast track Regular	<b>12 Months</b> <b>2 Years</b>	<b>12 Months</b> <b>2 Years</b>	<b>12 Months</b> <b>2 Years</b>	<b>12 Months</b> <b>2 Years</b>	<b>12 Months</b> <b>2 Years</b>	<b>12 Months</b> <b>2 Years</b>
Subject	<b>Sem I.</b> ★ General Management ★ Financial and Cost Accounting ★ Business Communication Skills ★ Personnel Management <b>Sem II.</b> ★ Organizational Behavior ★ Corporate Law ★ International Business <b>Sem III.</b> ★ Operations Management ★ Marketing Management ★ Specialization	<b>Sem I.</b> ★ General Management ★ Organizational Behaviors ★ Business Communication Skills <b>Sem II.</b> ★ Corporate Law ★ Managerial Economics ★ Operations Management <b>Sem III.</b> ★ Human Resource Mgt. ★ Marketing Management ★ International Business ★ Specialization	<b>Sem I.</b> ★ General Management ★ Organizational Behaviors ★ Business Communication Skills <b>Sem II.</b> ★ Human Resource Mgt. ★ Marketing Management ★ International Business <b>Sem III.</b> ★ Management information System ★ Business Strategy ★ Quantitative Techniques <b>Sem IV.</b> ★ Managerial Economics ★ Specialization I ★ Specialization II ★ Project Study	<b>Sem I.</b> ★ General Management ★ Managerial Economics ★ Organizational Behaviour ★ Business Communication <b>Sem II.</b> ★ Human Resource Management ★ Finance Management ★ Marketing Management ★ International Business <b>Sem III.</b> ★ Management Information System ★ Business Strategies ★ Quantitative Techniques ★ Specialization	<b>Sem I.</b> ★ International Marketing ★ Accounting ★ Finance and Economics ★ Business Information Systems ★ Strategic Management <b>Sem II.</b> ★ Intercultural Management and Ethics ★ International HR Management ★ International Financial Management ★ International Business ★ Global Trade Environment ★ Project	★ Management ★ Advanced Management Strategies ★ Business Communication ★ Marketing Management ★ Finance Management ★ International Business ★ Management Information System ★ Human Resource Management ★ Conflict Management and Negotiation Skills. ★ Business Law ★ Operation Management ★ Project Study
Exam and Duration	Home : 10 Days Study Center : 3 hrs./Paper	Home : 10 Days Study Center : 3 hrs./Paper	Home : 10 Days Study Center : 3 hrs./Paper	Home : 10 Days Study Center : 3 hrs./Paper	Home : 10 Days Study Center : 3 hrs./Paper	Home : 30 Days Study Center : 3 hrs./Paper
Fees for Indian Residents	<b>INR 20600</b>	<b>INR 22600</b>	<b>INR 38600</b>	<b>INR 38600</b>	<b>INR 30600</b>	<b>INR 46600</b>
Fees for Foreign Residents	<b>US \$ 900</b>	<b>US \$ 1000</b>	<b>US \$ 2500</b>	<b>US \$ 2500</b>	<b>US \$ 2200</b>	<b>US \$ 3000</b>

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## Professional Courses

Code	PTC			
Name	Professional Tax Consultancy			
Subject	<ul style="list-style-type: none"> <li>• Taxation</li> <li>• Management Accounting</li> <li>• Cost Accounting</li> <li>• Auditing</li> <li>• Portfolio Management</li> <li>• Investments</li> <li>• Financial management</li> </ul>	Pre – Requisites		Graduate/Diploma Holder with work experienced.
		Duration		Fast Track : 12 Months Regular : 2 Year
		Fees	INR	23600
			USD	1000
		Examination	Home	10 Days
Centre Based	3 Hrs (Per Paper)			

Code	PPM			
Name	Professional in Project Management			
Subject	<ul style="list-style-type: none"> <li>• Business environment</li> <li>• Project budgeting</li> <li>• Project marketing</li> <li>• Strategic management</li> <li>• HRM Organization behavior</li> <li>• Business and cost accounting</li> </ul>	Pre – Requisites		Graduate/Diploma Holder with work experienced.
		Duration		Fast Track : 12 Months Regular : 2 Year
		Fees	INR	23600
			USD	1000
		Examination	Home	10 Days
Centre Based	3 Hrs (Per Paper)			

Code	PMM			
Name	Professional in Marketing Management			
Subject	<ul style="list-style-type: none"> <li>• Business environment</li> <li>• Marketing</li> <li>• Sales management</li> <li>• Strategic marketing</li> <li>• Consumer behavior</li> <li>• Institutional Sales</li> <li>• Retail business environment</li> </ul>	Pre – Requisites		Graduate/Diploma Holder with work experienced.
		Duration		Fast Track : 12 Months Regular : 2 Year
		Fees	INR	23600
			USD	1000
		Examination	Home	10 Days
Centre Based	3 Hrs (Per Paper)			

## Professional Courses

Code	PFM			
Name	Professional in Finance Management			
Subject	<ul style="list-style-type: none"> <li>• Finance</li> <li>• Merger and acquisitions</li> <li>• Corporate finance</li> <li>• Financial engineering</li> <li>• Managerial accounting</li> <li>• Investments policies and schemes</li> <li>• Corporate funding</li> </ul>	Pre – Requisites		Graduate/Diploma Holder with work experienced.
		Duration		Fast Track : 12 Months Regular : 2 Year
		Fees	INR	23600
			USD	1000
		Examination	Home	10 Days
Centre Based	3 Hrs (Per Paper)			

Code	PHRM			
Name	Professional in HRM			
Subject	<ul style="list-style-type: none"> <li>• Personnel management</li> <li>• Organization behavior</li> <li>• Labor law Human rights and policies</li> <li>• Accounting Training and development</li> <li>• Corporate HRM</li> </ul>	Pre – Requisites		Graduate/Diploma Holder with work experienced.
		Duration		Fast Track : 12 Months Regular : 2 Year
		Fees	INR	23600
			USD	1000
		Examination	Home	10 Days
Centre Based	3 Hrs (Per Paper)			

Code	PBI			
Name	Professional in Banking and Insurance			
Subject	<ul style="list-style-type: none"> <li>• Banking</li> <li>• Investments</li> <li>• Insurance</li> <li>• Organizational behavior</li> <li>• HRM</li> <li>• Accounting</li> <li>• Finance</li> </ul>	Pre – Requisites		Graduate/Diploma Holder with work experienced.
		Duration		Fast Track : 12 Months Regular : 2 Year
		Fees	INR	23600
			USD	1000
		Examination	Home	10 Days
Centre Based	3 Hrs (Per Paper)			

## Specialized Courses

### Eligibility for Admission

S.S.C/ DBM or equivalent

### Course Duration

The Advance Certification Program can be completed in a period of 3 to 6 months.

### List of Programs

This is a short term hardcore specialization study module. Where the student only studies the subject of his/her specialization.

- Advance Certification in Financial Accounting
- Advance Certification in Management Accounting
- Advance Certification in Financial Markets
- Advance Certification in Mergers and Acquisitions
- Advance Certification in Financial Management
- Advance Certification in Equity Valuation
- Advance Certification in Security Analysis
- Advance Certification in Financial Planning
- Advance Certification in Life Insurance
- Advance Certification in Insurance Operations
- Advance Certification in Business Law
- Advance Certification in Direct Taxation
- Advance Certification in Business Research Methods
- Advance Certification in Managerial Economics
- Advance Certification in IT in Management
- Advance Certification in Sales & Distribution Management
- Advance Certification in Strategic Marketing
- Advance Certification in Consumer Behavior
- Advance Certification in Multinational Corporations
- Advance Certification in Organizational Behaviors
- Advance Certification in Enterprise risk management
- Advance Certification in training & development
- Advance Certification in Strategic finance control
- Advance Certification in Accounting
- Advance Certification in information systems auditing
- Advance Certification in marketing communications
- Advance Certification in International Marketing
- Advance Certification in Sales Management
- Advance Certification in Supply Chain management
- Advance Certification in Health Care
- Advance Certification in Financial Statement Analysis
- Advance Certification in Auditing
- Advance Certification in International Finance
- Advance Certification in Financial Institutions
- Advance Certification in Financial Risk Management
- Advance Certification in Derivative Valuation
- Advance Certification in Portfolio Management
- Advance Certification in Money & Banking
- Advance Certification in Insurance Management
- Advance Certification in General Insurance
- Advance Certification in Indirect Taxation
- Advance Certification in Business Strategy
- Advance Certification in Operations Management
- Advance Certification in Business Communication
- Advance Certification in Business Ethics
- Advance Certification in Services Marketing
- Advance Certification in Marketing Communications
- Advance Certification in Global Business Environment
- Advance Certification in International Business
- Advance Certification in Import / export management
- Advance Certification in leadership & change management
- Advance Certification in Performance management
- Advance Certification in Banking finance
- Advance Certification in Forensic accounting
- Advance Certification in Global strategic management
- Advance Certification in Human Resource
- Advance Certification in Marketing management
- Advance Certification in Logistic management
- Advance Certification in International human Resource

### FEE DETAIL

Indian Students: **Rs. 5,600/-**

International Students: **US \$ 200**

## List of Specialization

### Advertising/Media/Communication

- Advertising Management
- Communication Management
- Information Management
- Mass Communication
- Media Management
- Portfolio Management
- Public Relationship Management
- Telecom Management

### Architecture

- Architecture Management
- Construction Management
- Interior Management

### Banking/Finance/Accounts

- Banking Management
- Foreign Exchange Management
- Asset Management
- Mutual Fund Management
- Finance Management
- Investment Analysis Management
- Risk & Insurance Management
- Taxation Management
- Investment Management
- International Finance Management
- Takeover & Acquisition Management
- Corporate and Finance Management
- Equity Research Management
- Audit Management
- Chartered Finance Management
- Cost and Management Accounting

### BPO/Call center

- BPO Management
- Customer Relationship Management
- Customer Care Management
- Call center Management

### Marketing

- Marketing Management
- Consumer Management
- Sales Management
- Export Management
- International Trade
- Foreign Trade
- Industrial Marketing
- Retail Management
- Business Marketing

### Pharmaceuticals/Biotech/Health Care

- Pharmacology Management
- Bio-Technology Management
- Hospital Administration
- Health Care Management
- Pathology Lab Management
- Clinical Pharmacology
- Clinical Research
- Hospital Management

### General

- General Management
- Business Administration

### Hotel/Tours & Travels

- Hotel Management
- Hospitality Management
- Travel & Tourism Management
- Transport Management

### Purchase/Logistics

- Materials Management
- Supply chain Management
- Logistics Management
- Total Quality Management

### Software/Hardware

- Software Project Management
- SAP Consultancy Management
- Software Management
- Information Technology
- E-Business System
- Cyber Law Management
- Hardware Management
- E-commerce Management
- Networking Management

### Textiles

- Fashion Management
- Textile Management

### HR

- Human Resource Management
- Personnel Management
- Public Administration
- Corporate Law
- Corporate Training

### Exclusive

- Rural Management
- Environment Management
- Family Business Management
- Aviation Management
- School Management
- Labour Law Management
- Shipping Management
- Safety Management
- Event Management
- Packaging Management
- Entrepreneur Management
- Agriculture Management
- Air Transport Management
- Energy Management
- Risk Management
- Intellectual Property Rights
- Petroleum Management
- Library Management

### Industries/Production

- Operations Management
- Industrial Management
- Production Management
- Project Management
- Total Quality Management



## Program Reflections:-

**Masters Program in Business Administration :-** This Program has been designed to match your Skills, background, work experience, interests and career aspirations that truly meet your individual career goals. All students enrolling for MBA can select one specialization from a roster of more than 100 depending on their field of work or interest.

**Executive Masters Program in Business Administration** in all key areas of business prepare future corporate leader who needs in-depth knowledge, strategic thinking, seasoned judgment, international perspective, adaptability and integrity. The EMBA program of PSBM is designed to meet the business-learning needs of senior executives on a global track. The program prepares the executive to excel and move forward and gives the opportunity to develop a range of highly valued professional skills and a competitive edge in his career.

**Masters Program in Business Administration (MBA 4 sem.)** PSBM- Centre for Distance Learning's Two-Year Masters in Business Administration program through the distance mode is specially designed to equip the students with a comprehensive management education. It is intended to provide young graduates and working professionals an opportunity for developing management skills to compete successfully in the global business environment.

**Certified Chartered Accountant** course is designed for the professionals who want to get certified for their chartered accountants practice. This certificate will enhance their career progression pace as an accountant.

**Doctorate in Management Studies** offered by the PSBM is designed for senior managers a means of exploring their personal readiness to become leaders in management professions. As the global information economy evolves, organizations are becoming increasingly complex, and innovative, practices have become crucial to successfully address this complexity. Consequently, leadership in this environment requires higher, more sophisticated levels of knowledge and skills. The Doctorate program is designed to serve this need by providing doctoral-level education to professional practitioners in business and management.

## Student Section

PSBM provides support to its student through its various contact points.

Study queries	<a href="mailto:edu@psbm.org">edu@psbm.org</a>
Examination Queries	<a href="mailto:exam@psbm.org">exam@psbm.org</a> <a href="mailto:examquery@psbm.org">examquery@psbm.org</a>
Course Information	<a href="mailto:enquiry@psbm.org">enquiry@psbm.org</a>
General Information	<a href="mailto:info@psbm.org">info@psbm.org</a>
Student Support	<a href="mailto:support@psbm.org">support@psbm.org</a>
Result Enquiry	<a href="mailto:result@psbm.org">result@psbm.org</a>

Student should mention student identification number ( Ref No.) on the subject line while mailing their queries to concern department given by institute.

## Testimonials

"I highly recommends the MBA Programs offered by the PSBM. This program has been a key contributor to my career successes. It supported me with successfully developing my previous organisation which was recently sold to an International buyer. The MBA program has also developed my understandig of key business principles and given me the confidence and knowledge to tackle the tough issues. Anyone considering this program should go for it, you never know where it could take you!"

Regards,  
Vikrant Jain - Blue Lotus

## Testimonials

Enrolling with PSBM EMBA Program was a valuable investment for me. In addition to broadening my perspective on business management, it has helped me grow both professionally and Personally.

Krishnjit ( EMBA )  
Give India NGO

"The PSBM programs has inspired me beyond my expectations, making my career goals clearer, more focused and more realistic. The staff and professors have been professional with timely helpful answers to questions. I would highly recommend PSBM to adult learners whose schedules demand the feasibility that PSBM provides, and have the self drive and discipline necessary towards achieving a high quality education."

Chetan Patil  
Alpha Overseas

"Ths PSBM MBA was a better choice for me as a busy working professional. The flexibility enable me to structure the program to suit my work and life styles, while the practical 'Real Life' nature of the material was easy to apply and would benefit almost immediately."  
payment right away.

Abhijit Tawte  
Wipro Pvt Ltd.

"The flexibility allowed me to plan my studies according to the circumstances and this makes it a more pleasurable and therefore rewarding experience. PSBM support was excellent. All my queries were answered promptly and effieciently. PSBM is very professional Institute and the quality of materials which influenced my application for the course. I will not hesitate to recommend them."

Sarika Bachhav  
Relaince Retail

In completing the program I have gained a greater body of knowledge in all areas of management including specific tools to roll out in my day to day activities.

Chandrakant  
OTIS India Ltd.

"The most attractive part of this MBA is that it maintains a very high level of standard while keeping its flexibility. The 4 MBA modules are very well designed and catered for professionals like me. They helped me greatly in my daily management activities. I am extremely pleased with this MBA Experience."

Savio Fernandes  
Hyatt Regency

## MERITORIOUS STUDENTS

<input type="checkbox"/> Pritam Gawai	Unifreight	Executive POD
<input type="checkbox"/> Manmadkar Girish	Tricom India Pvt Ltd	System Administrator
<input type="checkbox"/> Nair Kavitha	Kingfisher Airlines	Admin Manager
<input type="checkbox"/> Shipure Tammanna	Praj Industries	Process Engineer
<input type="checkbox"/> Paranjpe Anirudha	PCS Technologies	Manager
<input type="checkbox"/> Pillai Santu	Satnam Gloabal Infraproject Ltd	Sr. Accountant
<input type="checkbox"/> Kumar Amit	Axis Bank	Deputy Manager
<input type="checkbox"/> Palit Manoj	LIC India	HGA Section Head
<input type="checkbox"/> Killedar Abdulsalam	Metro Ford	Sales Consultant
<input type="checkbox"/> Janrao Vijayanand	Apex Construction	Asst. Accountant
<input type="checkbox"/> Kumar Mukesh	Escorts Limited	Manager - PMS
<input type="checkbox"/> Chatterjee Sharmistha	MNC Consultancy Services	Admin Incharge.
<input type="checkbox"/> LT Prema	Military Hospital	Nursing Officer
<input type="checkbox"/> Raskar Shantaram	K- Flex India	Supervisor- Maintenance
<input type="checkbox"/> Joshi Geetanjali	Abroadway Consultancy	Administrator
<input type="checkbox"/> M Madhan	Military	Defence Officer
<input type="checkbox"/> Dr. Brajen Singh	Om Shree, Nepal	General Manager
<input type="checkbox"/> Bose Pranab	Access Markets International	Production Specialist
<input type="checkbox"/> Ikval	Machino Polymers Ltd	Stores Executive
<input type="checkbox"/> Joshi Bhagyashree	LIC India	Financial Service Executive
<input type="checkbox"/> Bhattarai Ranjeet	Plaza Premium Lounge	Guest Service Officer
<input type="checkbox"/> Chillara Phani	ICL	Sales Manager
<input type="checkbox"/> Wadkar Nillappa	Tata Global Beverages Ltd.	Business Development Officer
<input type="checkbox"/> Verma Anamika	Cetana E Solutions	Data Executive
<input type="checkbox"/> Sharma Manish	Essar Construction Ltd.	Asst. Accountant
<input type="checkbox"/> Prabhu Deepak	Argos International	Sr. Manager
<input type="checkbox"/> Sen Sandip	PMC Rubber Chemicals Pvt Ltd.	Jr. HR Admin
<input type="checkbox"/> Sampara Naresh	Samat E Solutions	Marketing Manager
<input type="checkbox"/> Mohammed Alim	Kamal Bearings	Office Executive
<input type="checkbox"/> Mishra Abhishek	V Customer Pvt Ltd.	Sr. TSE



## Companies where we have our Students

3 g Infotech	Cipla Ltd.	ICICI Ltd.	ORG Telecom Ltd.
A.G. Con Systems Pvt. Ltd.	Cipla Pharma	ICICI one Source	Oyster & Pearl
Aarti Industries	Clove Global eservices	ICICI prudential	Panchakanya Steel Pvt. Ltd.
ABG Shipyard Ltd.	Comart Intergrated premedia & Print	ICML	Parmar Group
Adcock ingram Ltd.	Gammon India Ltd.	Infosys	Patil Hian Jajoo & Co.
Aditya Birla Retails Ltd.	CSC Financial Services Pvt. Ltd.	Idea Cellular	Penta Freight Pvt. Ltd.
Adventity	Cummins India Ltd	Ideal Solutions	Pedicure Ltd
Adani Wilmar	Deenanath Mangeshkar Hospital	Imperial Auto Industries Ltd.	Pidilite Industries Ltd.
Advik Hitech Pvt. Ltd.	Deloitte	Indian Navy	Plastro plasson industries (I) Ltd.
Affinity Express	DMart	Indica Group	Poona Hospital & research Center
Agillity Logistics Pvt. Ltd.	Diatrends Jewellery Ltd.	Indotech Industrial Solutions Pvt. Ltd.	Praj Industries Pvt. Ltd.
Agri Search (I) Ltd.	Dominos	Industrial Inspection Services	Privi organic Ltd.
Ajanta Pharma	Dsk Toyota	Ingrsoll Rang Thermo King.	PSI - NGO
Akash Cleaners	Durga Bearings Pvt. Ltd.	Inter oceane ship Repairs	PT. Aura contix
Akzo Nobel Chemicals (I) Ltd.	Dynamic Logistics Pvt. Ltd	Intex	Radisson Hotel
Alkon Infocom	Eicher Motors	Ispat Industries Ltd.	Rahul cargo Pvt. Ltd.
Am Docs	Eirch Transweigh	J.P. Morgan	Reliance Communication
Aman Machine Tools Pvt. Ltd	Electrotherm (I) Ltd.	J.P. Mukherji & Associates	Reliance Industries
Amkette	Essar Group	J.W. Mariott	Reliance Life Insurance
Amritlaxmi Textile Machinery Division	Euchez de Angel Pvt. Ltd.	Jayhind Engineers	Reliance Communication Ltd.
Anglo Eastern Ship mgmt. Ltd.	Euro tech Pvt. Ltd.	Jeju Plasy	Remardet Sa.
Ankur drug & Pharma Ltd.	Flamingo Pharma Ltd.	Joyve Lifescience	Royal Industries of Mgt.
APPS	Garware Wall Ltd.	Kam-Avida Enviro Engineers Pvt. Ltd.	Rucha Engg. Pvt. Ltd.
Ar. Mohan Lal	Gecis	Kesans Cables Pvt. Ltd.	S.N. Castting Pvt. Ltd.
Ashoka Buildcon	Gillette India Ltd.	KFC	S.P. Engineering Works
Asia Automation Pvt. Ltd.	Glenmark Pharma	Kingfisher Airlines	Sahyadin Finvest Services Pvt. Ltd.
Asianet Satelite Communication Ltd.	3Global Services	Kits College of engg.	Sakal Saam Marathi
Asian Paints	Global Trade finance Ltd.	Karvi Consaltancy	Salasar Exterior
Associated Capsules Pvt. Ltd.	Golden Palms	KSL Industries	Samarth Engineering Ind.
Atlas Shipping	Govt. of Kerala	Larsen & Toubro Ltd.	Sampadan Finance Ltd.
Autoline Industries Ltd.	Grand Hyatt	Legal Advisor	Samsung India Elect. Ltd.
Aviva Life	Grand Ashok	Lloyds Steel India Ltd.	Sanofi Pasteur
Bafna Automobile	Gujrat Gas Co. Ltd.	Logistar Info holding com.	SBI Group
Bajaj Auto Ltd.	HCC Ltd.	M.Pallonji	SHG Technology
Bharti Airtel Services Ltd.	HDFC Standard Life Insurance	M.S.E.B.	Shroff Eye Hospital
Bioresource Biotech Pvt. Ltd.	HDIL	Maersk Global Service Centres	Shubb Developers
Bitech Ltd.	Hinduja Hospital	Maersk Logistics (I) P. Ltd.	Silicone International Products
Blue Metrix Softwares	Hindustan Unilever	Mahindra Ltd.	Sky Oxygen Ltd.
Bombay Dyeing mfg.co.Ltd.	Hindustan Construction Co. Ltd.	Mahindra Vgine Steel co. Ltd.	Srinisons wiring Systems Pvt. Ltd.
BRLC	Hoechst	Marico Ind.	Star consult Pvt. Ltd.
Carnival Cruise Lines	Hasdex (I) Ltd.	Maruti Udyog	Sterlite Industries
CBRE (Cb Richard)	Holiday Inn.	Mazagon Dock Ltd.	Sterling
Cellular Ltd.	Holm K K Extrusions	MDL Energy Pvt. Ltd.	STFC.
Chic Kids Wear export India	Home Store India Ltd.	Micro Labs Ltd.	Tata Tea
Cidco Ltd.	Hotel Sanator	Microbox (I) Ltd.	Tata Tele Services Ltd.
	HSBC Global Resourcing	Millenium motors	The Mobile Store
		Minda Ind.	Thermax Culligan Water Tech Ltd
		Miven Machie Tools Ltd.	Timken India Ltd.
		Modrina Auto	Ultratech Cement
		MP Iron & Steel (I) Ltd.	Unifreight
		Naizak Global Eng. Systems Ltd.	Unilink Eng. Pvt. Ltd.
		Nath Group	Vianet Technology Pvt. Ltd.
		Neel Metal Product Ltd.	Videocon Ind.
		Neoteric	Vidyut metallics
		Nevus Computers Ltd.	Vodafone
		New Haven steel ball Corp. Ltd.	VVF Ltd.
		Next Retail India Ltd.	Western extrusion Industries
		NIFT	Wipro
		NIIT	XLNC incorporated
		Ocammon I. Ltd.	Zenta India Pvt. Ltd.
		Oceans Connect	Zyodus cadila Ltd.

and many more.....

## PSBM Advantages

- ◆ PSBM offer potential students the opportunity to study through a autonomous distance learning program. This means that people who can't get traditional further education can still achieve what they want and get their qualifications through Distance Learning.
- ◆ The unique aspect of the institution is its continuous focus on the learning process than on information or inert content.
- ◆ Course curriculum at the Institute is quite exhaustive, extensive and industry focused.
- ◆ Offer need based Programs by imparting professional and vocational orientation to the Courses.
- ◆ To give opportunity to the students who have left their education due to some unavoidable reasons and now want to continue with their career progression.
- ◆ PSBM trains students to become future business leaders. PSBM equips them with all essential entrepreneurial skills so that they will be able to bring out desired change in business organizations and implement innovations in professional practices.
- ◆ The institute not only helps students to get better placements but also provides excellent opportunities for executives seeking middle and senior level positions in good companies.
- ◆ Develop their communication, interpersonal, group working and learning skills in a way that encourages them to draw on both the theory and practice of management.
- ◆ All the key activities common to business organization problem-solving, decision-making, strategy planning & implementation are considered within the subject & set within the context of an increasingly global market place.



## Program Features

**Pinnacle School Of Business Management (PSBM) offers Fast Track Distance Learning Management courses from diploma to doctorate level of management which is a crucial step in the advancement and evolution of career-minded professionals. The primary benefits of this program include:**

**1. Career Advancement & Greater Income Potential** - A recent study by the Indian Department of Labour reported that average wages for employees with graduate certification are approximately 40 percent higher than for employees with undergraduate qualification. To remain competitive, employers are demanding increased knowledge from their employees. An MBA will carry significant value in a company's hiring and career advancement decisions. Your MBA will provide you with the educational edge needed to advance your career.

**2. Higher Level of Self-Confidence** - The knowledge gained through our MBA program will enhance your effectiveness in your current position and help define your future career path. It will sharpen your skills in critical business areas, giving you the self-confidence you need to become a leader in your profession.

**3. Personal Fulfillment** - MBA of PSBM is the key to unlocking both a professionally and personally rewarding future. Education is the foundation upon which you can build lifelong business and personal achievements. MBA program is designed to enrich your personal life, as well as to keep you informed about a constantly changing industry.

## Certificate Verification

As part of our student support services, Pinnacle School of Business Management (PSBM) provides an education verification service which assures our students that their Certificates will receive international recognition.

### What is our Education Verification Service?

It has been recorded that in INDIA, 40% of all employers require job applicants to verify their educational documents with letters from the admission department of the institute where those documents were issued.

When a Pinnacle School of Business Management (PSBM) student or candidate requires such verification, our management sends the required educational documents to his/her employer through Postal Mail, FAX, or E-mail.

### Education Verification Service by Pinnacle School of Business Management (PSBM)

Any Program completed from Pinnacle School of Business Management (PSBM) contains a copy of an educational verification letter. Upon your request, these letters can be sent directly to your employer for a nominal fee. You may order as many educational verification letters as you want through our order form.

PSBM.....

**ADMISSION PROCEDURE**

- \* Applicants should duly fill the Application form, attached along with this information brochure.
- \* Attested Photocopies of latest Marksheets / Certificate & latest C.V.
- \* Work Experience certificate/Appointment letter as per course requirement
- \* Address Proof & Photo id Proof.
- \* Three Latest Photographs.

**IMPORTANT NOTE :**

- \* Fees can be paid by Online transfer/Cheque/DD should be payable in favor of “Pinnacle Schhol of Business Management” payable at Mumbai.
- \* In case a cheque gets bounced then the student is liable to pay Rs.800/- towards cheque bounced charges for continuing the course
- \* Fees are subject to revision at anytime on discretion of PSBM
- \* Course & specialization once selected will not be changed under any circumstances. You can change the course only on the day of admission till the working hours.
- \* Fees once paid will not be refunded under any circumstance.
- \* Jurisdiction Mumbai Only.

**Post Admission Procedure:**

- \* Students will receive their study materials along with the Fees receipt & ID card within 20 working days after completion of admission procedure.
- \* For any queries or doubts while studying, student can mail our professors with their student identification number for quick response on the mail id which will be allotted after admission

**EXAMINATION CYCLE**

- \* **Flexible examinations are conducted four times in a year i.e. January, April, July & October**

Exam Date	Last Date to Enroll For Exam
January - (1 to 10) (11 to 20) (21 to 30) —————>	5th December (For any subsession)
April - (1 to 10) (11 to 20) (21 to 30) —————>	5th March (For any subsession)
July - (1 to 10) (11 to 20) (21 to 30) —————>	5th June (For any subsession)
October - (1 to 10) (11 to 20) (21 to 30) —————>	5th September (For any subsession)

\* To apply for examinations student should send filled exam demand form which is available on our website or send a request on [exam@psbm.org](mailto:exam@psbm.org) Students can opt for three hour classroom examination. The exam will be conducted at PSBM study centers. In such a case the students will not be allowed to refer study material in the examination center. The student should indicate the preference for this option at the time of admission in application form. Case study based question paper is applicable only for home or email option. Support for understanding this option shall be provided here - [examquery@psbm.org](mailto:examquery@psbm.org)

\* If you fail to send your request on time then you are requested to send your demand form for next session. Kindly make sure that your exam demand form will not be accepted at any circumstances if you failed to submit on time and to be sent only on [exam@psbm.org](mailto:exam@psbm.org) Once you decide to make an examination request, shall have to confirm the date for examination at least Thirty days in advance from particular session ,(refer the above table), Thus, on receiving question papers you shall have to attempt the papers within stipulated time; making late submission shall be liable to submit Rs. 200/- per day delay charge for a maximum period of eight days.

\* The examination shall stand cancelled if the answers are not received up to eight extra days time. Subsequently, shall have to apply for re-examination. The re-examination charges shall be Rs. 500/- per paper and the delay charge of Rs. 1600/- shall also be charged, (for example re-examination of three subjects fees to be paid will be:  $1600 + 500 \times 3 = 3100$ ). This is to inform you beforehand so that you avoid late submission of answer sheets.

\* Submission of handwritten answer sheets is compulsory along with the question papers at office (MUMBAI).

**GRADING**

Grading is based on percentage of marks scored by individual student

A+	-	74.51% and above
A	-	64.51% to 74.50%
B	-	54.51% to 64.50%
C	-	49.51% to 54.50%
Pass Class	-	45.00% to 49.50%

**CERTIFICATION :**

- \* Results shall be declared within **45 Working days** from the submission of answer sheets
- \* Mark sheet & certificate will be issued together within **45 Working days**. In case of DMS students, the certification shall be three parts consisting of Mark sheet, certificate and appreciation letter in recognition of the project work undertaken successfully as part of course requirements.
- \* In case of any queries regarding results student will get assistance from [result@psbm.org](mailto:result@psbm.org)



## Quality Policy

We at PSBM are committed to excellence in management learning. We intend to carry out research, consultancy and training for fulfilling the needs and expectations of students, parents and business and society at large. We aim to do this with high degree of social sensitivity through innovation:

- Nurturing of talent and building a learning environment, to promote creativity and leadership.
- Improvement of course curriculum through educational research and dialogue with business enterprises characterized by significance, relevance, excellence and rigor.
- Building of international linkages with business, Universities and Institutes of repute for global perspectives and standards.
- Commitment to personal and professional development of individual (staff, students and faculties) over their entire career.
- Imbibing of state-of-the-art technology and improvement of infrastructure conducive to excellence in learning.
- Reviewing of institutional processes by involvement of faculty, students and staff.
- Giving the student the Opportunity to discuss and understand business challenges and address them through insights provided by unbiased team of experts.
- Imparting education and training through the creation, utilization and dissemination of knowledge by focusing on application of management concepts in a diversified manner .





# Pinnacle School Of Business Management

## Academic Details:

Qualification	Board/University	Passing Year/Month	Grade/Class	Specilization if any

## Work Experience: (Starting with recent experience)

Company Name	City/state	Designation	From Year/Month	To Year/Month	Remarks

Exam Option: From Home:  Study Center:  E-mail:

Fee Paid: Rs. \_\_\_\_\_ Cash/D.D./Cheque/C.C. No.: \_\_\_\_\_

Bank: \_\_\_\_\_

## Declaration by Applicant :

**I declare that I have understood the course aspects and norms of Pinnacle School of Business Management. I assure to abide by the conditions and standards of the institute. I am fully aware that if I am found violating any conditions then my admission may be cancelled and I will be entirely responsible for it. I have followed the instructions for application.**

- Photocopy of Mark sheets and certificates in proof of all examination passed must be attached.
- The application form along with the bank Draft should be sent to the Institute though Courier/Speed Post.
- For more than one application photocopy of this application for may be used.
- Fees once paid is non refundable under any circumstances.
- Subject to Mumbai Jurisdiction only.

Date: \_\_\_\_\_

Signature: \_\_\_\_\_

Head Office:

PSBM, A-106 / A-107,  
Aradhana Shopping Center,  
Navghar Road, Opp. Shilpa Hotel,  
Bhayander (E), Thane- 401 105.  
Mobile: +91 7666544655 / 56 / 57.  
[Mumbai@psbm.org](mailto:Mumbai@psbm.org)

Pune Office:

PSBM, 17, Sambhaji Chowk,  
Post- Rajuri, Dist- Pune.  
Maharashtra- 412 411.  
Mobile: +91 8956884141  
[Pune@psbm.org](mailto:Pune@psbm.org)

Gujarat Office:

PSBM, 102, M. M. Complex,  
Morarji Circle, Near Ambe Temple,  
G.I.D.C., Vapi,  
Gujarat- 396 195.  
[Gujarat@psbm.org](mailto:Gujarat@psbm.org)

Website: [www.psbm.org](http://www.psbm.org)

