



MBA IN

Strategy and Consulting For Working Professionals



BITS Pilani
Pilani | Dubai | Goa | Hyderabad | Mumbai

**WORK INTEGRATED
LEARNING PROGRAMMES**

HCLTech

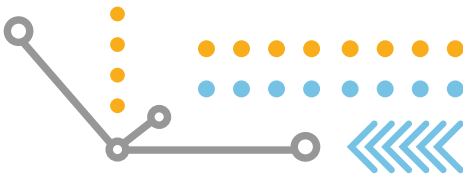


MBA in Strategy & Consulting Management is a 4-semester programme designed for working professionals to equip them with future-proof and relevant skills in the changing industry. The programme offers a range of electives like Enterprise Resource Planning, Leadership and Managing Change, Project Management, Decision Analysis, International Business and Trade, Entrepreneurship and New Ventures, Family Business Management, Mergers, etc.

Experience high-quality learning in a live, interactive, engaging mode with practical & hands-on learning on Remote & Simulation Labs.

WHO SHOULD APPLY?

- ▶ Highly driven and ambitious consulting professionals working across all levels such as Associate Consultants, Senior Consultants and Principals.
- ▶ Professionals/Aspirants in other industry verticals or functions seeking consulting projects.

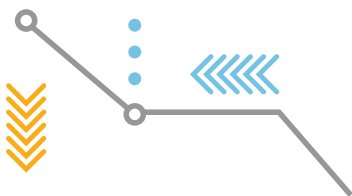


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WHAT ARE THE MAIN HIGHLIGHTS OF THE PROGRAMME?

- ▶ MBA in Strategy & Consulting is a BITS Pilani Work Integrated Learning Programme (WILP). BITS Pilani Work Integrated Learning Programmes are UGC approved.
- ▶ The programme is of four semesters, with online classes conducted mostly on weekends or after business hours. You can pursue the programme without any career break.
- ▶ The programme has a special emphasis on experiential learning through Simulations, Lab exercises, Work integrated learning activities, Data Analytics, Illustrations, Hands-on modelling, Case studies and problem solving
- ▶ Practitioner-oriented insights from the industry experts will help you develop solutions to real-world problems using cutting-edge analytical techniques.
- ▶ The project in the final semester allows students to apply concepts and techniques learned during the programme to real-world situations.
- ▶ The programme entails a Continuous Evaluation System that assesses the learners, over convenient and regular intervals. Such a system provides timely and frequent feedbacks and helps busy working professionals to stay on track with the programme.
- ▶ The education delivery methodology is a blend of classroom and experiential learning.
- ▶ Participants who successfully complete the programme will become members of the prestigious global community of BITS Pilani Alumni.
- ▶ Option to pay fees using an easy EMI with 0% interest and 0 down payment.



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Classes are conducted by a pool of faculty members comprising of academicians from BITS Pilani, and guest faculty who are experienced industry professionals.



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- A line graph with an orange line and blue markers. The line starts at a low point, rises to a peak in the second period, dips slightly in the third period, and then rises steadily through the fourth, fifth, and sixth periods, ending at the highest point.

03

LEARNING METHODOLOGY



ATTEND ONLINE LECTURES OVER WEEKENDS

Lectures are conducted live via online classes. These lectures can be attended via the internet using a computer from any location. These online classrooms offer similar levels of interactivity as regular classrooms at the BITS Pilani campus.

The class schedule is announced within 1 week of completion of the admission process.

The online lectures are conducted usually over weekends for a total of 7-8 hours per week. If you miss a lecture, you can also access the recorded lecture on the internet.



DIGITAL LEARNING

Learners can access engaging learning material at their own pace which includes recorded lectures from BITS Pilani faculty members, course handouts and recorded lab content where applicable.

CASE STUDIES AND ASSIGNMENTS

Carefully chosen real-world cases & assignments are both discussed and used as problem-solving exercises during the programme.



CONTINUOUS ASSESSMENT

Continuous Assessment includes graded Assignments/ Quizzes, Mid-semester exam, and Comprehensive Exam.



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WHAT IS THE ELIGIBILITY CRITERIA?

Employed professionals holding an Integrated First Degree of BITS or its equivalent such as B.E./ M.Sc. in relevant disciplines, with at least 60% aggregate marks and minimum of one year work experience in relevant domains.

OR

Employed professionals holding a three-year undergraduate degree in such areas as Mathematics, Statistics, Science, Economics, Commerce, Humanities, and Business Management, with at least 60% aggregate marks and with minimum of two years work experience in relevant business domains.

OR

Employed professionals holding recognized professional qualifications such as CA/CS/CWA/CMA/CPA, with at least 60% aggregate marks and with minimum of one year work experience in relevant business domains.

FEE STRUCTURE

The following fees schedule is applicable for candidates seeking new admission during the academic year 2026-27.

Application Fees (one time)	:INR 1500
Admission Fees (one time)	:INR 18,500
Semester Fees (per semester)	:INR 73,100

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PROGRAMME CURRICULUM

First Semester

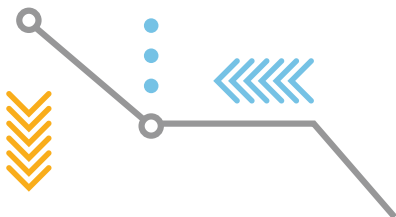
- Business Statistics
- Managerial Accounting
- Managing People and Organizations
- Marketing Management

Third Semester

- Managerial Economics
- Advanced Strategic Management
- Business Process Management
- Domain Elective 1

Pool of Domain Electives

- Consulting and People Skills
- Consulting for Organisational Change and HR Strategy
- Digital Business Consulting
- Entrepreneurship in Consulting
- Family Business Management
- Mergers and Acquisitions Consulting
- Strategic Innovation and Business Design
- Supply Chain Consulting



Second Semester

- Corporate Finance
- Operations Management
- Strategic Management and Business Policy Management
- Consulting: Tools, Techniques and Practice

Fourth Semester

- Domain Elective-2
- Domain Elective-3 / General Management Elective
- Project

Pool of General Management Electives

- Advanced Marketing Management
- AI for Competitive Advantage
- Business Environment, Laws, and Ethics
- Business Research Methods
- Data Visualization and Communication
- Decision Analysis
- Entrepreneurship and New Ventures
- Entrepreneurial Finance
- Enterprise Risk Management
- Indian Ethos in Management
- International Business and Trade
- Leadership and Managing Change
- Management Control Systems
- Project Management
- Strategic Human Resource Management
- Technology Management in Business

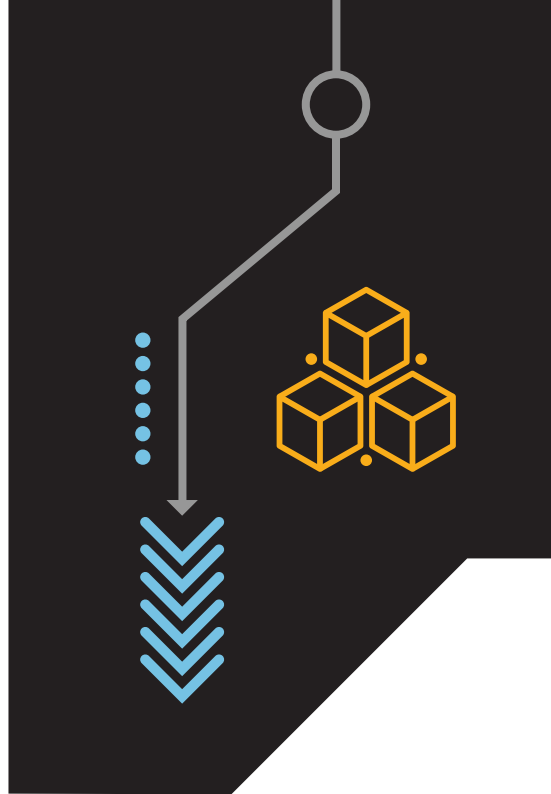
For more information on programme curriculum download the programme brochure.

Choice of Electives is made available to enrolled students at the beginning of each semester. A limited selection of Electives will be offered at the discretion of the Institute.

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HOW TO APPLY

- ▶ [Click here](#) to visit the Online Application Center. Create your login at the Online Application Center by entering your official HCL Email ID only and create a password of your choice. Once your login has been created, you can anytime access the Online Application Center using your official email ID and password.
- ▶ Begin by clicking on Step 1 - 'Fill/ Edit and Submit Application Form'. This will enable you to select the programme of your choice. After you have chosen your programme, you will be asked to fill your details in an online form. You must fill all details and press 'Submit' button given at the bottom of the form.
- ▶ Now, click on 'Pay Application Fee' to pay INR 1,500/- using Netbanking/ Debit Card/ Credit Card
- ▶ Finally, click on 'Upload & Submit All Required Documents'. This will allow you to upload one-by-one all the mandatory supporting documents such academic certificates and transcripts, photograph, etc. and complete the application process. Acceptable file formats for uploading these documents are .DOC, .DOCX, .PDF, .ZIP and .JPEG
- ▶ Upon receipt of your Application Form and all other enclosures, the Admissions Cell will scrutinise them for completeness, accuracy and eligibility.
- ▶ Admission Cell will intimate selected candidates by email within two weeks of submission of application with all supporting documents. The selection status can also be checked by logging in to the Online Application Centre.



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DISCLAIMER

Ever since it was declared as a Deemed to be University in 1964, BITS Pilani has been offering higher education programmes in science and technology, and has earned an enviable reputation for its innovations in this sphere. The Work Integrated Learning Programmes (WILP) of BITS Pilani constitutes a unique set of educational offerings for working professionals. These programmes, which BITS began to offer in 1979, have, over the years, evolved along the lines envisaged in the National Policy on Education, 1986.

The WILP are rigorous higher education programmes in technology areas, designed keeping the evolving needs of industry in view, and meant for working professionals in their respective domains. The very intent is to deliver the education at the workplace, in order that the greatest degree

of work integration of the education is achieved, and thus the WILP are very distinct in philosophy and pedagogy from open, distance learning programmes. Though it is incorrect and improper, at times the WILP are compared to ODL programmes. Accordingly, it has been our constant endeavor to engage with the regulator, and provide all necessary information about these programmes.

The WILP have been well received, and accepted by industry, because of the high quality of the programmes in terms of the curriculum and the instruction, and also because of the high degree of work integration, which results not only in up gradation of knowledge, but also in up skilling, and productivity increase.