



PARIS
AMERICAN
INTERNATIONAL
UNIVERSITY

Conquer the summit of leadership excellence
with a **FULLY ACCREDITED & RECOGNIZED**

Doctor of Business Administration

Program by the Paris American International University



**ACADÉMIE
DE PARIS**

*Liberté
Égalité
Fraternité*



Partnered By



**IIBM Institute Of
Business Management**

About Paris American International University (PAIU)

Paris American International University is a French-authorized learning university that allows students to earn diplomas from France. Delivering world-class education, PAI University offers an extensive global experience that helps students build a new perspective on life. This introduces the core principles for innovation, personal development, and providing tools that aid career advancement. PAI University provides students with resources and courses that help them understand global trends and equips them for the global market.

The courses are career-oriented with updated information about the latest technology and business practices. Our courses, content, and training materials follow the latest education trends. We allow students to enjoy a dual form of learning – French and American education format. We believe everyone has the right to good education. With our education format it's easy to get a European degree at PAI University.

Recognition

French Ministry of Education Registry

The Rector of the Paris Academy, Rector of the Ile-de-France, the educational authority for Paris has approved PAI University as a higher education establishment. The Rector of the Paris Academy is under the jurisdiction of the Ministry of National Education and Youth.

Qualiopi

PAI University is certified Qualiopi based on the French standards.

Qualiopi is a French certification that certifies the quality of the educational services provided (professional training, skills assessments, validation of prior experience, learning, etc.) under a single frame of reference.

Qualifi

PAI University is certified by Qualifi which is a recognised UK awarding organisation regulated in England by the Office of Qualifications and Examinations Regulation (Ofqual).



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Qualiopi
processus certifié

 **RÉPUBLIQUE FRANÇAISE**

 **QUALIFI**
APPROVED CENTRE

Academics **Mentors**



Dr. Sandeep Kulshrestha

Dr. Kulshrestha has 19 years of corporate experience and 10 years in academia, coaching, and consulting. Holding a Ph.D. in HRM, a DBA, and an International MBA, he is a certified leadership coach with over 3,500 coaching hours. As Principal Consultant at Rectangle Consulting, he specializes in HR strategy and leadership development. A published author and active conference contributor, Dr. Kulshrestha is known for his expertise in HR and leadership transformation.



Dr. Neetika Shrivastava Sohani

She is an academic professional with over 13 years of experience in teaching and research, specializing in Human Resource Management and Organizational Behavior. She holds a Ph.D. in Management from Mewar University, with a research focus on emotional labor in customer service roles.

She has served as Associate and Assistant Professor at reputed institutions including Daly College of Business Management and Sri Aurobindo Institute of Management & Science. With an MBA and BBA from DAVV (both with top honors), she has also completed several faculty development programs and holds an Executive Certification in HR Analytics from IIM Rohtak. Her work includes corporate training and published research in national and international forums.



Dr. Latika Vaishak Shanbhag

PhD in Business Accounting from Indian Education Academy Palampur (H.P)

Dr. Latika Vaishak Shanbhag is a distinguished academic leader, serving as Joint Academic Dean for DBA and MBA Programs and Research Guide. With a PhD in Financial Management and a Master's in Education, she brings over 22 years of academic expertise. Dr. Shanbhag is a highly respected faculty member, having held senior roles and driving success across multiple organizations. Her exceptional contributions earned her the esteemed Seva Ratna Award. She is the author of the well-regarded book "How to Write a Dissertation?" and has published numerous influential research papers in management.

Academics **Mentors**



Dr. Ram Kasiviswanathan

He is an accomplished academic and industry professional with over 20 years of experience in software product management and six years in teaching CA and CMA programs. He holds a Doctorate in Business Administration from the Swiss School of Business and Management, Geneva.

Dr. Ram has led product development at companies like Real Page India and Cognizant, and has taught subjects including Indirect Taxes, Auditing, and Information Systems Control Audit. He is also a published author and contributor to international forums. Passionate about mentoring, he is dedicated to developing future leaders in both academic and professional spheres.



Dr. Mukti Katariya

Ph.D. in Commerce & Management

Dr. Mukti is a seasoned academic with over a decade of experience in finance and management. Holding a Ph.D. in Commerce & Management, specializing in Warren Buffett's investment strategies, she has taught at renowned institutions like Trinity Institute and MIT School of Business. With an MBA in Finance and a Bachelor's in Commerce, she has published extensively in peer-reviewed journals and presented at global conferences. Dedicated to advancing financial education, she has also completed numerous faculty development programs to enhance student growth and academic excellence.



Dr. Nageswara Rao

Associate Professor, Head Innovation and Entrepreneurship, EEE. CMRIT, Bangalore Vice Chairman, IEEE YP AG Bengaluru. Innovation Ambassador, Ministry of Education, Govt of India.

Dr. Nageswara is an accomplished educator with 12 years of experience in academia, research, and administration. He holds a Ph.D. in PMUs-Based PSVS Assessment using AI & ML and has authored over 30 publications in top journals. Recognized as an Innovation Ambassador by the Ministry of Education, his expertise spans Research Methodology, IPR, Design Thinking, Power Systems, and Electrical Engineering. He has organized numerous workshops and conferences and has served as a resource person, session chair, and reviewer for leading academic forums.

Academics **Mentors**



Dr. Dulari Rajput

Doctorate in Management

An experienced IT executive with 17+ years in leadership roles, including VP, IT COO, CAO, and PMO Manager. Holding a Doctorate and MBA, Dr. Dulari specializes in strategic planning, budget management, and people leadership. With a career at BNY Mellon, HSBC, and Cognizant, she has received the Business Leadership Award and been featured in CIO News for driving innovation and excellence in IT strategy.



Dr. Ankit Walia

He has over 12 years of experience as a faculty and a master trainer and delivering high-quality and impactful training sessions on investment banking, financial modelling, accounting, and mutual funds. He is a certified AMFI ARN holder and a MF distributor, as well as a certified financial modelling professional from AIMA.



Dr. Reetha Dinesh

PhD from Aligarh Muslim University

An accomplished academic and corporate trainer with over 16 years of experience, specializing in Marketing, HR, Leadership, and Behavioral Development. Holding a Ph.D. in Customer Relationship Management (CRM), Dr. Reetha is an experienced lecturer in Management and a corporate trainer in soft skills. A recognized world record holder and WHD-U.K. Award Winner, she is also an expert in IELTS, PTE, and Professional Development, with a strong track record of fostering both academic and professional growth.



Dr. Neha Gangwar

Dr. Neha Gangwar holds a Ph.D. in Management with a specialization in HRM and Organizational Behavior

An accomplished academican with over 14 years of experience in teaching and research, Dr. Neha holds a Ph.D. in Management with a specialization in Organizational Behavior, along with an M.A. in Gender and Development Studies, an M.A. in Psychology, and an MBA with concentrations in HRM and Marketing. She is also UGC-NET qualified in Management. Having served as the Assistant Dean of IQAC and Head of Student Affairs, she has made significant contributions to academic leadership. Their scholarly work has been published in leading national and international journals.

Academics **Mentors**



Dr. Reetika Agarwal

Ph.D from University of Lucknow, India

Dr. Reetika is a distinguished academic professional with 17 years of experience in higher education. She holds a Ph.D., MBA, M.Com, and M.A. in Economics, and has successfully cleared the UGC-NET/JRF exam twice. Her expertise lies in research methodology, academic supervision, and economic analysis. With 25 published research papers—15 in national and 10 in international journals—she has made significant contributions to her field. She has also supervised over 25 research theses and dissertations, demonstrating her commitment to nurturing academic excellence and advancing scholarly research.



Dr. Shyam Mohan JS

Dr. Shyam is an accomplished Assistant Professor with over 14 years of experience in Computer Science and Engineering. Holding a Ph.D. in managing large datasets using MapReduce and machine learning, his expertise encompasses machine learning, blockchain, cloud computing, big data analytics, and IoT. He has authored numerous papers, book chapters, and books, and holds patents in AI, blockchain, and wireless technologies. A dedicated mentor, he supervises theses, reviews for top-tier journals, and leads research in emerging technologies to drive innovation and enhance educational practices.



Dr. Sudipta Majumdar

Ph.D. in Management

A distinguished educator and researcher with 14+ years in academia, specializing in marketing, management, and educational technology. Holding a Ph.D. in Management, an MBA in Marketing and Finance, and a B.Tech in IT, he has contributed to research, curriculum development, and Ph.D. mentoring. With a strong publication record and active involvement in professional organizations, he has received numerous accolades for excellence in teaching and research.

Doctor of Business Administration

A person in a dark suit and white shirt is shown from the chest down, holding a silver pen and writing in a spiral-bound notebook. The background is a blurred office setting with warm lighting.

Doctor of Business Administration is intended for accomplished management professionals, consultants, entrepreneurs, executives, and leaders interested in acquiring a real competitive advantage in the management field or pursuing a career in higher education.

This professional Doctor Program in Business Administration is designed to provide participants with the opportunity to make significant contribution to both theory and practice in the field and to develop professional practice at the highest level.

It is a practical and research-based doctoral program in business and industry which is designed for mid-career executives who have already completed the MBA (or equivalent qualification) and are looking to further enhance their practical and theoretical knowledge in the field. As such it is a specialist qualification which is aimed at professional development in business and industry.

It will help students apply research-based thinking to business ideas while deepening and broadening their ideas of business practice. The program provides students with innovative approaches for integrating academic knowledge with professional practice.

Strengthen Your Skills with the Highest Level of Doctoral Degree



ACCESS EDUCATION ANYWHERE

Join our remote courses from anywhere in the world. Quality education is now within your reach, regardless of location.



LEARN AT YOUR PACE

Our flexible online courses are designed for you. Pick a study schedule that fits your life, and learn when it suits you.



GLOBALLY RECOGNIZED

Our programs are accredited by top authorities in France, including the Ministry of National Education and the Ministry of Higher Education. Study with us, and choose an education that's respected worldwide.



AFFORDABLE

We provide you access to affordable education without undermining the quality. You can save upto 50% from your education by studying through PAI University.



QUALIOPI CERTIFIED

Qualiopi is a quality certification brand for training organizations. It is registered with the INPI (National Institute of Industrial Property). Our programs are approved by Qualiopi which guarantees quality education and possibility to use public funds (OPCO, CPF)

Strengthen Your Skills with the Highest Level of Doctoral Degree

1:1 MENTORSHIP



Receive guidance on career paths from corporate experts across diverse fields. Our career coaches are dedicated to fostering your overall personal and professional growth.



PROFILE BUILDING

Access resources for resume development, LinkedIn profile enhancements, job searches, interview preparation, and salary negotiation.



LIVE INTERACTIVE CLASSES

Comprehensive academic assistance is available from our esteemed faculty members, dedicated teaching assistants, and a global network of peers.



PERSONALIZED GUIDANCE

After completing the program, benefit from personalized guidance through career coaches and industry connection sessions, accelerating your career growth prospects.



ONGOING ACCESS

Gain continued access to career coaches and industry connection sessions upon completing the program and enhance your career growth prospects with accelerated development through mentorship.

Program Highlights



100% Online Higher Education



**Recognized by French Ministry
of Education Registry**



Monthly 50+ Hours Live Lectures



1:1 Thesis Mentorship



Flexible Classes



Designed for Working Professionals



Experienced Instructors



Affordable Fees



Interactive Platform



Individualized Study Programs

MODULE OFFERINGS

S.NO.	CODE	CORE COURSES
1.	DBA0401	Marketing and Business Environment
2.	DBA0402	Accounting and Managerial finance
3.	DBA0403	Systems and Operations Management
4.	DBA0404	Strategic Management and Leadership
5.	DBA0405	Digital Marketing Management
6.	DBA0xxx	Specialization Subject
7.	DBA0xxx	Research Methodology & Thesis Project
8.	DBA0xxx	Doctoral Research Project Literature Support
9.	DBA0xxx	Doctoral Research Project Research Methodology
10.	DBA0xxx	Doctoral Research Project Results and Findings
11.	DBA0xxx	Doctoral Research Project Conclusions and Recommendations

SPECIALIZATIONS (Choose 1 out of 8)

S.NO.	CODE	SUBJECTS
1.	DBA0411	General Management
2.	DBA0412	Health and Hospital Management
3.	DBA0413	Global Business Management
4.	DBA0414	Sales and Marketing Management
5.	DBA0415	Finance Management
6.	DBA0416	Logistics and Supply Chain Management
7.	DBA0417	Human Resource Management
8.	DBA0418	Business Analytics and Artificial Intelligence

Program Details

Duration: **1-3 Years**

Delivery: **Online Learning Mode**

Eligibility Criteria

- Master's degree with 3+ years of work experience or equivalent

Fee Details

Fees in USD

\$ 8000

Fees in INR

Rs. 7.5L + 18% GST

PAYMENT TERMS:

1. Lump Sum Payment or Early Payment Discount:

A Discount of 300 USD | Rs. 25,000 is applicable on the total fees when paid in full within the first month of enrolment.

2. Monthly Payment Plan:

- **Initial payment:** 1200 USD (due within the first month)
- **Remaining Balance:** 6800 USD
- The balance can be conveniently spread over next 6 Monthly instalments.
- Failure to meet the monthly instalment obligations will result in a 12% interest charge on the outstanding balance.

Student Learning Outcomes (SLO's)



Evaluate business theory and practice from an international perspective.



Formulate effective solutions to complex, real-world business problems.



Apply current research literature to practical issues found within a business setting.



Evaluate scholarly research in business and management.



Design rigorous research in the English language that contributes to the professional body of business knowledge.



The ability to make effective decisions by integrating theories, insights, and practical knowledge.



Evaluate cultural, ethical, and global issues and their impact on the business environment.

Admission Process

If you are ready to embark on a transformative educational journey, we encourage you to explore our programs. To guide you through the seamless enrollment process, here's a comprehensive step-by-step guide:

Step 1- Submit Application

- Go to the application form and Fill out the application form with your personal details.
- Scanned copies of your academic qualifications/certificates/transcripts
- Scanned copy of your passport/national ID (with your date of birth, photo and name)
- Your CV showing three years of work experience

The admissions committee will review your application, including all required documentation.

Step 2- Reserve Your Seat

- Complete the application process by submitting the Application Processing Registration fee of USD 1000 or ₹80,000.
- Upon successful selection, you will receive an offer letter confirming your admission to the Doctor of Business Administration program in PAI University.
- Unlock your journey to professional mastery by gaining access to the comprehensive course material and start your educational experience!

For details on the application process, and program specifics, please contact us. Our admissions team is here to assist you throughout the application process.



Alumni Stories



The DBA program at IIBM Institute has been instrumental in shaping my career trajectory. The comprehensive curriculum, combined with the mentorship of experienced faculty, has equipped me with the necessary skills and knowledge to excel in the field of business administration. I am confident that the insights gained from this program will continue to drive my success and contribute to my



Yutaka Inoue

**General Manager,
Head of Business Unit
NEC India Private Limited, Noida**



As a MBA candidate at IIBM Institute, I have been thoroughly impressed by the depth of expertise and professionalism demonstrated by the faculty members. Their dedication to fostering intellectual curiosity and pushing the boundaries of knowledge has inspired me to strive for excellence in my academic pursuits. I am confident that the insights gained from this program will empower me to make meaningful contributions to the field of business administration.



Mathew Kuriakose

**Loco Workshop Manager
Royal Railways, Cambodia**



The decision to pursue a Doctorate in Business Administration at IIBM Institute has proven to be one of the most rewarding experiences of my academic and professional career. The program's flexible structure and robust support system have allowed me to balance my studies with my other commitments seamlessly. Moreover, the opportunity to engage with fellow scholars and industry experts has enriched my learning experience beyond measure. I am excited to leverage the skills and insights gained from this program to drive innovation and lead positive change in my organization.



Willfred Jerome

**Project inspection lead
Samsung C&T, Qatar**

Alumni Stories

“I chose to pursue my Doctorate in Business Administration at IIBM Institute because of its reputation for academic excellence and commitment to innovation. I have not been disappointed. The program's rigorous curriculum challenges me to think critically and push the boundaries of conventional wisdom. Moreover, the collaborative learning environment fosters meaningful exchanges with peers and faculty members, creating a vibrant community of scholars. I am confident that the skills and insights gained from this program will position me as a thought leader in my field.”



Ibraye Tonte

Executive Director,
White Ribbon Alliance, Nigeria

Attending IIBM Institute has been a game-changer for me. The expert faculty, flexible learning options, and supportive environment have equipped me with invaluable skills for success in my field. I'm grateful for the transformative experience.



Odoch Odrua Morris

Directorate of Roads and Bridges
Development
(Uganda National Roads Authority),
Uganda

Doing the DBA program in healthcare management and Artificial intelligence in healthcare at IIBM Institute, I can confidently attest to its immense value in shaping the future of healthcare management. The curriculum, meticulously crafted to address contemporary challenges in the medical field, equipped me with the strategic acumen and leadership skills necessary to navigate complex healthcare landscapes. This program is a testament to IIBM Institute's commitment to fostering innovation and excellence in medical leadership.

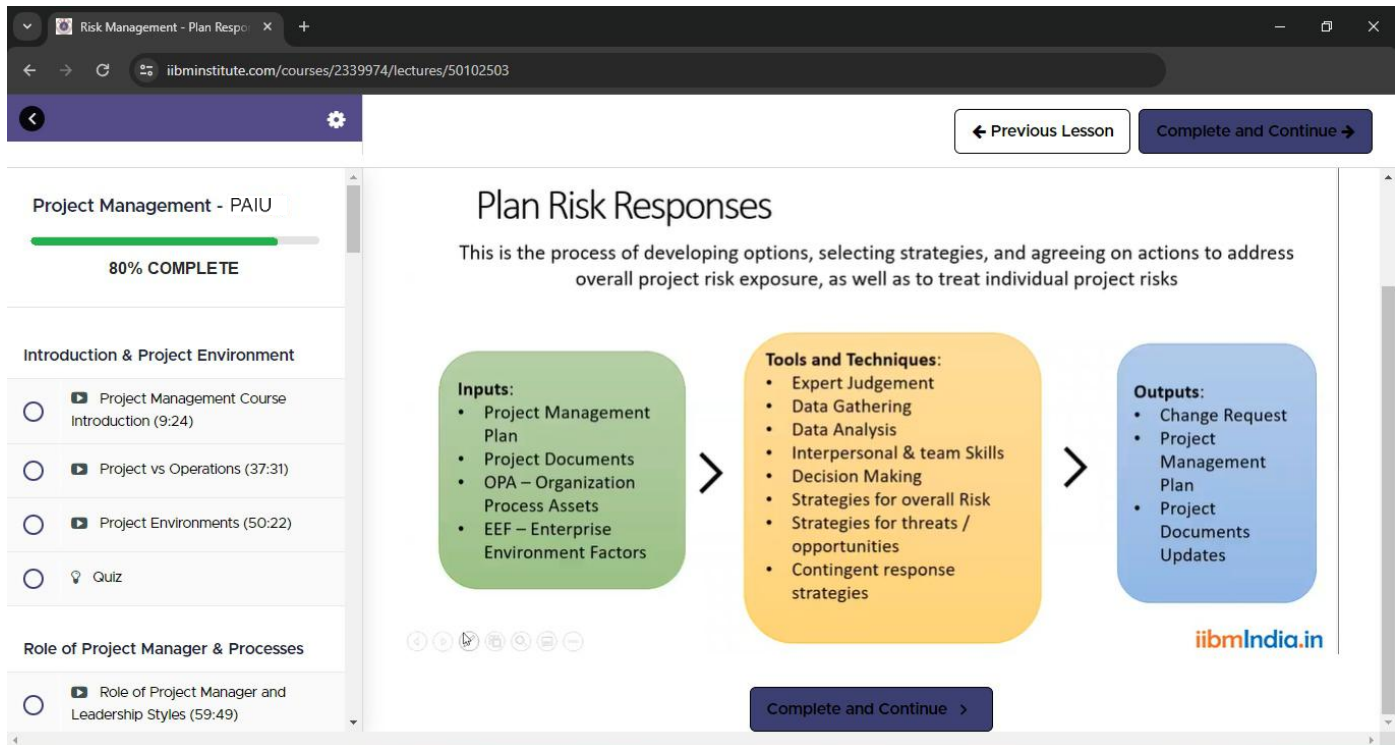


Dr. Omar Eisa Habo

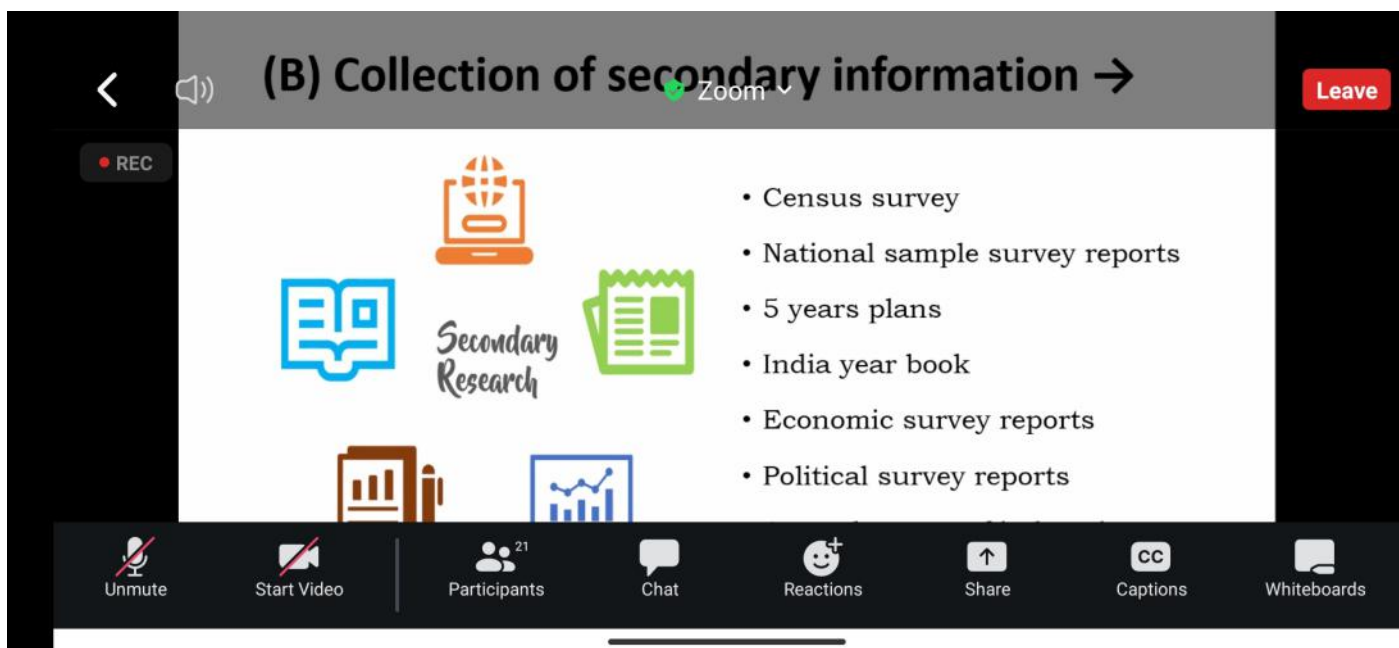
Specialist Family Medicine and
Medical Director
(Al Futtaim Health, HealthHub
Clinics- Dubai UAE)

Learning Management System

A Glimpse of the LMS (Learning Management System) Platform



Learning Platform Navigation (Recorded Lectures)



Zoom Meeting Application (Live Lectures)

Please note that the images displayed do not represent the actual program. For an authentic experience of the learning platform, we encourage you to contact an admissions counselor for a real-time demonstration.

About IIBM Institute of Business Management

IIBM Institute of Business Management offers MBA, DBA, BBA programs & various diploma courses specially designed for working professionals. It is a leading online education platform dedicated to empowering individuals to unlock their professional potential through engaging learning experiences. Offering a diverse range of programs tailored to enhance expertise, we have a diverse student base spanning across the USA, UK, Gulf, Asia, and Africa, and we are keen on expanding our offerings by incorporating courses from esteemed institutions.

Establishing its marketing operations in 2008, IIBM Institute quickly garnered widespread acclaim from working professionals. In recognition of its commitment to excellence, IIBM Institute was honored with the "Most Trusted Online Learning Institute of the Year" award.

2 Lacs+
Hours of learning

45,000+
Learners

150+
Staff

16 Years
Of Existence

Accreditation and Memberships



Partnered By



**IIBM Institute Of
Business Management**



www.iibmindia.in

For additional details please contact:

IIBM Institute Of Business Management

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