



At ISB, we endeavour to ensure that no worthy student be denied education at the ISB for want of funds.

**Supporting Scholarships at
The Indian School of Business**

“The ISB tuition waiver eased the concerns around financing my education, thereby allowing me to enrich my experiences and pursue my goals more freely.”

Ashish Mahajan, PGP, Class of 2013, currently working with IDFC



Ashish worked with few non-governmental organisations and also on the Unique Identification Authority of India's (UIDAI) Aadhaar initiative before he began thinking about pursuing a management education. However, because of his work in the public and non-profit sector, financial assistance was a very important consideration in his choice of business school. With offers from Cornell and Darden as well as ISB, Ashish knew he had to weigh his decision very carefully. The ISB tuition waiver ultimately helped to tilt the balance in its favour - the scholarship combined with the lower financial burden of education in India were critical factors in his decision. The ISB scholarship not only enabled him to get a world-class management education in India, it also helped him to enrich and extend his network so that he could pursue his chosen career path. Today, Ashish works at IDFC in India and has plans to strike out on his own soon.

ATTRACTING THE BEST AND BRIGHTEST AND HELPING THEM REALISE THEIR POTENTIAL

The high cost of a world-class management education often limits the ability of students to achieve their full potential and take the risk of working in sectors of need. Scholarships enable students of business to take such risks, by relieving them of the financial burden of a management education. They make it possible for ambitious students to pursue careers in non-traditional areas such as public service or the non-profit sector or to follow the path of entrepreneurship.

Scholarships are also an important mechanism for building talent in niche sectors, where it may be difficult to recover the cost of a management education. For example, ISB's specialised course offerings in the areas of Manufacturing, Healthcare and Infrastructure are opening the doors to career options beyond the customary areas of finance and consulting.

Scholarships are also crucial for ensuring

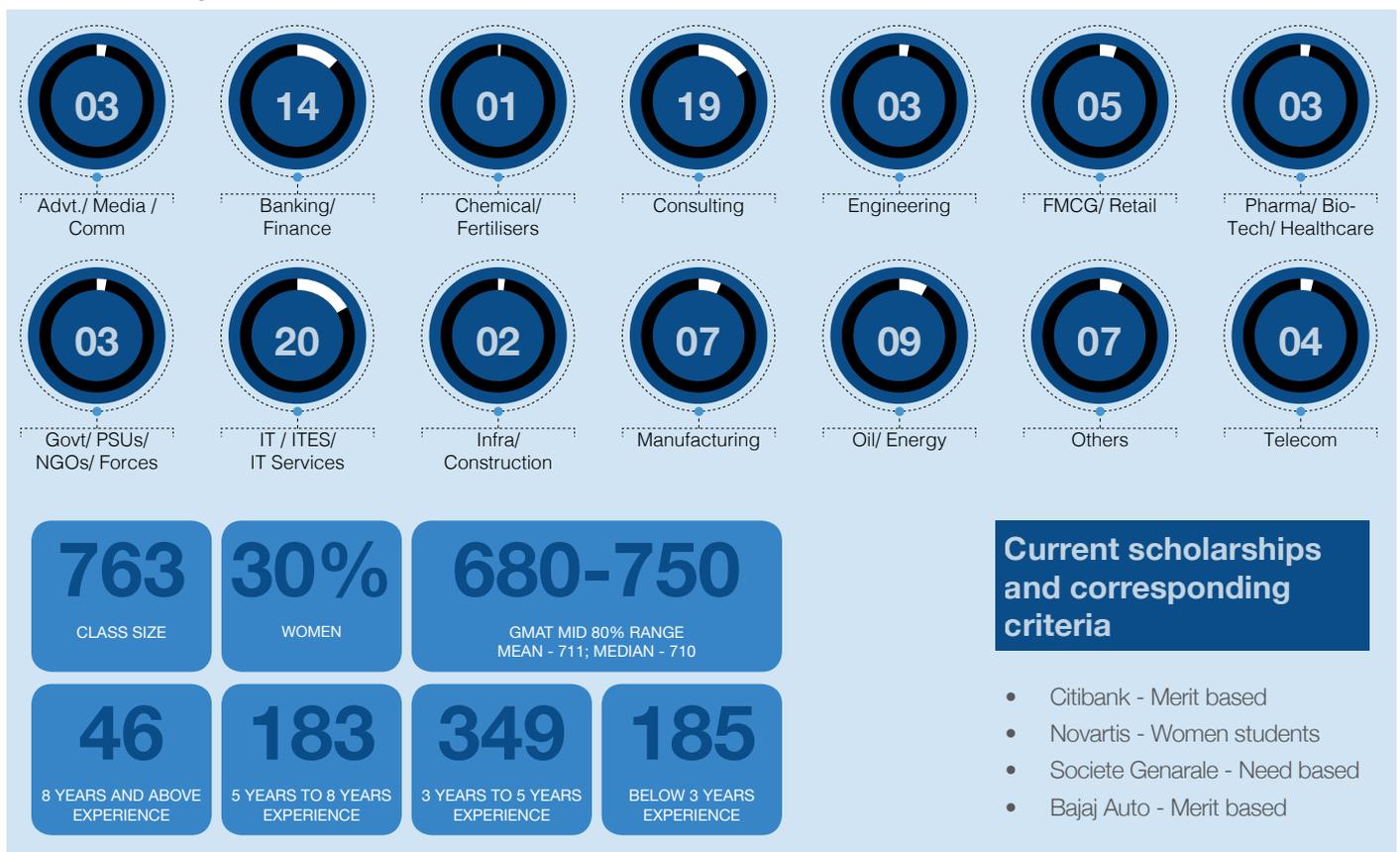
a diverse and vibrant student body. ISB is proud to have one of the highest ratios of female students in its classrooms compared to other management schools in India, and we are committed to strengthening their presence at the School.

50+ students go on to work in in education/teaching/training industry each year

48 offers made from in start-ups for Co 2014

ISB PGP Class profile for Class of 2015.

Percentage wise sector representation



PROMOTING INCLUSIVENESS AND DIVERSITY IN HIGHER EDUCATION

Our effort to broaden student participation and strengthen inclusiveness in higher education is particularly timely in India, where rapid economic growth has been accompanied by widening disparities and inequality, which ultimately are obstacles to long-term economic development. Thus, investments that support and incentivise education systems to become more inclusive will yield more productive and sustainable economies, and providing direct financial assistance to students is one of the most effective of achieving this end.

There is a pressing need for management graduates even in industries and sectors, such as the non-profit sector, that are not regarded as lucrative. The high cost and financial burden of a management education often puts it out of reach of the very people who could provide dynamic leadership

and make a profound difference in such sectors. Financial burden on students often prevents them from following their intended career path and thus, limiting their potential to create broader impact. A global survey of management school alumni conducted by GMAC in 2011 reported that Central Asians (including Indians) were least likely to take up jobs in the intended industry.

Scholarships are a strong incentive and support to exceptionally talented and driven students who may otherwise not have the means or opportunity to follow their dreams. Applicants for ISB's flagship Post Graduate Programme in Management (PGP) comprise of achievers from diverse economic backgrounds. The quality of our student intake continues to be on par with the best in the world on all key parameters. For instance, our average student GMAT

score of 712 places us among the top 10 B-schools in the world on that criterion. We attract an increasing number of high-potential candidates year after year, which has allowed us to ramp up our class size from 116 students in 2001 to nearly 800 students in 2015. We hold the distinction of having among the largest graduating class sizes across leading international management programmes. We take pride in the diversity of our student body, not only in terms of their functional areas but also their economic and cultural backgrounds.

Going forward, we are committed to strengthening our efforts to make our institution ever more inclusive and diverse and to helping high-calibre students receive the world-class education they deserve.



More than anything else, the scholarship was a source of encouragement for me. Prior to ISB, I had chosen to work in the social sector even though that meant a dip in the salary compared to what I was earning before. Coming to a school like ISB is not as easy a decision as the burden of the education loan loomed heavy on my shoulders. This scholarship is an encouragement for people like me who have chosen to follow their hearts and who intend to continue doing the same.”

Oindrilla Chakraborty, Class of 2014

A PARTNERSHIP WITH A VISIBLE AND ENDURING IMPACT

The ISB invites you to partner with us on this important effort by instituting a scholarship that will ensure that deserving students have the opportunity to fulfill their potential and contribute to social and economic development. The donor can opt to establish a named scholarship for a minimum period of five years or an endowed scholarship, which will continue in perpetuity. These scholarships are a long-term, forward thinking measure that will have a tangible and lasting impact not only on the individuals who receive them, but on society as a whole.

ISB works closely with the donor to identify their areas of preference and priority for

awarding a scholarship. This ensures that the scholarship also supports the goals and values of the donor. A scholarship allows the donor to track and observe the impact of their contribution on the lives and career trajectories of its beneficiaries over an extended period of time. They not only confer a tremendous sense of pride on their recipients but often also motivate them to assist others in similar ways over the course of their lives.

As a major donor, you would be our honoured guest at the felicitation ceremony to announce and award the scholarship. In addition to the named scholarship, ISB will recognise the donor's generous contribution

on our website, annual reports and other communications to key our stakeholders.

Scholarships are our primary vehicle in our outreach efforts to attract the best and brightest prospective students and they also enable us to fulfill our objective of creating a more diverse and inclusive student body. We are proud to highlight the named scholarships in our admissions outreach communications and our interactions with prospective students.



“I know businesses are for profit and temples are not, but regardless of the organisation’s nature, its mission is the most fundamental. My one year at ISB is helping me revitalise the Komyoji Temple and the local communities in Japan”

***Keisuke Matsumoto, Class of 2011,
Director, Komyoji Temple, Tokyo***



EXPLORING FURTHER



Meet our Associate Dean of Programmes to know more about PGP and how scholarships benefits students.



Meet existing and past beneficiaries who have benefited from a scholarships in the past.



Listen to a lecture given by a faculty that you may be interested to know more about.



Read more about our existing scholarships at www.isb.edu/pgp/Scholarships.Shtml



Attend one of the club organised events to meet and interact with a student pool at ISB



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