LCBS

LUXURY CONNECT BUSINESS SCHOOL
2016-17
Need of the Hour

For the past several years, luxury in India has seen a consistent growth of about 20% PA. From 4.77 billion USD in 2009, it is currently estimated to be at 14.75 billion USD and is expected to surge to 18 billion USD by 2017. With the ever burgeoning retail sector and the myriad number of international brands entering or expanding their base in India, there is a considerable need for trained professionals in the luxury retail & service sector.

As per a national report, it is projected that by the year 2022, Indian Luxury Products & Services Segment will be requiring Manpower to the count of 2.86 million heads. Further, according to research report "The Status of Luxury Talent in India" by Luxury Connect, it has been found that the existing Manpower Lacks in Professional Luxury Expertise and at times unable to maintain the standards of a Luxury Brand.

Luxury Connect Business School

Luxury Connect has been amongst the first few to identify this surging task and has set up **India's first and only Luxury B School – LUXURY CONNECT BUSINESS SCHOOL (LCBS)**.

With the expected rising demand, we have customized and designed various programs to focus education and training in areas like brand management, fashion retail, luxury retail, retail services and skills, merchandising, customer relationship management and more. LCBS targets to secure the Luxury Segment by offering specialized luxury education and re-skilling programs via Executive as well as student education tracks. Global best practices and content formations by world renowned schools like Sda Bocconi; International University of Monaco; Jean Claude Roustant, the LVMH veteran, coupled with our extensive experience on the Indian landscape will help bridge the rising gap of skilled talent.
International Advantages
Luxury Connect Business School, has been carefully designed keeping in mind the standards and gaps prevalent in the industry. Taking a step further, the school has collaborated with international universities to provide a global perspective to the students.

Post successful completion of short term and executive programs, the school has introduced diploma with post graduate courses in collaboration with the International University of Monaco. The key focus being on faculty and student exchange programs, the students will benefit from local experiences coupled with the right amount of international exposure.

Competitive Edge
Luxury Connect Business School prepares an individual to serve a career in the luxury industry. This means the individual is ready to serve any segment of the retail industry be it the high-end haute couture brands to pret-a-porter lines to retail chains at various levels like a country head, brand manager, buyer, operations head and others. In addition, most of our programs are internationally certified. Luxury Connect with its authoritative position in luxury industry assures LCBS students with various job opportunities available with premium and luxury brands.

Unique Experience
The school offers the most comprehensive set of experiential learning short track executive programs to full time post graduate diploma programs on international lines. Being India's First Luxury School, we are proud of our International standards of education, global tie-ups and well experienced professors and a strong alumni network.
WE ARE INDIA'S FIRST AND ONLY LUXURY B-SCHOOL
## Our Programs

### Executive Programs
- Executive Diploma in Luxury Management (EDLM) (Download Brochure)
- Luxury Brand Management - OL (LBM - ONLINE) (Download Brochure)
- Luxury Fashion Styling (Download Brochure)
- Luxury Entrepreneurship (Download Brochure)
- Inbound Program on Experiential Luxury (Download Brochure)

### Corporate Programs
- Luxury Brand Strategy Skills (LBSS) (Download Brochure)
- Luxury Retail Service Skills (LRSS) (Download Brochure)

### Post Graduate Diploma
- In Luxury Management (PGDLM) (Download Brochure)
- In Fashion & Lifestyle Retail Management (PGDFLRM) (Download Brochure)
Campus Life @ LCBS

Glimpse of the student life- In & around the campus
AWARDS, ACHIEVEMENTS & RECOGNITION

Feb 2012 :  "Luxury Retail Icon of Year 2012" by Asia Retail congress awarded to Mr. Abhay Gupta.

Jan 2013 :  "Indian Luxury’s 100 Most Influential" by Black book recognises Mr. Abhay Gupta as one of the 100.

Jan 2014 :  "Excellence in Education" leaders by WCRC felicitated and acknowledged Mr. Abhay Gupta for his innovation in Luxury Education.

Oct 2014 :  "Best International Collaboration of the year" by Indian Education Awards 2014, awarded to LCBS for its collaboration with IUM.

Nov 2014 :  Business World lists Luxury Connect Business School amongst "India's Best B School in 2014"

Jan 2015 :  "Indian Luxury’s 100 Most Influential" by Black book recognises Mr. Abhay Gupta as one of the 100.

Sept 2015 :  Award for "Innovation in Vocational Education and Skills" Training by Career Options awarded to Luxury Connect Business School.

Nov 2015 :  LCBS Recognized as "Educational Institute of the Year" by Higher Education Review.

Dec 2015 :  "Excellence in new educational horizons"- awarded to LCBS by Career Launcher.

Feb 2016 :  "Most Influential Retail professional for Asia - GCC and Africa" awarded to Mr. Abhay Gupta by Asia Retail Congress

Feb 2016 :  Abhay Gupta appointed as jury member for "Luxury Lifestyle Awards Asia" held at Singapore.

May 2016 :  "BRICS Education conclave award of honour" - awarded to LCBS at BRICS education conclave 2016 New Delhi.

June 2016 :  LCBS invited for a paper presentation on " Indian Luxury Consumer Behaviour" at the prestigious LVMH-SMU Asian Luxury Conference.
“Jean-Claude is great. The program was excellent. Course content was interesting and it was quiet an interactive session”
- Ashish Mehta (Sales Manager, Lodha Group)

“The training was very relevant and language was simple to understand, that is what kept the audience captured. Rajat & Abhay, you are great teachers”
- Neeta Chopra (Head of Sales & Operations, Eicher Good Earth)

“It absolutely fulfills the requirement of learning the finer points in sales field, that we tend to overlook once in a while, but which may be very effective in the longer run”
- Manju Duhoon (Head Operations, Judith Leiber)

“Experience & Real world knowledge was distilled into the program presentation. It was like a mini MBA, very well structured!!”
- Sree Kumar Narayan (Associate Director Security, IBM)

“Training was really helpful in understanding Luxury. Got to know the pulse of selling luxury to a customer & attributes one should posses in luxury business”
- Deepak Bhandari (Customer Relationship Manager, Ferrari)

“The training was a huge success! I was able to obtain a new sense of confidence from the same. I would highly recommend it to everyone in Luxury Trade”
- Abhishek Malik (E.A.M Rooms, Leela Hotel)

The professors have done classes focused on my business area and with examples applied for my region. I am sure that I made a very good decision taking part in LCBS and strongly recommend that other students do the same.
- Cristian Contreras (Mercedes, Chile)

Outstanding experience through out the sessions, trainee's are fantastic, kept us engaged and entertained us thorughly about the content.
- Arushi arora (Asst store manager, U.S. POLO ASSN)

**ACCRREDITATION & AFFILIATION**

1. LCBS Programs are formally Endorsed by Fondazione Altagamma.
2. LCBS is Affiliated to Retailers Association's Skill Council of India (RASCI) under the aegis of National Skill Development Corporation (NSDC), A Government of India Body,
"It was because of the lack of industry knowledge in the beginning and like every student I was also very confused before making a final decision. Now I am extremely happy with my decision."

"The biggest hesitation before joining LCBS was that we were the first batch and had no past records of placements. Now I am happily placed."

"The faculty is incomparable. Each and every faculty member is unique and the class atmosphere is just perfect platform for learning."

"I preferred to do something that was new on the horizon and fuelled my imagination at the same time now I got the highway I always wanted."

"After a completion of bachelors in journalism and mass communication and some extra years of work experience in advertising I am happy I came across LCBS where education became the profound basis for people to make a mark for themselves in the domain of luxury brands."
Luxury Connect has been formalized by Luxury pioneers, instrumental in bringing luxury brands like Gianni Versace, Versace Collection, Versace Home, Corneliani, John Smedley, Tween | Damat | ADV, Ferre, Cadini, etc to India.

We boast of the best strategy thinkers of India who have practical know-how of managing luxury brands within India and in overseas market. Luxury Connect has a 360 degree approach towards Luxury in India covering various products & services within.
THE FOCAL POINT

Single-minded focus on Luxury

MISSION STATEMENT

To be the recognized performance leader in products, services and solutions to shape and lead the Luxury Segment
Luxury Connect Consultancy (LCC) specializes in providing Consultation Services to a Brand looking forward to enter the highly desired Indian retail shores. LCC also does Brand search for an Investor wishing to partner with an International Brand.

LCC is a proven change agent specializing in 360° Brand Management covering topics like Partner Search, Market Segment Analysis, Marketing & Advertising Strategy Formulation, Target Clientele- Profile Study, Location Proposition & Study, Operations Management, How to achieve projected Sale Figures, Mystery Shopping, Stock Liquidation Strategy etc to name a few.
LUXURY CONNECT CONSULTANCY PORTFOLIO

Pollini  Moschino  Love Moschino
Liu Jo  Byblos  Alberta Ferretti
Arredo Classic  Scorpion Bay  Out There - Mai Fina
Versace Home  Gattinoni  Missoni Home
India has been a major sourcing hub since decades. The country has all the resources to be the backbone of Global Luxury. Be it Apparel, Accessories, Bed & Bath, Furniture or Home Furnishings, Quality and On-time delivery has always been its strength. With the opening of 100% FDI in Mono Brand Retail in India, the 30% local sourcing clause is bound to play a decisive role in shaping up the future of Luxury Brands in India.

Luxury Connect Sourcing (LCS) targets to offer assistance to International Luxury Brands in sourcing Luxury Goods & Services from Indian Subcontinent. The Service has been further extended to Indian Luxury Brands who wish to set-up their Retail Points overseas.
LUXURY CONNECT SOURCING PORTFOLIO

- Lacoste
- mavi
- Conte of Florence
- NAPAPIJRI
- Newport
- Fabiani
- Newport Outdoor Living
- Jones New York
- ROBE DI KAPPA
- Beretta
- Cottonfield
- Hummel
While Luxury Connect is a boutique consulting organization with a clear focus with a 360-degree approach towards luxury in India, LCBS is India’s first and only luxury business School.

Mr. Gupta has been involved in the evolution of the fashion and luxury segment in India right from manufacturing, joint venture factory set-up and franchising in the country. He has also been involved in being a guide to NIFT and Pearl Academy from their grass root stages of inception and evolution as an academic board member.

Acknowledged as industry leader by Forbes, Economic Times, CNN-IBN, NDTV, Hindustan times etc, Gupta is regularly quoted in various industry related news article. Besides, his contribution articles are carried by Forbes, Luxury society, black book, Images fashion, Luxury daily, The Top Tier etc. at regular frequency.

Awarded as the 'Luxury retail icon of the year 2012' by Asia retail congress, Gupta has won several recognitions across India, SEA and GCC regions. Featured in 'India's top 100 most influential men of luxury 2013, 2014 & 2015' for 3 years in a row, he has also been on the panel of jury members for 'Luxury Lifestyle Awards for Asia and GCC'. Gupta has been recently acknowledged as 'Most Influential Retail professional;across Asia - GCC and Africa: 2016' by Asia Retail Congress.

He helped not only bring but establish luxury brands like Versace, Versace Home, Versace Collection, Corneliani, John Smedley, Tween Damat ADV, Arredo Classic etc in India. He has now been mandated by a plethora of Luxury brands across fashion, lifestyle, home, interior & residences etc for their India entry strategy. A regular speaker at most Luxury Forums, FondazioneAltagama has also recognized his contribution to the growth of Italian luxury industry by his pioneering efforts in India.
Rajat Bhattacharyya
Co-Founder & Campus Director - LCBS

Scion of an aristocratic family, he learnt international fashion from his Italian Guru, Elia Quagliola. Rajat a legendary figure from the fashion and apparel industry has over 35 years of experience spread over Italy, EU, USA, SE Asia and India. Along with his sourcing forte, he established joint ventures in the 90’s for luxury brands such as Lacoste, La Perla, and Corneliani. Rajat also produced shirts at his own factory for Armani, Cerruti 1881, Cacharel, Lacoste, Boggi for over a decade. He revolutionised the apparel education industry in Bangladesh by setting up Pearl Academy, a delegated center of Nottingham Trent University.

Dr Tanushri Purohit
Academic Director

Dr Tanushri Purohit has PhD and Phil in the area of Retail Management and MBA with specialization marketing. An academician with sixteen years experience in corporate and education sector. She has handled a variety of leadership roles- both academic and administrative in her career. She is a prolific researcher as well. She has published a number of papers and case studies in various international and national journals in the area of retail, green marketing, sustainability, gender issues and corporate governance. She has also presented papers in national and international conferences. Dr Purohit has published a book in the area of green marketing. She is also a regular reviewer and editorial board member of number of international journals.
Namrita is a graduate in fashion followed by her masters in Fashion Marketing from Nottingham Trent University. She further worked in fashion retail industry. She has joined us as a research associate and works with the academics team.

Akshay Gupta  
Deputy Director - Operations

With an International Bachelors Degree in Hospitality from Switzerland, Akshay has worked in both Indian and International Luxury Hotel Chains. Subsequently he entered the Education Industry with the renowned Laureate Education Group, marketing hospitality schools such as Les Roches, Glion & Kendall in India.

As a core team member of Luxury Connect Business School, he is responsible for managing the company’s operations along with contributing to the Education & Training Vertical.

Nitika Kapoor Malik  
Faculty Member

Blending her passion for art and sartorial eloquence, she pursued Masters in Fashion Designing from Pearl academy of Fashion in Delhi and worked as an assistant designer to designer and hand paint couturier Neeta Bhargava. She has well-rounded experience in areas encompassing apparel, graphic designing, textiles, design, merchandising and, marketing in India and Germany. She has also done a Masters in Fashion Buying and Merchandising from Polimoda in Italy & a certificate in strategic management from London school of economics & political science. In her free time she loves to read, paint, travel and is a yoga enthusiast.

Namrita Surdani  
Research Associate

Namrita is a graduate in fashion followed by her masters in Fashion Marketing from Nottingham Trent University. She further worked in fashion retail industry. She has joined us as a research associate and works with the academics team.
Dr. Marika Taishoff is Director of the Full Time MBA and Executive On-Line MBA at the International University of Monaco. Prior to joining IUM in 2009, Marika had worked with IMD (the International Institute for Management Development) in Lausanne, Switzerland; Bocconi University Business School in Milan; and at the Imperial College Management School, University of London, as well as having been a consultant to many companies in Europe and Turkey. Her own academic background extends well beyond management. She has a BA magna cum laude from Barnard College, Columbia University in English and Religion; an MA from Columbia University in Russian Literature; an MA from the School of International Affairs of Columbia University in International Banking & Finance; and a Docteur es Sciences Politiques from l’Institut Universitaire de Hautes Etudes Internationales of the Université de Geneve.

Jean Claude Roustant
Program Director - Customer Service

Jean Cluade Roustant has more than 20 years of experience in Luxury Industry. Graduated from French Business School and MBA in Human Resource Management from IAE - Paris. He has served as Retail Training Director at Louis Vuitton for 13 years, He was instrumental in the development of LV culture across the globe.

He has also shared his experience with new generation of Managers in the Luxury Business through his courses in renowned Business Schools like ESSEC Business School, ISG,ESC Rennes, European Business School.

Annalisa Tarquini
IUM Program Director - Joint Track Program PGDLM

Annalisa is currently working at IUM as Director of 3 Masters in Luxury Business (Luxury Goods & Services, Luxury Retail Management, and Luxury Hospitality & Event Management). Annalisa has worked as a recruitment manager in the HR Department of Fendi, part of the LVMH Group. She managed with her team the whole recruitment process for the Corporate Headquarters, the Logistic Pole, the Plant, the European Offices and Retail Network (20 Boutiques: Italy, France, UK, Germany, Spain, Switzerland, Turkey). Previously she spent 7 years working in the commercial department of several HR consulting companies, starting as the Key Account Manager before being promoted to the Area Manager. Annalisa graduated in Economics at the Sapienza University in Rome.

Dr. Marika Taishoff
IUM Program Director - Joint Track Program PGDLM

Dr. Marika Taishoff is Director of the Full Time MBA and Executive On-Line MBA at the International University of Monaco. Prior to joining IUM in 2009, Marika had worked with IMD (the International Institute for Management Development) in Lausanne, Switzerland; Bocconi University Business School in Milan; and at the Imperial College Management School, University of London, as well as having been a consultant to many companies in Europe and Turkey. Her own academic background extends well beyond management. She has a BA magna cum laude from Barnard College, Columbia University in English and Religion; an MA from Columbia University in Russian Literature; an MA from the School of International Affairs of Columbia University in International Banking & Finance; and a Docteur es Sciences Politiques from l’Institut Universitaire de Hautes Etudes Internationales of the Université de Geneve.
EXTERNAL FACULTIES

We owe our success to some of the best faculty in the industry.

APARNA MITTAL
Partner, Luthra & Luthra

FEDERICA TORGNEUR
Director, KNOT Business Consultancy

NISHANT BANGAR
Associate Editor, Robb Report India

PRITI ZARARIA
Head: Women’s Fashion, Zovi.com

RAHUL NARVEKAR
CEO, NDTV Ethnic Retail Ltd

RAHUL SINGH
Owner, Beer Cafe

SHAGUN SINGH
Country Manager, DIOR Timepieces

SUDEEP CHHABRA
Business Head, Armani Junior

ARINDAM BHATTACHACHARYA
Head Luxury Sector BD, BVC Logistics

AMBICA RANGER
Sales, Business Development at Louis Vuitton
INDUSTRY CONNECT
Our Students Interact with some of the best Industry Practitioners

EMMANUEL BALAYER
Senior Vice President at North India Sothebys International Realty

GURMEET SINGH
Managing Director, Yahoo India

NADIA BONFINI
Sales and Marketing Head at French Bakery

VIJAYA RATHORE
Principal Correspondent – Luxury, Lifestyle at The Economic Times

KAMAL JEET SINGH
Retail and Retail Head at Creyate Arvind Group

ROLF BLASER
Country Manager at Safilo India

VIMMI SOOD
Vice President Sourcing at Radiant

ELISA CASTAGNA
Strategy and Marketing Consultant

SUGATO BOSE
Founder at SNS Global Concepts

ELIANA KOULAS
Co-Founder | Director at Luxus Retail
ADVISORY BOARD MEMBERS

ROLF BLASER  Country Manager, Safilo
YASHWARDAN SABOO, MD Ethos
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RAHUL NAVERKER, ex CoFounder, Fashion & You
LUKE BANKS, Sourcing Head, Marks & Spencers
AMIT DUTTA, MD, Luxury Hues and Quintessentially
AMAR AGGARWAL, MD, SPA Group
LUANA CARCANO, Head Luxury Division, SDA Bocconi
AMRUDA NAIR, MD, Leela group of hotels
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ALEXANDRA ORLOFF, MD, Sacha Consulting
RAJESH PRATAP SINGH, Designer
SAMEER DHUDHORIA, Luthra and Luthra
MARCO RIGGIO, MD, L’oreal India
SABA ALI, Indian Senior Associate, Fondazione Altagamma
How to Apply?
To apply online visit
www.lcbs.edu.in

For any query, please contact us:

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E-mail: admissions@lcbs.edu.in

Interact with us
We encourage you to interact with Luxury Connect Business School - faculty, staff and other student.

Connect at:
www.lcbs.edu.in

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