



Institute of
Management Technology

Dubai



www.imt.ac.ae



MBA

Master of Business Administration

2 Year Full time MBA Program

Accredited by Ministry of Education – Higher Education Affairs, UAE (MOE – HEA), UAE
Permitted by Knowledge and Human Development Authority (KHDA), UAE

☎ 9810214551, 0120-3002347



IMT Dubai Campus

Why IMT Dubai?

The Institute of Management Technology (IMT) Dubai was founded in 2006, and within a short span of time has emerged as a leading business school in the region offering high quality business programs. IMT Dubai is the stand-alone business school in Dubai accredited by Ministry of Education – Higher Education Affairs, UAE (MOE – HEA), UAE. With a high quality curriculum, world class faculty, and outstanding infrastructure and facilities, students at IMT Dubai experience a unique and conducive learning environment.

One of the key advantages of our academic programs is the strong industry interface students get through continuous interaction with the local industry via internships, company projects, and panel discussions.

Outstanding faculty

The quality of a business school is best defined by its faculty. At IMT Dubai, the faculty is the living embodiment of the school's strategic priorities: dynamic, inquisitive, and constantly striving to help students achieve their scholarly goals.

100% of faculty members at IMT Dubai hold PhD. degrees in their areas of specializations from esteemed universities.

As our faculty has the right blend of academic and industry experience. This helps by bringing their knowledge of the business world into the classroom to show how theory translates into practice.

Career Advancement Services

Our dedicated team of professionals at IMT Dubai guides students through their career transitions.

There is a strong emphasis on developing the essential skills required in the corporate world such as; interpersonal and intra-personal skills, superior communication, and a refined executive presence.

During the program, workshops and events focusing on self-assessment, personality development, and career dynamics are organized frequently.

The Placement and Career Services office offers a wide array of services such as resume building, mock interviews, and industry webinars.

Practical, Market-Driven Curriculum

Our curriculum is driven by the current and future needs of business managers, thereby focusing on the key competencies that today's employers seek in business students.

The core curriculum is designed to give students an in-depth mastery of academic disciplines in applied functional areas necessary for business professionals. Students can customize their experience by choosing from a broad range of electives.

Students remain engaged with industry in the form of live cases, internships, and company projects.

CIMA Exemption

CIMA has granted exemptions to our MBA program, allowing our graduates to be exempted from 11 courses. This route will allow the MBA graduates to join CIMA master's gateway assessment through an accelerated route, particularly benefitting the finance and accounting graduates. Please note that exemptions are awarded at CIMA's discretion.

Global Exposure

The international exchange program at IMT Dubai provides students with the opportunity to study at one of our partner universities.

The institute has exchange partnership agreements with many universities for one or two-semester exchange programs, Double Degree or progression into higher degrees.

The international exchange program is the perfect option for students who are interested in gaining experience in another culture, studying business from a different perspective and building a global network.

The international exchange programs are available to both undergraduate and postgraduate students.

In addition, the international exchange programs bring interna-

Middle East Immersion

The Middle East Immersion program is designed to provide students with a social, political, and economic understanding of the region.

The program comprises of visits to various strategic business locations, and sessions by industry speakers to expose students to the regional industry, and trading and legal regulations.

Students learn from live cases, panel discussions, interaction with industry experts, debate and case competitions and other learning activities.

The focus is to prepare future managers to develop managerial skills such as cultural sensitivity, working in teams, and leadership, making them ready to take on business challenges in the region.

Program Overview

The MBA Program is a two-year program that offers students the business knowledge and specialized skills to expand their career choices. The program offers students experiential learning opportunities to learn in real-world settings outside the classroom. They attain the ability to analyze and solve problems through critical and creative thinking. Leadership and teamwork skills are also enhanced during the tenure of the program.

During the program, our students receive a strong industry interface through continuous interaction with the local industry via internships, company projects and discussions with invited speakers and experts. They are immersed with businesses in the Middle East, and thus develop a deep understanding of the socio-economic and political environment of the region. An international exchange and Double Degree program also helps to widen their network globally.

Students are given the opportunity to choose eight courses from their chosen concentration. Electives courses offered are updated regularly in order to remain abreast of market trends and demands based on changes within the industry. The curriculum maintains the right balance between knowledge and skills, combining a strong conceptual base with exposure to contemporary practices.

Master of Business Administration Curriculum

Semester 1	Semester 2
<p>The focus during the first semester is to provide a basic understanding of concepts, introduce important management tools, and thus, to equip students to advanced courses.</p> <p>Students learn about business economics, understand accounting practices, organizational behavior, and usage of data for making business decisions. They also start developing superior business communication skills from the first semester.</p>	<p>The functional disciplines are introduced in semester two. Students learn details of marketing, finance, operations, and human resources. In addition, they learn to identify business problems and solve them using various research methods. Students refine their business communication skills and join workshops to further develop their personality in order to be ready for internships starting after the end of this semester.</p>
<ul style="list-style-type: none"> Economics for Business Accounting for Decision Making Organizational Behavior Data and Decision Making Business Informatics and Technology Business Communication I 	<ul style="list-style-type: none"> Financial Management Business Research Methods Operations Management Marketing Management Human Resource Management Business Communication II Curriculum Vitae Writing and Personality Development Workshop
Semester 3	Semester 4
<p>After returning from internships, students focus on the strategic level of business management. In the third semester, students get exposure to corporate level strategies and get immersed into the areas of their concentration in order to get a detailed and advanced knowledge in their chosen field. In addition, they continue to prepare themselves for the future challenges of the business world by getting enhanced corporate experience in company projects, business simulation, and self-development workshops.</p>	<p>Along with a detailed knowledge in the areas of the concentration, the fourth semester focuses on equipping students to work in a global environment in an ethical and responsible manner by exposing them to international business strategies and nuances of business ethics and corporate governance.</p>
<ul style="list-style-type: none"> Strategic Management Legal Aspects of Business A set of four elective courses Company Project/ Course on Independent Study Career Dynamics and Self-assessment Business Simulation Workshop 	<ul style="list-style-type: none"> International Business Strategy Business Ethics and Corporate Governance A set of four elective courses

After the second semester, students work as interns in the areas of their interest in reputed companies under the supervision of company managers and faculty mentors.

CIMA Exemptions: The Chartered Institute of Management Accountants (CIMA) has granted exemptions to our MBA graduates. As a result, our graduates are exempted from set of courses and can join CIMA through an accelerated route. This route will allow them to take the CIMA master's gateway assessment, which is particularly useful for the Finance and Accounting graduates of IMT Dubai.

Concentrations Offered

Human Resource Management

This specialization is designed to provide future human resource professionals with the knowledge, understanding, and skills required to contribute to both the strategic and tactical management of an organization's human resources department. The emphasis during the course is on the various aspects of human resources such as planning, job analysis, recruitment and selection, training and development, performance management, compensation and benefits, strategic human resource management and change management; all of which are essential for effective HR management roles within organizations.

Staffing in Organizations

Career and Competency Management

Organizational Development and Change

Strategic Human Resource Management

Cross-cultural Management

Organizational Learning and Development

Performance Management

Compensation and Benefits

Negotiation and Conflict Resolution

International Banking and Finance

A concentration in International Banking and Finance offers students a unique opportunity to study advanced theories and practices of financial markets and international financial institutions. The focus of this concentration is on current thinking regarding evaluations of the firm, investment decision processes, financing and dividend policy, asset management, and financial strategies, and portfolio

Financial Markets and Institutions

Islamic Banking and Finance

Advanced Corporate Finance

Mergers and Acquisitions

Financial Statement Analysis

International Banking Management

International Finance

Investment Analysis and Portfolio Management

Derivatives Securities

Risk Management and Insurance

Strategic Cost Management

Projects and Operations Management

The Project and Operations Management specialization opens a number of operational, hands-on, career opportunities. This concentration is focused on providing decision-making skills suited to today's information and technology-intensive environments. This flexible concentration takes a strategic and applications oriented view of operations. In addition to the core courses, electives are offered in Supply Chain Management, Project Management, and Total Quality Management.

Supply Chain Management

Total Quality Management

Procurement and Inventory Management

Operations Strategy

Service Operations Management

Lean Systems and Six Sigma

Management of Technology and Innovation

Project Management

Project Appraisal and Financing

Business Analytics

Logistics Management

Marketing and Retail Management

Marketing and Retail Management is one of the most practical areas of concentration at IMT Dubai. MBA students with a specialization in marketing acquire skills in analyzing and using existing data to make effective marketing decisions. Students learn theories and practices about how products, services, and ideas are developed, distributed, priced and promoted by a variety of organizations.

Consumer Behavior

Integrated Marketing Communication

Brand Management

Marketing of Services

Business to Business Marketing

Sales and Distribution Management

Retail Management

Advanced Marketing Research and Analysis

Pricing Strategy

Customer Relationship Management

International Marketing

Digital Marketing Strategy

Our MBA Edge

Student exchange programs in the United Kingdom (UK), France, Portugal, Brazil, Morocco, Belgium, Germany, and the United States of America (USA).

Industry interface through internship and company projects.

Middle-East Immersion incorporated into the program.

Placement assistance upon graduation.

Double Degree program opportunities.

Lab based training.



Your journey through our MBA Program

The MBA program at IMT Dubai is crafted for aspirants who want to be future global managers and business leaders. IMT Dubai reviews and revises its programs regularly to gauge and enhance their quality to ensure relevance and effectiveness. The two-year journey of students starts with an orientation program to make them ready for a rigorous but rewarding and transformative experience. It is followed by course work that includes a portfolio of learning tools such as cases, seminars, workshops, simulations, presentations, and role plays. Within two years, students work with companies as interns and contribute to company projects acting as professional execu-

MBA Program Learning Outcomes

By the end of the MBA program students are able to

- 1 Apply a range of relevant concepts, principles and theoretical knowledge to develop strategies and solutions to business issues.
- 2 Exhibit proficiency in collecting and analyzing data, developing knowledge and its deployment in problem solving and decision making.
- 3 Identify and logically analyze business issues, construct reasoned solutions and communicate effectively.
- 4 Display the ability to work independently and take judicious decisions for managing professional teams in a multi-cultural environment.
- 5 Exhibit cross-cultural sensitivity, ethical behavior in global business scenario.
- 6 Recognize changes in business environment, assess and address knowledge and skill gaps.

Students will develop the following managerial skills:

- Leadership and teamwork
- Critical thinking
- Analytical thinking
- Autonomy and Self-development
- Creative, entrepreneurial, and innovative thinking



Global Opportunity with International Partners

A Wide Choice of International Exchange Programs

The international exchange program provides students with an opportunity to study at partner universities worldwide. For that purpose, IMT Dubai has signed partnership agreements for one or two semester exchanges, Double Degrees or progression into higher degrees. Such study arrangements enable students to enhance and deepen knowledge in their chosen fields of specialization. It is also a perfect option for students who are interested in gaining experience in other cultures, studying business through a different perspective, and building a global network of contacts.

Exchange Program (One or Two Semester)

- Telecom Ecole de Management, France
- Nova School of Business & Economics, Portugal
- Ecole de Management Normandie, France
- ESC Rennes School of Business, France
- IESEG School of Management, France
- Institut Supérieur De Gestion, France
- Nottingham Trent University, UK
- Novancia Business School, France
- ICHEC, Belgium
- COPPEAD Graduate School of Business, Brazil
- PSB Paris School of Business, France
- NEOMA Business School, France
- Toulouse Business School, France
- International School of Management, Germany
- ESCA Ecole De Management, Morocco
- ISCTE Instituto Universitario De Lisboa, Portugal
- Burgundy School of Business, France
- Kufstein University of Applied Science, Austria
- Students of good academic standing are encouraged to apply for the exchange program twice during the academic year: February (for the Fall semester) and September (for the Spring semester) or two semesters abroad.
- Students opting for a one semester exchange must pay tuition fees to IMT Dubai and will be liable for lodging, boarding, visa, and travel expenses for the exchange semester.
In some cases, the host university will also charge tuition fees for the awarding of the degree.

Double Degree Program

Partner universities that enable students to receive one degree from the partner university and one from IMT Dubai.

- WP Carey School of Business (Arizona State University), USA
- Burgundy School of Business, France
- Telecom Ecole de Management, France
- University of Strathclyde, UK
- EM Normandie, France
- The concerned student will be awarded a master's degree by the foreign partner university, and by transferring credits, the student becomes eligible for a master's degree from IMT Dubai as well.
- Student opting for a Double Degree exchange must pay tuition fees to IMT Dubai and will be liable for lodging, boarding, visa, and travel expenses for the exchange year.

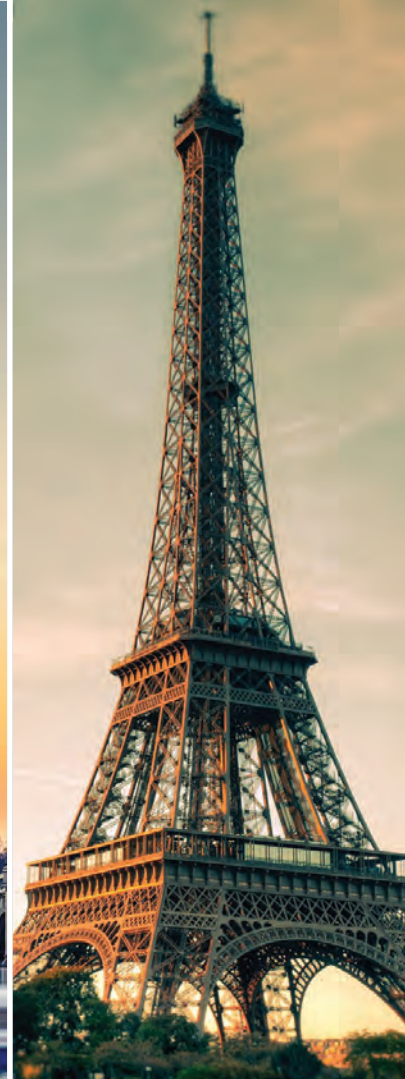




United States
of America



United Kingdom



France



Dubai

Middle East Immersion

The Middle East Immersion is a 2 week intensive program designed to provide students with a social, political, and economic understanding of the region. The program comprises of visits to various strategic business locations, and sessions by industry speakers to expose students to the regional industry, and trading and legal regulations. Students learn from live cases, panel discussions, interaction with industry experts, debates and case competitions, and other learning activities. The focus is to prepare future managers to develop managerial skills such as cultural sensitivity, working in teams, and leadership skills making them ready to take on business challenges in the region.

- A two week intensive program to expose and enhance the knowledge and skills of exchange students towards the business environment of the region.
- Classroom engagement for 15 hours and the remaining time is for field exposures aimed at UAE cultural sensitization and immersion.

Note: Student must successfully complete 2 semesters of the MBA program at IMT Dubai in order to be eligible for any of the above mentioned exchange program or Double Degree program.

Placement & Career Services

The Placement and Career Services office plays an important role at IMT Dubai. By establishing and maintaining close relations with the corporate world locally and internationally, we are able to provide students and graduates with placements and internship opportunities that meet their career goals and background. IMT Dubai has hosted 40+ recruiters for final placements from diverse sectors such as Engineering, Construction and Information Technology.

Our team continuously stays updated on the ever-changing needs of the labor market and is dedicated to providing the best talent available to the marketplace.

The department works closely with all students, academic staff, and employers to increase student employability and their career opportunities.

We assist students by providing resources and guidance to help them achieve their career goals and in developing their career management skills. These links are fostered by three main tools: the first year internship, the second year company project, and the continuous interaction with the corporate environment.

In-Company Internships

As part of the learning process and an integral part of every program, a 2 month In-Company Internship is conducted on a full-time basis at the company site where students are immersed in the business environment often working on live projects. At the completion of their internships, students prepare a comprehensive report and deliver a formal presentation to a combined academic and industry panel.

Company Project

The Company Project is a compulsory, credit-bearing component of the MBA program at IMT Dubai. It provides exceptional opportunities to conduct applied research, build on the knowledge acquired, and incorporate course work into a highly integrative real-world challenge while allowing students to interact with the business community.

Workshops and Industry visits

To help prepare students for the workplace, IMT Dubai arranges a series of workshops and industry interactions throughout the academic duration.

The department organizes workshops on building a professional resume, cover letters and providing interview techniques, as well as strengths based testing and online branding that would allow students to give their best impression to employers.

We encourage industry participation by having monthly guest-lecturers, company visits, and mock interviews. As a result, the students will have a better understanding of the industries and opportunities available.

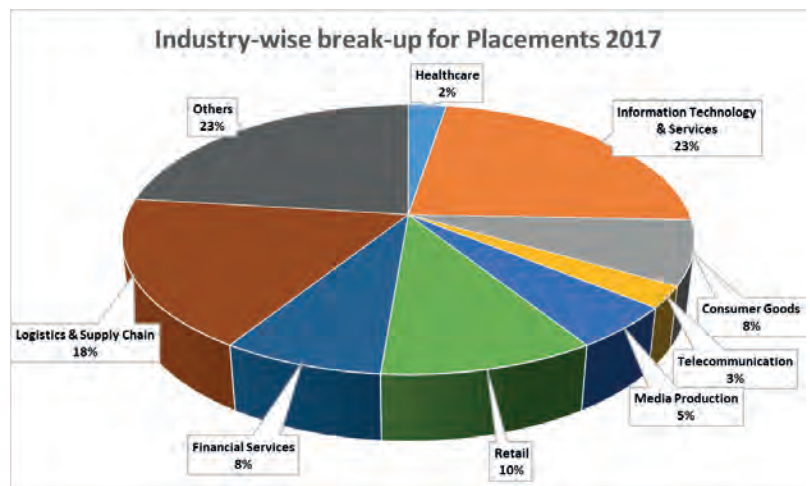
The Placement and Career Services office hosts an annual Career Fair to provide students the opportunity to meet with recruiters and employers.





Final Placements

Full-time placements for our MBA graduates has been one of the keys to success at IMT Dubai. Students are able to complete their studies knowing that the Placement and Career Services office will assist them in finding suitable opportunities through a variety of local and multinational organizations in the UAE who are looking to hire talented students from IMT Dubai. This relationship provides our students with the opportunity to be placed in well-established organizations. As a result, we have successfully placed 90% of the MBA students within 3 months of graduation.



Some of our Recruiters





Your Vibrant Campus Life

IMT Dubai campus is located at Dubai International Academic City (DIAC). The campus is an eight building complex spread over a total area of 250,000 square feet, equipped with world class academic infrastructure and residential facilities.

Residences

The residences at IMT Dubai offer students a safe and comfortable living environment. Our well-equipped male and female residences are offered to students requiring accommodation. The campus has the capacity to accommodate 600 residential students, of which half are for single occupancy and the rest for twin sharing. The residences also have a common dining facility, television rooms, and gaming facilities. Transportation is provided to students for visits to the city, study tours, and student projects.

Information Technology Center

A state of the art information technology center serves the full IMT Dubai community-students, faculty members, and staff, round the clock. The center includes a number of personal computers, numerous printers, and sophisticated software applications. The wireless network provides students with free wireless internet accessibility throughout the campus.

The Learning Resource Center (Library)

The library is a hub for learning at IMT Dubai. It provides knowledge material for teaching, research, and consultancy programs. IMT Dubai aims to provide effective access to all learning resources. Among the resources available are books, e-books, periodicals, e-journals, audiovisual materials, corporate reports, and much more.

The Library's subscription to renowned magazines enables dedicated students to keep up-to-date with developments in the areas of global business and management. Important digital resources include EBSCO (Business Source Premier), the world's largest full-text business database, with more than 3,650 scholarly journals.

Committees at IMT Dubai

At IMT Dubai, we believe that management education is much more than classroom lectures. This is why we strive to create various avenues for students to broaden their perspectives and pursue extra-curricular activities of interest. There are two dozen student clubs and committees that enable the students to improve their team and leadership skills. Examples include,

- Alumni Committee
- Placement Committee
- Media and PR Committee
- Sports and Recreation Committee
- Extra-Curricular Activities Committee
- Adventure Club



Application Information

Entry Requirements

1. Satisfactory Academic Standing

Applicants for the MBA program are required to successfully complete an undergraduate degree from an accredited university which must be recognized by the Ministry of Education – Higher Education Affairs, UAE (MOE – HEA), UAE with a CGPA of 3.0 and above on a 4.0 scale or its equivalent (For example, students with a undergraduate degree from India are required to have a minimum grade of 50%. Applicants with a lower overall CGPA (or equivalent) may be considered for admission based on their student profile, however will also be required to attend an interview with the academic panel. If accepted, the student will then be granted admission into the MBA program on a probationary basis. If the undergraduate degree is from a country other than the UAE, it will be the responsibility of the student to obtain an Equivalency Certificate, as outlined below. For more information or assistance, please contact the Admissions office.

2. Proficiency in English

Applicants are required to provide a certificate of English proficiency from one of the below standardized English language tests that are recognized by Ministry of Education – Higher Education Affairs, UAE (MOE – HEA), UAE.

English Language Test	Entry Score *
IELTS (Academic)	Overall score of 6.0
Internet-based TOEFL	79
Computer-based TOEFL	213
Paper-based TOEFL	550
Pearson PTE (Academic)	Overall score of 50 – 57
Cambridge English Advanced	Overall score of 52

3. Work Experience

Although previous work experience is not a requirement for entry into the MBA program at IMT Dubai, MBA applicants with previous work experience will be given preference during the selection process.

4. GMAT/CAT score

A GMAT/CAT score is not mandatory to be considered for the MBA program at IMT Dubai.

5. Personal Assessment Interview

Eligible candidates will be required to attend an assessment interview with one of the faculty members from IMT Dubai. The acceptance decision will solely be based on the performance during that interview.



How to apply?

We are pleased that you are considering to join the Master of Business Administration (MBA) program at IMT Dubai, and we look forward to guiding you through the application and admissions process. The application process is simple and is outlined below.

The admissions process at IMT Dubai is broad based but highly selective. The Admissions Committee employs a holistic admissions process in which every single application is given a thorough review, where we collect all the required documentation and conduct interviews in order to assess your qualifications.

Step 1

Complete the application form online by visiting: web.imt.edu/imt-dubai/

Step 2

Submit all the required details which include personal information, selected program, and educational history etc. You are also required to e-mail your supporting documents to admissions-dubai@imt.ac.in. Please note that any missing documents may delay your application process.

Step 3

Confirmation of enrollment

Once your documents are verified for eligibility and you have completed the admission procedures, if successful, you will receive an offer letter from the admissions department to confirm your seat in the program. A confirmation deposit is required in order to reserve your seat and avoid any disappointment. We accept students year-round but priority is given to candidates who apply early.

Documents required include

- Academic documents (high school and university transcripts/certificate).
- Admissions essay of 300 words.
- Proof of English language proficiency
- Resume / Curriculum Vitae
- Passport size photographs (4)
- A copy of Emirates ID (If resident in the UAE)
- A scanned copy of picture page of your passport (and Residence Visa, for UAE residents).
- Equivalency Certificate if applicable
- If you are seeking advance academic standing in your chosen program: certified copies of official academic transcripts, and syllabus details from a recognized university in the (MOE – HEA), UAE.



Attestation of Documents

All applicants for admission at IMT Dubai are required to obtain an Equivalency Certificate of their bachelor degree from the Ministry of Education – Higher Education Affairs, UAE. The attestation process is dependent upon whether you completed your degree in the UAE or abroad.

Applicants who completed their Bachelor degree outside the UAE

In these circumstances, the student will be provisionally admitted to IMT Dubai and permitted to commence the first semester of study. However, the student must have their bachelor's degree and transcripts/mark sheets certified by:

- The issuing University and/or recognized authority for tertiary education in the host country in which the student completed his/her education.
- The Ministry of Foreign Affairs in the host country
- The UAE Embassy in that host country
- The Embassy of the host country in the UAE must attest the authenticity of the documents and attestations. Additionally, the Ministry of Education – Higher Education Affairs, UAE must issue an Equivalency Certificate. Applicants must have a valid UAE residency visa when applying for an Equivalency Certificate. Failure to fulfill any conditions of admission



MBA Fee Structure (in AED)

MBA Program fee Structure in AED						
S.No.	Description	Year 1		Year 2		Total fees In AED
		Sem - I	Sem - II	Sem - III	Sem - IV	
		All amount in AED				
1	Tuition Fee	23,675	23,675	23,675	23,675	94,700
2	Administration fees	2,500	2,500	2,500	2,500	10,000
3	Double (Sharing) Accommodation	13,500	13,500	13,500	13,500	54,000
4	Single Accommodation	17,250	17,250	17,250	17,250	69,000
5	Medical Insurance	2,038		2,038		4,075
6	Visa charges	3,150		2,400		5,550
	Total Semester Fee (Double Occupancy Accommodation)	44,863	39,675	44,113	39,675	168,325
	Total Semester Fee (Single Occupancy Accommodation)	48,613	43,425	47,863	43,425	183,325
7	Alumni Membership Fee				370	370
8	Hostel Deposit (refundable)	3,700				3,700
9	Library Deposit (refundable)	1,110				1,110
Note :	VAT @ 5% will be charged extra, is applicable on S.no. 1, 2, 5, 6 & 7.					

Conditions

- Confirmation deposit is inclusive of tuition fees and will be adjusted in the first payment instalment.
- Refundable library deposit of AED 1,000.
- Financial aid and merit based scholarships will be offered on case to case basis.

The information outlined in this brochure is valid at the time of print. IMT Dubai reserves the right to modify all aspects of the program (fees, eligibility, and program structure) at anytime.

An Academic Partner of



Licensure and Accreditation

IMT Dubai is accredited by the Commission for Academic Accreditation (CAA), Ministry of Education – Higher Education Affairs, UAE (MOE – HEA), UAE. This is a recognition of IMT's international quality and academic standards as well as a continuous challenge for IMT Dubai to improve and offer high quality programs.

Licensed by the Knowledge and Human Development Authority (KHDA). The academic qualifications granted by IMT Dubai are certified by the KHDA and shall be recognized in the Emirate of Dubai by all public and private entities for all purposes.

The MBA program at IMT Dubai is accredited by the International Assembly for Collegiate Business Education (IACBE), a premier professional accrediting organization for business programs in student-centered colleges and universities throughout the



International Memberships

IMT Dubai is a member of various international organizations such as:

The Association to Advance Collegiate Schools of Business (AACSB) which provides internationally recognized accreditation for undergraduate and postgraduate business programs.



The European Foundation for Management Development (EFMD), Europe's largest network association in the field of management development.



The Chartered Institute of Management Accountants (CIMA) is the world's largest and leading professional body of management accountants which helps students and businesses to succeed by harnessing the full power of management accounting.



Institute of Management Technology

Dubai



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