



INDIAN SCHOOL OF  
BUSINESS & FINANCE  
NEW DELHI

ISBF

## 1 Year Graduate Programmes

with academic direction from

The London School of Economics  
and Political Science (LSE)

Graduate Diploma in ECONOMICS  
Graduate Diploma in MANAGEMENT  
Graduate Diploma in FINANCE



[www.isbf.edu.in](http://www.isbf.edu.in)



# Why ISBF?

**Academicians from LSE design the curriculum**, formulate the syllabi, develop the study material, and set and assess the examination papers for our graduate programmes

**Distinguished faculty** from noted institutions like LSE, Cambridge, IITs, IIMs, Delhi School of Economics and JNU, among others

**Graduate Diploma awarded by University of London**, recognised globally

**Highly interactive classes** to teach application-oriented curriculum; emphasis on learning by asking questions

**Vibrant and diverse peer group**, comprising students from top colleges across India, creates a stimulating campus environment

Graduate Diploma is advantageous for **admission and transition to 1-year Master's** programmes at UK universities, including LSE

Graduate Diploma is recognised as **16<sup>th</sup> year of education** by most US and Canadian universities

Our graduates have been **placed in globally reputed firms** such as Deloitte, American Express, Pepsico, Axis Bank, S&P Capital IQ, Copal Partners, MCube Financial, and many others

Several alumni have gone on to pursue **MBA / MSc at institutions such as LSE, Yale, London Business School, Delhi School of Economics and Indian Statistical Institute**, to name a few

Many graduates have been **placed for a year in leading investment banks in London or New York**, like Morgan Stanley, UBS and HSBC





# Indian School of Business & Finance

**Indian School of Business & Finance (ISBF)** was established in 2006 in New Delhi with the vision of imparting world-class education in the Indian subcontinent. In line with this objective, we offer 1-year Graduate Diploma programmes in Economics, Finance and Management, with academic direction from **The London School of Economics and Political Science (LSE)**.

The academic tone for the Graduate Diploma programmes offered at ISBF is set by the rigour followed at LSE, a member institution of the University of London (UoL). LSE academicians formulate the syllabi, develop the study material, and set and assess the final examinations for all the graduate programmes offered at ISBF. LSE is among the foremost educational institutions in the world, ranked 1st in the UK and 2<sup>nd</sup> in the world for Social Sciences.

ISBF is an Affiliate Centre of the **University of London** – this is the highest recognition accorded by UoL to partner institutions, and it has been earned and maintained by ISBF on the basis of stringent and continuous quality assessment (by UoL) of the programmes taught by us. This essentially means that the academic standards, faculty and facilities at ISBF have been deemed, by UoL, to be equivalent to those provided by UoL itself.

Students of ISBF, therefore, have the opportunity to obtain a world-class education right here in India. All ISBF students enrol as full-fledged students of UoL; not only do they become part of a 54,000-strong international student community, but they also receive the Graduate Diploma directly from the University of London upon successfully completing the programme.

# Graduate Diploma Programmes

ISBF offers 1-year Graduate Diploma programmes in Economics, Finance and Management, with academic direction from LSE. Upon graduating, students receive a University of London Diploma.

## Graduate Diploma in Economics

The Graduate Diploma in Economics prepares students for the rigour that is required in the professional and academic arenas in Economics. It equips students with an in-depth understanding of theoretical as well as applied Economics, and helps them explore solutions to problems that the world faces today. From Classical Economics to modern-day quantitative analyses, you will learn the nuances of how the world economy functions. You will graduate with up-to-date knowledge and sharp analytical skills that will give you an edge over your peers in future pursuits.

### Career Opportunities

Policy Research & Analysis, Big Data Analytics, Consulting, Banking – including Investment Banking, other Financial Services sector roles, Actuarial Science, role of Economist at large corporations and multilateral organisations, Development Sector, Treasury, Marketing and Strategy, to name a few.



Frankly, my undergraduate studies in Economics lacked application, which is like saying, I know how to hold a cricket bat but have never batted. This is precisely what drove me to ISBF. The application and depth in the Diploma is unparalleled.

**Anuraag Gupta**

*BA (H) Economics, SGGSCC, DU*

**Graduate Diploma in Economics**

*Master's in Development and Public Policy, GEORGE WASHINGTON UNIVERSITY*



My emphasis on an in-depth understanding of Economics landed me at ISBF. The fact that I have secured admission into the Master's in International Development and Public Policy at Johns Hopkins University speaks volumes about the quality of the programme at ISBF.

**Ayushi Trivedi**

*BA (H) Economics, Sri Venkateswara College, DU*

**Graduate Diploma in Economics**

*Master's in International Development and Public Policy, JOHNS HOPKINS UNIVERSITY*

# Graduate Diploma in Finance

The Graduate Diploma in Finance equips students with knowledge of both financial theory as well as practice, a potent combination for a career in the financial sector. The programme curriculum comprehensively covers topics such as risk assessment, asset pricing, investment analysis and financial reporting, among others. The application-oriented nature of the course will hone your quantitative skills and give you an academic grounding that will make you a top choice for recruiters from investment banks and other leading financial institutions.

## Career Opportunities

Investment Banking – mergers & acquisitions advisory, trading and structuring, Banking – corporate, private and retail, Research – equities and fixed income, Financial Reporting, Corporate Finance, Wealth / Asset Management, Insurance sector roles, and several other financial services sector roles.



What really caught my eye was the LSE affiliation. This one year was very intense and disciplined, with teachers and alumni from LSE itself, along with other prominent faculty helping us at every step. ISBF Career Services Division really helped me get this job at WNS. Anyone who wants to join ISBF and the LSE curriculum, I'd recommend discipline and regularity.

**Padam Nischal**

B.Com (H), Sri Guru Gobind Singh College of Commerce, DU

**Graduate Diploma in Finance**

Business Research (Operations), WNS



The LSE curriculum is the real game changer. I was shortlisted and given preference over many general management graduates during my screening at MCube. The academic rigour is to a different level altogether.

**Karthik Anand**

BA (H) Economics, Shaheed Bhagat Singh College, DU

**Graduate Diploma in Finance**

Financial Analyst, MCUBE FINANCIALS

# Graduate Diploma in Management

The Graduate Diploma in Management provides students with a thorough grounding in a wide spectrum of strategic and functional areas of a business enterprise. The programme will enable you to evaluate and analyse business challenges from a global perspective, as well as to understand how companies thrive in an increasingly competitive market. It will also equip you with the nuances of launching a start-up, expanding an existing business, and streamlining business processes.

## Career Opportunities

E-commerce, other Internet-based Start-Ups, Marketing, Operations, Consulting, Business Analytics, Strategy, Human Resource, Advertising, Banking, Family Business & Enterprise, and several others.



I particularly enjoyed the intensive case studies in the programme. I scored a Merit in the Diploma with the help of the experienced faculty members, based on which the dream to study at LSE came true.

**Kriti Gupta**

BA (H) Philosophy, Lady Shri Ram College, DU

**Graduate Diploma in Management**

MSc Management, LSE



Not many graduates get this kind of an opportunity on campus. I was absorbed directly into a product role with a leading multinational corporation.

**Jaskiran Kohli**

B.Com (H), SRCC, DU

**Graduate Diploma in Management**

Research Support Specialist, GERSON LEHRMAN GROUP

# Faculty and Pedagogy

ISBF and its faculty members are committed to an innovative, discussion-based and application-oriented pedagogy, benchmarked to LSE, one of the top teaching institutions in the world. Faculty members at ISBF hail from the leading universities in India and the world, and bring to the classroom a rich blend of teaching experience, research expertise and real-world exposure. They are also trained, at least once every year, by UoL/LSE professors in global teaching best practices. Students are also regularly exposed to eminent guest lectures and experiences such as training sessions at World Bank, National Stock Exchange and leading consumer goods companies. All this has resulted in a high-quality learning experience for students for over a decade, and has laid the foundation for great academic and career achievements.

## Senior ISBF Faculty



**Dr. G.L. Tayal**, *Dean, Academics*  
Bcom (Hons), Shri Ram College of Commerce  
MCom, Delhi School of Economics  
LLB, Faculty of Law  
PhD in Management, Department of Commerce,  
University of Delhi



**Chiraag Mehta**, *Associate Dean*  
BA (Hons) Economics, St. Stephen's College  
MSc Economics, The London School of Economics  
and Political Science (LSE)



**Dr. Yavar Ehsan**, *Associate Professor*  
BBA Computer Information Science, Fox School of  
Business, Temple University  
MBA Computer Information Science, Fox School  
of Business, Temple University  
PhD in Management, Jamia Millia Islamia



**Soumitra Mookherjee**, *Associate Professor*  
BSc Economics, University College London  
MPhil Economics, Darwin College, University of  
Cambridge  
Executive MBA, University of Exeter



**Aryapriya Ganguly**, *Associate Professor*  
BA (Hons) English Literature, St. Stephen's College  
MA Sociology, Delhi School of Economics



**Dr. Abhinaba Lahiri**, *Assistant Professor*  
BSc Statistics, St. Xavier's College, University of Calcutta  
MSc Statistics with Quantitative Economics  
specialization, Indian Statistical Institute  
PhD in Economics, Maastricht University

## Visits by LSE Faculty



Lecture by **Dr. James Abdey**,  
*Professor of Statistics at LSE*



Guest of Honour **Prof. Paul Kelly**,  
*Pro-Director of Education at LSE,*  
at ISBF's Graduation Ceremony 2017

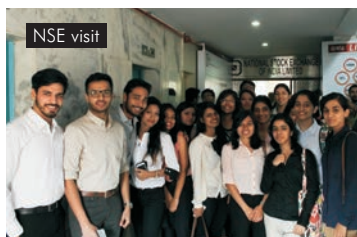


Lecture by **Prof. Michael Cox**,  
*Director - LSE IDEAS*  
and *Emeritus Professor of International Relations at LSE*





## Co-curricular & Skill-building Activities



## Life at ISBF

ISBF's student body is extremely diverse, motivated and atypical, making ISBF the vibrant place that it is. Hailing from top undergraduate colleges and programmes around the world, including ISBF's own undergraduate LSE programmes, postgraduate students at ISBF are exposed to a variety of co-curricular and skill-building opportunities.

The Career Services Division, apart from organising placements in leading multinationals – both in India and overseas, trains students in key career-related skills through the year. Workshops for MS Excel, mock interviews, group discussions, soft skills training, CV-writing and SoP-writing (for students applying for higher studies) are conducted by experienced trainers to prepare students for recruitment and selection processes.

Postgraduate students also participate heavily in industry conferences by bodies such as AIMA and NHRDN, which host lectures by eminent persons and provide a forum to network with key HR professionals from reputed firms. This is complemented by frequent guest lectures on campus, by eminent speakers from all walks of life.

The thriving E-Cell provides a great platform for budding entrepreneurs to exchange and explore ideas. Postgraduate members of the cell have also participated in and secured prizes at business plan competitions organised by industry bodies. Visits to marquee organisations like the World Bank and the National Stock Exchange, and to factories of leading consumer goods companies, also mark the Graduate Diploma students' annual calendar, as do events such as Model United Nations, the inter-college festival – Xenia, and various other intra-college sports, dance, music, media and social work events.

# Graduate Destinations - International

The fact that the curriculum pursued by all Graduate Diploma students, coming from the LSE, is cutting-edge and highly application-oriented, makes ISBF graduates very attractive to top universities and employers around the world. Several alumni have leveraged the rigorous base provided by these programmes to launch very successful international careers in a variety of fields.

## Master's at Top FOREIGN Universities

A top-quality Master's programme at a world-leading university is generally out of reach for students with an Indian undergraduate education, for their base is not considered rigorous and relevant enough, or the 16<sup>th</sup> year (of education) condition isn't met. Both these requirements are fulfilled by the 1-year Graduate Diploma programme (which also leads to GRE/GMAT exemptions for several courses) and equipped with an LSE education and a UoL award, ISBFians are accepted every year into prestigious Master's programmes at the best universities around the world.



Yale



Meghna Jain  
*Graduate Diploma in Economics, ISBF*  
**Master's in International Affairs,  
Economics and Management  
UC SAN DIEGO**

I particularly liked the course curriculum as it was in line with my aspiration of pursuing a Master's in Economics from an Ivy League institution. I got accepted into all eight US universities that I applied to, including Yale University, University of California San Diego, Johns Hopkins University and George Washington University. The progression from ISBF to studying at an Ivy League college was seamless.



Guncha Prakash  
*Graduate Diploma in Economics, ISBF*  
**MSc Economics  
UNIVERSITY OF WARWICK**

Pursuing this programme at ISBF helped me get into a university of my choice to pursue an MSc Economics degree – truly a dream come true for me



## Work Placements in LONDON / NEW YORK (1 year)

Working abroad is a cherished dream, and a life-changing experience, for many. The international-ness of the Graduate Diploma programmes, coupled with a teaching-learning system rooted in deep enquiry and application, equips graduates with a globally valued skill-set and has allowed many to pursue this dream. As a result, several ISBFians have gone on to work for a year at the London / New York headquarters of some of the leading investment banks in the world, and come back either with a full-time job offer with the India office, or with exposure to last them in excellent stead for life.



**Preyansha Sahni**  
*Graduate Diploma in Management, ISBF*  
**UBS INVESTMENT BANK, LONDON**

Working with UBS Investment Bank in London made me realise the high standing and reputation of my University of London qualification. I now have an understanding of international business, which employers find extremely interesting.

**HSBC** 

 **BARCLAYS**

 **UBS**



**Sharadh Khullar**  
*Graduate Diploma in Finance, ISBF*  
**UBS INVESTMENT BANK, LONDON**

The practical training and experiential learning in the programme helped me to get international exposure with UBS Investment Bank, and transformed me into a global professional.



**Rohit Thareja**  
*Graduate Diploma in Finance, ISBF*  
**HSBC, NEW YORK**

I had interest in Investment Planning for a couple of years, but I didn't know how to go about it. I then came across the LSE curriculum, and from there on, the path just carved itself. ISBF has an elaborate placement and careers training process, which helped me a lot in developing a keen understanding of recruiters' expectations.

# Graduate Destinations within India

For many who wish to study further within the country, the rigour of the Graduate Diploma provides the ideal platform from which to gain admission into, and excel at, Master's programmes from top-notch institutions. This applies both to students choosing the same specialisation as their undergraduate programme, and to those using this programme to change subject areas.

For those who want to work straight away, the Career Services Division provides focused training in areas such as job interviews, CV-writing, MS Excel, guesstimates and group discussions. All this has helped graduates secure placements in firms ranging from blue-chip MNCs to exciting start-ups, in diverse roles such as investment banking research, corporate finance, policy research, data analytics, market research, consulting and operations.

## Master's at INDIAN Universities



## PLACEMENTS across INDIA



Resemiyur Makan  
*Graduate Diploma in Economics, ISBF*  
**Master's in Quantitative Economics**  
INDIAN STATISTICAL INSTITUTE,  
NEW DELHI

I did not have an Economics background when I joined ISBF. Upon joining, I was extremely happy! The course was designed by fine academicians from the LSE, and once the programme started, I completely fell in love with it. We had great faculty; my experience with the course is that it will definitely prepare you for your Master's degree. If I wouldn't have taken up this course, there was no way I could've made it into Indian Statistical Institute.



S Ananta Aditya  
*Graduate Diploma in Management, ISBF*  
**GERSON LEHRMAN GROUP**

It has been quite an intense and wonderful academic journey of 1-Year Graduate Diploma, here at ISBF. The course was rigorous, challenging and full of new experiences. The environment that ISBF provided, in terms of the institution and hostel, was perfect to facilitate my studies. I was also able to enrol myself in many co-curricular activities that opened a lot of avenues to explore and nurture my talents that have helped me in securing this job.

# Eligibility

Candidates who have successfully completed, or are in the final year of, a full-time undergraduate degree programme, are eligible to apply for the Graduate Diploma programmes at ISBF.

## Selection Process

All candidates who complete the application are eligible to appear for the selection process, which comprises of **two stages**.

### STAGE 1 ISBF Test

For applicants to the Finance and Management programmes this takes the form of an Aptitude test; applicants to the Economics programme must take a Quantitative test.

Please note that applicants with the following scores in various external competitive examinations will be **exempted from appearing for the ISBF Test**:

- 80 percentile or above in CAT/XAT
- 550 or above in GMAT
- 300 or above in GRE

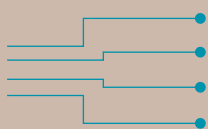
### STAGE 2 Personal Interview

The Personal Interview is intended to assess applicants' motivation to pursue further studies at ISBF, their ability to do so successfully, and their overall personality.

All applicants must appear for the Personal Interview.

## Admission Criteria

An offer of admission is made to applicants after careful consideration of **4 parameters**



- Class X and XII Board examination scores
- Undergraduate degree grades
- Performance in the ISBF Test
- Performance in the Personal Interview



The London School of Economics and Political Science (LSE), a member institution of UoL, was founded in 1895, and has grown to become one of the foremost social science institutions in the world. LSE is also ranked among the top institutions globally for research and studies in Economics, Finance and Management, and provides academic

direction for UoL programmes in these subject areas, including all programmes offered at ISBF. LSE counts among its alumni and staff 37 Heads of State and 16 Nobel laureates.

University of London (UoL) was established in 1836, and is one of the largest and most prestigious universities in the world. It comprises 17 colleges and 10 specialised research institutions, and has a long history of academic excellence. Since 1858, UoL has offered its programmes and resources across the globe, and its alumni include several Nobel laureates, Heads of State and other leading luminaries.

## Some Notable LSE & UoL Alumni and Staff



**MK Gandhi**  
Mahatma,  
Father of the  
Indian nation

**Dr. BR Ambedkar**  
Father of the  
Indian Constitution

**Dr. KR Narayanan**  
President of India  
(1997-2002)

**Nelson Mandela**  
President of  
South Africa  
(1994-99)

**Dr. Urjit Patel**  
Governor,  
Reserve Bank of India

**Prof. Amartya Sen**  
Nobel Prize in Economics  
(1998)

APPLY ONLINE Visit **[www.applytoisbf.com](http://www.applytoisbf.com)** to begin your application

CONTACT US  
ISBF Admissions Team  
T: +91 97170 07906 | 88263 94947 | 99103 02795  
E: [dfg@isbf.edu.in](mailto:dfg@isbf.edu.in)

CAMPUS Indian School of Business & Finance (ISBF)  
15A, Ring Road, Lajpat Nagar IV, New Delhi 110024 INDIA

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