



GRAMS: "TECHNOLOGY"

Phone No: 040 23057111

SCHOOL OF MANAGEMENT STUDIES  
JAWAHARLAL NEHRU TECHNOLOGICAL UNIVERSITY HYDERABAD  
KUKATPALLY, HYDERABAD – 500 085, A.P, INDIA

=====

### **MBA (International Business): An Overview**

#### **MBA (International Business): The Focus**

MBA (International Business) is a unique International Business Management Programme for developing a competent cadre of business executives to meet India's growing requirements for professionals in the field of International Business. Developments in the International markets on one hand and the consequential impact of the same on the India's domestic market on the other call for an increasingly professional approach and sensitivity to international business environment.

#### **Prospective Employers:**

The candidates who complete this programme from School of Management studies, JNTUH will have bright career opportunities in the export front. The following are some of the prospective employers:

- International Marketing departments of companies engaged in exports (eg. Multinational manufacturers such as automobile companies, electronics and computer companies, consumer durables manufacturers and FMCG companies etc.)
- Banks and securities firms, import/export companies, consulting businesses,
- Port & aviation services.
- Courier, airlines, cargo, steamship lines, global shipping companies
- International placements in company offices abroad (eg: MNCs).
- Foreign Travel and tourism and hospitality sector.
- Foreign direct Investment and economic development agencies

#### **Programme Objectives**

This Programme aims at imparting professional education and training in modern management techniques for handling international business operations in a highly dynamic and competitive environment. The specific objectives of this programme are

- To prepare the participants for professional careers in the Management of International Business Operations
- To enable the participants appreciate the interrelationships between diverse and complex tasks of international business operations
- To help the participants develop analytical skills to identify international business opportunities and conditions for access to potential markets
- To promote among the future business executives a scientific approach and capability to undertake senior management responsibilities in international business.
- To familiarize the participants with the latest developments taking place in WTO regime and mould themselves to be more competent in the legal framework of international business.

The programme aims at providing a comprehensive coverage incorporating all the important subject areas and disciplines relevant to international business activities. Equal emphasis has been placed on the quantitative and analytical approach to the study of international business management. It also attempts to provide comparative perspectives in many facets of international business by covering methods of doing businesses as well as trade and business practices, procedures and documentation, beside effective use of computers and modern information technology which are being increasingly used in international business decision making process. Recognizing the importance of communication in international business, special emphasis is given to developing proficiency and commercial operations in foreign language namely: Chinese Mandarine/Spanish.

Last date for receipt of applications: 25-08-2012



**JAWAHARLAL NEHRU TECHNOLOGICAL UNIVERSITY HYDERABAD  
SCHOOL OF MANAGEMENT STUDIES  
KUKATPALLY, HYDERABAD – 500 085**

***APPLICATION FORM FOR  
ADMISSION TO MBA (International Business) PROGRAMME***

Details of Demand Draft for Rs. 1000/- (in favour of Registrar, J.N.T. University Hyderabad) payable at Hyderabad

Application submitted under category: Sponsored  Non Sponsored   
( Please tick in the box)

1. Name (in block letters) :
2. Father's /Husband's Name :
3. Date of Birth :
4. Permanent Address :
5. Address for Correspondence :

Paste Your Latest Photo
----------------------------

6. Mobile/Telephone Number.....e-mail ID:.....

7. Nationality .....

8. Particulars of qualifying examination from graduation

S.No	Name of the qualifying Examination	Name of the University/ Board	Month & Year of Passing	Total Marks (including Labs and Language subjects) obtained in the qualifying Examination	Percentage secured



## **DECLARATION BY THE APPLICANT**

*'I declare that all the foregoing statements made in this application are true. I accept that any statement made in this application, if found incorrect on scrutiny, will render the application liable for rejection and admission, if granted on the basis of such incorrect information, will stand cancelled.*

*I declare that I have not joined and will not join any course of study of any University /Institution during the period of my study in this University and will abide by the rules and regulations of the University". On admission, I will pay all the fees as per the University rules'.*

**Date:**

**Place:**

**Signature of the Candidate**

**Note:**

1. Incomplete applications will be summarily rejected. No correspondence in this regard will be entertained.
2. Fees paid will not be refunded under any circumstances.
3. University will not be responsible for any postal delay/loss in transit.

**HALL TICKET**

**ORIGINAL**  
**JAWAHARLAL NEHRU TECHNOLOGICAL UNIVERSITY HYDERABAD, A.P.**  
**ENTRANCE TEST FOR ADMISSION IN TO MBA INTERNATIONAL BUSINESS – 2012**

**Name of the Course : MBA INTERNATIONAL BUSINESS**  
**Date of Examination : 31/08/2012 AT 10.30 A.M TO 12.30 P.M**  
**EXAMINATION CENTER : SMS, JNTUH, KUKATPALLY, HYD-085**

Sl.No. of the Course:

HALL TICKET NUMBER:

(To be filled by candidate)

Name of the candidate: .....  
Father's / husband name.....  
Identification marks 1).....  
2).....

Affix recent  
passport size  
photograph duly  
attested by  
gazetted officer  
and official seal

Signature of the candidate

DIRECTOR, ADMISSIONS

**HALL TICKET**

**DUPLICATE**

**JAWAHARLAL NEHRU TECHNOLOGICAL UNIVERSITY HYDERABAD, A.P.**  
**ENTRANCE TEST FOR ADMISSION IN TO MBA INTERNATIONAL BUSINESS – 2012**

**Name of the Course : MBA INTERNATIONAL BUSINESS**  
**Date of Examination : 31/08/2012 AT 10.30 A.M TO 12.30 P.M**  
**EXAMINATION CENTER : SMS, JNTUH, KUKATPALLY, HYD-085**

Sl.No. of the Course:

HALL TICKET NUMBER:

(To be filled by candidate)

Name of the candidate: .....  
Father's / husband name.....  
Identification marks 1).....  
2).....

Affix recent  
passport size  
photograph duly  
attested by  
gazetted officer  
and official seal

Signature of the candidate

DIRECTOR, ADMISSIONS

# INSTRUCTIONS

- 1) Candidates will not be allowed to enter the hall after the commencement of examination and not allowed to leave before the last 15 minutes of the examination.
- 2) Hall Ticket shall be produced at the time of examination, failing which the candidate will not be allowed to appear for the examination.
- 3) Answers must be in blue/black/blue-black ink. Sketch pen or ink of any other color is not allowed.
- 3) The hall ticket shall be preserved till the time of admission, without which the candidate is not eligible for admission.
- 4) Adoption of any kind of unfair means at the time of examination or taking part in any act of impersonification will render the applicant liable for examination of his/her script and forfeiture of his/her claim for appearing the examination.
- 5) Decision of the chief superintendent of the examination centre shall be final in all these matters.
- 6) Mathematical tables, calculators, pagers, cell phones and other electronic gadgets will not be allowed into the examination hall.

# **MBA (International Business) 2012-14**

## **General Instructions to Candidates**

---

### **I) Eligibility criteria**

1. All those who have passed Graduation (of 3 year duration such as B.Sc/B.com/B.A/BBM or 4 year duration such as B.E/B.Tech /B.Pharm. /B.Sc. (Agri)/BDS) from a recognized university are eligible to apply. Candidates should have reasonably good command over written and spoken English.

### **II) Basic of Admission**

2. Admission is based on a written test, group discussion and interview. Those shortlisted in the interview will be offered admission to the programme.

### **III) Number of seats & course Fee: a) Non-Sponsored b) Sponsored**

The Course fee is as follows:

- a. Non-sponsored category: Rs.1,50,000 (Rupees one lakh fifty thousand) per year
- b. Sponsored category (20 seats) Rs.2, 50,000 (Rupees Two lakh fifty thousand) per year. All the public sector/private sector companies/NRIs/ Educational Societies/Export houses can sponsor candidates of their choice for this full time programme.
- c. Other fee payable at the time of admission by bank chalan (at State Bank of Hyderabad, JNTUH Extension Branch, Kukatpally) include:  
Library & Caution deposit amount Rs. 1000/-  
Development fee Rs.3000/- for one year  
ID card Rs. 100.
- d. Counseling fee for Rs.1000/- for admitted candidates at the time of counseling .

### **IV) Rule of Reservation does not apply for to this course.**

This is a self financed programme and hence the rule of reservation of seats is not applicable.

### **V) No Hostel Accommodation at JNTUH campus**

**There is no Hostel accommodation at JNTUH campus for students admitted in this course.**

### **VI) Application Process**

- 1) Candidates should submit the following on the day of written test (i.e. 31/08/2012) at 9.30AM.

- d. SSC Marks memo for the proof of age.
- e. 3/4 years Graduation Marks memo
- f. 3/4 year Degree Provisional Certificate
- g. Three self addressed envelopes (25cmx 11cm) with stamps worth of Rs.5/- affixed
- h. One self-addressed postal card for acknowledgement
- i. One photograph on the application form.
- J Those who do not satisfy the criteria (a), (b) and (c) as mentioned above will not be allowed for

written test.

**NOTE:** Sponsored Candidates have to produce all the original certificates of qualifying examination at the time of admission.

### **VII) Written test on Friday 31/08/2012 at 10.30A.M to 12.30 P.M.**

- a) The Syllabus for the **120 Minutes Entrance Examination** is as per CAT model.

VIII) Candidates should report by 9:30AM on 31/08/2012 at School of Management Studies, JNTU Hyderabad.



IX) **Examination Centre:** School of Management Studies, JNTUH, Kukatpally, Hyderabad- 500 085. Timings 10.30AM -12.30PM. The written exam will be followed by Group discussion and interview on the same day.

X) **Date of interview and Group discussion:** on the same day 31/08/2012

1) **The candidates have to attend Group Discussion on 31/08/2012** at 2.00 P.M. all those who are short-listed for group discussion will be invited to attend interview.

2) **Date of interview: 31/08/2012: 3.00P.M**

Submit a) original certificates

b) Intermediate certificates

c) SSC certificate and other relevant certificates, if any

X) **Selection of participants:**

**Final results will be displayed on 3/09/2012 by 5.00 P.M and the counseling will take place on 05.09.2012 at 10.30 A.M at office of the Director, Admissions, JNTUH.**

XI) **Date of commencement of class work 10/09/2012 AT 10.00 A.M at SMS, JNTUH**

## Important Dates

- **Last date for receipt of applications: 25/08/2012.**
- **Last date for receipt of applications with fine Rs.1000/- : 28/08/2012.**
- **Written test on Friday 31/08/2012 at 10.30A.M to 12.30 P.M**
- **Group Discussion on 31/08/2012 at 2.00 P.M**
- **Date of interview: 31/08/2012 at 3.00 P.M**
- **Final results will be displayed on 3/09/2012 by 5.00 P.M**
- **Counseling dates: 5/09/2012 at 10.30 A.M.**
- **Date of commencement of class work 10/09/2012 AT 10.00 A.M**
- **The filled in applications should be submitted at the Office of Director, Admissions JNTUH, Kukatpally, Hyderabad.**

**Note: The Candidates have to come prepared for one more day's stay, if necessary.**