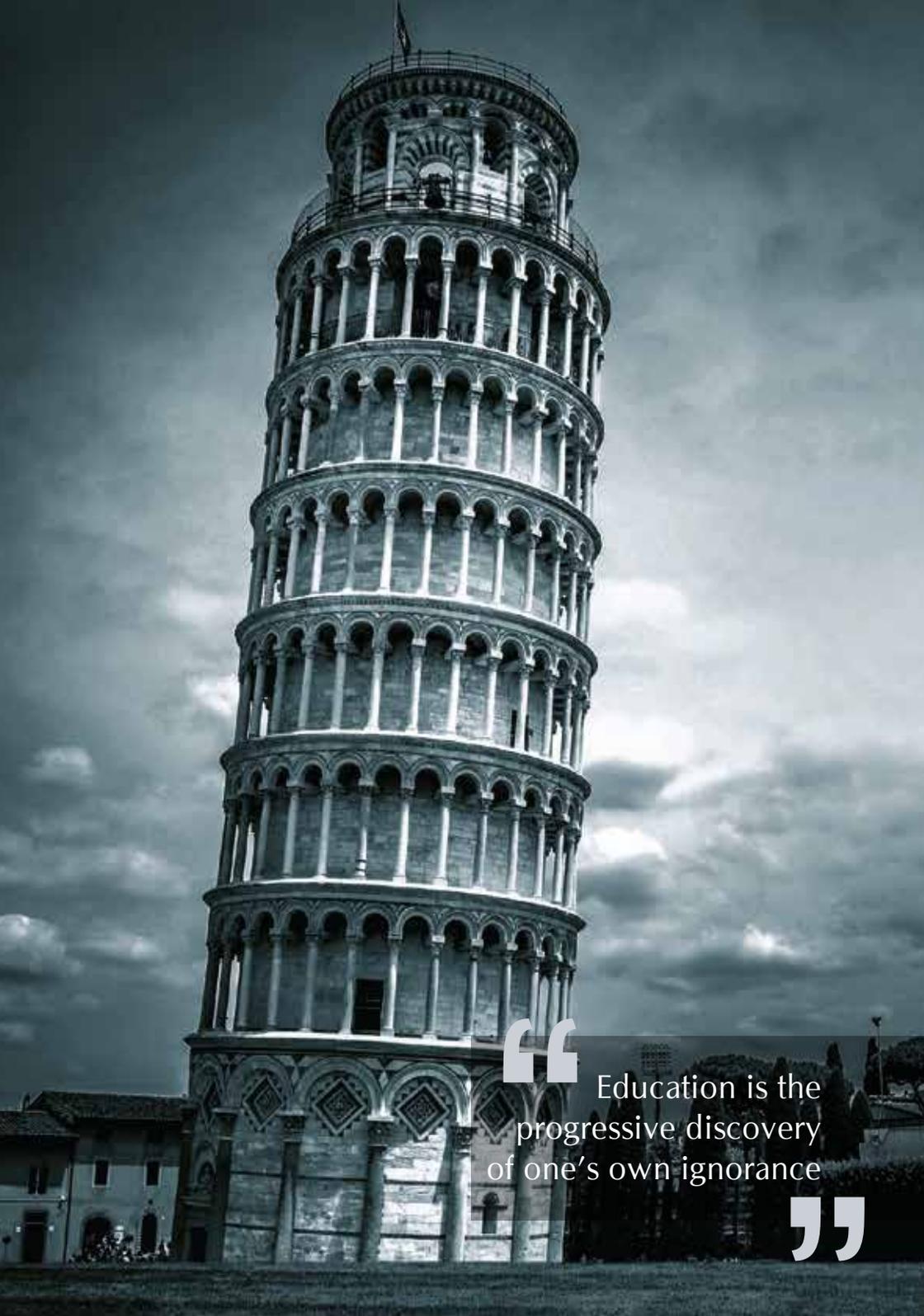


WORK LIFE STUDY



EATON
BUSINESS
SCHOOL
EXECUTIVE EDUCATION



“ Education is the progressive discovery of one's own ignorance

”



Message from the Dean



Dr. William Painter

Eaton Business School, a Westford Education Group entity, is committed to offer quality and flexible international programs from Europe and the UK, to the working executives across the world. Our partnerships with well-known Universities and Awarding Bodies ensures fully accredited, internationally recognized and industry relevant programs. Our teaching staff, student support staff, and partners are focused on one thing: your success, Success in the classroom and success in your career. And whether you take one of our programs from the UK, Europe or the US you will always have us by your side, helping you along each step of your learning journey.

The group has a distinguished international faculty educated in renowned universities. Our professors and trainers are excellent in both research and teaching, and they are committed to providing students a top-rated business education. Many of them also have significant corporate experience and some of them even serve on various management boards.

The power of technology is optimally utilized to enrich the overall learning experience of the busy working professionals. Our reports indicate that our graduates have the functional and industry knowledge they expect from executive education. Our students possess the ability to get things done as effective leaders and as strong team players, building networks and opportunities thereof, giving you an ideal platform for a successful personal and professional career.

Wishing you an enriching and enjoyable learning experience and success.



About EBS

Established in 2013, Eaton Business School (EBS) (Registration Number 08671317) is incorporated as per the laws of England and Wales. EBS is an approved partner centre of ATHE, which awards Level 4 to Level 7 Ofqual approved RQF qualifications. Eaton Business School is also an approved centre of Cambridge International Qualifications (CIQ), UK; to deliver Professional, Post Graduate and Post Graduate Advanced Diploma programs.

EBS in partnership with Guglielmo Marconi University (GMU) provides the International MBA and Executive MBA with specialized concentrations in General Management, Healthcare Management, Supply Chain & Logistics, Human Resources, Business Analytics and Project Management. The Executive MBA is accredited by the Ministry of Education, Universities and Research (MUIR), Italy. The University comes under the ENIC NARIC Approved Universities and is recognized worldwide. Eaton Business School is committed to serve the learning requirements of working professionals in their aspirations to attain a globally recognized Masters, Undergraduate and Diploma programs across flexible study models – Onsite, Online and self-study. We believe that the learning necessarily need not be confined to a physical classroom. The power of technology is optimally utilized to bring forth a flexible pedagogy to the busy working professionals on the move, across the globe. In today's highly competitive and dynamic business environment, you are expected to be a step-ahead of the rest. Eaton Business School diligently works to equip our learners with the skills and expertise required by the employers, by offering them the opportunity to develop their knowledge across a broad range of disciplines and build an in-depth knowledge in the desired sector(s).



EBS Advantages



Study block in UK



Dual Certification



Flexible Learning



The perfect “Work-Study-Life”
programs for working executives



Multicultural Peer Group



Industry Expert Faculties



Real Life Case Study &
Assignments



Flexible fee payment



About the University

Guglielmo Marconi is a world-class Italian university promoting the use of innovative learning methodologies and an approach based on the development of interdisciplinary knowledge, skills and competencies with a particular emphasis on the global perspective. It's diverse community has presently a total number of 16000 students enrolled in graduate and postgraduate programs, 300 faculty members and an academic advising team made of more than 200 experts. The University Headquarter is situated in the heart of Rome, near the Vatican City, but the numerous regional and international branches allow both domestic and overseas students to take their final exam and present their thesis/dissertation without leaving their own country or state. Guglielmo Marconi University is also an ENIC-NARIC approved university.





16000
Students



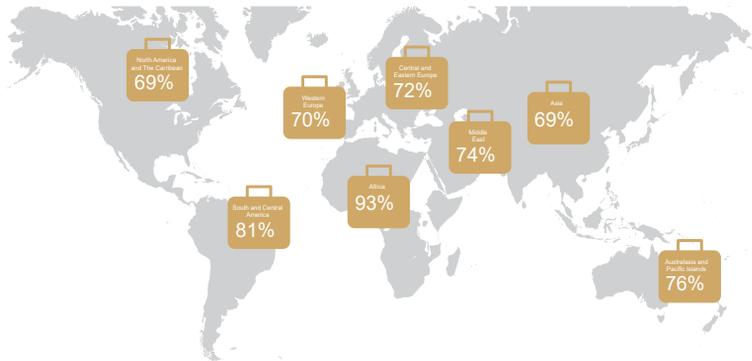
300
Faculties



20
Foreign, National &
Local branches



I would like to work outside my home country in my career.



Key trends in Human Capital, 2012

Graduate respondents by current locations

IMBA (Master of International Business Administration)

The international boundaries across the world are diminishing fast with the advent of globalization. Education is the key to a brighter future, and with the shrinking globe it is imperative that we understand the businesses and people more closely not only within our geographical premises, but also at an international level. The impact of technology playing a major role in understanding the exponential changes being made in the global business context is something that we have to keep pace with. Thus understanding business management from an international perspective is extremely important, and a good higher management education can fill this void of what the business is doing now, and what can be done in future to improve upon our management of business functions. International MBA is a very carefully designed program to fill the critical gap of exact business wants with the wants of skills companies desire in their workforce. The program encompasses all major areas of business functions, which for a manager and strategic leader are extremely important to understand, since to eventually assume higher positions in businesses, a very good grasp of knowledge, skills and competence in the arena of all business functions is more or less an obligatory requirement. The International MBA program does just that, it basically prepares you in your progression ladder to assume higher positions in organisations, and make a meaningful contribution to the job you are performing.

MODULES

CORE	SPECIALIZATION
International Marketing Management	Strategic Management and Leadership
International Human Resource Management	Management Accounting and Finance
Operations Management	
Strategic Change Management	Research Project/Dissertation

Executive MBA in General Management

The complexity in business challenges in today's hyper connected world requires organizations turning to exceptional managers who can take on greater cross-functional responsibilities and contribute to the corporate growth on a strategic, tactical and operational levels. It is equally challenging to move out of one's comfort zone/expertise. This Executive MBA program is designed to help you accelerate in the leadership transformation role and assist you to play a greater role in your company's success. Our support Onsite class experience, as well as the state-of- art Online Live Interactive classes are ideally suited for the working executives who are busy working professionals with time challenges. The modular delivery pattern and the recorded options of these modules helps the learner to focus on one subject at a time, and at the same time provide them the flexibility to imbibe key business concepts, with least downtime from their personal and professional lives. Learning with the EBS faculties is a life-long investment and an interaction with a diverse peer group, expands your social, mind-set and network skills. EBS promises to help you emerge as a pragmatic manager and leader, with a professional and personal development plan for taking your career and your company to the next stage of performance and growth.

MODULES

CORE	SPECIALIZATION
International Marketing Management	Strategic Management and Leadership
International Human Resource Management	Business Sustainability Management
Operations Management	
Strategic Change Management	Research Project/Dissertation

42%

of employers are worried they won't be able to find the talent they need.

*Indeed, Employer Outlook Survey 2018

Executive MBA in Healthcare Management & Leadership

Healthcare industry is growing by leaps and bounds, and along with the rapid expansion come a number of onerous challenges, which are required to be overcome with good robust healthcare management practices. The core competencies and the best practices in healthcare have to be amalgamated deftly along with healthcare operations. Understanding the legal and statutory regulatory issues affecting healthcare management organisations is imperative for the smooth and streamlined functioning of a healthcare management organisation. Health care administration is as important as healthcare operations, and thus good leadership, supervision and control in healthcare systems add like a force multiplier in efficient management of all healthcare services. The hospital administrator's aim is always to create a conducive work environment that treats patients empathetically and ensure that best treatment and facilities are provided. One of the biggest critical challenges for any healthcare organisation is to provide quality healthcare in the most efficient and cost-effective manner. This specialisation Executive MBA (EMBA) pedagogy in Healthcare Management has been crafted and designed for working professionals in the healthcare industry to manage these complex changes competently, and help their teams to lead healthcare operations with dexterity and aplomb.

MODULES

CORE	SPECIALIZATION
International Marketing Management	Healthcare Management and Leadership
International Human Resource Management	Healthcare Operations Management
Operations Management	
Strategic Change Management	Research Project/Dissertation

19%

projected growth in the healthcare occupations from
2014 to 2024, much faster than the average
of all occupations.

*Bureau of labour statistics

Executive MBA in Supply Chain & Logistics Management

With the developing complexities in the management of businesses worldwide in the realm of Supply Chain and Logistics Management, the demand for talented and knowledgeable professionals in this field is on a regular increase. It is simply not only about understanding and operating the Supply Chain and Logistics Management business units, but it is also about developing, managing, and leading vital business systems, processes towards profitability and growth. Successful managers are the ones who take a universal approach towards building a robust Supply Chain architecture for worldwide networks. With this objective, the pedagogy has been developed for working professionals to acquire reputed Executive MBA (EMBA) in this very important and ever-growing business domain of Supply Chain and Logistics Management, with the main aim of giving an international perspective blended with local outlook in this dominion. We strive to provide world- class leaders who can successfully lead their business teams effectively and efficiently in Supply Chain and Logistics Management.

MODULES

CORE	SPECIALIZATION
International Marketing Management	Strategic Supply Chain and Logistics Management
International Human Resource Management	International Supply Chain Planning, Design and Implementation
Operations Management	
Strategic Change Management	Research Project/Dissertation

26%

Today, just 26% of the companies have a function on the board representing the end-to-end supply chain, but McKinsey predicts by 2020 nearly every supply chain intensive business will have a supply chain executive, and that the supply chain function will be seen as a home to grow talent and develop senior management.

Executive MBA in Project Management

Project Management is the art of managing all the aspects of a project from inception to closure using a scientific and structured methodology. The role of a project manager is similar to that of a conductor in a symphony. Individually, each of the artist knows what has to be done for his or her role, but it is the project manager who through his / her vision drives the team towards the final goal of timely delivery/execution of the project. He/she needs to develop the skill to balance competing demands and determine appropriate interventions. A successful project manager should combine the science of project management with the art of managing people and processes, to achieve the desired optimal results. This specialization is appropriate for those persons who wish to develop professionally, increase their project management skills, apply a structured standards-based approach to management of projects, and seek career progression by moving into a formal Project Manager role. This module in the Executive MBA (EMBA) curriculum has been ideally designed for executives to enhance their competencies and skills in adeptly managing all projects successfully, which is a challenging task by itself.

MODULES

CORE	SPECIALIZATION
International Marketing Management	Project Management – Theory and Practice
International Human Resource Management	Strategic Project Management and Implementation
Operations Management	
Strategic Change Management	Research Project/Dissertation

88%

Projects are past deadline, over budget or both. For every 100 starts there are 94 restarts, average time over run is 189% and the average time is 222%.

Executive MBA in Business Analytics

A critical review of global organizations that succeeded their peers in the competitive environment has a great deal to do with what they did with their customer and organizational data. With the advent of big data, businesses require managers who can at a rapid pace analyse the available data in very quick time. A MBA program with specialization in Business Analytics will go a long way in securing a good career progression for the learner, since with the arrival of Artificial Intelligence and Big Data, the next decade and beyond are going to see a surge in the demand of Business Data Analysts, with a number of conventional modern jobs becoming redundant in the near future. What is going to set organizations apart are their ability to have systems in place to capture all business relevant data, and at the same time have individuals who can transform data to information/knowledge that the business functions can use for quicker decision making. The ability to excel with data is no rocket science, but an amalgamation of one's number crunching ability, with functional expertise in one/all areas of the business, the knowledge of some basic tools and statistical concepts that enable quicker processing of data is going to be the key to a business success. Know more about an exciting career by leveraging your inherent skills for being competitive in the new-age world of analytics-driven decision making. Our Executive MBA (EMBA) in Business Analytics course will show you the best path for your career growth. Online, part-time and onsite study modes are available for this contemporary course.

MODULES

CORE	SPECIALIZATION
International Marketing Management	Introduction to Analytics for Business
International Human Resource Management	Application of Analytics in Business
Operations Management	
Strategic Change Management	Research Project/Dissertation

50%

by 2020, half of IT organizations will apply advanced analytics in application development to improve application quality and speed of delivery.

*Whatsthebigidea.com

Executive MBA in Human Resource Management

Efficient strategic management of resources is a vital requirement of a successful business unit. The most vibrant resource in any business organization is the Human Resource (HR). Every organisation tries to get the best Return on its Investment (ROI) to make profits and make a blue ocean in the highly competitive global world today. Companies which invest in their human resource to leverage top optimum performance from their people always acquire a higher return on their assets.

Managing groups competently and extracting the best out of them leads to a motivated team, which eventually leads to growth and profitability of an organization. Successful management and good leadership promote employee development and employee engagement. Managers and working professionals require special expertise to skilfully manage the human resource to help contribute towards organizational goals and objectives. The specialization of HR Management in the Executive MBA (EMBA) curriculum has been ideally designed for executives to enhance their competencies and skills in adeptly managing the most valuable organisational asset, the human resource.

MODULES

CORE	SPECIALIZATION
International Marketing Management	Organizational Behavior and Development
International Human Resource Management	Strategic Human Resource Management & Leadership
Operations Management	
Strategic Change Management	Research Project/Dissertation

Assessment

Assessment will use vocationally relevant methods that require students to adopt a realistic work role and produce work in the formats that are expected in business. Case studies, problems and examples used in assessments need to be current and have the requisite range of issues for students to consider at this level of study. Students would be able to apply their understanding of theory to their investigations and to their proposed solutions to problems.

Grade Equivalence Chart

Italian Grade	US Grade Equivalent	GPA Equivalent (4.0)
30	A+	4
29	A	3.9
28	A-	3.6
27	B+	3.3
25	B	3
23	B-	2.9
21	C+	2.6
19	C	2.3
18 (Minimum passing grade)	C-	2

European Credit Transfer and Accumulation System (ECTS)

This MBA program grants 60 ECTS credits and the equivalent conversion to other frameworks are as follows: 60 ECTS = 45 US credits or 120 UK credits

Eligibility Criteria

Applicants for the above course should meet the following Criteria

1. Bachelor's Degree from a recognized University
2. English language proficiency equivalent to IELTS 6.0 and above.
3. Age 20 years and above
4. Candidates with minimum 2 years of work experience preferred.

Course Delivery and Duration

The pedagogy has been carefully developed keeping in mind the busy schedule of working professionals and demands minimal disengagement from their social and professional life. All the faculties delivering the sessions have relevant hands-on industry expertise coupled with academic experience. This translates into a holistic practical learning insight with relevance to the current dynamic business environment. EBS delivers the course through conventional Onsite classrooms, state-of-the-art Online Live Interactive classes, blended learning sessions and even the self-study models. Our e-library provides the learner, access to a plethora of books, journals, white-papers, articles and presentations to enhance the overall knowledge take-away and improve their domain expertise. The course is structured to be completed in 12 months and should not exceed the maximum duration of 24 months. Upon successful completion, the student will be able to attend the convocation ceremony at the Guglielmo Marconi University campus in Rome, Italy.



A global classroom.

Learners from more than 40 countries, from different time zones, cultures and backgrounds come together on our Online Live-Interactive classes to collaborate, engage, ideate, inspire and share experiences. They build networks and create friendships for a lifetime.



Gender Ratio
40:60



Average Experience
8 Years



Average Age
33



Nationalities
51

Learning Journey



*The timeline given above is for indicative purpose only and is subject to change.

Ebsolute Testimonials

Alvin Korkie, Namibia

Chief Commercial Officer - Namibia

"Heading the day-to-day affairs of a USD 200 million company with 500 employees, along with pursuing an MBA is quite challenging. But the learning journey thus far has been effective and enjoyable."



Chief Executive
by profession

Lab Technician
by profession

Shalini Balakrishnan

ENT Specialist - Oman

"Well planned and executed online live interactive sessions. Though the learning model is new for me, I have absorbed it like a fish to the water.

The flexible class schedules fits perfectly and I don't have to bother missing neither my classes nor my consultations and sugeries."



Rim Kassem Youssef

Emergency Patient Manager - UAE

"Just the right program. I could manage my patients and studies effectively."



Doctor
by profession

Pilot
by profession



Luca Marcosano

Pilot - Italy

"A personal and professional challenge valued for its flexible schedule allowing me time for family, sport and career."



EATON
BUSINESS
SCHOOL
EXECUTIVE EDUCATION



Eaton Business School

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🌐 ebsedu.org

Eaton Business School offers the information contained in this brochure as a general guidance only to prospective postgraduate students wishing to apply for any of our programs scheduled to commence in 2018/19. It does not constitute or form a part of any contract and is not binding on the prospective students and Eaton Business School. The information in this brochure is correct at the time of going to the press (November 2018) and is subject to change.