







INDER Indiana University of Pennsylvania

Fourth Annual International Symposium Europe: Business, Economy and Culture, August 5 to 11, 2013



Day One	BANGALORE –PARIS		
August 5	Parlamentarium—the European Parliament Visitors' Center		
Monday	Discussion based on the articles		
	DUISBURG		
	University visit:		
	<ul> <li>University of Duisburg-Essen, Mercator School of Management (Duisburg Campus)</li> </ul>		
Day Two	Lecture by Dr. Prinz, Associate Dean, University of Duisburg Essen's b-school		
August 6	Company visits:		
Tuesday	Cundus AG: Business Intelligence Enterprise Performance Management.		
,	• Bayer AG, Leverkusen : Global enterprise with core competencies in the fields of health care, agriculture and high-		
	tech materials.		
	Tour of the industry facility		
	DUISBURG		
Day Three	Company Visits:		
August 7	Deutsche Bank, Düsseldorf: Financial Services		
Wednesday	<ul> <li>Düsseldorf Chamber of Commerce: Trade relations between India &amp; Germany</li> </ul>		
	TV-Tower, Rhine Boardwalk, Historic downtown		
Day Four	DUISBURG - PARIS		
August 8	Duisburg Harbour / Duisport Group: World's largest inland port		
Thursday	Arrival in Paris		
	PARIS		
Day Five	Louvre Museum: One of the world's largest museums		
August 9	Cruise on River Seine		
Friday	Notre Dame de Paris: Is a Gothic, Roman Catholic cathedral		
	The Eiffel Tower		
	PARIS		
Day Six	Champs Elysees: Avenue des Champs-Élysées is one of the most famous streets and one of the most expensive		
August 10	strips of real estate in the world.		
Saturday	Arc de Triomphe: The Arc de Triomphe is one of the most famous monuments in Paris.		
	Symposium & Gala night		
Day Seven			
August 11	PARIS – JFK or Bangalore		
Sunday			

# **Emergency** contact Information

Prashanth Bharadwaj	+1 724-422-6584 (available all week during the symposium)		
Cyndy Strittmatter	+1 724-464-4611 (only on August 6, 9,10 and 11, 2013)		
Malte Kluck	Valte Kluck +49 163-251-5760 (only on August 5 to 8, 2013)		
Note: Calls to the above numbers to be made only in case of <u>emergency</u>			

# Hotels

# Germany from August 5<sup>th</sup> to August 8<sup>th</sup>

Ibis duisburg hauptbahnhof

Mercatorstr 15.47051 Duisburg deutschland

# Paris August 8<sup>th</sup> to 11<sup>th</sup>

Ibis aulnay sous Boris 65 rue Michel ange Carrefour de 1europe -Rn 370 - 93600 Aulnay sous Bois France



# GERMANY- FEDERAL REPUBLIC OF GERMANY

General information	<ul> <li>Anthem: The third stanza of <i>Lied der Deutschen</i></li> <li>Motto: Unity and justice and freedom</li> <li>National holiday: October 3rd (commemorating German reunification)</li> </ul>	Flag:
Geography	<ul> <li>Area: 357,021 km<sup>2</sup> (slightly smaller than Rajastan)</li> <li>Capital: Berlin</li> <li>Main cities of North Rhine-Westphalia state: Düsseldorf (capital), Cologne, Dortmund, Essen, Duisburg, and Bochum</li> </ul>	Country coat of arms:
Political system	<ul> <li>Federal parliamentary constitutional republic</li> <li>President: Joachim Gauck (since 2012)</li> <li>Chancellor: Angela Merkel (since 2005)</li> <li>Bundesrat (Upper house) - Bundestag (Lower house)</li> </ul>	Maps:
Economic sectors	<ul> <li>The service sector contributes approximately 71%</li> <li>Main companies: Mercedes Benz, BMW, SAP, Siemens, Volkswagen, Adidas, Audi, Allianz, Porsche, Bayer, Bosch, and Nivea</li> </ul>	
Economy	•GDP: \$3.401 trillion (4th wordwide rank) (2013) •GDP: per capita:\$41,513 in 2013 •Currency: Euro (since 2002)	North Sin Manual Kall Afostor Bremenen Wall
Population	•80,399,500 inhabitants (2012) •Fertility rate: 1.41 (2012) •Density: 225/km <sup>2</sup>	Bennover BERLIN POL. NETH Duisburg Leipzig Duisburg Leipzig Dolsseldorf Kassel Dresden P Bel Bonn Frankfurt CZECH Wiesbaden Frankfurt CZECH LUX Starbrücken Nürnberg

AUSTRIA

As Europe's largest economy and second most populous nation (after Russia), Germany is a key member of the continent's economic, political, and defense organizations.

A region named Germania, inhabited by several Germanic peoples, was documented before AD 100. During the Migration Period, the Germanic tribes expanded southward and established successor kingdoms throughout much of Europe. Beginning in the 10th century, German territories formed a central part of the Holy Roman Empire. During the 16th century, northern German regions became the centre of the Protestant Reformation while southern and western parts remained dominated by Roman Catholic denominations, with the two factions clashing in the Thirty Years' War, marking the beginning of the Catholic–Protestant divide that has characterized German society ever since. Occupied during the Napoleonic Wars, the rise of Pan-Germanism inside the German Confederation resulted in 1871 in the unification of most of the German states into the German Empire, which was Prussian dominated. European power struggles immersed Germany in two devastating World Wars in the first half of the 20th century. After the German Revolution of 1918–1919 and the subsequent military surrender in World War I, the Empire was replaced by the Weimar Republic in 1918, and partitioned in the Treaty of Versailles. Amidst the Great Depression, the Third Reich was proclaimed in 1933. The latter period was marked by Fascism and World War II. In 1945, Germany is occupied by the victorious Allied powers of the US, UK, France, and the Soviet Union. With the advent of the Cold War, two German states were formed in 1949: the western Federal Republic of Germany (FRG) and the eastern German Democratic Republic (GDR). The democratic FRG embedded itself in key Western economic and security organizations, the EC, which became the EU, and NATO, while the Communist GDR was on the front line of the Soviet-led Warsaw Pact. The decline of the USSR and the end of the Cold War allowed for German unification in 1990. Since then, Germany has expended considerable funds to bring Eastern productivity and wages up to Western standards.

Germany was a founding member of the European Community in 1957, which became the EU in 1993. It is part of the Schengen Area and since 1999 a member of the eurozone. In January 1999, Germany and 10 other EU countries introduced a common European exchange currency, the euro. Germany is a Great Power and member of the United Nations, NATO, the G8, the G20, the OECD and the Council of Europe. In January 2011, Germany assumed a nonpermanent seat on the UN Security Council for the 2011-12 term.

The German economy is a leading exporter of machinery, vehicles, chemicals, and household equipment and benefits from a highly skilled labor force. Like its Western European neighbors, Germany faces significant demographic challenges to sustained long-term growth. Low fertility rates and declining net immigration are increasing pressure on the country's social welfare system and necessitate structural reforms.

Reforms launched by the government of Chancellor Gerhard SCHROEDER (1998-2005), deemed necessary to address chronically high unemployment and low average growth, contributed to strong growth in 2006 and 2007 and falling unemployment. These advances, as well as a government subsidized, reduced working hour scheme, help explain the relatively modest increase in unemployment during the 2008-09

recession - the deepest since World War II - and its decrease to 6.0% in 2011. GDP contracted 5.1% in 2009 but grew by 3.6% in 2010, and 2.7% in 2011. The recovery was attributable primarily to rebounding manufacturing orders and exports - increasingly outside the Euro Zone. Germany's central bank projects that GDP will grow 0.6% in 2012, a reflection of the worsening euro-zone financial crisis and the financial burden it places on Germany as well as falling demand for German exports. Domestic demand is therefore becoming a more significant driver of Germany's economic expansion. Stimulus and stabilization efforts initiated in 2008 and 2009 and tax cuts introduced in Chancellor Angela MERKEL's second term increased Germany's budget deficit to 3.3% in 2010, but slower spending and higher tax revenues reduce the deficit to 1.7% in 2011, below the EU's 3% limit. A constitutional amendment approved in 2009 limits the federal government to structural deficits of no more than 0.35% of GDP per annum as of 2016.

Following the March 2011 Fukushima nuclear disaster, Chancellor Angela Merkel announced in May 2011 that eight of the country's 17 nuclear reactors would be shut down immediately and the remaining plants would close by 2022. Germany hopes to replace nuclear power with renewable energy. Before the shutdown of the eight reactors, Germany relied on nuclear power for 23% of its energy and 46% of its base-load electrical production.

Germany has developed a very high standard of living and a comprehensive system of social security. Germany has been the home of many influential philosophers, scientists and inventors, and is known for its cultural and political history.





Average Temperature Hi- 25C° - 77F Low-15C° - 59F	5 August, 2013 Monday		
Time	Activities	Important Instructions (if any)	Dress Code
8:00 AM	Arrive at Charles de Gaulle airport	Make sure you identify your baggage (2	
	Depart to Brussels	<ul> <li>nos.)</li> <li>One baggage will not be available till the end of the symposium.</li> </ul>	Sneakers and comfortable clothing recommended for
1:00 PM	Parlamentarium - The European Parliament's Visitors' Centre <i>(if time permits)</i>	Carry required stationery to take notes	all sight-seeing
	Depart to Duisburg		
	Dinner at the Hotel		
	Discussion based on the articles The European Union		

# Charles de Gaulle Airport:



# AÉROPORTS DE PARIS

Also known as Roissy Airport, it is one of the world's principal aviation centres, as well as France's largest airport. It is named after Chrles de Gaulle (1890 – 1970), leader of the Free French Forces and the founder of the French Fifth Republic. It is located 25kms to the northeast of Paris. It also serves as the principal hub of Air France. It is the world's tenth busiest airport in terms of passengers handled and the fifth busiest in terms of cargo handled.



# Brussels: Parlamentarium - The European Parliament's Visitors' Centre



Brussels is at the heart of the European Union. Along with the European Council and the Commission, Brussels also hosts the Parliament. Dynamic, interactive multimedia displays guide our visitors through the journey of European integration and the impact this has on our everyday lives. The Centre caters to all 23 official languages of the European Union and admission is free. The facilities have been designed to make them fully accessible to those with special needs.

The EP represents the interests of the 500 million citizens who today comprise the European Union. With the Council of Ministers, MEPs legislate for the EU.

#### **Basic information on the European Union**

The EU is a unique economic and political partnership between 27 European countries that together cover much of the continent.

It was created in the aftermath of the Second World War. The first steps were to foster economic cooperation: the idea being that countries who trade with one another become economically interdependent and so more likely to avoid conflict.

Since then, the EU has developed into a huge single market with the euro as its common currency. What began as a purely economic union has evolved into an organization spanning all policy areas, from development aid to environment.

It has delivered half a century of peace, stability, and prosperity, helped raise living standards, and launched a single European currency. Thanks to the abolition of border controls between EU countries, people can travel freely throughout most of the continent. And it's also become much easier to live and work abroad in Europe.



The EU is based on the rule of law. This means that everything that it does is founded on treaties, voluntarily and democratically agreed by all member countries. These binding agreements set out the EU's goals in its many areas of activity.

One of its main goals is to promote human rights both internally and around the world. Human dignity, freedom, democracy, equality, the rule of law and respect for human rights: these are the core values of the EU. Since the 2009 signing of the Treaty of Lisbon, the EU's Charter of Fundamental Rights brings all these rights together in a single document. The EU's institutions are legally bound to uphold them, as are EU governments whenever they apply EU law.

The single market is the EU's main economic engine, enabling most goods, services, money and people to move freely. Another key objective is to develop this huge resource to ensure that Europeans can draw the maximum benefit.

As it continues to grow, the EU remains focused on making its governing institutions more transparent and democratic. More powers are being given to the directly elected European Parliament, while national parliaments are being given a greater role, working alongside the European institutions. In turn, European citizens have an ever-increasing number of channels for taking part in the political process.

#### **EU symbols**

The EU is recognizable by several symbols, the most well-known being the circle of yellow stars on a blue background. This site introduces other symbols such as the European anthem and motto.

#### The European flag

The 12 stars in a circle symbolize the ideals of unity, solidarity and harmony among the peoples of Europe.

#### The European anthem

The melody used to symbolize the EU comes from the Ninth Symphony composed in 1823 by Ludwig Van Beethoven.

#### **Europe Day**

The ideas behind the European Union were first put forward on 9 May 1950 by French foreign minister Robert Schuman. This is why 9 May is celebrated as a key date for the EU.

#### The EU motto

"United in diversity" is the motto of the European Union.

It signifies how Europeans have come together, in the form of the EU, to work for peace and prosperity, while at the same time being enriched by the continent's many different cultures, traditions and languages.



# DUISBURG

Duisburg is a German city in the western part of the Ruhr Area in North Rhine-Westphalia. It is an independent metropolitan borough within Regierungsbezirk Düsseldorf. With the world's biggest inland harbor and its proximity to Düsseldorf International Airport, Duisburg has become an important venue for commerce and steel production.





Today's city is a result of numerous incorporations of surrounding towns and smaller cities. It is the fifteenthlargest city in Germany and the fifth-largest city in North Rhine-Westphalia with 495,668 residents as of 31 December 2007. The city is renowned for its steel industry. The last remaining coal mine closed down in the summer of 2009, but Duisburg has never been a coal-mining centre to the same extent as other places in the Ruhr region. All furnaces in the Ruhr are now located in Duisburg. 49% of all hot metal and 34.4% of all pig-iron in Germany is produced here (as of 2000). It also has a large brewery, theKönig Brauerei, located in Duisburg-Beeck, which makes the König Pilsener brand. The University of Duisburg-Essen, with 37,000 students, ranks among the 10 largest German universities







Approximate Temperature Hi- 23C°- 74F Low-15C°- 59F	6 August, 2013 Tuesday			
Time	Activities	Important Instructions (if any)	Dress Code	
7:00 AM to 7:30 AM	Breakfast at the hotel	Assemble in the lobby by 8:00 AM		
09:00 AM	Mercator School of Management – University of Duisburg- Essen Lecture by Prof. Dr. Joachim Prinz Associate Dean, Mercator School of Management • Presentation of international programs at MSM • Welcome Address • Campus Tour	Carry required stationery to take notes		
11:00 AM	Cundus AG – Company visit Business Intelligence (BI) and Enter-prise Performance Management (EPM), Solutions based on products of SAP AG, SAP Business Objects, Microsoft, and IBM Cognos		Business Suit (white shirt red tie/scarves )	
12:00 PM	Working lunch/snack			
3:00 PM	Bayer Community Center AG and Cundus, Leverkusen - <b>Company</b> visit Visit of the Bayer Communication center accompanied by <i>Mr. Klaus Zantopp</i> , Corporate Communications	Carry required stationery to take notes		
4:30 PM	Bayer Community Center AG, Leverkusen Bus-tour of the manufacturing facilities			
6:00 PM	Dinner			
8:00 PM	City tour of Duisburg	Carry comfortable clothing		

#### **Mercator School of Management**



The Mercator School of Management is the business school affiliated to the University of Duisburg-Essen in North Rhine, Westphalia, Germany. It was established in the year 2005. The Mercator School of Management (MSM) combines a strong commitment to its region with a broad international orientation. Its focus on business and economic research with international appeal ensures a position among the top faculties in Germany. Outstanding scientific achievements promote excellent teaching that dovetails theory-driven competencies with application-oriented approaches.

The close cooperation with globally operating companies of the region assures a practice-oriented and state-of-the-art education for future business leaders and researchers with an international focus. Business degree programs at the MSM are designed to enable students to reach graduation in an effective and efficient way. In their professional career, graduates stay in contact with their school and give back to the MSM community.

#### Prof. Dr. Joachim Prinz

Associate Dean, Mercator School of Management



Prof. Dr. Joachim Prinz. He has assumed the Chair of Business Administration at the Mercator School of Management / Faculty of Business Administration for the summer semester. Prinz graduated in Economics at the University of Trier and he graduated with a Master of Science in Economics from the Copenhagen Business School, Denmark.

		Bayer
Bay		Bayer is a global enterprise with core competencies in the fields of health care, agriculture and high-tech materials. As an innovation company, it sets trends in research-intensive areas. Bayer's products and services are designed to benefit people and improve the quality of life. At the same time, the group aims to create value through innovation, growth and high earning power.
Company name	Bayer MaterialScience AG	Bayer is committed to the principles of sustainable development and acts as a socially and
Headquarters	Leverkusen, Germany	ethically responsible corporate citizen. In fiscal year 2012, Bayer employed 110,500 people and had sales of €39.8 billion. Capital expenditures amounted to €2 billion, R&D expenses
Chairman of the Board of	Patrick Thomas	to €3 billion.
Management		<b>Organization</b> Bayer AG defines common values, goals and strategies for the entire Group. The three
Divisions	Coatings, Adhesives, Specialties Polyurethanes	subgroups and three service companies operate independently, led by the management holding company. The Corporate Center supports the Group Management Board in its task of strategic leadership.
	Polycarbonates	Business operations are the responsibility of the subgroups:
Sales	EUR 11,503 million	Bayer HealthCare is among the world's foremost innovators in the field of pharmaceutical and medical products.
EBITDA <sup>1</sup> before special items	EUR 1,251 million	Bayer CropScience, with its highly effective products, pioneering innovations and keen customer focus, holds global leadership positions in crop protection and non-agricultural pest control.
R&D expenses	EUR 242 million	Bayer Material Science is a renowned supplier of high-performance materials such as
Employees	14,500	polycarbonates and polyurethanes, and innovative system solutions for a wide range of everyday uses

Pavor

#### Central service functions are combined into three service companies:

Bayer Business Services is the Bayer Group's international competence center for it-based services.

Bayer Technology Services is the global technological backbone for the Bayer Group and a major innovation driver.

Current offers services for the chemical industry including utility supply, waste management, infrastructure, safety, security, analytics and vocational training.

# cundus-

Founded in 2000

Headquarter: Duisburg

Core competencies: Business Intelligence Corporate Performance Management

*Expertise:* Solutions based on products of SAP AG, SAP BusinessObjects, Microsoft, and IBM Cognos

#### Locations:

• Germany (Duisburg, Frankfurt on the Main, Munich)

- United Kingdom (London)
- Switzerland (Zurich, Basel)
- USA (Herndon)
- Canada (Toronto)

The *Plant Technology Business Area* employs around 13,000 people worldwide and is focused on specialty and large-scale plant construction. Plant Technology is a global player in specialty and large-scale plant construction. Plant Technology's particular strength is its ability to offer complete process chains incorporating its wealth of experience in process-related areas.

The *Components Technology business unit* is the world's leading manufacturer of large slewing bearings which have proven themselves in general mechanical engineering, in conveying, mining and extraction systems, in harbor, ship and construction cranes, and in earthmoving machinery. Other typical applications are solar and wind energy plants, tunneling, machines, offshore engineering, and industrial robots. The Business Area's range includes also crawler and crawler components for mining, forestry and agricultural machines, excavators, bulldozers, and track-mounted tractors. Furthermore Components Technology develops and manufactures steering shafts, steering columns and steering gears which in millions of vehicles around the globe make sure that motorists arrive safely at their destination.

With its know-how, products and innovative strength, *Marine Systems* sets global standards in naval and civil shipbuilding and ranks among the leading system suppliers in the international shipbuilding industry. Today the activities of ThyssenKrupp Marine Systems focus on the development and building of submarines and surface naval vessels, civil shipbuilding, ship repair and conversion, and services.

The activities of the *Inoxum* group are divided into two segments: the Stainless Steel segment stands for the worldwide production, processing and distribution of stainless steel flat products. The High Performance Alloys segment brings together the production and distribution of high-performance materials such as nickel alloys, titanium and zirconium.

# CUNDUS

#### **MISSIONS AND VISIONS**

#### Creating value from Knowledge

In a competitive and constantly changing world, products, services, and companies evolve with an ever-increasing speed. In order that Cundus' service ensures true value for the customer.

Cundus wants to generate information from data from which the customer can derive and generate new knowledge to create values for his business on his part.

#### **Exceeding the customer's expectations**

The aim of Cundus AG is to enable managers to make faster yet well-grounded decisions. The prompt provision of consistent and analytically processed information supports managers in the analysis of the current and target situation and enables the future-oriented management of the company.

This enables potential market opportunities to be detected early on, competitive advantages to be developed, and the overall success of the company to be increased in a sustained manner. The combination of management support systems with internet technologies enables location-independent access to information, which opens up global markets and thus enables the tapping of additional potential market opportunities.

Cundus helps customers to develop IT strategies and to find creative solutions. When doing so, Cundus concentrates on a business-oriented approach.





Approximate Temperature Hi- 22C°- 72F Low-15C°- 59F	7 August, 2013 Wednesday				
Time	Activities	Important Instructions (if any)	Dress Code		
7:00 AM to 7:30 AM	Breakfast at the Hotel	Assemble in the lobby by 8:30 AM			
	Depart from the hotel				
09:30 AM	Deutsche Bank(Financial Services)	Carry required stationery to take notes			
	Working Lunch/snack				
1:30 PM	Sightseeing in Dusseldorf – TV-tower, Rhine Boardwalk and Historic downtown		Uniforms (without the blazer)		
3:00 PM	Dusseldorf Chamber of Commerce (Indo- German) Accompanied by <b>Dr. Gerhard Eschenbaum</b> Deputy Executive Director and <b>Katrin Lange</b> International Markets – Americas, Asia, Australia				

## **D**ÜSSELDORF



Düsseldorf is the capital city of the German state of North Rhine-Westphalia and centre of the Rhine-Ruhr metropolitan region.

Düsseldorf is an international business and financial centre and renowned for its fashion and trade fairs. Located centrally within the European Megalopolis, the city is headquartering to five Fortune Global 500 and several DAX companies. Messe Düsseldorf organizes nearly one fifth of all world's premier trade shows.



Culturally, Düsseldorf is known for its academy of arts (Kunstakademie Düsseldorf, e.g. Joseph fine Beuys, Emanuel Leutze, August Macke, Gerhard Richter, Sigmar Polke and Andreas Gursky), its pioneering influence on electronic music (Kraftwerk) and its large Japanese community. As a city by the river Rhine, Düsseldorf for Rhenish is stronghold а Carnival celebrations. Every year in July more than 4.5 million people visit the city's Largest Fair on the

Rhine funfair.

As the seventh most populous city in Germany by population within city limits and an urban population of 1.5 million, Düsseldorf is one of the country's five global cities. The Mercer's 2011 Quality of Living survey of cities with the highest quality of life ranked Düsseldorf fifth worldwide and second in Germany.



Flag :

City coat of arms :



Map :



# **DEUTSCHE BANK**



Total assets (as at 31.03.2012): € 2.012 trillion Revenue: € 33.70 billion Rating (Fitch): A+, since December 2007 Headquarters: Deutsche Bank Twin Towers, Frankfurt Hesse, Germany

Number of employees: around 98,218

#### **HISTORY**

1870: Founded by G. Seimens and L. Bamberger as a specialist bank for foreign trade.

1871 & 1872: Banks's first domestic branches opened in Bremen and Hamburg.

1929: Post war created Deutsche Bank und DiscontoGesellschaft

**1952:** Was broken into three major banks: Norddeutsche Bank AG; Süddeutsche Bank AG; and Rheinisch-Westfälische Bank AG.

**1957:** These three banks merged to form Deutsche Bank AG with its headquarters in Frankfurt.

**1986:** Acquired "the Banca d'America e d'Italia", the Italian subsidiary that Bank of America

**1985:** Trinkaus & Burkhardt was converted into a partnership limited by shares (KGaA) and brought to the stock exchange.

**1992:** HSBC Holdings plc acquired Midland Bank giving it a majority holding in Trinkaus & Burkhardt.

1999: the Bank was renamed HSBC Trinkaus & Burkhardt KGaA.

**2006:** HSBC Trinkaus & Burkhardt changed the legal form of the Bank from a KGaA to an AG (German Stock Corporation).

**Deutsche Bank AG** ("German Bank") is a German global banking and financial services company with its headquarters in the Deutsche Bank Twin Towers in Frankfurt, Germany. It employs more than 100,000 people in over 70 countries, and has a large presence in Europe, the Americas, Asia-Pacific and the emerging markets. In 2009, Deutsche Bank was the largest foreign exchange dealer in the world with a market share of 21 percent. Deutsche Bank has offices in major financial centers including London, New York City, Singapore, Hong Kong, Tokyo, Paris, Moscow, Sydney, Toronto, Istanbul, Dublin, Warsaw, Mumbai, KualaLumpur, SãoPaulo, Dubai, Riyadh, Bangkok, Karachi,

Belgrade, Manila, Amsterdam, Madrid and George Town (Cayman Islands).

The bank offers financial products and services for corporate and institutional clients along with private and business clients. Services include sales, trading, research and origination of debt and equity; mergers and acquisitions (M&A); risk management products, such as derivatives, corporate finance, wealth management, retail banking, fund management, and transaction banking.

# *Rhine TV Tower, Boardwalk & Historic Downtown*



The city of Dusseldorf was largely destroyed in World War 2, there are very few old buildings left. There are many modern artworks in public display. The Old town (Alstadt) is famous for its rebuilt structures. Most of the buildings were destroyed in World War 2; however, they were rebuilt using their historic plans on their foundation walls making it look like a real historic town.



The Rheinturm or Rhine tower is a 240.5m high concrete telecommunication tower. Construction of the tower began in 1979 and finished in 1981. It houses aerials for directional radio, FM and TV transmitters. It also houses a revolving restaurant and observation deck at a height of 170m. His boardwalk is located in this historic downtown.



# DÜSSELDORF CHAMBER OF COMMERCE



Indo-German Chamber of Commerce Deutsch-Indische Handelskammer Mumbai · Delhi · Kolkata · Chennai Bangalore · Pune · Düsseldorf

#### Locations

- Mumbai
- Delhi
- Kolkata
- Chennai
- Bangalore
- Pune
- Düsseldorf

The Düsseldorf Chamber of Commerce and Industry represents the interests of the business community in the City of Düsseldorf and the neighboring Kreis Mettmann. There are currently 79.000 member companies in many different sectors of manufacturing industry, trade and services. Thus the Düsseldorf Chamber District belongs to the smallest ones in surface, but measured by its economic potential to the strongest ones among the 80 different chamber districts in Germany.

The Indo-German Chamber of Commerce has its head office in Mumbai, besides which the Indo-German Chamber of Commerce has branch offices in Delhi, Kolkata, Chennai, Bangalore, Pune and a liaison office in Düsseldorf. In addition to this, IGCC has established 9 India-Desks in various bi-national Chambers of Commerce abroad, 18 different Chambers of Commerce & Industry in Germany and has one representative in Brussels. To facilitate better business contacts in India, it has appointed 17 honorary representatives in other towns and cities of the subcontinent.

/ DEinternational is the Services Department of the Indo-German Chamber of Commerce. It provides Single Window Business Solutions for companies planning to do business with India or

Germany. The Market Entry Service is our core service and is supported by Business Advisory, Taxation and Legal services and Recruitment. Other important services include Market Research, Business Partner Search, Event Management, Property Search, PR & Press amongst others. We extend complete support, tailored to the needs of small and medium-sized companies. Over the last 6 years, they have supported more than 150 German companies to get established in India.





Approximate Temperature Hi- 25C° - 77F Low-15C° - 59F	8 August, 2013 Thursday		
Time	Activities	Important Instructions (if any)	Dress Code
7:00 AM to 7:30 AM	Breakfast at the Hotel	Assemble in the lobby by 8:45 AM	
	Check out		
10:00 AM	Duisburg Harbour / duisport Group accompanied by <b>Dr. Julian Böcker</b> Head of Corporate Communications		PES-IUP Sweat Shirts/T-Shirts No flip-flops No shorts
	Packed lunch on the bus/quick lu	inch	_
	Bus to Paris		Sneakers and comfortable
8:00 PM	Check in - Paris		clothing recommended for all
	Shopping time	Depending on availability of time	sight-seeing
	Dinner		
L	do show. Students should pay on their o	wn(optional)	

# **D**UISPORT

Duisport is situated in an excellent geographic position and along with that offers an intelligent network of logistic services. Duisport clients benefit from the infra- and suprastructural advantages of the multi-purpose-port as well as from numerous value-added-services like multimodal transshipment terminals, warehouse

and storage resources, shuttletransports, elaborate packing and intelligent contract-services and market- and client orientated service concepts.

Overall 700 employees in a range of companies implement the business objectives offering answers and solutions to the clients' questions and queries.



<sup>7</sup> They work in organizational units as corporate development, human resource, purchasing, legal, finance and accounting, auditing and IT.

Duisburger Hafen AG is the owner of the public Port of Duisburg and the parent company of the Duisburger Hafen Group. The Federal Republic of Germany, the State of North-Rhine Westphalia and the City of Duisburg each hold one third of the shares.



- World's largest inland port
- Main functions:
  - property management (lease services)
- surveying, engineering, design and construction
- environmental, licensing and approval functions
  - railroad infrastructure management
- consulting services regarding public funding
  - public relations and marketing

# FRANCE – FRENCH REPUBLIC

Flag:

General information	<ul> <li>Anthem: The Marseillaise</li> <li>Motto: Liberty, Equality, Fraternity</li> <li>National holiday: July 14th (Bastille day)</li> </ul>	Country coat of a
Geography	<ul> <li>Area: 260,711 mi<sup>2</sup>, (209,970 mi<sup>2</sup> Metropolitan France)</li> <li>Capital: Paris</li> <li>Main cities: Bordeaux, Lille, Lyon, Marseille, Nice, Nantes, Strasbourg, Toulon, Toulouse</li> </ul>	
Political system	<ul> <li>•5th Republic since 1958 - Presidential election every 5 years</li> <li>•President: François Hollande (since May 6th 2012)</li> <li>•Legislature: Parliament</li> <li>• Senate (Upper house) - National Assembly (Lower house)</li> </ul>	Maps:
Economic sectors	<ul> <li>Services sector employs 70% of the French population</li> <li>Leading tourist destination in the world</li> <li>Global leader in the production of wines and spirits</li> </ul>	
Economy	•GDP: 2.69 trillion dollars (5th wordwide rank) (2012) •GDP: per capita: \$41 ,141 (2012) •Currency: Euro (since 2002)	Cherbourg - CH Havre Round Briest PARIS
Population	<ul> <li>•65,350,000 inhabitants (2012)</li> <li>•Fertility rate: 2.08 (2011) (one of the higher rates among the European countries)</li> <li>•Density: 114 inhab/km<sup>2</sup></li> </ul>	Orléans Jours Nantes Bay of Biscay Bordeaux Toutouse, Montpellier

France today is one of the most modern countries in the world and is a leader among European nations. It plays an influential global role as a permanent member of the United Nations Security Council, NATO, the G-8, the G-20, the EU and other multilateral organizations. France rejoined NATO's integrated military command structure in 2009, reversing de Gaulle's 1966 decision to take French forces out of NATO.

Over the past 500 years, France has been a major power with strong cultural, economic, military and political influence in Europe and around the world. During the 17<sup>th</sup> and 18<sup>th</sup> centuries, France colonized great parts of North America and Southeast Asia. During the 19<sup>th</sup> and early 20<sup>th</sup> centuries, France built the second largest colonial empire of the time, including large portions of North, West and Central Africa, Southeast Asia, and many Caribbean and Pacific Islands.

Since 1958, it has constructed a hybrid presidential-parliamentary governing system resistant to the instabilities experienced in earlier more purely parliamentary administrations. France was transitioning from an economy that has featured extensive government ownership and intervention to one that relies more on market mechanisms but is in the midst of a euro-zone crisis. The government has partially or fully privatized many large companies, banks, and insurers, and has ceded stakes in such leading firms as Air France, France Telecom, Renault, and Thales. It maintains a strong presence in some sectors, particularly power, public transport, and defense industries.

In recent decades, its reconciliation and cooperation with Germany have proved central to the economic integration of Europe, including the introduction of a common exchange currency, the euro, in January 1999. France has several overseas territories and islands. Metropolitan France extends from the Mediterranean Sea to the English Channel and the North Sea, and from the Rhine to the Atlantic Ocean. It is often referred to as The Hexagon because of the geometric shape of its territory. It is the largest country in Western Europe and the third-largest in Europe as a whole, and it possesses the second-largest exclusive economic zone in the world, covering 11,035,000 km2 (4,260,000 sq mi), just behind that of the United States (11,351,000 km2 / 4,383,000 sq mi). In the early 21<sup>st</sup> century, five French overseas entities – French Guiana, Guadeloupe, Martinique, Mayotte, and Reunion – became French regions and were made part of France proper.

France's leaders remain committed to a capitalism in which they maintain social equity by means of laws, tax policies, and social spending that reduce income disparity and the impact of free markets on public health and welfare. France's real GDP contracted 2.6% in 2009, but recovered somewhat in 2010 and 2011. The unemployment rate increased from 7.4% in 2008 to 9.3% in 2010 and 9.1% in 2011. Lower-than-expected growth and increased unemployment have cut government revenues and increased borrowing costs, contributing to a deterioration of France's public finances. The government budget deficit rose sharply from 3.4% of GDP in 2008 to 7.5% of GDP in 2009 before improving to 5.8% of GDP in 2011, while France's public debt rose from 68% of GDP to 86% over the same period. Under President SARKOZY, Paris implemented austerity measures that eliminated tax credits and froze most government spending in an effort to bring the budget deficit under the 3% euro-zone ceiling by 2013 and to highlight France's commitment to fiscal discipline at a time of intense financial market scrutiny of euro-zone debt levels. Socialist Francois HOLLANDE won the May 2012 presidential election, after advocating pro-growth economic policies,

as well as measures such as forcing banks to separate their traditional deposit taking and lending activities from more speculative businesses, increasing taxes on bank profits, introducing a new top bracket on income taxes for people earning over \$1.3 million a year, and hiring an additional 60,000 civil servants during his five-year term of office.

France has its main ideals expressed in the Declaration of the Rights of Man and of the Citizen. The French Republic is defined as indivisible, secular, democratic and social by its constitution. France enjoys a high standard of living as well as a high public education level, and has also one of the world's longest life expectancies. France has been listed as the world's "best overall health care" provider by the World Health Organization. It is the most visited country in the world, receiving 82 million foreign tourists annually.

France has the world's fourth largest nominal military budget, the third largest military in NATO and EU's largest army. France also possesses the third largest nuclear weapons stockpile in the world – with around 300 active warheads as of 25 May 2010 – and the world's second largest diplomatic corps (second only to that of the United States). France is a founding member of the United Nations, one of the five permanent members of the UN Security Council, and a member of the Francophonie, the G8, G20, NATO, OECD, WTO, and the Latin Union. It is also a founding and leading member state of the European Union and the largest EU state by area. In 2011, France was listed 20<sup>th</sup> on the Human Development Index and 24<sup>th</sup> on the Corruption Perceptions Index (2010).

# PARIS

Paris is the capital and largest city of France. It is situated on the river Seine, in northern France, at the heart of the Île-de-France region (or Paris Region). As of January 2009 the city of Paris, within its administrative limits (the 20 arrondissements) largely unchanged since 1860, has an estimated population of 2,234,105 and a metropolitan population of 12,161,542, and is one of the most populated metropolitan areas in Europe. Paris was the largest city in the Western world for about 1,000 years, prior to the 19<sup>th</sup> century, and may have been the largest in the entire world between the 16<sup>th</sup> and 19<sup>th</sup> centuries.

Paris is today one of the world's leading business and cultural centers, and its influences in politics, education, entertainment, media, fashion, science, and the arts all contribute to its status as one of the world's major global cities. It hosts the headquarters of many international organizations such as UNESCO, the OECD, the International Chamber of Commerce or the European Space Agency. Paris is considered one of the greenest and most liveable cities in Europe. It is also one of the most expensive.

Paris and the Paris Region, with US\$759.9 billion in 2010, produce more than a quarter of the gross domestic product of France. According to 2008 estimates, the Paris agglomeration is Europe's biggest or second biggest city economy and the sixth largest in the world. The Paris region is the first in Europe in terms of research and development capability and expenditure and through its 17 universities and 55 grandes écoles has the highest concentration of higher education students in the European Union. With about 42 million tourists annually in the city and its suburbs, Paris is the most visited city in the world. The city and its region contain 3,800 historical monuments and four UNESCO World Heritage Sites.







Approximate Temperature Hi- 25C° - 77F Low-15C° - 59F	9 August, 2013 Friday			
Time	Activities	tivities Important Instructions (if any)		
7:00 AM to 7:30 AM	Breakfast at the Hotel	Assemble in the lobby by 8:15 AM		
9:00 AM	Louvre Museum – One of the world's largest museums in the world	Big bags are not allowed		
1:30 PM	Lunch on a cruise		Shoulders must be covered and shorts/dresses/skirts should	
3:00 PM	Notre Dame de Paris: A Gothic, Roman Catholic cathedral	No flash, maintain silence	cover knees	
7 :00 PM	Dinner		Early dinner	
10:00 PM	Eiffel tower		Please get warm clothes	

#### Louvre Museum

The Louvre Museum or simply the Louvre—is one of the world's largest museums, the most visited art museum in the world and a historic monument. A central landmark of Paris, France, it is located on the Right Bank of the Seine in the 1<sup>st</sup> arrondissement (district). Nearly 35,000 objects from prehistory to the 19<sup>th</sup> century are exhibited over an area of 60,600 square meters (652,300 square feet).

The museum is housed in the Louvre Palace which began as a fortress built in the late 12<sup>th</sup> century under Philip II. Remnants of the fortress are visible in the basement of the museum. The building was extended many times to form the present Louvre Palace. In 1682, Louis XIV chose the Palace of Versailles for his household, leaving the Louvre primarily as a place to display the royal collection, including, from 1692, a collection of antique sculpture. In 1692, the building was occupied by the *Académie des Inscriptions et Belles Lettres* and the *Académie Royale de Peinture et de Sculpture*, which in 1699 held the first of a series of salons. The Académie remained at the Louvre for 100 years. During

the French Revolution, the National Assembly decreed that the Louvre should be used as a museum, to display the nation's masterpieces.

The museum opened on 10 August 1793 with an exhibition of 537 paintings, the majority of the works being royal and confiscated church property. Because of structural problems with the building, the museum was closed in 1796 until 1801. The size of the collection increased under Napoleon and the museum was renamed the Musée Napoléon. After the defeat of Napoleon at Waterloo, many works seized by his armies were



returned to their original owners. The collection was further increased during the reigns of Louis XVIII and Charles X, and during the Second French Empire the museum gained 20,000 pieces. Holdings have grown steadily through donations and gifts since the Third Republic.

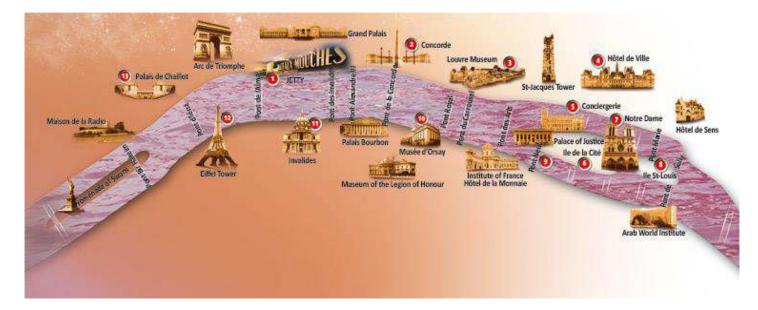
As of 2008, the collection is divided among eight curatorial departments: Egyptian Antiquities; Near Eastern Antiquities; Greek, Etruscan, and Roman Antiquities; Islamic Art; Sculpture; Decorative Arts; Paintings; Prints and Drawings.

## **River Seine**

At the end of the war, Jean Bruel, who loved Paris, wanted to allow the Parisians to be able to enjoy themselves again and lead a carefree existence. He knew that Paris appeared to be even more beautiful when it was seen from the River Seine. Up until then, it had been used as a thorough-fare to transport goods and people (by river boat). He designed and built really modern and avant-garde boats, including 9 cruise boats and 5 boat restaurants. They are encased in glass and bathed in light and represent the company's the current fleet.

The Compagnie des Bateaux Mouches<sup>®</sup> was created in 1949 and since then it has become a name which is known throughout the world! Jean Bruel was ingenious, creative and had sensed that the end of the Second World War would mark the beginning of a new concept of travelling, leisure activities and international meetings. It was by buying one of the last steam boats, a relic from the 1900 Universal Exhibition, and by launching a communication operation whose fictional hero was Jean-Sébastien Mouche, the supposed founder of the Bateaux-Mouches<sup>®</sup>, that Jean Bruel created the most famous cruise line on the River Seine: the Compagnie des Bateaux-Mouches.

Jean Bruel loved Paris and wanted to transform the City of Light into a perfect place and promote it through its most beautiful avenue: the River Seine. This concept has won over more than a million passengers since its creation. It is within this unique structure that his daughter, Charlotte Bruel Matovic, and Radé Matovic perpetuate this wonderful adventure.



## Notre Dame de Paris



Our Lady of Paris, also known as Notre Dame Cathedral or simply Notre Dame, It is the cathedral of the Catholic Archdiocese of Paris: that is, it is the church that contains the cathedra (official chair) of the Archbishop of Paris, currently André Vingt-Trois. The cathedral treasury houses a reliquary with the purported Crown of Thorns.

Notre Dame de Paris is widely considered one of the finest examples of French Gothic architecture in France and in Europe, and the naturalism of its sculptures and stained glass are in contrast with earlier Romanesque architecture. The first period of construction from 1163 into 1240s coincided with the musical experiments of the Notre Dame school.

The cathedral suffered desecration during the radical phase of the French Revolution in the 1790s, when much of its religious imagery was damaged or destroyed. An extensive restoration supervised by Eugène Viollet-le-Duc removed remaining decoration, returning the cathedral to an 'original' gothic state.



#### **Eiffel tower**

The Eiffel Tower, nickname the iron lady is an iron lattice tower located on the Champ de Mars in Paris, named after the engineer Gustave Eiffel, whose company designed and built the tower. Erected in 1889 as the entrance arch to the 1889 World's Fair, it has become both a global cultural icon of France and one of the most recognizable structures in the world. The tower is the tallest building in Paris and the most-visited paid monument in the world; 7.1 million people ascended it in 2011. The third level observatory's upper platform is at 279.11 m the highest accessible to public in the European Union and the highest in Europe as long as the one of Ostankino Tower, at 360 m, will remain closed as a result of the fire of August 2000. The tower received its 250 Millionth visitor in 2010.

The tower stands 320 meters (1,050 ft.) tall, about the same height as an 81-story building. During its construction, the Eiffel Tower surpassed the Washington Monument to assume the title of the tallest man-made structure in the world, a title it held for 41 years, until the Chrysler Building in New York City was built in 1930. However, because of the addition, in 1957, of the antenna atop the Eiffel Tower, it is now taller than the Chrysler Building. Not including broadcast antennas, it is the second-tallest structure in France, after the Millau Viaduct.

The tower has three levels for visitors. Tickets can be purchased to ascend, by stairs or lift, to the first and second levels. The walk from ground level to the first level is over 300 steps, as is the walk from the first to the second level. The third and highest level is accessible only by lift – stairs exist but they are not usually open for public use. Both the first and second levels feature restaurants.



The tower has become the most prominent symbol of both Paris and France, often in the establishing shot of films set in the city.





Approximate Temperature Hi- 25C° - 77F	10 August, 2013 Saturday		
Time	Activities	Important Instructions (if any)	Dress Code
7:00 AM to 7:30 AM	Breakfast at the Hotel	Assemble in the lobby by 8:45 AM	Sneakers and comfortable clothing recommended for
9:00 AM	Arc de Triomphe : The Arc de Triomphe is one of the most famous monuments in Paris.		travelling
9:30 AM	Champs Elysees : Avenue des Champs-Élysées is one of the most famous streets and one of the most expensive strips of real estate in the world.		
10:00 PM	Shopping time		
12:00 PM	<b>Quick lunch</b> Continue shopping		Please makes sure you assemble back from shopping on
3:00 PM	Leave for the hotel	Freshen up quickly and get ready for symposium	
5:00 PM	Symposium		
	Topic: French economy, Style of Management and Culture Jean-Michel Quentier, Ph.D. in Strategic Management France Business School Campus Clermont Dean Faculty and Research Professor of Strategy and Entrepreneurship	Carry required stationery to take notes	Smart formals
	Topic: <i>Becoming a Successful Global Citizen in the Business World</i> Joanna Kortik Owner / Entrepreneur of Joanna International, Dynamic public speaker, captivating author and purposeful coach		
8:00 PM	Gala night! followed by dinner		

# **Champs Elysées and Arc de Triomphe**



The Avenue des Champs-Élysées is a street in Paris, France. With its cinemas, cafés, luxury specialty shops and clipped horse-chestnut trees, the Avenue des Champs-Élysées is one of the most famous streets and one of the most expensive strips of real estate in the world. Several French monuments are also on the street, including the Arc de Triomphe and the Place de la Concorde. The name is French for Elysian Fields, the place of the blessed dead in Greek mythology. The Avenue des Champs-Élysées is known as "The most beautiful avenue in the world".

The Arc de Triomphe is one of the most famous monuments in Paris. It stands in the centre of the Place Charles de Gaulle (originally named Place de l'Étoile), at the western end of the Champs-Élysées. There is a smaller arch, the Arc de Triomphe du Carrousel, which stands west of the Louvre. The Triumphal Arch honors those who fought and died for France in the French Revolutionary and the Napoleonic Wars, with the names of all French victories and generals inscribed on its inner and outer surfaces. Beneath its vault lies the Tomb of the Unknown Soldier from World War I.





The Arc de Triomphe is the linchpin of the historic axis— a sequence of monuments and grand thoroughfares on a route which goes from the courtyard of the Louvre, to the Grande Arche de la Defense. The monument was designed by Jean Chalgrin in 1806, and its iconographic program pitted heroically nude French youths against bearded Germanic warriors in chain mail. It set the tone for public monuments, with triumphant patriotic messages.

The monument stands 50 meters (164 ft.) in height, 45 m (148 ft.) wide and 22 m (72 ft.) deep. The large vault is 29.19 m (95.8 ft.) high and 14.62 m (48.0 ft.) wide. The small vault is 18.68 m (61.3 ft.) high and 8.44 m (27.7 ft.) wide. It was the largest triumphal arch in existence until the construction of the Arch of

Triumph in Pyongyang, in 1982. Its design was inspired by the Roman Arch of Titus. The Arc de Triomphe is so colossal that three weeks after the Paris victory parade in 1919, (marking the end of hostilities in World War I) Charles Godefroy flew his Nieuport biplane through it, with the event captured on newsreel.

## Symposium speakers

#### Jean-Michel Quentier, Ph.D.



Ph.D. in Management, Ecole des Hautes Etudes en Sciences Sociales (EHEES), Paris
DBA, California International Business University, San Diego
Associate Dean for Faculty and Research
France Business School. Campus Clermont
Professor of Strategic Management and Leadership
Former Consultant and Partner KPMG, Paris
Founder of two Consulting Firms
French and Argentinean Citizen

#### Joanna Kortik



Speaker, Mom, Wife, Author, Athlete, International Entrepreneur <u>www.joannakortik.com/.</u>

Joanna Kortik is from Florida in the U.S. She received a BS degree in Health Promotion from Texas A&M. She has a Masters' in Higher Education Teaching & Learning and has completed doctoral coursework. She lives in Podivin, Czech Republic.

Joanna is passionate about people living a healthy lifestyle. She is an accomplished runner who periodically competes at 5k and 10k distances. She competed in rodeo in college

She has spoken at the U.S. House of Representatives, the U.S. Embassy in Prague, companies, and universities. Joanna is the author of *Five Keys to Becoming an Unstoppable Warrior Mom*.





Approximate Temperature Hi- 25C° - 77F Low-15C° - 59F	10 August, 2013 Saturday			
Time	Activities	Important Instructions (if any)	Dress Code	
7:00 AM to 7:30 AM	Breakfast	Assemble in the lobby by 10:15 am	<ul> <li>Sneakers and comfortable clothing recommended for travelling</li> </ul>	
11:00 AM	Check out			
	Leave for Charles de Gaulle airport			

# **BON VOYAGE!**

# ABOUT PES AND IUP

#### **Peoples Education Society (PES)**

In 1972, PES was founded with just over 40 students in a rented gymnasium in Bangalore. Today, PES has more than 20,000 students spread across four different campuses in Karnataka and Andhra Pradesh. PES Group today runs programs ranging from Pre-University to Post Graduation. PES Institution of Technology (PESIT) has been South Asia's first ISO 9002 certified Educational Institution.

PES has focused on four main educational areas: Engineering, Medicine, Management and Life Sciences. We have been offering both foundation courses as well as specialization courses in Bachelors as well as Master's Degree.

#### Indiana University of Pennsylvania (IUP)

Indiana University of Pennsylvania, USA is largest of the state-owned universities in the Pennsylvania State System of Higher Education. It was founded in 1875 with 225 students in one building. Since then, it has grown in size and stature to today's global center of learning with over 14,000 students from every corner of the world pursuing degrees in over 100 undergraduate majors with a variety of internship and study-abroad programs, more than 40 master's degree programs, and ten programs leading to the doctoral degree. IUP's range of opportunities and quality of instruction are characteristic of any big U.S. university; yet at IUP, close/one-to-one relationships develop within the teaching framework, and a strong sense of community prevails.

#### The Eberly College of Business and Information Technology

The Eberly College of Business and Information Technology at IUP enrolls approximately 2,200 students. The size of the student body allows the College to offer a lot of program options including Accounting, Business Education, Business Technology Support, Entrepreneurship and Small Business Management, Finance, General Management, Human Resource Management, International Business, Management Information System, Marketing and Supply Chain Management.

The Eberly College is accredited by AACSB International, the premier accrediting agency for collegiate business programs. **Only about 15% of all colleges and universities worldwide hold AACSB International accreditation.** This could be considered analogous to a corporation having its stock listed on the New York Stock Exchange. Eberly College of Business and Information Technology has been included in the Princeton Review's *Best Business Schools* guidebook for the seventh consecutive year.

#### **PES-IUP** Partnership

The Department of Management Studies, PES, in collaboration with Indiana University of Pennsylvania (IUP), offers Proficiency Courses in Management. Successful completion of all Proficiency Courses lead to an MBA degree offered by Indiana University of Pennsylvania, USA.

The program will provide an excellent opportunity for students and professionals to enhance their careers by helping them gain knowledge and skills in various aspects of business management. The program incorporates a unique modular design and a combination of lecture sessions and industry interactions. The program also offers a choice to visit IUP main campus in the U.S. and other partner universities worldwide.

#### Key Advantages of the PES – IUP MBA Program :

- > Degree awarded by Indiana University of Pennsylvania, U.S.A.
- Extensive exchange program/study abroad available
- Specialization option in the U.S.
- VISA success rate close to 97%
- Excellent internship and placement opportunity
- Immense global exposure
- Value for money (Cost saver)—more than 50% savings
- Accomplished world-class faculty



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Dr. Cynthia Strittmatter Assistant Dean for Administration



Prof. Dr. Peter Chamoni Director of International Programs

Faculty/Management: Mercator School of Management, Germany



Prof. Dr. Dieter Cassel Associate Director of International Programs



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Ms. Divyashree Ravishankar Associate Director PES IUP MBA Program Mrs. Savitha Murthy Manager Admissions PES Institutions

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# LIST OF PES – IUP MBA STUDENTS PARTICIPATING IN THE

# **SYMPOSIUM**



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