



Rashtreeya Sikshana Samithi Trust

**R. V. INSTITUTE OF MANAGEMENT**

4th 'T' Block Jayanagar, Bengaluru - 560 041.

Forwarded to Honorary Secy Sir, RSST

We had multiple rounds of discussion with the representatives of Yangpoo - the distribution partners for Harvard Business Publishing for Asia.

We want to use HBS resources (cases + multimedia cases + caselets) while teaching various subjects at RVIM. Once we gain confidence of the usage we would like to use simulation packages as well.

As an introductory offer they have quoted their best price of USD 30 per student per year and we can use all the cases of HBP. This amounts to ₹. 535248.00 app considering the FOREX rate of ₹ 84 per USD + 18% GST.

We will be using the cases from 01.08.2023 till 31.07.2024, i.e. during II SEM & III SEM and have to renew the subscription every year at the prevailing price then.

Partnership with Harvard Business Publishing will definitely strengthen Teaching-Learning-Evaluation process at RVIM and benefit student & teacher. Will also help us in accreditation as well.

For your kind consideration & approval

(All the mails are enclosed herewith)  
for your reference

  
J. Latham  
11.07.2013





# RV Institute of Management®

Autonomous Institution  
Affiliated to Bengaluru  
City University

Approved by AICTE.  
NAAC 'A+' Accredited



Date: 07.07.2023

Ref NO: 139/RVIM/MBA/2023-24

From:  
Dr. Padmalini Singh  
Associate Professor,  
RVIM, Bangalore

To  
Director  
RV Institute of Management,  
Bangalore

Dear Sir,



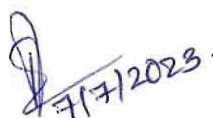
**Subject: Request for the approval of purchasing Harvard Business Publishing Cases.**

Harvard Business Publishing offers a range of educational content such as Case studies, Simulations, Online courses and Harvard Manage Mentor at different price points. We had three round of elaborate demonstration and discussions on various HBR offers. The introductory price quoted by HBR (only for a year) to RVIM for **Case Studies** is priced at \$30 per student per annum for 180 students (Unlimited Intro pack) **subject to change** to \$55 (25 HBS cases) / \$73 (unlimited HBR cases) from next years.

Being an autonomous institution, it is required for us to move to 70-80% case based teaching. HBR cases are discussed worldwide and known for enhancing participative learning. After exploring all the possibilities on the price and packages offered by HBR, I think to begin with, we can consider having a MOU with HBR to gain unlimited access to case studies for one year. In the future, we may think about purchasing additional instructional content based on how it is used and how much value it adds to the teaching and learning process.

Attached is the emails and quotation from HBR for your kind perusal. Please have a look at the request for ways to enhance the RVIM teaching and learning process through case study teaching.

Thanks & Regards!

  
7/7/2023

Dr. Padmalini Singh



  
13/7



CA-17, 36<sup>th</sup> Cross, 26<sup>th</sup> Main, 4<sup>th</sup> 'T' Block  
Jayanagar Bangalore - 560041

Tel: 080 - 4254 0300  
2654 7048

e-mail : [contact.rvim@rvei.edu.in](mailto:contact.rvim@rvei.edu.in)  
Website : [www.rvim.edu.in](http://www.rvim.edu.in)

*Go, change the world*

PS + AICTE  
14/7



Debit Advice for Outward Remittance to Customers

Customer ID : 2438448

Contract Ref No : 375FOTT233415001

Date Dec 8, 2023

User Ref No : 00471FOTT2334001

Name and Address of the Remitter

DIRECTOR R V INSTITUTE OF MANAGEMENT

SSMRV COLLEGE, C A 17 36TH

CROSS 26TH MAIN 4TH T BLOCK JNR

BANGALORE 560041 INDIA

GST No:

Dear Sir ,

We have on 07-12-2023 debited the following to your account

The details of the debit are as below :

Foreign currency	USD
Foreign Currency Amount	4,860.00
Exchange Rate	83.51
Beneficiary details	//HARVARD BUSINESS SCHOOL PUBLISHING CORPORATION 20 GUEST, ST SUITE 700 BRIGHTON MA 02135 UNITED STATES
Total Amount Debited to Account	405,859.00
Purpose of Remittance	S0902-PYMT THRU LCNSNG ARNGMTS

Description	Amount
Commission on Outward Remittance	2,000.00
Swift Charges	500.00
CGST/SGST/IGST on Sale and Pur on Foreign Currency	455.00
CGST/SGST/IGST on Commission on Outward Remittance	360.00
CGST/SGST/IGST on Swift Charges	90.00
Total	3,405.00

Account Number	CCY	Amount Debited to Account
0471101029127	INR	409,264.00
		409,264.00

Assuring our Best services ,

Yours faithfully ,

CANARA BANK

Note: \* This is computer generated advice and does not require any signature \*

In case of any discrepancy is observed, we request you to contact your branch immediately along with a copy of this advice  
Please use our FX4U for all your Export, Import & Foreign Remittance through your Net Banking.



Ranga shree  
P.P. make 1st payment  
2  
8/12



Name of the Recipient

Address

Phone

PAN

Tax Identification No. in USA

Tax Residence Country

Nature of work as per agreement

Is tax borne by the Indian Company?

Harvard Business School Publishing Corporation

20 Guest St. Suite 700, Brighton, MA 02135

617-783-7400

AACCH4125Q

043177990

USA

CASE/HBR COLLECTION FEE

No

Contract Price

Amount to be paid

Conversion rate

USD 5,400/- - Invoice No. INV10008078 dated 26.10.2023

USD 5,400/-

1 USD = 83.26 INR - As taken as per x-rates.com website.

However, the amount will be taken into consideration by the bank as per the rate on the date of transfer/payment

	INR	USD	
Toal Amount to be paid	4,49,604	5,400	
Tax to be paid as per clause 2 below	10%	10%	
Therefore, Gross Amount is equal to	4,49,604	5,400	46,759
Tax @ 10%	44,960	540	44,960
Amount to be paid	4,04,644	4,860	

Article 12 of DTAA with USA

1. Royalties and fees for included services arising in a Contracting State and paid to a resident of the other Contracting State may be taxed in that other State.
2. However, such royalties and fees for included services may also be taxed in the Contracting State in which they arise and according to the laws of that State; but if the beneficial owner of the royalties or fees for included services is a resident of the other Contracting State, the tax so charged shall not exceed :

in the case of royalties referred to in sub-paragraph (a) of paragraph 3 and fees for included services as defined in this Article [other than services described in sub-paragraph (b) of this paragraph] : during the first five taxable years for which this Convention has effect,

- (a ) 15 per cent of the gross amount of the royalties or fees for included services as defined in this Article, where the payer of the royalties or fees is the Government of that Contracting State, a political sub-division or a public sector company ; and
- (b ) 20 per cent of the gross amount of the royalties or fees for included services in all other cases ; and
- (ii ) during the subsequent years, 15 per cent of the gross amount of royalties or fees for included services ; and

3 b) The term 'fees for technical services' means payment of any kind in consideration for the rendering of any managerial, technical or consultancy services including the provisions of services by technical or other personnel but does not include payments for services mentioned in Articles 14 and 15 of this Convention.

in the case of royalties referred to in sub-paragraph (b) of paragraph 3 and fees for included services as defined in this Article that are ancillary and subsidiary to the enjoyment of the property for which payment is received under paragraph 3(b) of this Article, 10 per cent of the gross amount of the royalties or fees for included services.

The term "royalties" as used in this Article means :

- (a) payments of any kind received as a consideration for the use of, or the right to use, any copyright of a literary, artistic, or scientific work, including cinematograph films or work on film, tape or other means of reproduction for use in connection with radio or television broadcasting, any patent, trade mark, design or model, plan, secret formula or process, or for information concerning industrial, commercial or scientific experience, including gains derived from the alienation of any such right or property which are contingent on the productivity, use, or disposition thereof ; and
- (b) payments of any kind received as consideration for the use of, or the right to use, any industrial, commercial, or scientific equipment, other than payments derived by an enterprise described in paragraph 1 of Article 8 (Shipping and Air Transport) from activities described in paragraph 2(c) or 3 of Article 8.

Section 115A of the Income Tax Act, 1961 - Tax on dividends, royalty and technical service fees in the case of foreign companies

- (1) Where the total income of—
- (b) [a non-resident (not being a company) or a foreign company, includes any income by way of royalty or fees for technical services other than income referred to in sub-section (1) of section 44DA]received from Government or an Indian concern in pursuance of an agreement made by the foreign company with Government or the Indian concern after the 31st day of March, 1976, and where such agreement is with an Indian concern, the agreement is approved by the Central Government or where it relates to a matter included in the industrial policy, for the time being in force, of the Government of India, the agreement is in accordance with that policy, then, subject to the provisions of sub-sections (1A) and (2), the 5%income-tax payable shall be the aggregate of,—
- (A) the amount of income-tax calculated on the income by way of royalty, if any, included in the total income, at the rate of [ten] per cent;
- (B) the amount of income-tax calculated on the income by way of fees for technical services, if any, included in the total income, at the rate of 60[ten] per cent; and]
- (C)the amount of income-tax with which it would have been chargeable had its total income been reduced by the amount of income by way of royalty and fees for technical services.

Case Laws Relied upon

Engineering Analysis Centre of Excellence (P.) Ltd v/s Commissioner of Income-tax  
[2021] 125 taxmann.com 42 (SC)

Held  
Section 9, read with section 195, of the Income-tax Act, 1961, read with article 12 of DTAA between India and Singapore/USA - Income - Deemed to accrue or arise in India (Royalty/FTS) - Assessment years 2001-02 and 2002-03 - Whether licence for use of a product under an EULA (End-user licence agreement) cannot be construed as licence spoken of in section 30 of Copyright Act, as such EULA only imposes restrictive conditions upon end-user and does not part with any interest relating to any rights mentioned in section 14(a) and 14(b) of Copyright Act - Held, yes - Whether thus, amounts paid by resident Indian end-users/distributions to non-resident computer software manufacturers/suppliers, as consideration for resale/use of computer software through EULAs/distribution agreements, is not payment of royalty for use of copyright in computer software, and that same does not give rise to any income taxable in India, as a result of which persons referred to in section 195 of Income-tax Act were not liable to deduct any TDS under section 195 - Held, yes [Paras 97, 118, 142, 168 & 169] [In favour of assessee]





Under the GST regime, Article 269A constitutionally mandates that supply of goods, or of services, or both in the course of import into the territory of India shall be deemed to be supply of goods, or of services, or both in the course of inter-State trade or commerce. So import of goods or services will be treated as deemed inter-State supplies and would be subject to Integrated tax. While IGST on import of services would be leviable under the iGST Act, the levy of the IGST on import of goods would be levied under the Customs Act, 1962 read with the Custom Tariff Act, 1975. The importer of services will have to pay tax on reverse charge basis. However, in respect of import of online information and database access or retrieval services (OIDAR) by unregistered, non-taxable recipients, the supplier located outside India shall be responsible for payment of taxes (IGST). Either the supplier will have to take registration or will have to appoint a person in India for payment of taxes.

Import of services has specifically been defined under IGST Act, 2017 and refers to supply of any service where the supplier is located outside India, the recipient is located in India and the place of supply of service is in India.

Section 13 of the IGST Act, 2017 provides for determination of place of supply in cases wherein the location of the supplier of services or the recipient of services is outside India. Thus, this section provides the place of supply in relation to international or cross-border supply of services. Place of supply of a service shall determine as to whether a service can be termed as import or export of service. The specific provisions relating to place of supply for international supply of services are as below :

Sl. No	Situation	Place of Supply
1	Default Rule	Location of the recipient of services; If not available, location of the supplier of services.

Since, the location of receipient of service ie AUHS, the place of supply will be in India & hence liable for GST.

The total amount of GST to be paid is:

Invoice Amount	4,49,604
GST @ 18%	80,929



## HARVARD BUSINESS PUBLISHING - PROPOSAL FOR R.V. INSTITUTE OF MANAGEMENT

5 messages

Varun Rahul <varun.rahul@yangpoo.com>

26 June 2023 at 14:26

To: Purushottam Bung <bunguas@gmail.com>

Cc: Padmalini Singh <padmalinisingh.rvim@rvei.edu.in>, kiran surti <kiran.surti@yangpoo.com>

Dear Dr. Purushottam Bung Sir ,

Greetings of the day.

As per my discussion with yourself and other stake holders at your campus, I have attached below the proposal for your institution and a separate presentation deck - Case studies, Simulations and Educators Login excel sheet for your reference.

### 1. About Harvard Business School Publishing: [Click Here](#)

Harvard Business Publishing Education is a division of Harvard Business Publishing USA (HBSP), a not-for-profit, wholly owned subsidiary of Harvard University, reporting to Harvard Business School. We work together to bring smart thinking and courageous leadership to the world's toughest management challenges. Over 7k+ institutes worldwide use course materials from us to add dynamic, experiential, real-life perspectives to undergraduate, MBA, and executive education programs.

### 2. Educator premium access for all faculties at

To ensure all faculty members in your college have access to our Educator Premium Account we are happy to bulk import them from our backend system. The educator premium access enables all faculty members to-

- Access to Case Teaching Notes and guides
- 62,000+ learning materials from HBS and global partners (including cases with video) to review
- Tips and resources for teaching online such as Teaching simulations online Teaching cases online and other educator resources to review.
- Inside the Case videos: behind-the-scenes insights and tips for teaching the case from the author
- Free Access to our eLearning materials simulations, Online courses, HMM Modules etc for review.

### 3. Harvard ManageMentor® (HMM) to improve soft skills of students & making them career ready

To prepare students effectively for the demands of the workforce, I wanted to introduce a solution which inculcates career ready skills as part of a student's education journey. Harvard ManageMentor helps equip students with the skills needed to thrive in the workforce with interactive courses covering essential business topics across mental health, decision making skills and being an effective leader.

Based on the philosophy of learn, practice and these courses help students to learn to make effective decisions, think strategically and lead effectively. Featuring the latest thinking from Harvard Business Review, Harvard Business School and beyond, students learn directly from experts sharing their real world experiences, frameworks and techniques. HMM offers a variety of engaging content formats ranging from videos, articles, podcasts, worksheets, and infographics and upon completion makes them eligible to win a HBSP certificate and a CREDLY badge to build their resume and LinkedIn profiles. These courses come with strong admin functionalities, where educators can keep track of students' progress across multiple parameters.

Currently, these same HMM modules are used by fortune 500 companies to train their employees on job ready skills, hence we do see a lot of synergy in extending these short courses to students. For your reference, please find attached a detailed deck on HMM and let me know if the team would want a detailed demo or some demo login accounts to view these courses.

I look forward for next steps towards sign up of MoU to conclude our association.



To: Varun Rahul <varun.rahul@yangpoo.com>  
Cc: Purushottam Bung <bunguas@gmail.com>, kiran surti <kiran.surti@yangpoo.com>

Dear Mr. Varun,

Greetings from RV Institute of Management!

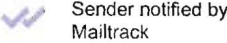
I have shared the Email IDs of our teaching staff with you. Please generate the login credentials for them to explore the HBR Publishing platform.

We have gone over the slide deck's proposal and commercials. We kindly ask you to keep the same price for the following three years in light of the fact that the dynamics of our student population might increase from 180 to 360 in the future. Also, our word-of-mouth would definitely help you to gain your future clients among RV group of institutions.

Looking forward to long term association with you.

Thank you.

Dr. Padmalini Singh



On Mon, 26 Jun 2023 at 14:26, Varun Rahul <varun.rahul@yangpoo.com> wrote:  
[Quoted text hidden]

[Quoted text hidden]

Varun Rahul <varun.rahul@yangpoo.com>  
To: Padmalini Singh <padmalinisingh.rvim@rvei.edu.in>  
Cc: Purushottam Bung <bunguas@gmail.com>, kiran surti <kiran.surti@yangpoo.com>

4 July 2023 at 16:18

Dear Dr. Padmalini Singh,

Greetings !!

In continuation to our meetings had in person and then with your honorable Director - Dr. Purushottam Bung, we are happy to extend the below pricing as per your current requirements :

- 1. Case Studies - priced at \$30 per student per annum for 180 students (Unlimited Intro pack)
- 2. Simulations - priced at \$50 per student per annum for 180 students (Unlimited pack)

Please be informed that the special pricing mentioned above - exclusively for R.V. I. M. will be applicable ONLY for current AY 2023-24 as the MoU is signed for a period of 12 months.

We at Harvard have extended the best pricing for current AY 2023-24, keeping in consideration the widespread of institutions under R.V. Group, hence the same pricing can be availed by as many institutions under your group for current AY 2023-24.

Also, for the ease of comparison, I have mentioned the regular rack rates from HARVARD BUSINESS PUBLISHING for you as well :

Materials	Unit access per student per year	Site license fee per student per year*
Cases, Multimedia Cases, Readings, Articles, Book chapters, Industry background notes.	25 HBS, Partner collection / unlimited HBS only	\$55 / \$73
Online Courses	All 6 online courses	\$75
Simulations***	4 / unlimited	\$25 / \$50
Harvard ManageMentor	Choose any 12 from 42 courses /Unlimited	\$60/ \$100





## Harvard Business Publishing - Demo Educator Account - Next Steps towards Collaboration

2 messages

Varun Rahul <varun.rahul@yangpoo.com>

23 June 2023 at 20:15

To: Padmalini Singh <padmalinisingh.rvim@rvei.edu.in>

Cc: Purushottam Bung <bunguas@gmail.com>, kiran surti <kiran.surti@yangpoo.com>

Dear Dr. Padmalini Mam,

Good Evening !!

As discussed today in the concluding meeting with yourself, campus Director - Dr. Purushottam Bung and respected faculty members, I am attaching below 3 (Three) Used Id with Passwords for all stake holders to refer total mix of all HBP offerings, namely:

1. **Case Studies**
2. **Simulations**
3. **Online Courses**
4. **Harvard Manage Mentor**

Demo Account details as here:

### Usernames:

1) Yangpoo\_contentreview1@hbp.org

2) Yangpoo\_contentreview2@hbp.org

3) Yangpoo\_contentreview3@hbp.org

**Password for all 3 accounts:** Pghs041723#

Link to login : <http://www.hbsp.harvard.edu/>

Kindly circulate it among faculty members you wish to , and surf the varied learning materials for handful experience.

Also, I am working with my internal team to draft the final proposal, will share it with you soon - keeping RVIM & Group expectations in mind - hopefully it shall be in your mailbox by **Monday ie. 26th June 2023.**

Meanwhile thanking you.

Regards,

Varun Rahul



All Inclusive	\$215 / \$298
---------------	---------------

Harvard as a global leader **DO NOT** have any internal policy for **freezing any pricing** for any learning materials - for more than an year.

Hence, as a global practice, you may prefer to renew after one year based on the current consumption and specific requirements.

As a next step, based on your confirmation, we shall send you the MoU(Memorandum of Understanding) to be duly signed by the RVIM signing authority.

I look forward for an early revert from your end to conclude our association of partnering with '**R.V.I.M-Bengaluru**'.

Meanwhile thanking you.

Regards,

Varun Rahul  
National Manager - Higher Education  
Yangpoo Executive Education  
Authorized Partner - Harvard Business Publishing  
Contact: +91 9844229981  
Website:<https://yangpoo.com/>



[Quoted text hidden]  
[Quoted text hidden]



# Recommended Option for PG/MBA



HBP Resources	Program name	Number of students	Site license fee per student per year	Total cost
1. Cases Ex. ( 25 HBS, Partner collection)	MBA (1 <sup>st</sup> Year Batch)	180	30\$ (Unlimited)	5,400\$
2. Simulations Ex. (Choice of 4 Simulation)	MBA (1 <sup>st</sup> Year Batch)	180	50\$	9,000\$
				14,400\$

- Please Note : special pricing is offered for you above.
- 1) Regular Price for Per case study per student is USD 4.25.
  - 2) Regular price for Online course is USD 45 to USD 75 per unit
  - 3) Regular price for Simulation is USD 10 to USD 15 per unit
  - 4) Regular Price for HMM Per course is USD 10

# Thank you!

**Customer Service & Technical Support:**  
Available 24/7  
techhelp@hbsp.harvard.edu  
1-800-545-7685 (1-617-783-7700)  
India: 000-800001-6935

CONTACT  
Varun Rahul  
National Manager – Higher Education

Email:  
varun.rahul@yangpoo.com  
Phone: +91 9844229981

hbsp.harvard.edu

@HarvardBizEdu

in

f

Harvard Business Publishing  
Higher Education



# A Variety of Topics

**Entrepreneurship**

[Innovation Implementation](#)  
[Innovation and Creativity](#)

**Negotiation**

[Negotiating](#)  
[Persuading Others](#)

**Marketing**

[Marketing Essentials](#)  
[Customer Focus](#)  
[Strategy](#)  
[Strategic Thinking](#)  
[Strategy Planning and Execution](#)  
[Business Case Development](#)  
[Business Plan Development](#)

**Finance & Accounting**

[Budgeting](#)  
[Finance Essentials](#)

**Human Resource  
Management**

[Developing Employees](#)  
[Feedback Essentials](#)  
[Hiring](#)  
[Performance Appraisal](#)  
[Performance Measurement](#)  
[Retaining Employees](#)

**Operations  
Management**

[Process Improvement](#)  
[Project Management](#)

**Organizational Behavior**

[Change Management](#)  
[Crisis Management](#)  
[Diversity](#)  
[Global Collaboration](#)  
[Leveraging Your Networks](#)

**General Management**

[Career Management](#)  
[Coaching](#)  
[Decision Making](#)  
[Delegating](#)  
[Difficult Interactions](#)  
[Ethics at Work](#)  
[Goal Setting](#)  
[Leading People](#)  
[Managing Your Boss](#)  
[Meeting Management](#)  
[Presentation Skills](#)  
[Team Creation](#)  
[Team Management](#)  
[Stress Management](#)  
[Time Management](#)  
[Writing Skills](#)

# Proposed Commercials



# Harvard ManageMentor® - Corporate Career Readiness



Equip students with the skills needed to thrive in the workforce

- Interactive modules covering essential business topics
- Learn directly from experts sharing their experiences and techniques



"I've used several of the topics with hundreds of undergraduate and MBA students both in traditional classrooms and online environments. The scenario and interactive elements gives students a chance to practice difficult skills in a safe environment at their own pace."

HARVARD BUSINESS PUBLISHING EDUCATION CUSTOMER

# Harvard ManageMentor®



## Learn-Practice-Reflect

Each lesson includes cycle of practice and reflection to reinforce learning.

### Program Design

- 42 modules spread across all major disciplines
- Includes assessments and certificate of completions
- Reports to track student's progress and comprehension of the content

[Watch Video](#)

### Harvard ManageMentor Collections

#### Business Fundamentals

Provide non-business majors an introduction to core business skills.

#### Early Career Readiness

Relieve students first job jitters with an introduction to essential job skills to ease their transition into workforce.

#### Managing Yourself

Help students discover their talents, explore career options, and manage themselves as they navigate post-graduation life.

#### Leadership

Hones student's leadership skillset as they prepare to entre into management roles.

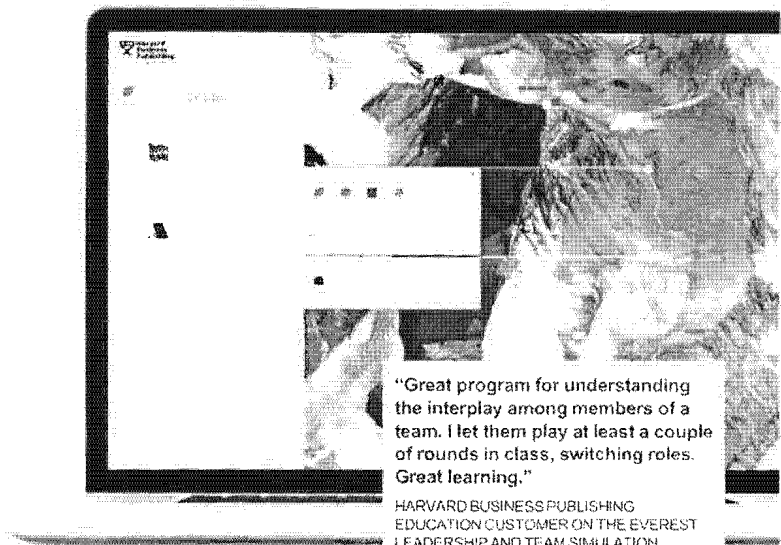


# Simulations – Academic Content



## Simulate the real-world and encourage new skill development

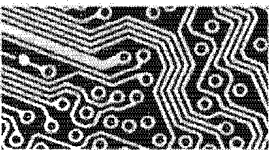
- Seat times range from 30 minutes to multi-hour
- Simple, powerful administration tools
- Flexible setup options
- Detailed Teaching Notes
- Web-based, graphical results ready for class presentation



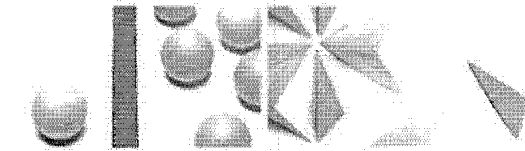
# The Power of Simulations



## Experiential Learning During Class



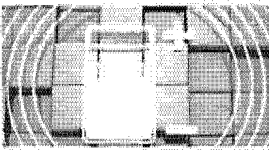
Global Supply Chain Management Simulation V2



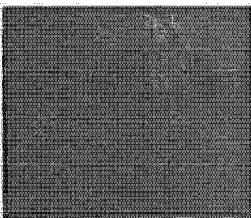
Innovation Marketing Simulation: Crossing the Chasm



Operations Management Simulation: Balancing Process Capacity



Strategic Innovation Simulation: Back Bay Battery v3



### Simulation Topics Include:

Adaptive Leadership	Crossing the Chasm	Global Collaboration	Marketing Strategy	Organizational Design	Service Management	Supply Chain Management
Balanced Scorecard	Decision Making	Innovation	Negotiation	Positioning	Startups	Value Proposition
Capital Budgeting	Design Thinking	Inventory Management	Networking	Pricing	Strategic Data Analytics	Working Capital
Career Planning	Economics	IT Management	Operations Management	Project Management	Strategy and the Value Chain	
Change Management	Family Business	M&A				
	Financial Analysis					





## Cases – Academic Content



### Over 12,000 Case Studies from Harvard Business School

- **Podcases:** personal stories of real business leaders, delivered through audio
- **Multimedia Cases:** bring text to life with video, animation, audio
- **HBS Brief Cases:** 5-8 pages + exhibits
- **Harvard Business Review** 3-page cases with expert commentary



## Podcases – Academic Content



### Personal Stories from Business Leaders—in Audio

- Experience the emotions felt when making tough decisions
- Connect with the protagonist on a personal level
- Develop critical listening skills
- Reduce screen fatigue with the ability to listen on the go

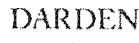
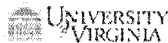


"There is a big difference between reading a case and listening—you hear the inflection—the frustration and anger comes across much more prominently."

HARVARD BUSINESS PUBLISHING  
EDUCATION CUSTOMER



# Our Partners Available For YOU



ABCC at Nanyang Tech University  
 Babson College  
 Berrett-Koehler Publishers  
 Business Enterprise Trust  
 Business Experts Press  
 Business Horizons  
 CEIBS (China Europe International  
 Business School)  
 California Management Review  
 CMR  
 CLADEA-Balas  
 Columbia Business School  
 Crimson Group  
 Darden School of Business  
 Design Management Institute

European School of Management  
 & Technology  
 Global Health Delivery / Harvard Medical  
 School  
 Harvard Advanced Leadership initiative  
 Harvard Kennedy School of Government  
 Harvard Medical School/Global Health  
 Delivery  
 Harvard T.H. Chan School of Public Health  
 HEC Montréal  
 Hong Kong University of Science &  
 Technology  
 IE Business School  
 IESE Business School, University  
 of Navarra

IESE-Insight Magazine  
 International Institute for Management  
 Development  
 Indian Inst. of Management –  
 Ahmedabad  
 Indian Inst. of Mgmt. – Bangalore  
 Indian School of Business  
 INSEAD  
 McGraw-Hill  
 MIT Sloan Management Review  
 NACRA Case Research Journal  
 Perseus Books  
 Princeton University Press  
 Program on Negotiation at Harvard Law

Public Education Leadership Project  
 Rotman Management Magazine  
 Singapore Management University  
 Social Enterprise Knowledge Network  
 Stanford Graduate School of Business  
 Thunderbird School of Global Management  
 Tsinghua SEM  
 UC Berkeley – Haas School of Business  
 University of Hong Kong  
 USC Marshall School of Business  
 WDI Publishing at the University of  
 Michigan  
 Wharton School, University of  
 Pennsylvania

Want to be a Case Partner? [Click here to know more.](#)

## Online Courses – Foundation Courses

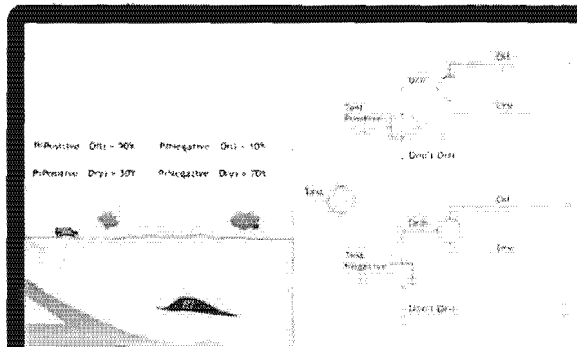


### Comprehensive Topic Introductions

- Used in advanced undergraduate courses, for MBA pre-matriculation work, or as homework
- Use complete course or selected sections
- Certificates of completion
- Randomized exam questions

#### Current Online Courses:

- Finance
- Financial Accounting
- Management Communication
- Mathematics for Management
- Quantitative Methods
- Spreadsheet Modeling



"We use this online course to allow MBA students to 'test out' of our finance foundation course. The course is user-friendly and requires minimal work on my part. I highly recommend this product."

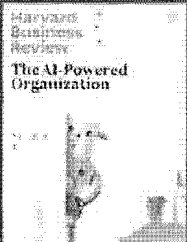
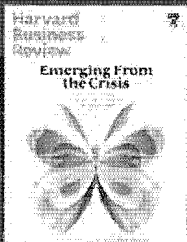
HARVARD BUSINESS PUBLISHING  
 EDUCATION CUSTOMER



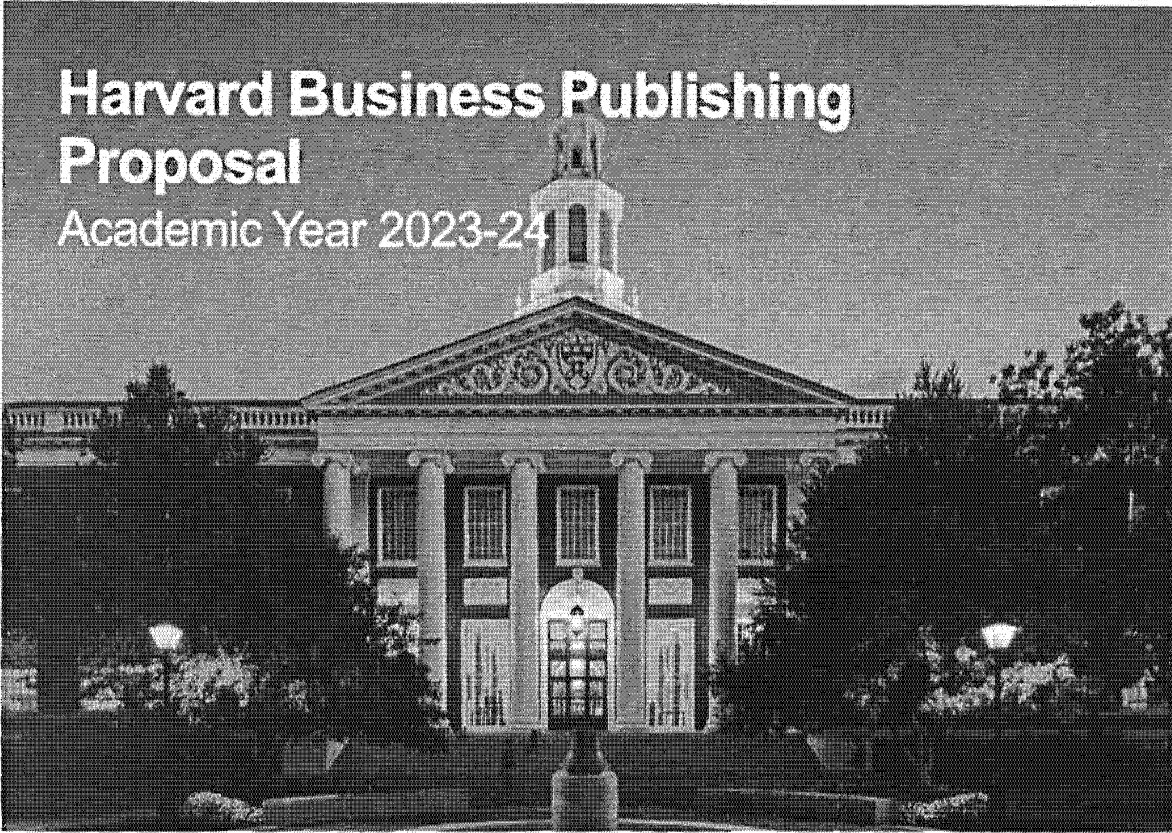


# We are your largest source of non-textbook material for business education

<b>53,000+</b> Course materials	<b>25,000</b> Cases	<b>20,000</b> Business Articles	<b>2,300</b> Industry/ Background Notes
<b>260</b> Videos	<b>78</b> Simulations	<b>4,000+</b> HBR Articles	And much more






A black and white photograph of a grand, classical building with a portico supported by columns and a central dome, likely a Harvard building. The image is the background for the top half of the cover.

# Harvard Business Publishing Proposal


Academic Year 2023-24




PRESENTED BY  
**Varun Rahul**

FOR  
**RV INSTITUTE OF MANAGEMENT**

DATE : 26<sup>TH</sup> JUNE 2023



RV Institute of Management



# One Harvard Experience for RV Institute of Management

RV INSTITUTE OF MANAGEMENT

Bangalore

