

28 January 2017

Dr D N Pandey
Director – College of Management & Economic Studies
University of Petroleum and Energy Studies
Dehradun – 248007
India

Dear Dr Pandey,

Advance with CIMA

BBA (Finance & Accounts)
BBA (Digital Marketing)
BBA (Operations Management)
BBA (Logistics Management)
BBA (E-Commerce Marketing)
BBA (Oil & Gas Marketing / Oil & Gas)
BBA (Human Resource Management)
BBA (Financial Services & Marketing)
BBA (Auto Marketing)
BBA (Media Management)
BBA (Aviation Operations)
BBA (Foreign Trade)

Further to your recent correspondence with Vineet Pawar, our Markets Manager for North India, CIMA has recognized the University of Petroleum and Energy Studies as a highly reputable University in India and as such we are delighted to detail the exemptions available to your programmes based on our improved accreditation framework for undergraduate degrees specialising in accounting.

For details of the exemptions from CIMA and the study pathway available to your BBA students, please refer to Appendix 1 of this letter. This will also be updated on our [exemptions website](#) within the next week.

Your BBA (Finance & Accounts) graduates from 2017 onwards will have to sit and pass [BA2 Fundamentals of Management Accounting](#), following which they will then receive the [CIMA Certificate in business accounting](#). They then have to pass [P1 Management Accounting](#) and the [Operational level case study](#) in order to receive the [CIMA Diploma in management accounting](#).

We would we strongly recommend that students take the Open Elective modules in Mercantile Law plus Corporate Social Responsibility as this will go some way to covering the topics contained within our [BA4 Fundamentals of Ethics, Corporate Governance and Business Law](#), and the Programme Electives in Corporate Tax Planning, International Finance and Advance Accounts for the exemption from [F1 Financial Reporting and Taxation](#).

Graduates from all of the remaining programmes will receive exemptions from BA1, BA3, BA4 and E1. The above comment regarding BA4 applies to these students as well.

We will monitor student performance in CIMA examinations and any other appropriate quality indicators during this period to assure ourselves of the appropriateness of the exemptions awarded and this information will be taken into account when we discuss the re-accreditation of this programme in 2-3 years' time. The pass rates of your graduates will be benchmarked against the global average. Should the pass rate fall consistently below this, we may conduct a review of the programme to consider what, if any, steps can be taken to improve them.

We'd like to draw your attention to CIMA's suite of research publications which you and your faculty members can download for free and use as case studies in your classes. These publications and other study resources for students are available on our website:

- [Academic research reports](#)
- [Global Management Accounting Principles](#)
- [Study resources](#)

We look forward to working with you and strengthening our relationship with UPES.

Yours sincerely

Simon Sherry

Lead Manager, Higher Education Partnerships – Management Accounting

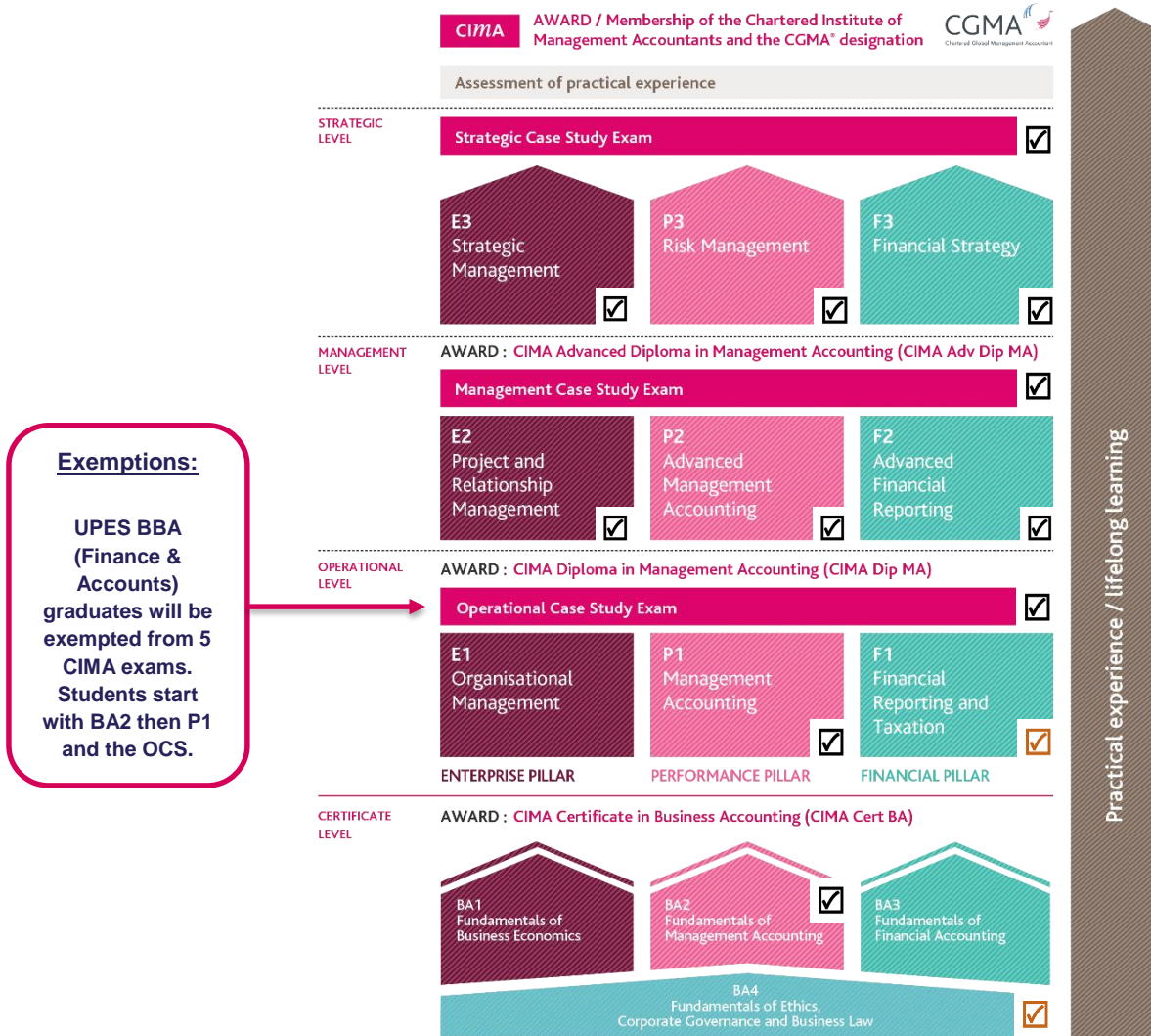
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The CIMA Qualification Framework

University of Petroleum and Energy Studies

- ✓ BBA (Finance & Accounts) graduates have to complete these exams 2017 to 2022 completion

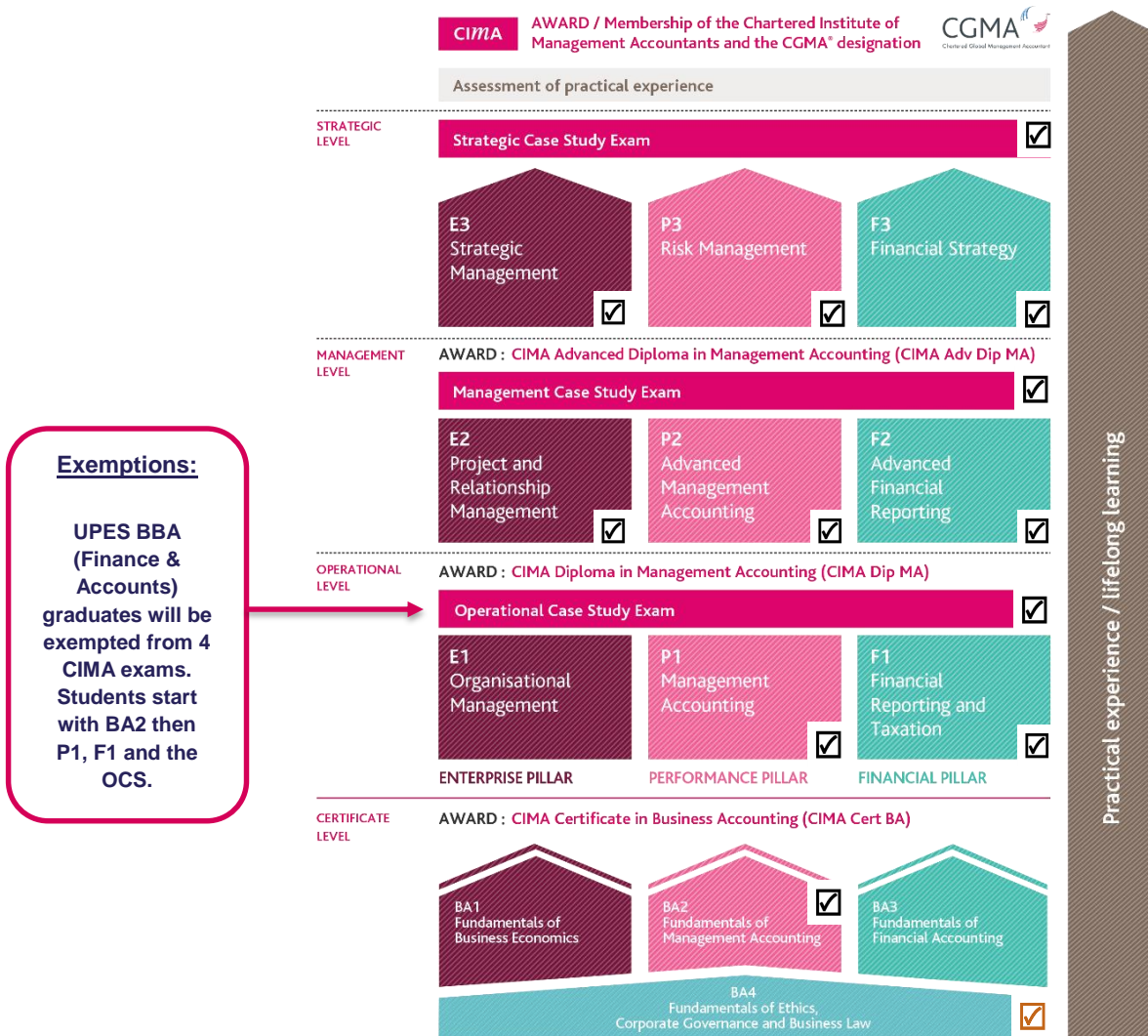


- ✓ We strongly recommend students take the elective modules listed in the letter above in order to ensure they are prepared for the operational case study and progressing to membership. Prior knowledge of our syllabus content is assumed when sitting CIMA exams at higher levels.

The CIMA Qualification Framework

University of Petroleum and Energy Studies

- ☑ BBA (all other specialisms) graduates have to complete these exams 2017 to 2022 completion



- ☑ We strongly recommend students take the elective modules listed in the letter above in order to ensure they are prepared for the professional level exams and progressing to membership. Prior knowledge of our syllabus content is assumed when sitting CIMA exams at higher levels.

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India

Dear Dr Pandey,

Advance with CIMA
MBA (all streams)

Further to your recent correspondence with Vineet Pawar, our Markets Manager for North India, we are pleased to inform you that graduates from the above named programmes will be able to join CIMA through an accelerated route designed specifically for MBA and Master's in Accounting graduates.

This route will allow your graduates to take the CIMA master's gateway assessment. Once they have successfully passed the assessment, they will be granted 11 exemptions from CIMA's certificate, operational and management level exams. Kindly refer to the final page for the CIMA qualification framework. Students who do not wish to take the gateway route will be eligible for exemptions from the certificate level and E1 Organisational Management, and will enter directly in to the operational level objective tests of the CIMA professional qualification.

The master's gateway is optional, and it is for the students to decide whether it is in their best interest to come in at this level or whether to accept the normal blanket exemptions.

We will monitor the pass rates to assure ourselves of the appropriateness of the decision; if the pass rates are below the national average then we may will need to consider what steps, if any, can be taken to improve them. This decision will be reviewed in 2-3 years' time and we will share our findings with you then.

We ask all institutions, as a condition of accreditation, to keep us up-to-date regarding significant developments on the accredited programmes and also to submit particular evidence as requested e.g. annual course reports or selected exam papers. Please do keep us informed of any relevant changes as and when they occur.

For more information about the CIMA masters gateway assessment, please visit our website at <http://www.cimaglobal.com/Starting-CIMA/Starting-CIMA/Entry-Routes/MBA-and-masters-in-accounting/>

The management level case study simulates the role of a Manager working at the management level and will involve long and short responses supported by the analysis of both financial and non-financial information including the consideration of key stakeholders, the implementation of projects, pricing and product decisions and/or the performance evaluation of divisions or component parts, as well as the impact that these might have on the financial statements and performance of the organisation.

On successful completion of the master's gateway exam students will receive the [CIMA Advanced Diploma in Management Accounting](#).

We'd like to draw your attention to CIMA's suite of research publications which you and your faculty members can download for free and use as case studies in your classes. These publications and other study resources for students are available on our website:

- [Academic research reports](#)
- [Global Management Accounting Principles](#)
- [Study resources](#)

Finally, we look forward to working together and strengthening our relationship with UPES College of Management and Economic Studies.

Yours sincerely

Simon Sherry

Lead Manager, Higher Education Partnerships – Management Accounting

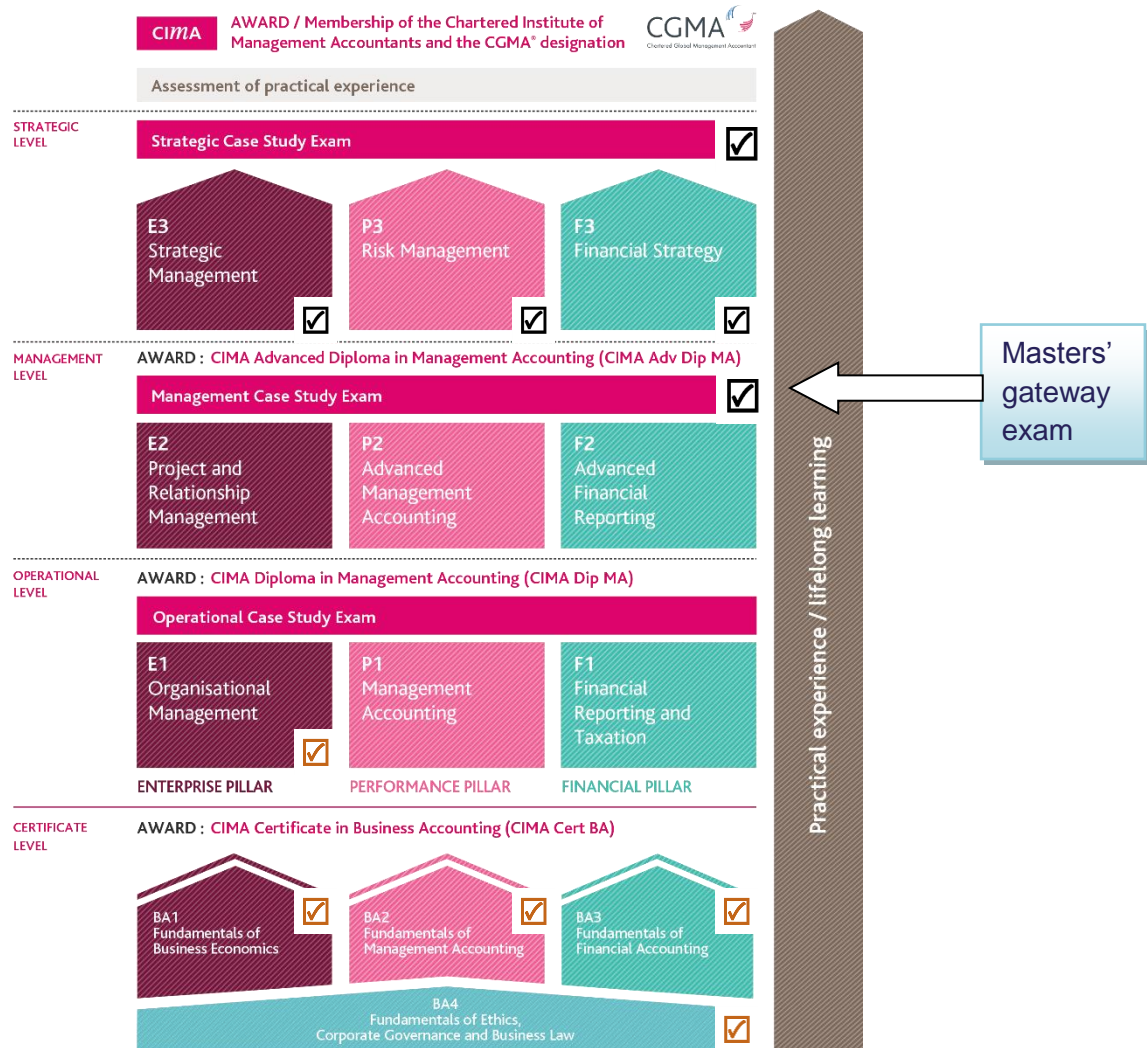
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The CIMA Qualification Framework



UPES CoMES MBA graduates need to complete these exams



✓ Students who choose normal exemptions will be exempted from these subjects