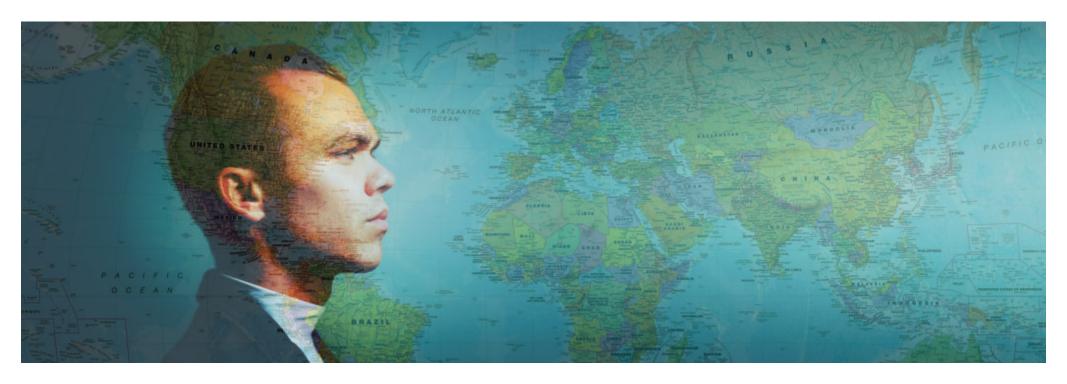


GET GLOBAL ACCESS TO ACCELERATE YOUR CAREER AND MOVE UP BEYOND THE ORDINARY



Blended executive education programs for working professionals

ASM LEGACY

With an accomplished heritage of over 3 decades in the field of education, Audyogik Shikshan Mandal (ASM) Group of Institutes, established in 1983, has emerged into a family of multi-disciplinary institutes to stay at par with the vacillating industry. It has expanded to 5 campuses with more than 27 courses with a reach that includes all stages of education. ASM provides exceptional educational programs that cater to every speciality. The core strength of these programs is enhanced skills and knowledge focusing on higher employability.

ASM, with a network of 70,000+ alumni, has provided various industries with professionals and entrepreneurs working across India and abroad. The history of excellence has also been validated by the fact that ASM has been consistently ranked amongst the best B-Schools in India.

In an attempt to eliminate the gap between what colleges teach and what industry wants, ASM has incorporated a rich blend of faculty pool including unparalleled academicians, industry practitioners and mentors from relevant industries. This also includes collaborations with national and international organisations and highly reputed universities to offer a multitude of right opportunities.

AWARDS & ACCOLADES

- "Best Education Brand" 2018-19 by The Economic Times
- "Leading Higher Education Group" 2017 by Business Excellence Research Group (BERG), Singapore
- "Academia and Industry collaborations for Innovative Curriculum to drive Employability" – National Execution Award 2018 ASSOCHAM India
- "Digital Learning Award 2018" at HE&HR
 Conclave, from Govt. of Telangana
- "Best Innovative Institute", by WIEF at Education
 Excellence Awards 2019.
- "Business School of the Year" by Higher ED Award 2019



Dr. Sandeep Pachpande

Chairman,
ASM Group of Institutes

BE, MBA, Ph.D in International Marketing

Senior Executive Leadership
Program from
Harvard Business School

With our global tie-ups and top notch training facilities, I am extremely elated to present courses with an objective to upskill, reskill and new skill the executive workforce for today's corporate leaders. The courses are offered in association with the world's top academic institutes like Harvad Business School Online, IIBMx and top corporates like SAP, IBM, Amazon, in a carefully curated blended mode at extremely affordable prices.

I welcome you to discover the new offerings of ASM ExEd to provide you with the skills for corporate success.



Dr. Prakash Bakshi

Head of ASM ExEd Cente

Ph.D. in Economics

Former Executive
Chairman at NABARD

One must equip oneself with newer knowledge to grow throughout one's career.

Since working professionals find it difficult to take up full time courses, ASM ExEd offers short term and totally de-stressed online courses, curated by renowned academicians and industry leaders around the globe, integrated with in-person weekend sessions by ASM academicians and industry veterans to give you mastery over your varied requirements and catapult you higher on your career path.

COLLABORATIONS























THE EXECUTIVE EDUCATION CENTRE

A flexible & convenient blend of courses curated for the top leaders of tomorrow.

Staying at the forefront of the educational industry, ASM ExEd centre has uniquely focused programs that surpass intellectual as well as physical boundaries, while updating or renewing the skills of working professionals or entrepreneurs.

Identifying the dearth of well-trained employees in the industry, ASM has curated economical courses for professionals to sharpen their competencies with a global mindset. It aims to impart relevant and overarching edification to experienced executives and qualified employees. The tools taught are mapped to a real-world setting which help to build the stage for professional success. Growth-minded individuals can establish practical action plans for their organisations in a rapidly evolving global marketplace.

Always a strong advocate of innovative, diversified learning, ASM has collaborated with renowned national and international institutes bringing to you a faculty of excellence.

Preparing for a promotion, finding the right department of work & adding value to your resume are the goals one can achieve with the help and guidance of these curated programs. One may opt for a set course or a combination of courses as per an individual's or company's interest. ExEd can also customise courses as per the requirements of the organisation to optimise value.



VISION

To be a world centre of learning that excels in Management and Information Technology, Education, Research, Training and Consultancy.

MISSION

Our mission is to attain excellence in education so as to contribute to the socio-economic transitions in the nation at all the levels by presenting unique pedagogical opportunities aimed at developing effective, committed and dedicated, socially responsible global managers and leaders who make valuable contributions to all levels of the corporate world and society.

As Scott Beardsley asserts, "Executive education is more of life-long learning than a one-time graduation course."

ASM Certificate for Business Excellence

The ASM ExEd Centre aims to upgrade corporate skill sets with the outset of multi-disciplinary courses which are exclusively curated for professionals. After the completion of each course, your proficiency in the desired domain will be authenticated by ASM's Certificate for Business Excellence. This will further be integrated with distinctive certifications from Harvard Business School Online or IIM Bangalore-Digital learning platform (IIMBx), based on the course chosen.

Why Apply?

Acquiring multi-faceted competencies is constantly required by entrepreneurs and professionals to deal with complex people and complex situations. These courses are uniquely curated for professionals to upgrade their capabilities in various fields and to leapfrog their competitors. Each course is taught in-person by ASM's expert academicians who are industry-experienced and at par with your pragmatic work-related issues. With stipulated contact hours every Saturday, they guide you with the relevant practical knowledge. Additionally, you have an excellent knowledge support from a wide range of existing international community and ace faculties, available online. This platform also connects you with a network of peers from varied professions which offer an opportunity for free-flowing discussions and a global exposure. These inter-blended courses allow you to continue your employment while gaining the right knowledge for tackling the professional hurdles in your career.

On successful completion of each course you will receive a certificate from ASM Group of Institutes and a <u>certificate</u> from Harvard Business School Online

ASM Certificate for Business Excellence

Integrated with

Harvard Business School Online Certification

Active | Case Based | Social

ASM IBMR is the first B school in India to collaborate with the prestigious Harvard Business School Online (HBS Online).

ASM:

- Classroom lectures delivered by ASM's finest faculty.
- Interactive classroom sessions on three Saturdays (Contact or Recorded)
- Real-world applications with thorough case studies.
- Application of concepts to the Indian market.
- Round-the-clock availability of ASM faculty over E-mail.
- Help in comprehension of concepts studied during the week.
- · Weekly assignments.

HBS Online:

- Maximum "5 minute" videos followed by curated activities.
- Content and knowledge support by Harvard's finest faculty.
- Global cohort to enhance cross functional industry interactions.
- Interactive lessons for intellectual stimulation.
- Peer learning with global cohort.



93% of HBS online learners say these programs equipped them with skills that directly elevated their resume.

According to 77% of
HBS online learners,
these programs
increased the clarity in their
professional future.

DISRUPTIVE STRATEGY



Prof. Clayton Christensen

World's top expert on disruption, innovation, and growth strategy.

Twice been named as the Most influential business thinker

Harness the Power of Disruptive Innovation to Craft Winning Strategies **Duration: 6 weeks**

The course is designed and guided by Prof. Clayton Christensen, Kim B Clark Professor of Business Administration at Harvard Business School, the very person who coined the theory of disruptive innovation.

Strengthen your capacity to make innovation a reality and unlock your potential to create winning strategies. This course will equip you with the skills and techniques needed to develop executive level strategy, organise for innovation, and discover customer jobs to be done.

You will

- · Become fluent in disruptive innovation theory
- Assess new opportunities and potential threats
- Discover jobs to be done and develop frameworks to better understand customer needs
- Acquire techniques for executive-level strategy development
- Organise for innovation and maintain a disruptive scope
- · Gain confidence articulating complex viewpoints

ASM Certificate for Business Excellence Integrated with Harvard Business School Online Certification

BUSINESS ANALYTICS



Prof. Janice Hammond

Senior Associate Dean for Culture and Community at Harvard Business School.

Program chair for the HBS Executive Education International Women's Foundation and Women's Leadership Programs

Develop the Data Mindset and Analytical Skills to Interpret and Communicate Data to Make Informed Business Decisions.

Duration: 8 weeks

The course is designed and guided by Prof. Janice Hammond, the Jesse Philips Professor of Manufacturing at Harvard Business School. She currently teaches Supply Chain Management in the MBA program.

This course will help demystify data and equip you with concrete analytical skills and management judgement to apply them in your everyday decision-making. Beginning with basic descriptive statistics, you will learn business analytics through real-world examples in the learn – practice – apply sequence.

You will learn and become confident to

- Interpret data to make informed business decisions
- Recognise trends, detect outliers, and summarise data sets
- Analyse relationships between variables
- Develop and test hypotheses
- Craft sound survey questions and draw conclusions from population samples
- Implement regression analysis and other analytical techniques in Excel

NEGOTIATION MASTERY



Prof. Michael Wheeler

Lecturer in Negotiation at Harvard Business School's MBA program since 1993

Author of 11 books, including The Art of Negotiation: How to Improvise Agreement in a Chaotic World

Launched a self-assessment app, called Negotiation 360.

Secure Maximum Value for Your Organisation through a Mastery of Negotiation Techniques **Duration: 8 weeks**

This course is designed and guided by Prof. Michael Wheeler, who has taught Negotiation in Harvard Business School's MBA program since 1993, and has served as faculty chair of the required first-year MBA program.

The program, Negotiation Mastery, equips you with the skills to close deals that might otherwise be deadlocked, maximise value in the agreements you reach, and resolve differences before they escalate into costly conflicts.

You will

- Understand negotiation dynamics and how to prepare for uncertainty
- Learn to craft agile strategy and be quick on your feet in changing circumstances
- Resolve small differences before they escalate
- Secure maximum value for your organisation and yourself
- Reflect on personal behaviour and refine your approach to be more effective



ECONOMICS FOR MANAGERS



Prof. Bharat Anand

Harvard University's Vice Provost for Advances in Learning.

Digital and corporate strategy expert

Author of the book - The Content Trap: A Strategist's Guide to Digital Change.

Gain the Knowledge and Skills Needed to Craft Successful Business Strategy

Duration: 8 weeks

The course is designed and guided by Prof. Bharat Anand, the Henry R. Byers Professor of Business Administration at Harvard Business School. He is an expert in digital and corporate strategy. This course will enable you to explore how businesses approach pricing strategy, evaluate market demand, and differentiate their offerings, and how you can apply those learnings to compete in the marketplace successfully and drive critical business decisions.

You will develop the skills to

- Develop effective pricing strategies
- Benchmark costs compared to competitors through relative cost analysis
- Apply conjoint analysis to understand what features customers value most
- Understand the power of network effects to drive demand
- Identify sources of competitive advantage through differentiation

ASM Certificate for Business Excellence Integrated with Harvard Business School Online Certification

ENTREPRENEURSHIP ESSENTIALS



Prof. William Sahlman

Chairman of the board for Harvard Business School Publishing

Publisher of over 200 case studies on entrepreneurial ventures.

Master a Proven Framework for Building and Financing New Ventures and Make Your Entrepreneurial Dreams a Reality.

Duration: 4 weeks

The course is designed and guided by Prof. William Sahlman, the Baker Foundation Professor of Business Administration at Harvard Business School.

This course on Entrepreneurship Essentials helps you turn an idea into a viable venture. You will learn how entrepreneurs validate concepts through structured experiments, refine their business strategy, and raise the capital necessary to create value and grow their business.

You will acquire knowledge and skills to

- Identify a business opportunity
- · Evaluate an idea and assess the market
- Explore the risks and rewards of entrepreneurship
- Leverage experiments to validate concepts and refine your business strategy
- Discover the key financial decisions entrepreneurs must make in the early stages of a startup
- Understand the process of raising capital and how to speak to investors

FINANCIAL ACCOUNTING



Prof. V.G. Narayanan

Chair of the MBA program's second-year elective curriculum

Former course head for the first-year required accounting course for MBA students, Financial Reporting and Control, and chairs several executive education programs.

Discover What is Behind the Numbers in Financial Statements Duration: 8 weeks

This course is designed and guided by Prof. V.G. Narayanan, the Thomas D. Casserly, Jr. Professor of Business Administration at Harvard Business School.

This course on Financial Accounting teaches key accounting concepts and principles to illuminate financial statements and unlock critical insights into business performance and potential. You will explore how managers, Wall Street analysts, and entrepreneurs leverage accounting to drive strategic decision-making.

You will

- Discover how balance sheets, income statements, and cash flow statements are developed and how each interact
- Evaluate the financial health of a business using financial statements
- Understand GAAP and IFRS standards
- Prepare and evaluate financial forecasts to make strategic decisions
- Value a venture, project, or investment opportunity and perform a sensitivity analysis



LEADERSHIP PRINCIPLES



Prof. Joshua Margolis

Faculty Chair of the Christensen Center for Teaching and Learning

Co-author of the book People and Profits: The Search for a Link between a Company's Social and Financial Performance



Prof. Anthony Mayo

Director of the School's Leadership Initiative for 16 years

Co-editor of the volume Race, Work, and Leadership: New Perspectives on the Black Experience, which is scheduled for release in 2019.

Develop the Leadership Skills to Advance Your Career, Team, and Organisation. Duration: 6 Weeks (2 Weeks Prework and 4 Weeks Course Content)

This course is designed and guided by Prof. Joshua Margolis, the James Dinan and Elizabeth Miller Professor of Business Administration and Prof. Anthony Mayo, the Thomas S. Murphy Senior Lecturer of Business Administration in the Organisational Behaviour Unit at Harvard Business School.

This course is designed to help new and aspiring leaders potential in themselves and cultivate high-performing teams. You will become a more versatile leader by mobilising others by immersing yourself in real-world leadership challenges, self-assessments, and 360-degree feedback from colleagues and peers.

You will

- Understand your motivational drivers, emotional intelligence, and communication methods to establish a personal leadership style
- Apply or adapt your leadership style to meet specific challenges
- Manage the conditions that drive team performance
- Coach colleagues and share feedback in ways that enable them to develop and deliver
- · Handle stressful and demanding leadership situations
- Take charge of your professional development as you navigate the challenges of transitioning from an individual contributor to a leader

ASM Certificate for Business Excellence Integrated with Harvard Business School Online Certification

MANAGEMENT ESSENTIALS



Prof. Joseph Fuller

Co-leads the Harvard Business School initiative Managing the Future of Work

Founder and first employee of the global consulting firm Monitor Group, now Monitor-Deloitte



Prof. David Garvin

Focused on business and management processes, the principles of organizational learning, and the design and leadership of large, complex organizations.

Authored/co-authored 10 books and 37 articles over the course of his career

Master the Tools and Tactics You Need to Get Things Done and Move Your Organisation Forward.

Duration: 8 weeks

This course on Management essentials is designed and guided by Prof. Joseph Fuller, Management Practice in General Management, Harvard Business School, and Prof David Garvin who was the C. Roland Christensen Professor of Business Administration at Harvard Business School

This course provides you with real-world tools and strategies needed to excel in decision-making, implementation, organisational learning, and change management. You will be able to elevate your managerial approach by acquiring the knowledge and skills to

- Design, direct, and shape organisational processes to your advantage
- Influence the context and environment in which decisions get made
- Implement strategies, plans, and projects on time, on budget, and at the highest quality
- Spearhead learning initiatives that enable your organisation to improve and innovate
- Manage and lead change in organisations of varying sizes

SUSTAINABLE BUSINESS STRATEGY



Prof. Rebecca Henderson

Research fellow at the National Bureau of Economic Research

Co-chair of the Harvard University Climate Change Task Force

Her course Reimagining Capitalism, is one of the most popular elective courses in the Harvard Business School MBA Program.

Gain the Tools and Techniques to Become a Purpose-Driven Business Leader.

Duration: 3 weeks

This course is specifically designed with the requirements of purpose driven professionals, not for profit professionals, leaders, and entrepreneurs in mind by Prof. Rebecca Henderson, the John and Natty McArthur University Professor at Harvard University, where she has a joint appointment at Harvard Business School in the General Management and Strategy unit.

Sustainable Business Strategy illustrates how businesses can thrive and grow while simultaneously solving some of the world's biggest challenges—and how you, as an individual, can make a difference.
You will

- Understand and analyse the business models that drive change
- Communicate the competitive advantages of being a purpose-driven leader to management, leadership, and other key stakeholders
- Examine the broader political and social landscape in which you operate, including the role of government, investors, and customers
- Explore why collective efforts are important and how business can be a catalyst for system-level change
- Determine what you can do in your career to become a purposedriven leader

GLOBAL BUSINESS



Prof. Forest Reinhardt

Head of the Business, Government, and the International Economy Unit

Faculty chair of the School's Asia-Pacific Research Center and chair of HBS Executive Education in the Asia-Pacific Region

Author of Down to Earth: Applying Business Principles to Environmental Management

Turn the Uncertainty of Today's Global Economy into an Opportunity for Your Organization

Duration: 4 weeks

The course is specifically designed and guided by Prof. Forest Reinhardt, the John D. Black Professor of Business Administration at Harvard Business School for forward thinking strategists, entrepreneurs, and professionals in heavily regulated industries.

This course on Global Business will help you assess opportunities, manage risk, and create and capture value for your organisation. You will explore the economic, political, and social factors driving change, and learn how decisions affect global markets, and your business.

You will be able to

- Build a foundation in macroeconomics to make more informed business decisions
- Identify the challenges and opportunities that government and politics can create for you and your business from a strategic standpoint
- Assess the impact of macroeconomic, political, and social indicators on business decisions
- Discover the short- and long-term impact of interest rates, inflation, trade, and investment
- Learn distinctive approaches and frameworks that help you think about the world and organise information.

LEADING WITH FINANCE



Prof. Mihir Desai

An award-winning teacher and leading scholar of corporate finance and tax policy

Published over 25 case studies, a casebook, and has testified before the US Congress on policy issues

Develop a Toolkit for Making Smart Financial Decisions

Duration: 6 weeks

This course is designed and guided by Prof. Mihir Desai, the Mizuho Financial Group Professor of Finance at Harvard Business School and a Professor of Law at Harvard Law School.

Designed for professionals including those who may not have studied or mastered accountancy or finance, this course provides you with a thorough understanding of the principles of finance - a conceptual toolkit for making smart financial decisions and the confidence to clearly articulate those decisions to key stakeholders.

You will

- Understand the key financial levers that drive financial performance
- Discover how and why finance is concerned with cash flow versus profits
- Identify ways to create and measure value
- Examine how capital markets work and how they affect your business
- Develop a financial intuition that will give you the confidence to make better decisions in your career and life

MANAGEMENT DEVELOPMENT PROGRAMS (MDP)

ASM is the 1st institute that offers the PG program in Business Analytics. MDPs at ASM Group of Institutions provide an excellent opportunity for working professionals to realign themselves with the latest management concepts, techniques and tools. Executives working in diverse functional areas get insights into Strategic, Operational, Executional and Analytical aspects of management. MDPs at ASM are enriching and bring field experience into the classrooms in the form of case studies, Faculty lead facilitations, MOOCs and other modes of learning. For MDPs, ASM Group has a full-fledged infrastructure at Mumbai and Pune in Western India & also access to corporate training centres across India.

The faculty for the MDPs is a combination of academicians and industry experts who deliver the Program for Senior Executives, Managers and Business Owners. The course content has been aligned to international benchmarks and Indian business context. The MDPs utilises case studies, discussions and seminars for the delivery of the Program. Customised training Programs are also offered based on training need analysis and internal training requirements of the industry.

AREAS AVAILABLE

Finance | HR | Agribusiness | Marketing Market Research | Emerging Tech | IT

(ISODC) The International Society for Organisation Development and Change

Organisation Development (OD) is the art and science of stimulating organisational success by bringing planned changes in the systems and processes of work to respond to the needs of a dynamic business environment.

In an effort to building and helping OD professionals, ASM has collaborated with ISODC, which is a leading international OD association. Its members are OD consultants, professors, students, corporates, non-profits, NGOs, and other professionals around the globe. The ISODC is dedicated to providing professional development, trainings and webinars, publications, consulting and advisory services, and certifications to individuals and organisations around the world.

Safeducate

(Duration – 4 to 6 months)

ASM provides a specialised course in Supply Chain & Logistics through Safeducate. Safeducate is supported by Safexpress which is a top SCM & Logistics company. Led by the alumni of Stanford, Columbia and Cambridge Universities, the team blends rich operational experience with international know-how and best practices. It has programs which are extremely stimulating, hands-on and industry focused. By using the latest technology, innovative tools and subject matter experts, this platform has transformed the lives of more than 50000 people.

HBP (Harvard Business Publishing)

ASM has partnered with Harvard Business Publishing Corporate to create world-class leadership development solutions for managers at all levels in global organisations and governments. Harvard Business Publishing with ASM will allow access to the entire range of global and India centric content, including Participant Centred Learning tools such as case studies, simulations, online courses, videos, articles etc. This will enable learning to be highly application oriented - it will develop the students with critical thinking, analytical decision making and communication skills required to succeed in the workplace. It offers management insight, thought leadership, and expertise of Harvard Business School Review Authors to provide real life solutions and case studies.

ASM Certificate for Business Excellence

Integrated with

IIMBx Certification

ASM has collaborated with IIM Bangalore's Digital learning Initiative (IIMBx) to deliver world-class MOOCs (Massive Open Online Courses) in management, accompanied by classroom sessions, to learners across the globe.

Mastering Money & Debt Markets

Acquire skills to examine the structure and functioning of money markets (short-term financial markets) as well as debt markets, the manifestation and impact of interest rate risks in those markets and how are they managed/mitigated.

Mastering Equity Stock Markets

Given that dominant presence, assessing and managing risks in equity stock markets has become increasingly sophisticated over the years. This course will get you well-versed with the underlying theories as well as the structure and functioning of equity stock markets, how to identify, assess and manage the heightened level of risks in equity stock markets and the role of derivative instruments in hedging those risks.

Mastering Foreign Exchange Markets

This will help you gain a comprehensive understanding of foreign exchange markets: the underlying theories, the instruments traded, the associated risks such as transaction exposure, operating exposure, translation exposure, etc. and how those risks are addressed/redressed using several techniques.

Risk Management in Banking and Financial Markets

This course leads to the elucidation of the theories, concepts and practices that make up the complex and dynamic world of banking and financial markets and the plethora of risks embedded in that domain. You are able to identify such risks using tools such as 'value at risk' (VaR), 'stress testing', etc. You also gain knowledge about hedging instruments such as futures, options and swaps.

Creating Competitive Advantage through Organizational Design

Whether you are a manager or a leader in a mid-size or a large organisation, this course will equip you with the skills to achieve your specific organisational objectives. You will learn to design control systems and decision-making processes for value creation through collaborative efforts of your employees.

Mastering Marketing Essentials

In this course, you will build a sound foundation of essentials of marketing. You will learn the theories of marketing through real-world scenarios. This course will explain what marketing is about and lay the foundation to your pathway to excellence in the constantly updating world of marketing.

Strategizing Brand Management

This course takes you through key branding concepts such as brand identity, brand personality, brand positioning, brand communication, brand image, and brand equity. Important theoretical underpinnings, principles, and frameworks of brand management are presented along with examples from different markets, particularly India.

Essentials of Marketing Management

With this course you will be able to comprehend the fundamentals of marketing management, apply advanced theories through real world business examples, illustrations, cases and exercises. You explore marketing management tools that can be used to increase your customer base, improve customer satisfaction and increase your company's overall perceived value.



With over 35 courses reaching more than a million learners from 190 countries, IIMBx is an emerging leader in India's fast-growing digital space.

Business Analytics in association with IBM

ASM – ExEd offers to you following certifications to increase your competencies with the help of leading national and international enterprises. These courses are delivered by ASM faculty every Saturday, integrated with weekly online courses from experts.

ASM-IBM

ASM group has partnered with IBM to offer programs in analytics that will help blend technical and problem-solving skills that are necessary to prepare professionals for enhanced careers in these fields.

The data science skills gap continues to widen as demand continues to outpace the number of skilled workers available. By using experiential learning modules along with innovative curriculum developed and taught by IBM, participants will work on projects that emanate from real-world business scenarios.

The Business Analytics programme with IBM is paving the way for a new and highly specialised corporate role in the ever-growing demand in the industry.

WHY RESEARCH & BUSINESS ANALYTICS?

- The augmentation of business intelligence with cloud will compound the growth rate by 84%. There is a 56.40% growth in job opportunities in Market Research and Analytics.
- Participants have an opportunity to learn from the Industry Experts in the field of Analytics.
- Access to in-campus IBM Business Analytics Lab, to work on the cutting edge Analytics & Big Data tools.
- IBM Subject Experts visit the campus to deliver specific topics and mentor students.
- An optimum mix of Theory & Practical Sessions throughout the program.
- Access to online knowledge portal (IBM developer Works) and real-world Case Studies & Success Stories.
- On completion certificate to be jointly awarded by IBM Career Education.



PROGRAMS OFFERED

- PGP Business Analytics (One-year weekend batch hybrid mode Executive program)
 Specialisations offered in Performance Analytics, Digital & Online Marketing, Decision Models in Finance, Supply Chain Management, HR Analytics, Marketing & Advertising Analytics, Financial Analytics using Risk Management, Supply Chain Analytics
- Sectoral Analytics Courses
 - Supply Chain Analytics
 - Marketing Analytics
 - HR Analytics
 - Financial Analytics
- Professional Certificate Course (6-8 weeks)

IBM MODULES

- BusinessStatistics- I, II
- Future Direction to Analytics
- Cognitive Analytics
- Overview of Business Analytics/Optimization
- Predictive Analysis using IBM tool SPSS
- Big Data Analytics for business analytics

- Basics of Big Data Analytics
- Disruptive Analytics using IBM Congos
- Enterprise Budgeting & management using IBM TM I
- Overview of social networking analytics, Text Mining, Risk analytics & Marketing analytics

Enterprise Management integrated with SAP

PG Program in Human Capital Management integrated with SAP SuccessFactors:

(1 year PG program)

The ASM SAP program helps one learn management to build intelligence across HR functions, to develop engaged and motivated teams and inspired workforce that improves both performance and profit of the organisation, on top of that, get trained on SAP SuccessFactors to understand best practices in HR followed by visionaries and industry leaders.

Course Audience: HR Professionals, SAP HCM Consultants



SSAP GRC (3 Months Certification program)

Learn a niche skill of SAP GRC to work closely with the CEO/ CTO/ CFO's of the organisations

Don't miss learning GRC - the key technology governance skill in an organisation. In this SAP certification program, you will study GRC RAR which support SAP functionality for compliance, audit, risk, and governance.

Who this course is for:

- SAP core team members looking to add skill sets in cross modules
- Audit team members
- SAP Key Users
- SAP Functional consultants
- SAP FICO consultants

AP FI + GRC (6 Months Certification / PGC program)

With 77% of the world's transaction revenue touches an SAP system and SAP FI being one of the very important and widely implemented modules in SAP ecosystem, this program gives endless career opportunities to participant. What makes this program unique is we are bundling SAP FI with SAP GRC the key technology governance skill for any organisation

Who this course is for:

- MBA Finance
- M.Com
- Finance, Accounting professionals
- SAP core team members looking to add skill sets in modules
- Audit team members
- SAP Key Users

ASM's Part Time Courses for Working Professionals

Created over 8000+ world leaders in the past 30 years

Location: Pune (Affiliated with Savatribai Phule Pune University)

- Post Graduate Diploma in Business Management (PGDBM)
- Post Graduate Diploma in Materials and Logistics Management (PGDMLM)
- Post Graduate Diploma in Marketing Management (PGDMM)
- Post Graduate Diploma in Foreign Trade (PGDFT)
- Post Graduate Diploma in International Business (PGDIB)
- Post Graduate Diploma in Taxation (PGDT)
- Masters in Business Studies (MBS)

Location: Mumbai (Affiliated with Mumbai University - 3 years Part-Time)

- Master in Human Resources
 Development Management (MHRDM)
- Master in Financial Management (MFM)
- Mater in Marketing Management (MMM)

CONSULTANCY

200+ faculty members & seasoned industry professionals

ASM Group has a dedicated faculty and industry experts on board for consulting assignments it undertakes. It has been consulting to Industry and has been able to make impact to organizations. ASM Group's Chairman Dr. Sandeep Pachpande brings in many years of global expertise, consulting dimension and targeted achievements in assignments undertaken .With a team of experienced Industry and Academia personnel ASM Group has efficaciously consulted across Industry and Functions.

Consulting provides an opportunity for learning and execution for a variety of challenges being faced by the Industry. These experiences are useful for the students & faculty and a low-cost option for the Industry and form a firm base for Industry Academia inter phasing. With very active consulting role in Manufacturing, Automobile, Insurance, Information Technology and other industries, ASM has brought about organisational level changes, with significant effect on the performance of the organisations.



Organisational Performance

Revenue Maximisation

HR Policies & Competency Mapping

International Finance

Data Analytics

Enterprise Management

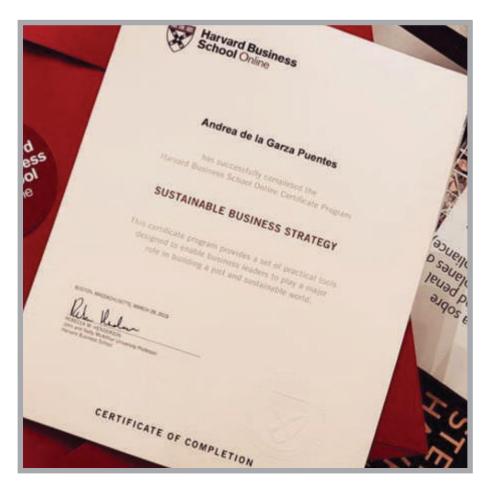
Bespoke Consulting

Business Excellence











PUNE

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> Mr. Ashish Pandita +91 9130 09 8212

KOLKATA

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Mr. Dhritiman Chakravorty +91 9831 1734 76

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