Good Morning!

शुभ प्रभात !

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Contents

- What is Business and objective of business
- Importance of MBA
- Professional Excellence and Competencies to be developed

- What does MBA stand for ?

Master of

Business Administration

What is Business



When you decide to do MBA

You need to evaluate if you have the **passion and aspirations.**

You need to prepare yourself for challenges and be ready to study hard and work hard.

Advantages of MBA degree

- Enhance your employability
- Increase your salary potential
- Start your own business
- Grow as a Leader
- Develop Global Perspective

We will see each of these in coming slides

Enhance your Employability

For every job one needs following :

- Knowledge
- Skills
- Attitude

An MBA degree provides you **Knowledge** in the following areas:

- Principles of Management
- Operations Management - Operations Research – Business Analytics
- Financial Management- Managerial Economics – Financial Analysis
- Marketing Management -
- Human Resource Management – Organization Behaviour, Compensation Management, Learning and Development, Performance Management, Labour Laws
- Entrepreneurship and new ventures

MBA provides you inputs on following **Skills**

- Managerial Communication – Conflict Management
- Business Ethics
- Analytical Skills /Problem Solving Skills through case studies

For Attitude

- Emotional Intelligence/Positive Attitude etc.
- Leadership and Team working through various team projects – cultural events

Increase your salary potential

Due to better knowledge and skills and MBA has higher salary potential.

Salary of Non-MBA may range between 3 lakh to 5 lakh

MBA degree may increase salary potential to 6 lakh to 12 lakh.

However this will depend on how you have performed in the MBA courses, developed your skills and able to demonstrate during interview

Start your own business

If you have basic entrepreneurship in yourself – MBA will help you develop as all round person who can launch his/her own business.

All the necessary knowledge and skills are provide so that in case you start your business the chances of success are much higher.

Grow as a Leader

MBA degree curriculum helps you develop hard skills as also soft skills like communication skills, listening skills etc. these will help you grow as a leader.

You can lead your own business or grow to leadership positions faster in your job.

Develop Global Perspective

MBA degree will help you develop global perspective.

- Understand business in broader and global context.
- Consider needs and expectations of all stakeholders – Customers, Suppliers, Employees, Government Agencies etc.
- Develop strategies which consider all aspects – like Political, Economic, Social, Technological, Ecological, Legal etc. (what is called PESTEL in short).

As Student of MBA you need to develop your Professional and Personal Excellence

The next few slides describe what knowledge – Skill and Attitude you must develop in yourself.

Professional Excellence

Professional Excellence

Knowledge

- Business Environment
- Customers
- Finance
- Operations
- Marketing
- Human Resource Management

Skills

- Communication
- Interpersonal Relationship
- **Computer Skills**
- Management Skills

Attitude

- Positive Attitude
- Confidence
- Humility
- Optimism
- Risk taking – innovative
- **Competitive** (never complacent)
- Ethics

In addition to Professional Excellence

You need Personal Excellence

Next slide shows some important aspects of Personal Excellence

Also given list of Competencies which you need to develop.

Personal Excellence

- Commitment
- Ownership
- Flexibility
- Balance
- Focus - Hard work
- Respect for self and others
- Innovation
- Good Health – mental and physical

Competencies
गुण और क्षमताए

Drive and will to succeed:

Initiative and Drive

Work Orientation

Assertiveness and Dominance

Thinking Ability:

Analytical Abilities

Innovativeness and Imagination

Helicopter View/Perception Building

Emotional Abilities:

Working with others/Relationship with others/networking

Emotional Maturity

Stress Management

Initiative and Drive:

- Is a self starter
- Is open and willing to deal with new issues
- Takes responsibility and demonstrates self confidence at all times
- Pursues task with energy till its completion without loosing the site of goal
- Goes beyond role boundaries: takes calculated risks and moves ahead
- Is reliable and dependable

नई शुरुआत करना, पहल करना , नेतृत्व करना / जुनून /प्रबल इच्छा

- नई चुनौततय ं से तनपटने के तलए तैयार
- लक्ष्यक तबना भूले उत्साह के साथ काम करना
- सीतमत दायरे से बाहर तनकलकर काम करना

Work Orientation / Study Orientation

- Determined, practical, persistent, disciplined
- Very good at **time management**
- Likes to take planned approach to work

- दृढ़, व्यावहाररक, अनुशातसत
- टाइम मैनेजमेंट में कुशल
- य जनाबद्ध तरीके से काम करना

Analytical Ability

- Methodical in approach
- Identifies key issues/problems and finds relationships with them
- Integrates large and complex data
- Converts complex divergent issues into workable propositions

- तवश्लेषण करने की क्षमता /समस्या समाधान करने की क्षमता
- समस्या के तत्वभिन्न भाग ं क पहचानना और उनके आपसी सम्बन्ध क समझना
- जतटल मुद् ं पर व्यावहाररक समाधान ख जना

Innovativeness and Imagination

- Finds variety of options – both conventional and unconventional
- Very perspective; applies this perception to problem solving
- Manages ambiguity/uncertainty with own ideas
- Anticipates issues and problems
- Forms future events/ scenarios
- Dreams yet keeps in touch with reality

नवीनता अतभनवता / कल्पनाशीलता

- लीक से हटकर स चना
- अस्पष्टता और अतनतितता की स्थथत्तमें भी नई य जनाएं बनाना
- सभात्तंवत समस्याओं का अनुमान लगाने की क्षम्ता
- कई तवकल्प ख जने की क्षम्ता

Helicopter View

- Visualizing problems from a higher vantage point with a simultaneous attention to relevant details
- Ability to place facts and problems within a broader context by immediately detecting relevant relationships with systems of wider scope

व्यापक दृष्टिकोण/ समग्र दृष्टि

- समस्या से बाहर / ऊपर निकलकर उसके सभी पहलुओं को देखना
- तथ्यों और समस्याओं को व्यापक संदर्भ में रखने की क्षमता

Working with Others/ Relationship with others/networking

- Is open and sensitive to others ideas, needs and attitudes
- Integrates diversities in a group/Facilitates team work
- Has concern for organization's well being- high organizational membership
- Creates and sustains warmth

दू सर ों के साथ काम करना /सहय ग/ साथ समिलकर काम करना

- दू सर ों के िवचार, ज रूरत और दृिष्टक ण ं के प्रित संवेदनशील
- टीम कामम क सुगम बनाना
- संगठन की भलाई के िलए तत्परता
- आपसी सौहादभ थथापित करना और बनाए रखना

- टीम के लक्ष्य ं के बारे में स्पष्टता
- स्वयं की भूमिका के बारे में स्पष्टता
- टीम के अन्य सदस्य ं के गुण ं क और सामथ्भ क समझना
- जहाँ और जिसे क्रे डिट या श्रेय दे ना चाहिए वहां दें श्रेय दे ना और

Emotional Maturity

- Secure with oneself
- Tolerant of others with divergent views
- Does not display high level of anxiety
- Can offer emotional support to others
- Displays empathy and sensitivity towards others

भावनात्मक पररपक्वता

- तनिर
- दू सर ं के तवचार ं के प्रत्त सहनशील
- अतधक त्चंतत्त या व्याकु ल न ह ना
- दू सर ं क भावनात्मक सहारा देना
- संवेदनशीलता

- स्वयं की भावनाओं पर ध्यान दें / समझें
- कम ब लें - ज्यादा सुने
- दू सर ं की भावनाओं के प्रत्त सम-अनुभूतत
- इम शनल इंटेतलजेंस / भावनात्मक बुस्द्धमत्ता का अध्ययन

Stress Management

- Resilient
- Remains alert, calm in situations of conflict, time pressures and failures
- Does not create panic under stressful situations Shares concerns and creates a positive response
- Takes an objective approach and maintains balance in crisis situations

- कठिन परिस्थितियों को सहन करने की क्षमता
- विपरीत परिस्थितियों में विचलित नहीं होना / नहीं घबराना
- संकट की स्थिति में भी संतुलन और सकारात्मकता बनाये रखना

- सादा और पौष्टिक आहार
- व्यायाम /कसरत करना
- योग, प्राणायाम, ध्यान (मेडिटेशन)
- खेल (आउटडोर गेम्स)
- संगीत, भजन /प्रार्थना
- सामाजिक कार्यक्रम/समाज सेवा
- कला साहित्य में रूचि

Assertiveness and Dominance

- Likes to be in control of the situation
- Inclined to express and defend own opinion
- Comfortable with and enjoys exercise of power
- Appears dominant & communicates forcefully

दृढ़ता / तनियात्मकता

- नेतृत्व कौशल
- प्रभावशाली ह ना और दृढ़ता पूवम क अपनी बात क रखना

- आत्म त्वास
- तनिरता
- वस्तुतन्ष्ठ स च

Summary

We Learnt about:

- Meaning of MBA
- Importance and advantages of MBA
- Professional Excellence
- Personal Excellence
- Competencies we need to develop as an MBA

Wishing you have enjoyable time studying MBA

Best Wishes for Success in Career !

आप सबक उज्जवल भमवष्य के मलए शुभ कामनाऐं !