The ICFAI Foundation for Higher Education (IFHE)

(A Deemed University declared under Section 3 of the UGC Act, 1956)



Accredited by NAAC with 'A' Grade



Master of Management Studies

Distance Learning Program





• 11 Universities • 9 B-Schools • 7 Tech Schools • 5 Law Schools • 3 Decades in Flexible Learning

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The ICFAI Group

Pioneering professional education for over 30 years

ICFAI was established in 1984 as a not-for-profit society with the broad objective of empowering citizens through world class quality education. The Institute announced its arrival into the Indian education fora by launching a high end, innovative professional program in financial analysis in 1985. The Program was first-of-its-kind in India, aimed at equipping students and working professionals with cutting-edge knowledge in contemporary areas of finance. Since its establishment, ICFAI Group has made a significant mark in the Indian educational field with a pan-Indian network and presence.

Innovation has been the mainstay of ICFAI Group with innovation prevalent in its programs and even its culture. Subsequently, there was a big leap when ICFAI Group started its chain of business schools (IBS) across India in 1995 to offer management program. Since its inception, IBS has been consistently ranked among the top ranked B-Schools of India providing excellent academic delivery and infrastructure to its students and transforming them into leaders for the future.

Another example that is a testimony to the culture of innovation is the introduction of Case Study methodology at IBS. The Case Research Center at IBS has become a center of excellence and has won several accolades across the world.

ICFAI Group has 2 Strategic Institutional Units, the ICFAI Universities and the ICFAI Business Schools. In all the programs offered across these units, the emphasis is on adherence to academic rigor and differentiated curriculum that bridges the industry-academia gap.

ICFAI Group focuses on learning rather than instruction. In addition, the institute is engaged in important areas of research covering environmental sustainability, agricultural economics, health policy, financial economics, banking, intellectual property rights etc. There have been path-breaking research and good quality publications in these areas.

Flexible and tech enabled learning also plays an important role in ICFAI's teaching methodology. The delivery takes place with the use of hi-tech learning management system at campus programs and content delivery for distance learning through online medium.

ICFAI Group practices the value of academic integrity at all levels. As a policy, admissions are purely based on merit and there is nothing like capitation fee et al. The fee payable is published in the application material and that remains unchanged.

The ICFAI Group's culture of teaching and learning supports and fosters intellectual and personality development among its graduating students. They carry an attitude of ownership of their work. ICFAI Group strives to make the students - DOERS. The programs are designed such that the students & professionals graduating from the institution have the ability to take risks, make decisions and own the work. ICFAI Group strongly believes in developing an 'entrepreneurial mindset' among its graduating students.

At ICFAI, students inculcate research and analytical orientation due to its institutional strength and support for the research and development activities. Holistically, the student undergoes a transformative change.

The alumni of ICFAI Group are working in renowned companies world-wide. Collectively, ICFAI Group alumni contribute significantly to the growth story of India.



The ICFAI Universities

ICFAI has established II Universities across India. The ICFAI Universities are located at Hyderabad [The ICFAI Foundation for Higher Education (IFHE), which is a Deemed University], Dehradun, Himachal Pradesh (Baddi), Jaipur, Jharkhand, Meghalaya, Mizoram, Nagaland, Raipur, Sikkim and Tripura.



IFHE, Hyderabad



The ICFAI University, Dehradun



The ICFAI University, Tripura



The ICFAI University, Meghalaya



The ICFAI University, Mizoram



The ICFAI University, Himachal Pradesh (Baddi)



The ICFAI University, Sikkim



The ICFAI University, Jharkhand



The ICFAI University, Nagaland



The ICFAI University, Jaipur

The ICFAI Foundation for Higher Education (IFHE), Hyderabad

(A Deemed University declared u/s 3 of the UGC Act, 1956)

The ICFAI Foundation for Higher Education (IFHE) is a Deemed University declared under Section 3 of UGC Act, 1956. The Distance Education Bureau (DEB) UGC has accorded recognition to the Directorate of the Distance Education, IFHE, Hyderabad and its programs.

IFHE has evolved a comprehensive student-centric learning approach consisting of several stages, designed to add significant value to the learner's understanding in an integrated manner, covering relevant knowledge, practical skills and positive attitudes.

The University believes in creating and disseminating knowledge and skills in core and frontier areas through innovative educational programs, research, consulting and publishing.

The University campus, based at Hyderabad, is sprawling, landscaped and lush green. It provides a congenial environment for education and learning. It has well-equipped physical and academic infrastructure. The University has no study centers outside its authorized jurisdiction.

The University offers Bachelors, Masters and Doctoral programs.



The Master of Management Studies (MMS) Program

The Master of Management Studies (MMS) Program is offered on distance mode by the IFHE, Hyderabad.

The program aims to impart knowledge and understanding of the different aspects of management. The program equips the students with the skills, knowledge and strategic perspectives essential to the leadership of business around the world.

Eligibility Graduates (any discipline).

Duration Two years.

Medium of instruction English.

Validity of enrollment

The students are required to complete MMS program within a period of four years from the date of enrollment. Students who are unable to complete the program within the validity period of four years may approach the University for extension of the validity period within 3 months of the expiry of initial validity.

Self-study The program is based on self-study and examinations.

The University provides required academic material designed for the programs meant for self-study.

Program Structure

The program includes 22 subjects mentioned as under:

	Program Structure
	Management and Organization Behavior
Module I	Quantitative Methods
큠	Foundations of Accounting and Finance
Σ	Economics for Business
	IT for Managers
	Business Environment
Module II	Operations Management
ᇴ	Human Resource Management
δ	Marketing Management
	Business Communication
	Strategic Management
	Business Process Management
Module III	Optional Subject 1
ode	Optional Subject 2
Σ	Optional Subject 3
	Optional Subject 4
	Management Control Systems
≥	Business Ethics and Corporate Governance
Module IV	Entrepreneurship Development
ode	Optional Subject 5
Σ	Optional Subject 6
	Live Project *

^{*} Live Project: The candidates have to work on a live project in a contemporary area. They will be required to visit a company and prepare a report by articulating a problem, collecting data, analyzing and submitting the same duly signed by the concerned company official. Guidelines on the project work will be provided.

Optional Subjects

The program offers flexibility to students to choose subjects of their choice. A student can opt any 6 subjects of choice from the pool of 4 functional streams.

The four streams offered are: Finance, Marketing, Human Resource Management and Operations &								
Systems.	Systems.							
Finance	Finance International Finance, Investment Management, Strategic Financial Management, Wealth Management, Investment Banking, Financial Services, Financial Risk Management.							
Marketing	Consumer Behavior, Services Marketing, Customer Relationship Management, Strategic Marketing Management, Integrated Marketing Communications, Sales and Distribution Management, International Marketing.							
HRM	Performance Management and Reward Systems, Training and Development, Strategic Human Resource Management, Organization Development, Global Human Resource Management, Leadership and Change Management, Competency Mapping and Assessment.							
Operations and Systems	Services Operations Management, Supply Chain Management, Operations Strategy, Project Management, Business Intelligence, Enterprise Resource Planning, E-Business.							



Subject-wise Waivers

Students with prior qualifications are eligible to get waivers from certain subjects of the Master of Management Studies Program as indicated below:

Subjects	Eligibility for Waiver		
Economics for Business	MA (Economics)		
Foundations of Accounting & Finance	CA, CMA		
IT for Managers	MCA, B.Tech		

What the qualifications refer to:

- CA means a person, who has passed the final examinations conducted by the Institute of Chartered Accountants of India.
- CMA means a person, who has passed the final examinations conducted by the Institute of Cost Accountants of India.
- MA (Economics) from any University.
- MCA from any University.
- B.Tech from any University.

Examinations

Eligibility for appearing in examinations: Students will be eligible to appear for the examinations for module I (all five subjects) six months after the date of enrollment, provided there are no fee dues. Subsequently, students can complete each module once every six months.

Students will be required to progress in the program module-wise, sequentially. In order to advance to the next module, students should not have more than one backlog subject in the ongoing module. The student can appear for the backlog in the subsequent examination. However, a backlog subject cannot be carried forward beyond one module. For example a backlog subject of module I cannot be carried to module III. Within a module students can appear for examinations in any order of the subjects and for any/all subjects at a time.

Examinations: Examinations are conducted four times in a year.

Enrollment dates: In order to become eligible to appear for the examinations, the students are required to enroll into the program on or before the dates given in the following table.

Examinations	Enroll into the program on or before
April 2018	September 30, 2017
July 2018	December 30, 2017
October 2018	March 31, 2018
January 2019	June 30, 2018

Mock practice questions to familiarize with examinations will be provided to all enrolled students.

Grading System: Performance in the examination is indicated in grades as under for each subject:

Α	Excellent		
В	Very Good		
С	Good		
D	Unsatisfactory		
E	Poor		

Passing in a subject is based on relative grading in the examination.

Module Result: The module result is determined by the grades & GPA obtained for the subjects of the module at the end of the qualifying quarter.

Certification: The following Diplomas/Degree are issued by the IFHE, Hyderabad to the successful students:

Certification	On successful completion of			
Certificate in Management Basics	Module I			
Diploma in Management Studies	Modules I & II			
PG Diploma in Management Studies	Modules I, II & III			
Master of Management Studies Degree	All 4 Modules			

Services

We offer the following services to enrolled students:

Web Services

Pre-enrollment services:

Online prospectus request, online enrollment, updates on events and chat facility.

Post-enrollment services:

Facility for online payment, examinations, online admit cards, online examination results, chat facility for all the enrolled students, important information on examination schedule, test centers, updates on revision of curriculum, etc.

Student Services

Query Clarification: Students may address their queries to ssd@ifheindia.org for necessary clarifications, curriculum, etc.

Student Support: Students can contact the Call Center number: 1800 103 0303 functioning from Monday to Friday (except holidays) from 9.30 am to 6.00 pm for all their queries.

Toll-free: 1800 103 0303 E-mail: ssd@ifheindia.org

Student Services Coordinator:

Distance Learning Program, The ICFAI Foundation for Higher Education Campus, Donthanapally, Shankarapalli Road, Hyderabad - 501 203. Telangana State



Secure Internet Payment Gateway

Students can enroll into the program by logging on to **www.ifheindia.org/dlp** for filing the application form online and making the payment through Internet. Students can make the payment through the Credit Card issued by ICICI Bank and HDFC Bank or the VISA/MasterCard issued by any bank, through Secure Internet Payment Gateway. Net Banking facility is also available for customers of ICICI Bank, AXIS Bank, Yes Bank, Karnataka Bank, Corporation Bank, Oriental Bank of Commerce, South Indian Bank, Federal Bank, Indian Overseas Bank, Allahabad Bank, Bank of Bahrain & Kuwait and Dhanalaxmi Bank. Students may please note that payments relating to examinations will be accepted only through Secure Internet Payment Gateway.

Admission Policies and Guidelines

The Admission modalities are with reference to the distance learning Master of Management Studies Program offered by the IFHE, Hyderabad.

Enrollment: Applications received from students are verified for the basic eligibility criteria and the eligible students are enrolled into the program under the distance mode.

No enrollment of foreign citizens: The admission into the distance learning program is not open to foreign citizens due to visa restrictions. Indian passport holders temporarily staying abroad can enroll subject to the decision by the Admissions Committee.

Rejected applications: If the applicants do not satisfy the eligibility criteria, the applications are returned to them along with all enclosures and the amount paid after deducting ₹ 1,000. Such students are, however, permitted to apply again after they subsequently satisfy the eligibility criteria.

Remittance: The applicants are required to pay the fee as indicated in the Fee Schedule. The remittance can be done by way of Demand Draft or Credit Card or Debit Card. Demand Draft should be in favor of "**IFHE Fee Collection A/c (DLP)**" payable at Hyderabad. For EMI facility please refer to Fee Schedule.

Refund policy: In case a student decides to withdraw from the Program, the same may be considered by the Admissions Committee based on merits of the case. However, there will be no refund of fee.

Right to amend rules: The University reserves the right to amend the rules and regulations wherever considered necessary and appropriate. Such amendments will be intimated to the students. Therefore, this publication and the descriptions contained herein are not to be construed as a contract binding the University to any specific policies. Possible changes include, but are not limited to curriculum and course content, passing requirements, eligibility criteria for examinations, fee schedule, refund policy, examination pattern, certification and designation, and such other matters as may be considered relevant.

Guidelines: The students are advised to read the following guidelines carefully before completing the Application Form for Enrollment and the Fee Remittance Form.

- a. The Application Forms should be filled in Capital Letters.
- b. Please respond to all the information sought.
- c. Additional sheets may be used, if necessary.
- d. Ensure that the Application Forms are signed.

Photocopies of certificates

- a. Photocopies of certificates regarding date of birth, educational qualifications and address proof shall be enclosed with the Application Form for Enrollment.
- b. Original Certificates should not be sent.

Enclosures

Please ensure that your Application contains the following enclosures.

- a. Application Form for Enrollment into the program (with recent color photograph affixed).
- b. Copies of Certificates of Date of Birth and Educational Qualifications.
- c. Xerox copy of Aadhar Card / Passport.
- d. Fee Remittance Form.
- e. Demand Draft / Credit Card / Debit Card Merchant Slip (wherever applicable) towards the payment.

The completed Application Forms along with the required enclosures can be submitted or sent by speedpost/courier to:

The Admissions Officer,

The ICFAI Foundation for Higher Education Campus,

Donthanapally, Shankarapalli Road, Hyderabad - 501 203, Telangana State.

Fee Schedule

The Master of Management Studies Program

Module-wise Fee Payment

Particulars Particulars	Amount in (₹)
Admission Fee	10,000
Program Fee - Module I only*	18,000
Total	28,000
Lumpsum Payment	28,000
EMI Facility	
Initial Payment (by Demand Draft / Credit Card / Debit Card)	10,000
Balance amount to be paid through Equated Monthly Instalments [EMIs]	
(including bank charges) by Postdated Cheques	3,200
Number of EMIs	6

Full Fee Payment

Particulars Particulars	Amount in (₹)
Admission Fee	10,000
Program Fee - All Modules	60,000
Total	70,000
Lumpsum Payment	70,000
EMI Facility	
Initial Payment (by Demand Draft / Credit Card / Debit Card)	10,000
Balance amount to be paid through Equated Monthly Instalments [EMIs]	
(including bank charges) by Postdated Cheques	4,640
Number of EMIs	15

 $^{^*}$ Please refer item [I(a)] given on next page to know more about the fee payable for subsequent modules.

The program fee does not include the exam fee.



Remittance Information

Students have the option to pay the fee module-wise or pay full fee for all four modules at the time of enrollment.

- I. a. Module-wise fee payment: The fee can be paid module-wise. Currently, the Admission Fee is ₹ 10,000 and the program fee for Module I is ₹ 18,000. Students are required to pay the fee as indicated above, either in lumpsum or through EMI facility. The students are required to pay the program fee for Module II, Module III and Module IV later as may be prevalent at that time. Currently the program fee for Modules II, III and IV is ₹ 18,000 per each module.
 - b. Full fee payment: The Fee can also be paid in full for all 3 years. Currently, the Admission Fee is ₹ 10,000 and the Program Fee is ₹ 60,000. Students are required to pay the Fee as indicated in the Table given on page 12 either in lumpsum or through EMI facility.

2. a. Lumpsum payment of Fee:

The Fee can be paid by way of Demand Draft or Credit Card or Debit Card (VISA or MasterCard only). The Demand Draft should be A/c payee crossed in favor of "IFHE Fee Collection A/c (DLP)" payable at Hyderabad. In case students wish to make payment through Credit Card / Debit Card, they should get their Cards swiped for the required amount, sign and attach the merchant copy of the slip along with the Fee Remittance Form and keep the customer copy with themselves (as acknowledgement).

No cash payment to be made while enrolling into the program.

Credit Card / Debit Card information being confidential should not be shared with anyone while making payments for the program.

Students deviating from the above will be doing so at their own risk and responsibility.

b. EMI Facility for Payment of Fee: EMI facility is offered to all the students for payment of Fee. The PDCs are to be drawn in favor of "IFHE Fee Collection A/c (DLP)".

The initial amount should be paid by way of Demand Draft / Credit Card / Debit Card and the balance amount can be paid through submission of PDCs. As per RBI guidelines, only CTS 2010 compliant cheques are accepted.

- 3. Guidelines for paying through PDCs: The PDCs (CTS 2010 compliant) should be drawn on scheduled commercial banks. Only MICR and multi-city cheques will be accepted. The initial payment should be done at the time of application, by Demand Draft/Credit Card/Debit Card. The EMIs are payable on the first of every month, subsequent to enrollment. The EMIs should be paid through postdated cheques.
 - Students submitting the postdated cheques should ensure that the postdated cheques should not be dishonored under any circumstances when they are deposited for payment. In the event of dishonor of any cheques, the students and the signatories of such cheques will be liable for prosecution under Section 138 of the Negotiable Instruments Act, 1881 and such other legal actions as may be taken by the University.
 - The University reserves the right to withdraw the EMI Facility for payment of Fee at any time.
- 4. **Examination Fee:** The examination fee as applicable is to be paid separately as and when the student is eligible and register for the examinations. Currently the fee is ₹ 500 per subject. The fee for project evaluation is ₹ 1,000.
- 5. All students registering in the program are required to pay the stipulated payment as per schedule. Wherever students have arrears of payment, they will not be permitted to register for the examinations or their examination result will not be released and their grade sheets, pass certificates will not be issued; further such students will be considered as inactive on the rolls of the University and their names are liable to be removed from the records.
- 6. The fee is subject to change from time to time. Students will be informed of the payment revisions through e-mails, students regulations, etc. The students are required to pay the fee as may be prevalent in the relevant academic year.
- 7. **Other Information:** There are no overseas test centers. Students who wish to receive the courseware overseas or any other information in this regard are required to contact **ssd@ifheindia.org** for the Fee payable for the service.



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Donthanapally, Shankarapalli Road, Hyderabad - 501 203.

The Master of Management Studies (MMS) Program

	Valid up to Distance Learning Program					Application No.				
	Applicati			Form	for Enrollı	nent	7	717HMMS-		
							L			
ı	Read carefully all the p	ages of this Documer	nt including Admission	on Policies, Gu	idelines and Remittan	ice Information	on before fi	lling thi	s Application Form	
1.	PERSONAL DETAILS									
	Name : Mr/Ms								ste a recent color notograph of size	
	(USE CAPITALS)		(As it appears in Official	,	,			Photog	3.5 x 4.5 cms. Photograph must not be larger	
	E-mail*:			wobile	:				than this box. Do not sign the	
	Date of Birth: Date	Month Yea		No.				8	Photograph and do not staple	
	* All applicants are mandate the University will be through		l address for speedy cor	mmunication and	keep it updated regularly.	All communicat	tions from			
	,	gno manomy.								
2	ACADEMIC RECORD	Ovalification	Do and / Universi	to discontinute	Medium of Instruc	tion M	ants (0/) (C)		Very of Deceion	
	Examination Level XII Class	Qualification	Board/Universi	ty/institute	Medium of Instruc	ction ivi	arks (%) /Gı	ade	Year of Passing	
	Bachelor's Degree									
	Others									
3.	OCCUPATION Please	e tick (🗸)								
	Full-time Student	t Full-time Employ	/ee							
4.	IF EMPLOYED PLEAS	E FILL THE FOLLOWI	NG							
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					-					
5.	SUBJECT-WISE WAI\	. ,	· · ·		certificates to support y ting & Finance					
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6.	DECLARATION: I w carefully read the acade these rules are only ind on my enrollment in the I agree that I will settle the University is only/ex My signature below cer	emic and administrative licative and may be mod form of Students Regul the amount with the Un cclusively Hyderabad. I h	rules and regulations diffied/changed/revised ations. I understand the diversity whether or no dereby declare that the	of the University and the comple nat in case I with of I continue in the information pro	or as given in this Docun te list of rules and regul draw from the program, the Program. I understan tovided by me in the App	nent and agree ations as upda I will not be end that the Juri lication is true	e to abide by ated from tin ntitled to clain isdiction for a and correct	y the sa ne to tim m any ro all dispu	me. I understand that he will be given to me efund of amount paid. tes (if any) relating to	
	Date :						Signature of	the Ann	licant	



The ICFAI Foundation for Higher Education (IFHE), Hyderabad

(A Deemed University declared under Section 3 of UGC Act, 1956)

Fee Remittance Form

The Master of Management Studies (MMS) Program To be submitted along with the Application Form for Enrollment

1.	APPLICATION	NUMBER (Please refer the Application Form for Enrollment	into the Master of Management Stu	idies Program of the IF	HE, Hyderabad)			
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2.	PERSONAL	DETAILS						
	Name : Mr/Ms							
	Parent's/Gua	rdian's Name : Mr/Ms						
	Address* (USE CAPITALS)							
	Nearest Land	Mark						
	(City)		<u> </u>					
	Tel. (Off.):		(Resi.): City Code) – (Area Code) - Number				
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	#Photocopty of	Aadhar Card and any proof of current address to be attached.						
3.	FEE REMITTA	NCE (please fill-up the amount as applicable based on the	e program and payment option o	opted)				
٠.		AYMENT: Amount ₹ [Please (✔) tick] ☐ By □						
	Remittance thro	ugh Demand Draft [DD should be in favor of "IFHE Fee Collection	n A/c (DLP)"] (Payment by cash is no	ot accepted)				
	DD Details:	Name of Bank:	DD No.:	Date:	Amount ₹			
*Applicants can make the payment through Credit Card / Debit Card. They should get their Credit Cards / Debit Cards swiped for the required amount, sign and attach the merchant copy of the slip along with this Fee Remittance Form and keep the customer copy with themselves (as acknowledgement). IMPORTANT: The employees of the information office are not authorized to accept cash payments from the applicants, under any circumstances; the employees of the information office are not authorized to swipe their personal credit cards / debit cards to pay on behalf of the applicants; applicants should not share their credit card / debit card information with the employees of the information office; applicants should not make any payment by cash. Applicants deviating from the above will be doing so at their own risk and responsibility.								
	(ii) EMI FACILITY:							
	INITIAL PAYMENT: ₹ 10,000 [Please (✓) tick] ☐ By Demand Draft ☐ By Credit Card / Debit Card Remittance through Demand Draft [DD should be in favor of: "IFHE Fee Collection A/c (DLP)", payable at Hyderabad] (Payment by cash is not accepted)							
	DD Details:	Name of Bank:	DD No.:	Date:	Amount ₹ 10,000			
				1				

On the back of ea	e payment) / 15 (Full fee payment) ach postdated cheque, the namenulti-city (CTS 2010 compliant) c	e of the applicant and the fu					
	at I have signed the postdated che ese cheques on due dates. Details			this Fee Remittar	nce Form. I unde	ertake not to countermand the	ese cheques and
SI.No.	Cheque Number	Cheque Date*	SI.No.	Cheque I	Number	Cheque Date	
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3 4		01 /	11 12			01 /	
5		01 /	13			01 /	
6		01 /	14			01 /	
7		01 /	15			01 /	
8		01 /					
₹ 19,200 (fo₹ 69,600 (fo* All Cheques sl	which postdated cheques a or Module-wise fee payment) or Full fee payment). nould be dated 1 st day of ear eques enclosed are signed by [Pl	ch month in DD/MM/YYY	Y format			of the Applicant litem no.(v) given below):	_
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and also to honor I agree that I will: University is only/e	nat I have signed the postdated of all these cheques on due dates a settle the amount with the IFHE v exclusively Hyderabad. I hereby de understood and agree to the rules	owards the EMI facility. I am the ther or not the applicant colore that the information pro	over 21. I undersontinues in the Provided by me belo	stand and I am avogram. I understa w is true and corr	ware of my liab and that the Jur rect to the best	ility as a co-obligant for EMIs risdiction for all disputes (if a	s of the applicance of the app
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Occupation							
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Place:	Date:	u.	Si	gnature of the per	son signing the	cheques as a co-obligant	
				9			
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Place & Date :					Signature / S	Seal of the Person making the	payment
are only indicative and the form of Students I I withdraw from the pro not I continue in the P	: I have carefully read the rules of d may be modified/changed/revis Regulations Book. I agree not to orgram I will not be entitled to clain rogram. I understand that the Juri Application is true and correct to responsibilities.	ed and the complete list of countermand and to honor a nany refund of amount paid. sdiction for all disputes (if any	rules and regulated the postdated of agree that I will of relating to the U	ions as updated cheques enclosed settle the amount Iniversity is only/e	from time to tire by me toward with The ICFAI exclusively Hyde	me will be given to me on m Is the EMI facility. I understa Foundation for Higher Educa erabad. I hereby declare that	y enrollment in nd that in case ation whether o the information
_							
Date :					Sig	gnature of the Applicant	





The ICFAI Foundation for Higher Education (IFHE)

Donthanapally, Shankarapalli Road, Hyderabad 501 203. www.ifheindia.org/dlp