



ISB

Indian School of Business



Attracting Private Investments in Higher Education

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Private Higher Education: Accelerating Growth with
Responsibility

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Overview

- ★ Private Higher Education
- ★ Need for Funds
- ★ Private Funds
 - Donations and Grants
 - ISB Experience
- ★ Quality Assurance



Private Higher Education

- ★ Private Institution
 - Little or no support from central & state governments
 - Not for profit
 - Registered as
 - Society
 - Trust
 - Section 25 company



- Ownership
 - Individual
 - Group
 - Non-owned

- Surplus generated
 - Not distributed
 - Used for development of institution



Need for Funds

■ Facilities

- Classrooms
- Library
- Computers
- Software
- Offices
 - Faculty
 - Staff
- Housing
 - Faculty
 - Staff
- Hostels
- Recreation Centre

- Programmes and Activities
 - New Programmes
 - Student Activities
- Attracting Faculty
 - Compensation
 - Salary
 - Consultancy Income
 - Honorarium
 - Benefits
 - Medical
 - Retirement
 - Research Grants

- Participation in conferences
 - National
 - International

- Travel
 - Local
 - National
 - International

- Allowances
- Facilities



■ Attracting Students

- Scholarships
- Hostel Facilities
- Exchange Programmes
- Participation in Conferences / Events
- Admissions
- Placement Activities



- Programme Delivery
 - Visiting Faculty
 - Guest Speakers
- Staff Compensation
 - Benefits
 - Medical
 - Retirement
- Centres of Excellence
 - Promote Research
 - Workshops and Conferences



Donations and Grants



- ★ **Philanthropy**
 - Individuals
 - Alumni
 - Corporates
 - Social Responsibility
 - Foundations
- ★ **Research Grants**
- ★ **Consulting Assignments**



ISB Experience

■ Vision

to become an internationally top-ranked, research driven, independent management institution that grooms future leaders for India and the world.

■ Contributions from

- Board Members
- Individuals
- Companies
- Foundations



Fund Raising

- Development Office
- Naming opportunities
- Potential Donors
- Visit Companies
 - Presentation
 - Journey so far
 - Road Ahead
 - Engagement
 - Updating



- Centres of Excellence
 - Membership

- Sponsorship
 - Seminars and Workshops
 - Research Projects
 - Chair Professors

- Scholarships

- Executive Education Programmes
 - Participants
 - Guest Faculty / speakers

- Invitations to Board Meetings
 - Executive Board
 - International Governing Board

- Events

- Alumni
 - Data Base
 - Meetings
 - Events

Remarks

- Fund Raising in India
 - Difficult process
 - Learning Experience
 - Understanding philanthropy
 - Nascent stage
- Many Institutions
- Role of alumni
- Publications



Quality Assurance

- ★ Institutional Structure
- ★ Accreditation
- ★ Information about Quality Facts
 - Students
 - Faculty
 - Curriculum
 - Placement
- ★ Verification of Information



Thank You