

# Doing Business in India

18.11 – 26.11.2023

**EMBA@UW, International Management Center**

International Business Tour

*“India is opening up and becoming an opportunity for many European companies.” – says **Jawahar Jyoti Singh**, president of the Indo-Polish Chamber of Commerce*

On the picture:  
Gateway of India  
built 1911 - 1924

## Why is it worth to go

The economy of India is the ninth economy in the world and the third economy in Asia. It is counted among emerging economies, and according to some analyzes, it may become the third-largest economy in the world, after China and the United States. It is worth getting acquainted with the specificity of the market, which is governed by its own, often perceived by Poles as exotic, rights.

The "Doing Business in India 2023" trip program will be full of meetings with lecturers from the S.P. Jain Institute - one of the best management schools in India, as well as entrepreneurs. Meetings are planned with the managers of the largest Indian and international companies, e.g., KPMG, TCS BPO, Aditya Group, Sanofi, Tata. You will also have the opportunity to visit Bollywood and Dharavi (the largest slums of India).

All these great activities allow our students to clearly understand the principles of business operation in India, with their distinctive coloring for the countries of the region.

There will also be a chance to get to know the beauty of India and its cultural diversity by tasting the local cuisine, listening to Indian music at a private Grammy winner concert or visiting a temple.

## Departure & Return

The arrival in Mumbai will be on **November 18, 2023**. We depart back for Warsaw on **November 26, 2023**. Participants buy tickets on their own.



*Main Railway station in Mumbai*

## Detailed Timetable (details may change)

DATE	0900 - 0930	0930 - 1100	1100	1130-1300	1300	1400 - 1600	1600 - 1700	1700 - 1900	1900
<b>November 18</b>	<b>Departure for Warsaw to Mumbai</b>								
<b>November 19</b>	<b>04.00 Arrival in Mumbai (LOT Flight)</b>	<b>11.00 am till 6.00 pm Contributory Guided sight-seeing tour of Mumbai (optional)</b>							Dinner on own
		Session 1	Break	Session 2	Lunch	Conference / Event	Break		
<b>November 20</b>	Introduction to S P Jain and description of program for the week Prof. Prem Chandrani	Overview of the Indian Economy Mr Mangesh Soman Chief Economist ABG	Break	Regulatory aspects of doing business in India Mr. Anjani Sharma, Partner KPMG	Lunch	Understanding India from a Historical and Cultural Perspective Prof. Prem Chandrani	Musical evening - Sitar concert Shashikant Pathak	Dinner at Hindu Temple. Truly Indian Experience	
<b>November 21</b>	Reflection on Day 1 Prof. Prem Chandrani	Indo-Polsih economic and trade relations Consul General of Poland in Mumbai	Break	BPO Operations in India - the new business paradigm. Prof. Oscar D'Souza	Lunch	Visit to BPO Operations in Mumbai Prof. Oscar D'Souza	Dinner on own		
<b>November 22</b>	Reflection on Day 2 Prof. Prem Chandrani	Corporate Social Responsibility - the Indian experience Dr Pragnya Ram, Group President, Aditya Brla Group	Break	Entrepreneurship in India - half a century of an entrepreneurial journey Mr. Angelo George, CEO Bislari International	Lunch	Visit to Dharavi to understand the recycling business	Dinner on own		

<b>November 23</b>	Yoga Reflection on Day 3 Prof. Prem Chandrani	Perspective on Doing Business in India by a European Co. Mr. Vaibhav Karandikar, CFO, Sanofi India	Break	Rural Marketing - Bottom of the Pyramid Mr. Pradeep Lokhande CEO Rural Relations	Lunch	Visit to Whistling Woods, Bollywood Film Institute Chandrani Prof. Prem	Dinner on own
<b>November 24</b>	Reflection on Day 4 Prof. Prem Chandrani	Strategy of an Indian Multinational - Tata Consumer Products Mr Punit Gupta, Global Strategy Head	Break	Panel discussion on Understanding India Prof. Prem Chandrani Punit Gupta	Lunch	Free time	Farewell Dinner
<b>November 25</b>	<b>Contributory half day tour of Elephanta Caves - A UNESCO Heritage site</b>					Free	Dinner on own
<b>November 26</b>	<b>4.30 am Departure for airport (LOT Flight)</b>	<b>Arrival to Warsaw: 12:40</b>					

# Cost of the Study Tour

The total cost of the Tour is: \$2800 (two thousand eight hundred) and includes:

- classes, workshops at the **SPJIMR** and materials
- hotel (breakfast incl.)
- lunches and break refreshments
- two official dinners and three special visits.

**Flight cost is not included in the price of the trip.**



## Our Partner in India

**S P Jain Institute of Management and Research (SPJIMR)** is one of top 5 schools of management in India, located in the

country's financial center, Mumbai. SPJIMR is a part of the Bharatiya Vidya Bhavan and functions as an autonomous institute with entrepreneurial agility. It consistently ranks amongst the top ten management institutes in India and holds worldwide recognized accreditations.



More information at their website: <http://www.spjimr.org/>

# Important Information

## Visa

**Its cost is not included in the price of the trip.**

At the entrance to India, Polish citizens are required to have a visa.

Detailed information about the visa procedure can be found here:

<https://indianvisaonline.gov.in/>

Please apply for a **TOURIST** visa.

## Vaccination

**Its cost is not included in the price of trip.**

We remind you about the need to vaccinate before going to India. Each participant makes an individual decision about vaccination. Mumbai is located in the tropical zone and there is a risk of contracting diseases typical for this part of the world. Details can be found here:

<https://wwwnc.cdc.gov/travel/destinations/traveler/none/india>

<https://www.passporthealthusa.com/destination-advice/india/>

## Airline tickets & payment agreement

Airline tickets are not included in the price of the trip. Participants buy the tickets on their own. We recommend the airline **LOT** (direct flight). If you are willing to participate in the trip, please contact us. We will inform you about the payment contract. **We are also enclosing the agreement proposal.**

## Hotel

Accommodation is provided in a comfortable Indian-chain hotel Sun & Sand Mumbai - <http://www.sunnsandhotel.com/>

The hotel is located at the beach of the Arabian Sea in the prestigious district of the city associated with Bollywood stars and celebrities. It offers a taste of Indian and international cuisine and truly Indian climate. Students in the past were delighted with the level of services provided in the hotel.



## Insurance

**Its cost is not included in the price of the trip.**

You pay the insurance costs yourself. It is a must for the trip participation to obtain health insurance.

## Dress code

The current style will be the so-called business casual adapted to tropical conditions. **For a visit to Dharavi, please make sure to have some trekking clothes and – an absolute must! – closed shoes.** Please pay attention to the cultural conditions for dressing in India (long dresses, covered arms, etc.)



## Diet

Mostly vegetarian. **WARNING: Due to high temperatures it is advised not to consume meat in secondary places.**

## Absolute Deadlines

The visit is offered when at least **15 students (or graduates)** declare participation by: **October 2nd, 2023.**

Declaration of participation **is only valid** if the contract is signed and payment is made to the IMC bank account.

**Total payment** covering all due costs must be made by  
**October 16<sup>th</sup>, 2023**